

City of St. Louis **Opportunity** Zone Prospectus

»»» Gateway to Opportunity

Prepared by **Development Strategies** in collaboration with the **City of St. Louis**
and the **St. Louis Development Corporation**
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DEVELOPMENT STRATEGIES®





Executive Summary

St. Louis' dynamic economy is nationally-recognized for its strengths in innovation, distribution, health care, and biotechnology. With substantial growth in these sectors and a robust ecosystem of organizations supporting these industries, the region is **poised for ongoing job creation, business investment, and new startup activity.**

St. Louis is **a city of neighborhoods**, each with its own history, character, assets, and priorities for reinvestment. St. Louis and its network of community development organizations are working to **promote equitable investment in these neighborhoods**, and to align Opportunity Zone capital in support of community priorities.

The City of St. Louis has **27 Opportunity Zones organized into 10 clusters** that provide a wide variety of investment options, including impact investing, community development, small-scale rehabs, and large-scale transformative developments.

The **City of St. Louis stands ready to partner** with Opportunity Zone investors and developers, and to **catalyze transformative projects** with this new source of capital.

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St. Louis' Opportunity Zones

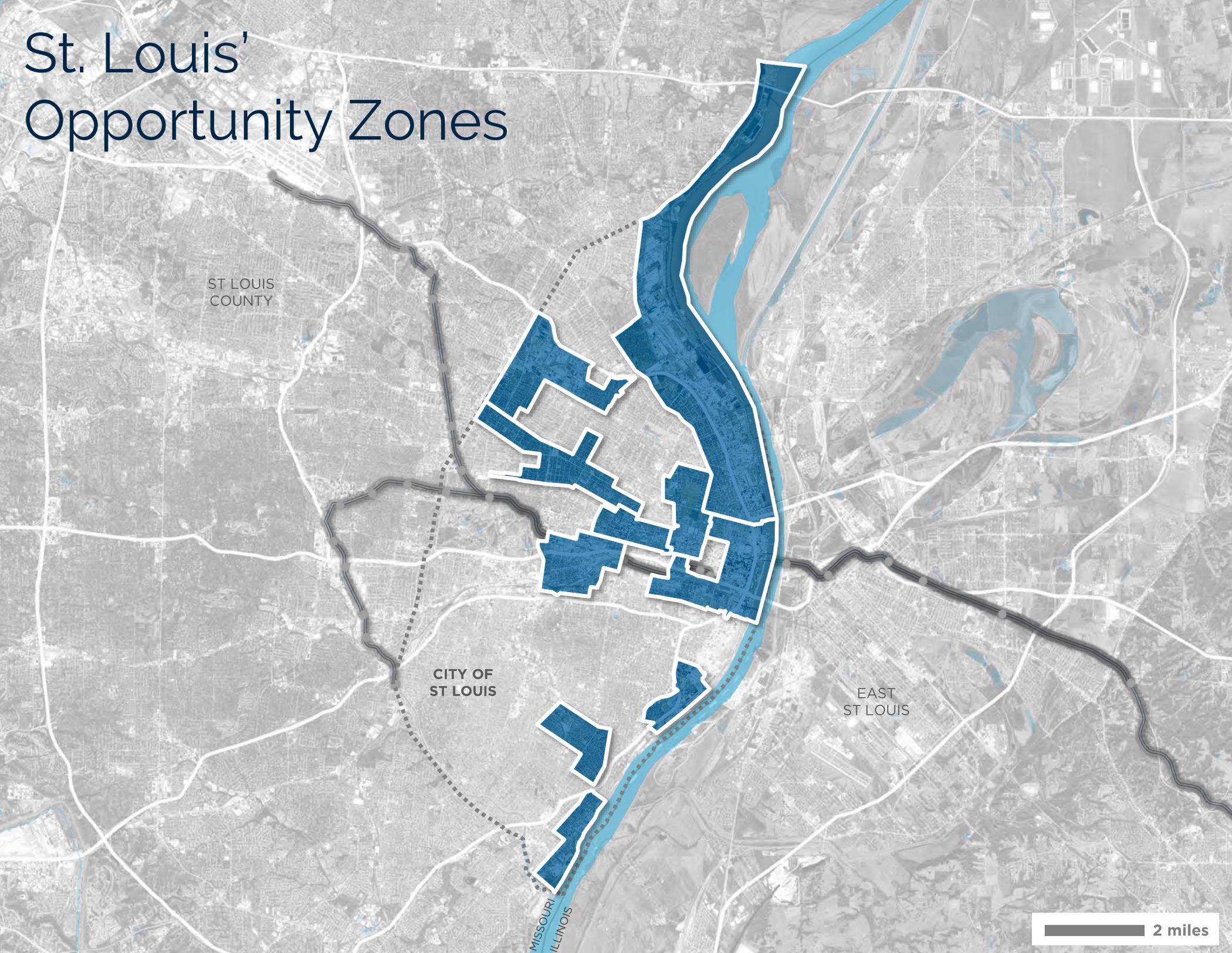
ST LOUIS COUNTY

CITY OF ST LOUIS

EAST ST LOUIS

MISSOURI
ILLINOIS

2 miles





Introduction

about the Opportunity Zone
program and its potential

Opportunity Zones Program Overview

About the Program

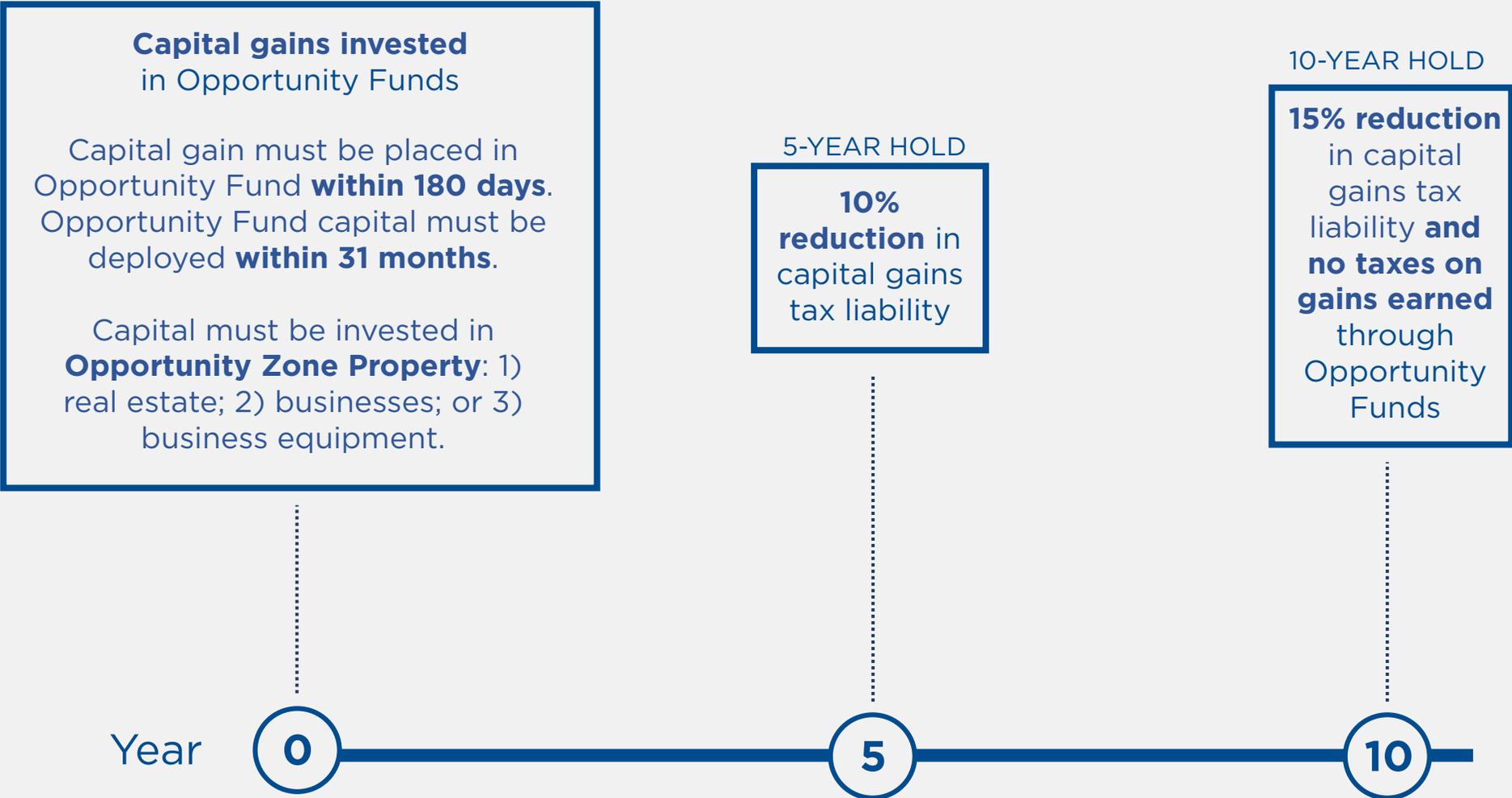
- The **Tax Cut and Jobs Act of 2017** established Internal Revenue Code Section 1400Z – Opportunity Zones.
- The program allows for the **deferral and partial exemption of capital gains** invested in designated Opportunity Zones (OZs).
- Opportunity Zone capital is intended to **spur development in economically-distressed communities** through **patient-capital** investment in real property and in businesses.
- The program is designed to be **highly flexible and accessible to participating investors**.

“We need a **new formula** for the public and private sectors to **work together** to generate new investments, new businesses, and new good paying jobs in places that have fallen behind.”

The Honorable Andrew Young
Fmr. U.S. Congressman

Opportunity Zones Program Overview

How does it work?



Opportunity Zones Program Overview

Potential for partnerships

Identify Strategic Projects

- **Catalyst projects** at key sites to create new momentum
- **Business investments** in firms and equipment
- **Establish focus districts** for targeted investment aligning with other initiatives

Match Projects with Investors

- **Market projects** to potential investors
- **Assemble needed capital** for priority projects

Build New Partnerships

- **Solicit project proposals** from developers with new projects in opportunity zones
- **Connect with investors** interested in supporting projects in St. Louis' Opportunity Zones
- See page 48 to learn how to submit a project proposal and/or connect to project investment opportunities

LEADERSHIP, COORDINATION, ALIGNMENT

Purpose of This Prospectus

Tell the story of key local and regional trends that make St. Louis an attractive location for investment.

Assess the business ecosystem and general economic climate.

Profile the City's ten Opportunity Zone clusters, including community anchors and assets, demographic characteristics, business potential, and potential projects and businesses.

Summarize key economic development initiatives that can be leveraged through strategic Opportunity Zone Investment.

“The broad objective of this incentive—**expanding economic opportunities for people and places left behind**—cannot be achieved by the market and outside investors alone.

Cities ... will need to act decisively if Opportunity Zones are to engender **inclusive, sustainable growth that is truly transformative** for each city's economy, rather than just a large volume of disconnected, individual transactions.”

Bruce Katz and Evan Weiss
Transactions to Transformation:
How Cities can Maximize Opportunity Zones

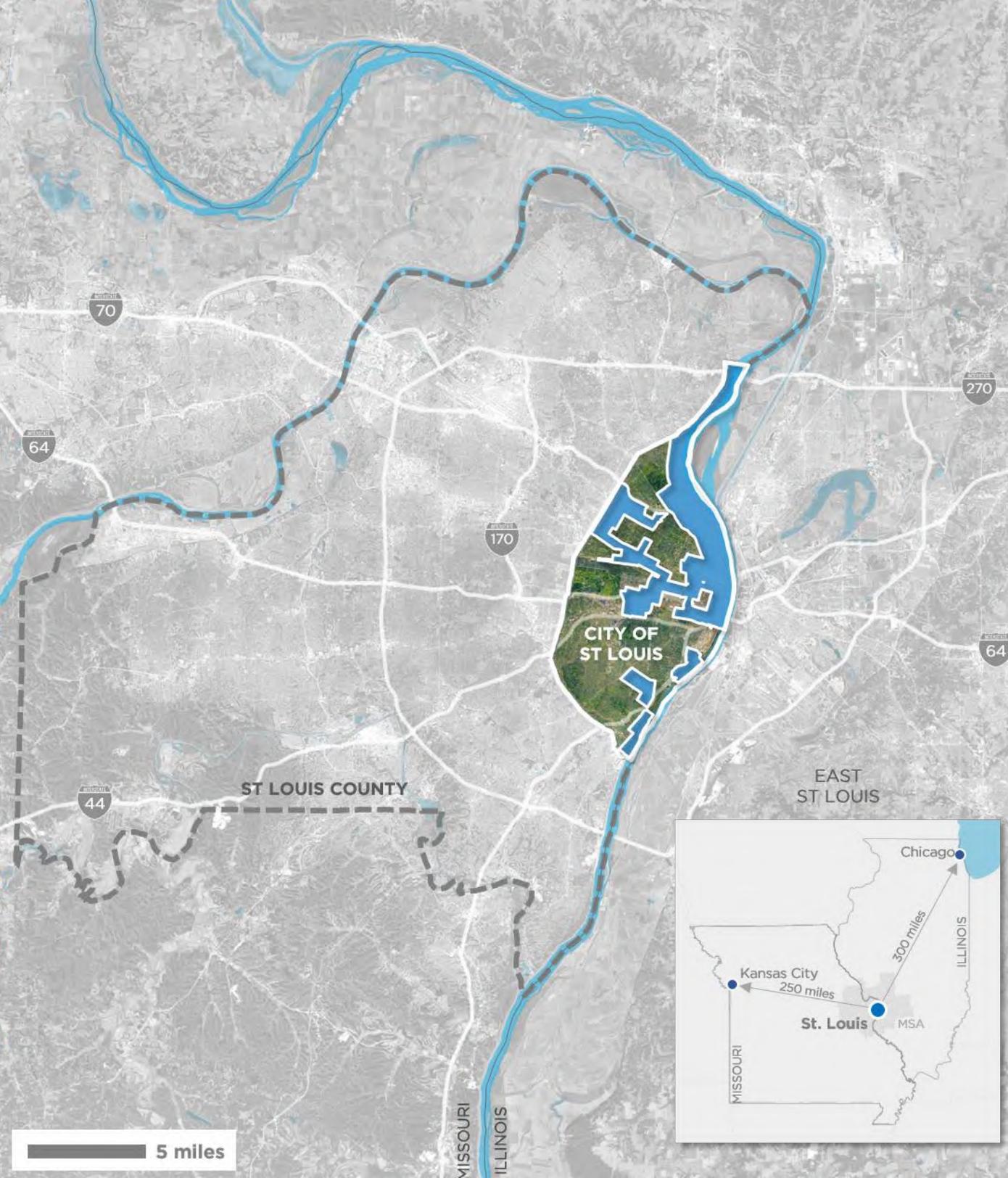


City of St. Louis Overview

an introduction to the city
and its economy

Regional Context

With **2.8 million residents**, the St. Louis region is the nation's **21st largest metro area**.



Population

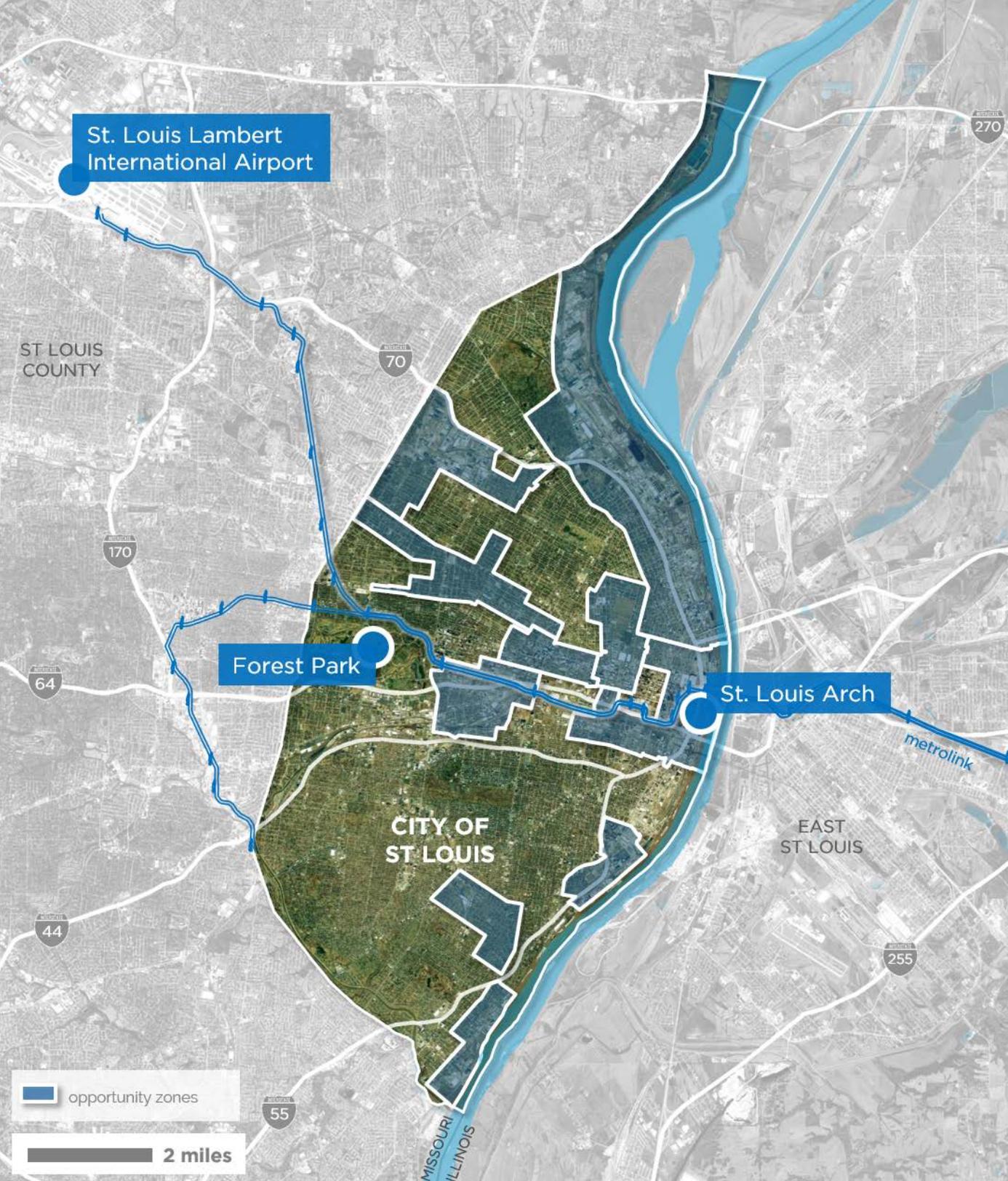
St. Louis MSA	2,859,400
City of St. Louis	315,300
Opportunity Zones	77,300

City of St. Louis

On the banks of the Mississippi River, the **City of St. Louis** is the region's **historic and geographic center**.

The City of St. Louis submitted 40 census tracts for consideration as Opportunity Zones, and **27 tracts were designated as Opportunity Zones by the State of Missouri**.

St. Louis' **designated Opportunity Zone census tracts** span the city's northern, southeastern, and central corridor neighborhoods.



Growth in Key Areas

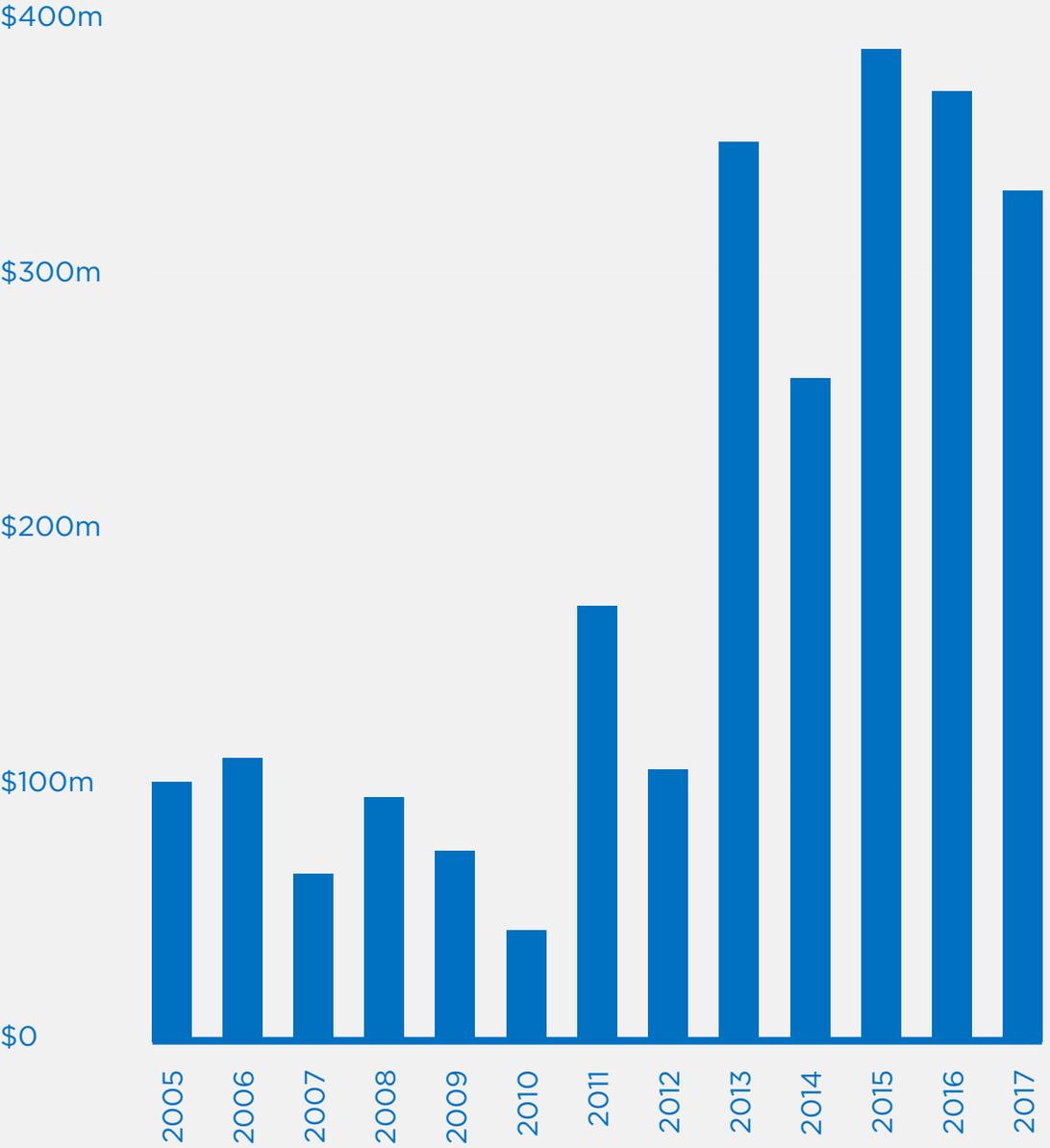
St. Louis **added 4,700 high-tech jobs** in 2016 and 2017, a 23 percent growth in tech-sector employment.¹

Between 2005 and 2015, St. Louis saw an **87% increase among young professionals**, the largest increase of any city during that period.²

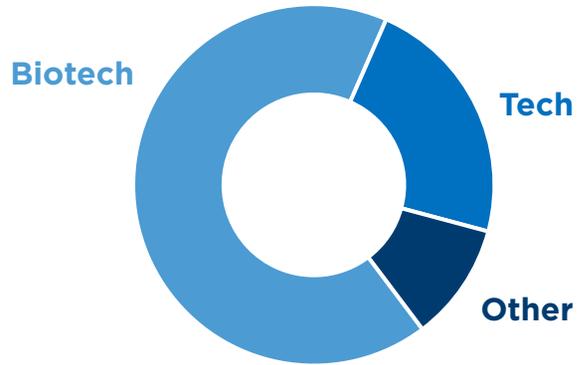
5,490 multifamily units delivered since **2013**, with an additional 2,150 under construction.³

Building St. Louis' Startup Economy

Venture Capital Investments in the St. Louis Metro Area¹¹



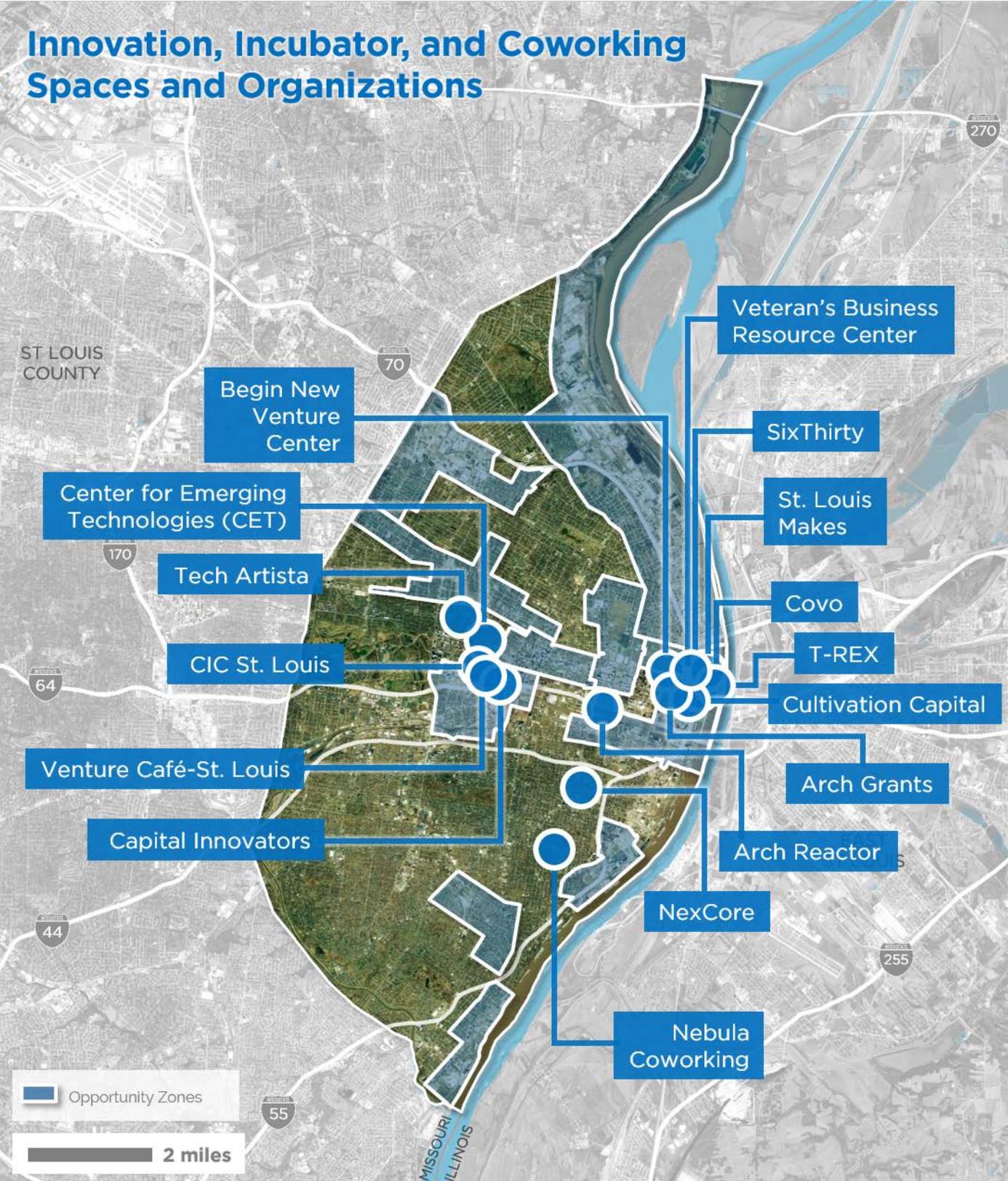
Amount invested in St. Louis MSA Startups 2015-2017



Between 2005 and 2012, the region generated an average of more than \$95 million in venture investment per year. **Since 2013, the total has averaged over \$340 million per year, a 256% increase.**

St. Louis ranks **19th among metro areas** for total VC investment and **4th among Midwest metros.**

Innovation, Incubator, and Coworking Spaces and Organizations



St. Louis' Innovation Economy

Venture capital investments in St. Louis are **up 90%** in the past three years.⁴

Forbes ranked St. Louis as **one of the top 10 rising cities for startups.**⁵

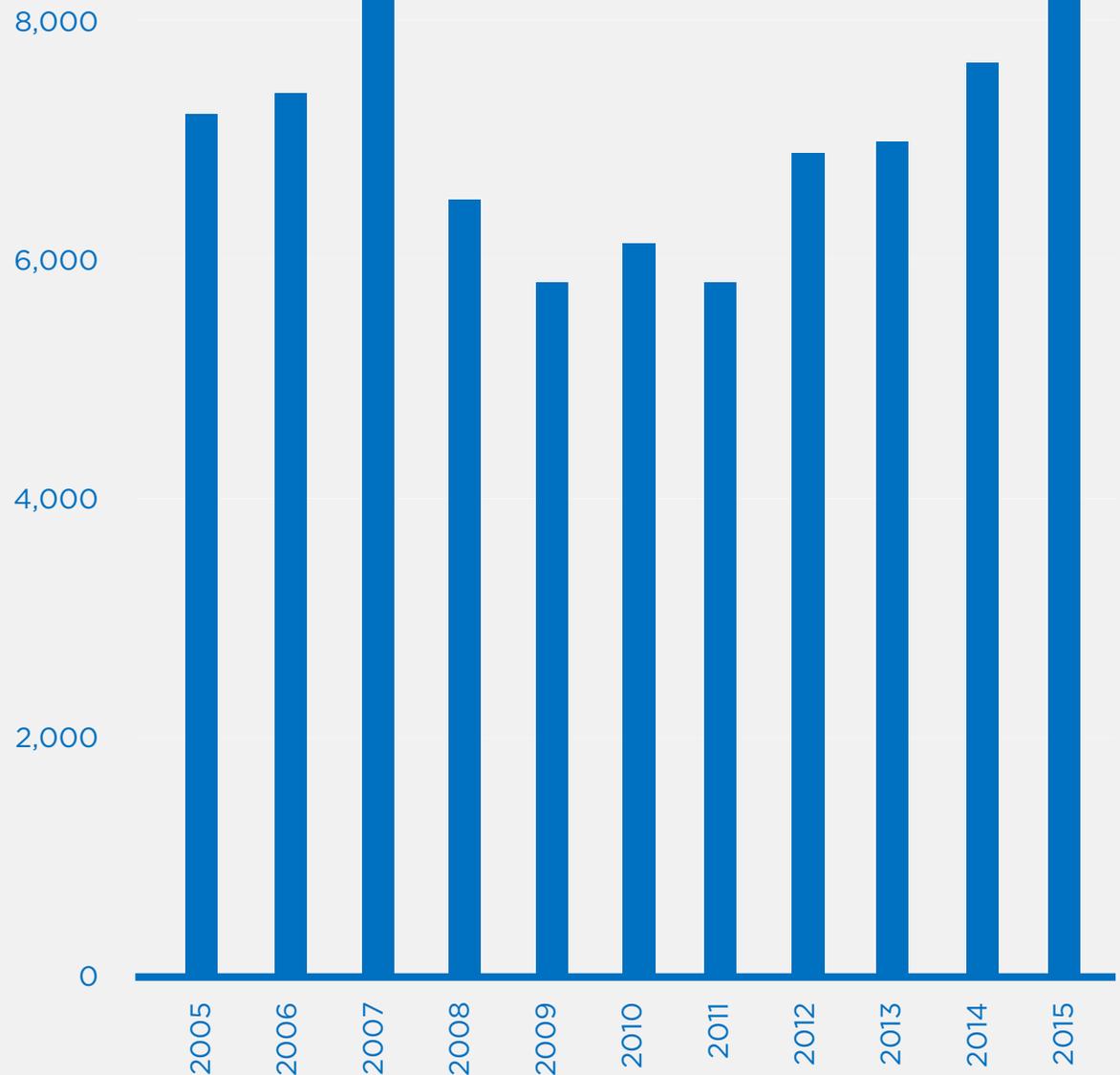
Startups & Entrepreneurship

The St. Louis metro area has the **5th highest Startup Density**—the number of startups per 1,000 businesses—among peer metros.¹²

Firm establishments in the region are **trending strongly upward**. New firm establishments are at the **highest level since before the Great Recession**.

More than 80% of all new startups were companies with fewer than 20 employees, reflecting the **strength in small business entrepreneurship**.

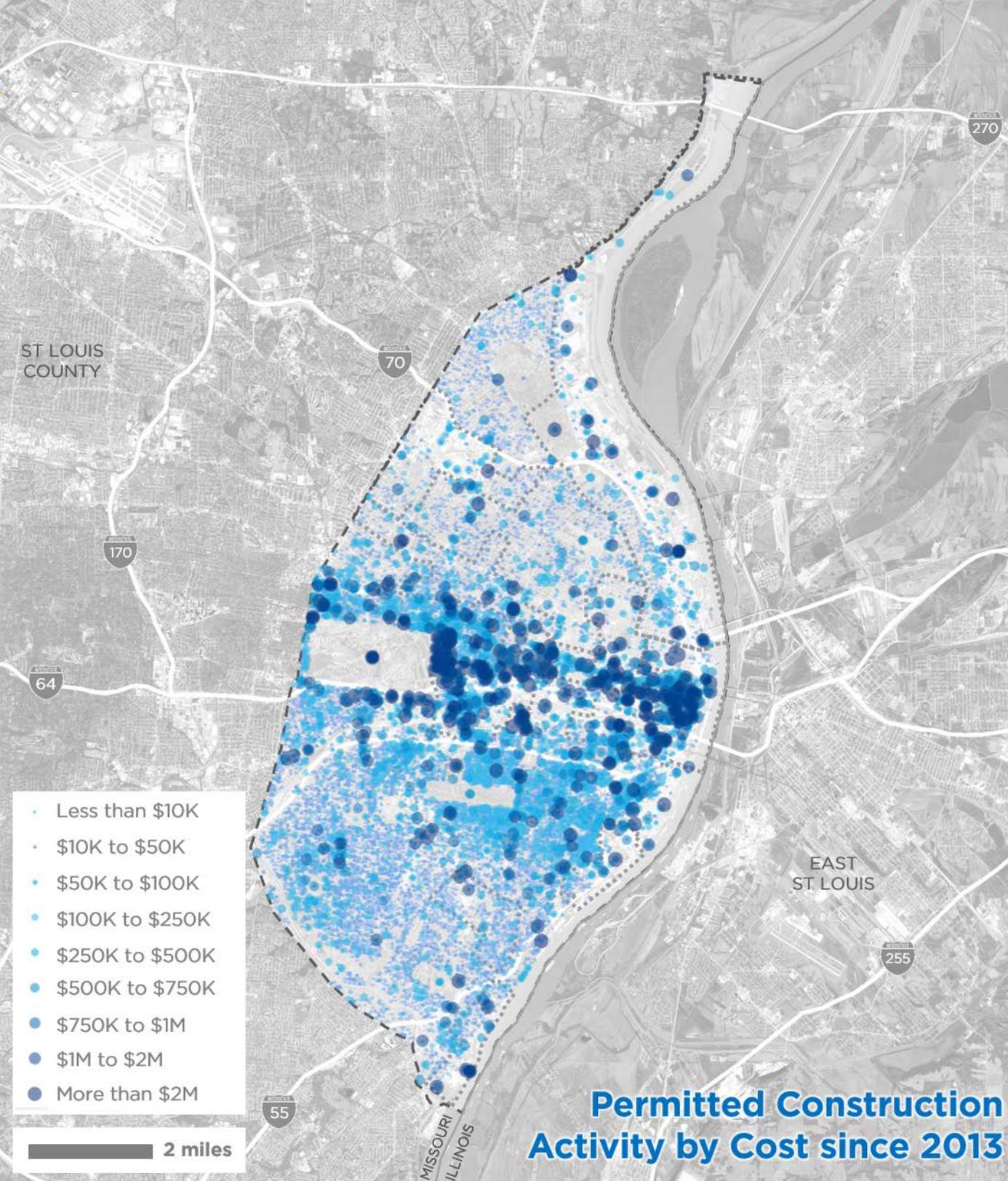
New Business Establishments in the St. Louis Metro Area¹¹



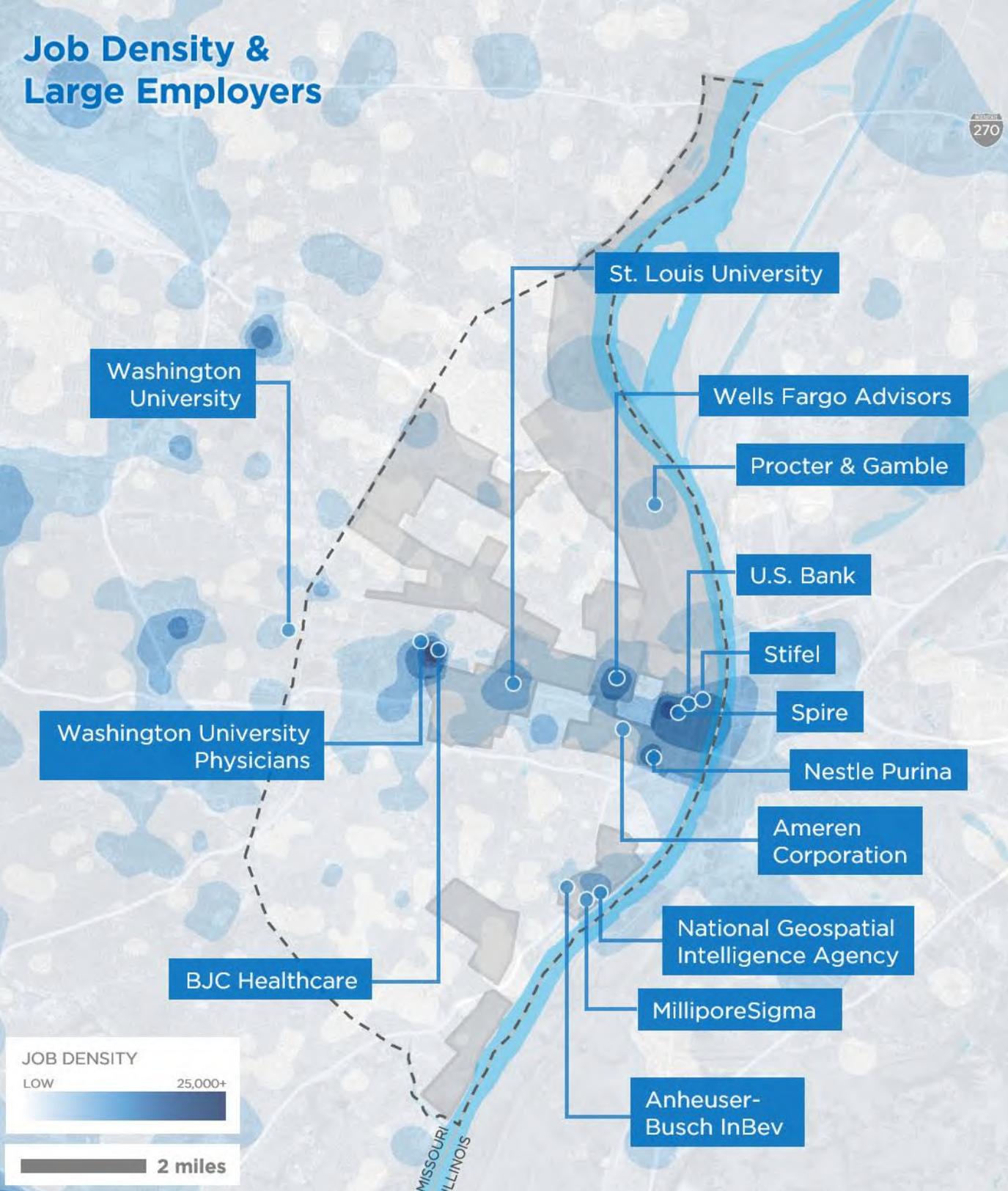
Development Activity

More than **\$4.4 billion in permitted construction activity** during the past five years, with **an additional \$3.0 billion in planned development**.¹

Over **\$2 billion of this investment occurred in St. Louis's Opportunity Zones**, including almost \$600 million in residential and mixed-use development, almost \$1 billion in commercial development, over \$200 million in industrial development, and over \$150 million in hotel development.



Job Density & Large Employers



Major Employers

The St. Louis region is home to 10 Fortune 500 companies, including three companies and 11,000 employees in the City of St. Louis.⁸

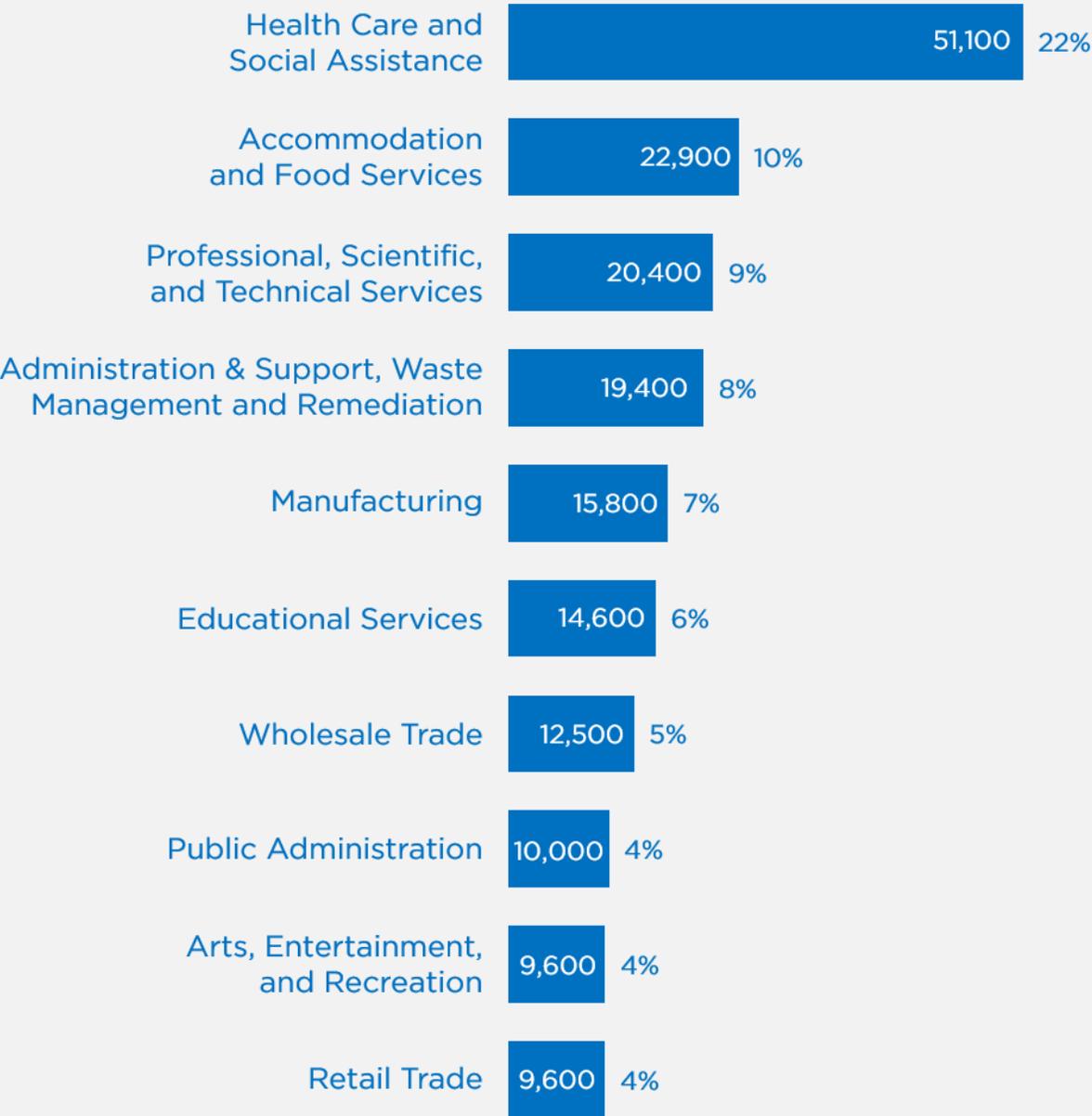
St. Louis' higher education institutions are major drivers of the economy, **employing over 20,000 people** and generating almost **\$3 billion in direct spending**.⁹

Access to jobs and economic opportunity will be key to the long-term health of the Opportunity Zones.

St. Louis' Economy

Top Ten Industries in the City of St. Louis, 2015¹⁰

Total jobs by industry, and share of total



Many of **St. Louis' largest industries grew significantly between 2009 and 2015.**

During this period the City of St. Louis added:

- More than 18,000 jobs in **Health Care and Social Assistance** (a 5% increase);
- Almost 4,000 jobs in **Professional, Scientific and Technical Services** (a 25% increase); and
- Over 2,000 jobs in **Arts, Entertainment, and Recreation** (a 25% increase).

Workforce and Talent Development

Ranken Technical College provides comprehensive **training and education in a wide variety of disciplines**, including architecture, construction, electrical, information technology, and manufacturing. Ranken **works closely with industry leaders** to teach students the most in-demand skills.

Launch Code is a national-recognized model for connecting unemployed and under-employed individuals with the skills they need to compete for jobs in the community's growing technology sector.

The **Urban League of Metropolitan St. Louis** is working to expand economic self-reliance in the community through a wide range of initiatives. The organization's programs range from computer training and financial literacy to job placement and housing counseling.

The St. Louis Regional Chamber is leading a broad coalition in the **St. Louis Region Educational Commitment**—a bold vision to catapult the St. Louis region into the **Top 10 most educated metropolitan regions** in the United States by 2025.

The **St. Louis Agency on Training & Employment (SLATE)** connects job seekers to training programs and employment, helps employers diversify their workforce, and assists youth with developing career skills.

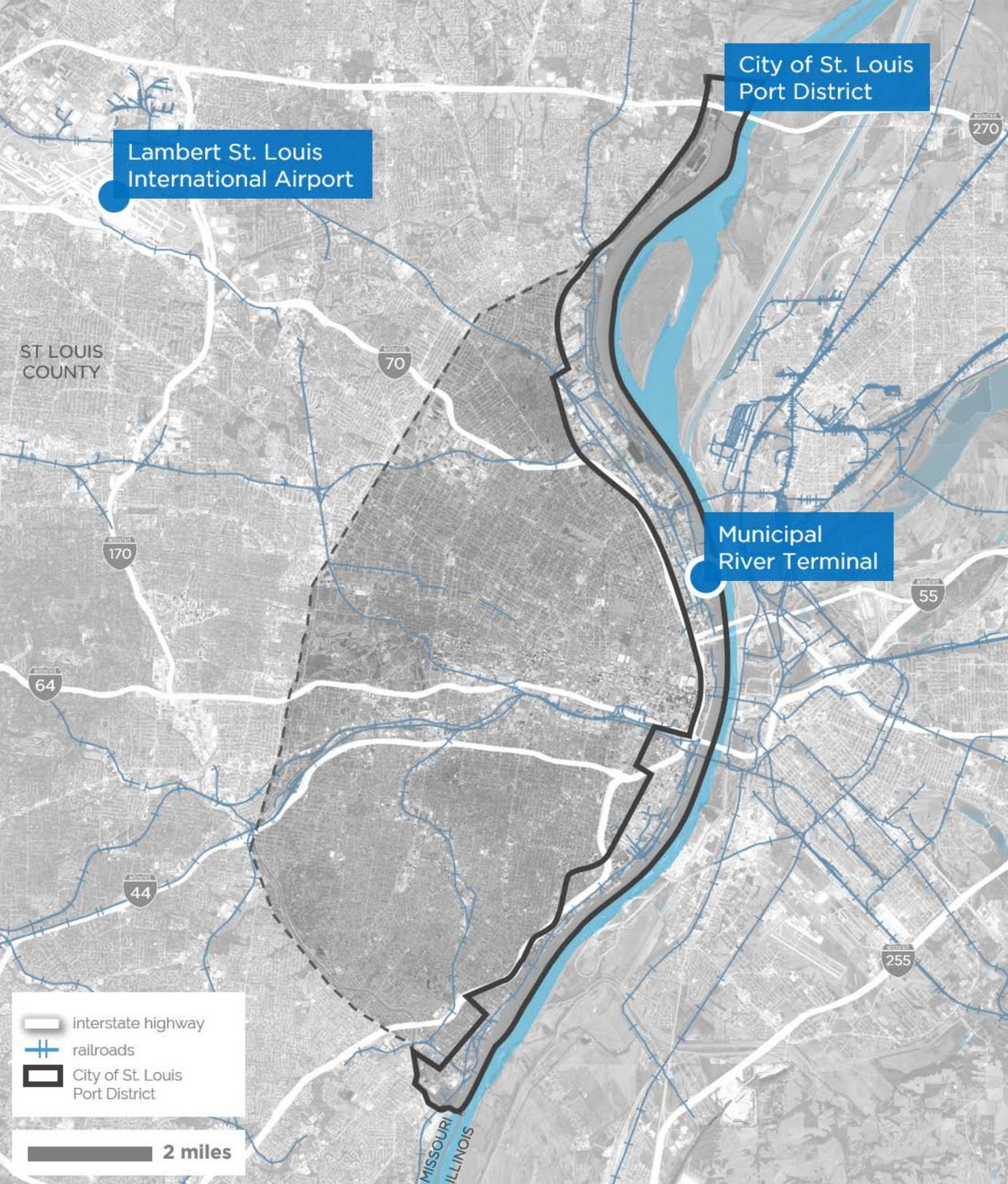
With over 8,200 students, **St. Louis Community College-Forest Park** has programs in over 80 technical fields.

Multimodal Access and Freight

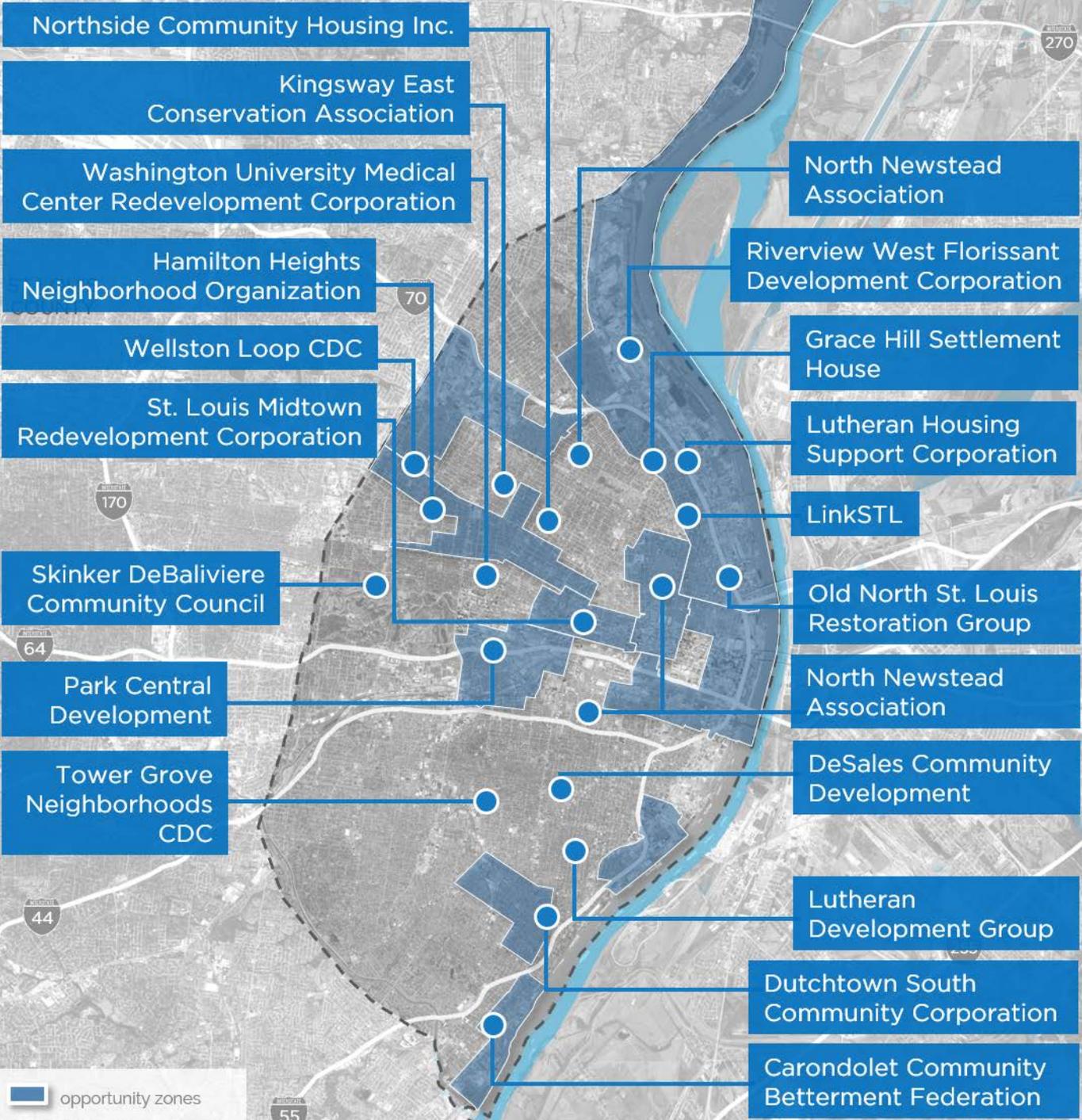
With a **robust transportation network** and nearly one third of the U.S. population within 500 miles,¹³ the city is **positioned to thrive as a logistics hub.**

St. Louis handles **\$460 billion in freight value**, the highest value among regions without ports for oceangoing vessels.

St. Louis has a **highly reliable surface transportation network.** The region ranks 7th on interstate travel time reliability.¹⁴



Community Development Organizations



A Robust Community Development Network

St. Louis' community development organizations are leading **resident-driven initiatives** to invest in quality housing, neighborhood services, and quality of life.

Invest STL, Rise Community Development, the **Community Builders Network**, and the **St. Louis Association of Community Organizations** are working to support these organizations and expand the impact of their important work.

Quality of Life

St. Louis is second only to Washington D.C. in its volume of free museums, cultural institutions, and attractions.



The **nonprofit arts and cultural sector** is a significant industry in St. Louis, **generating almost \$600 million in total economic activity** across the metro area.¹⁵



The City has **108 parks covering almost 3,000 acres**.¹⁶

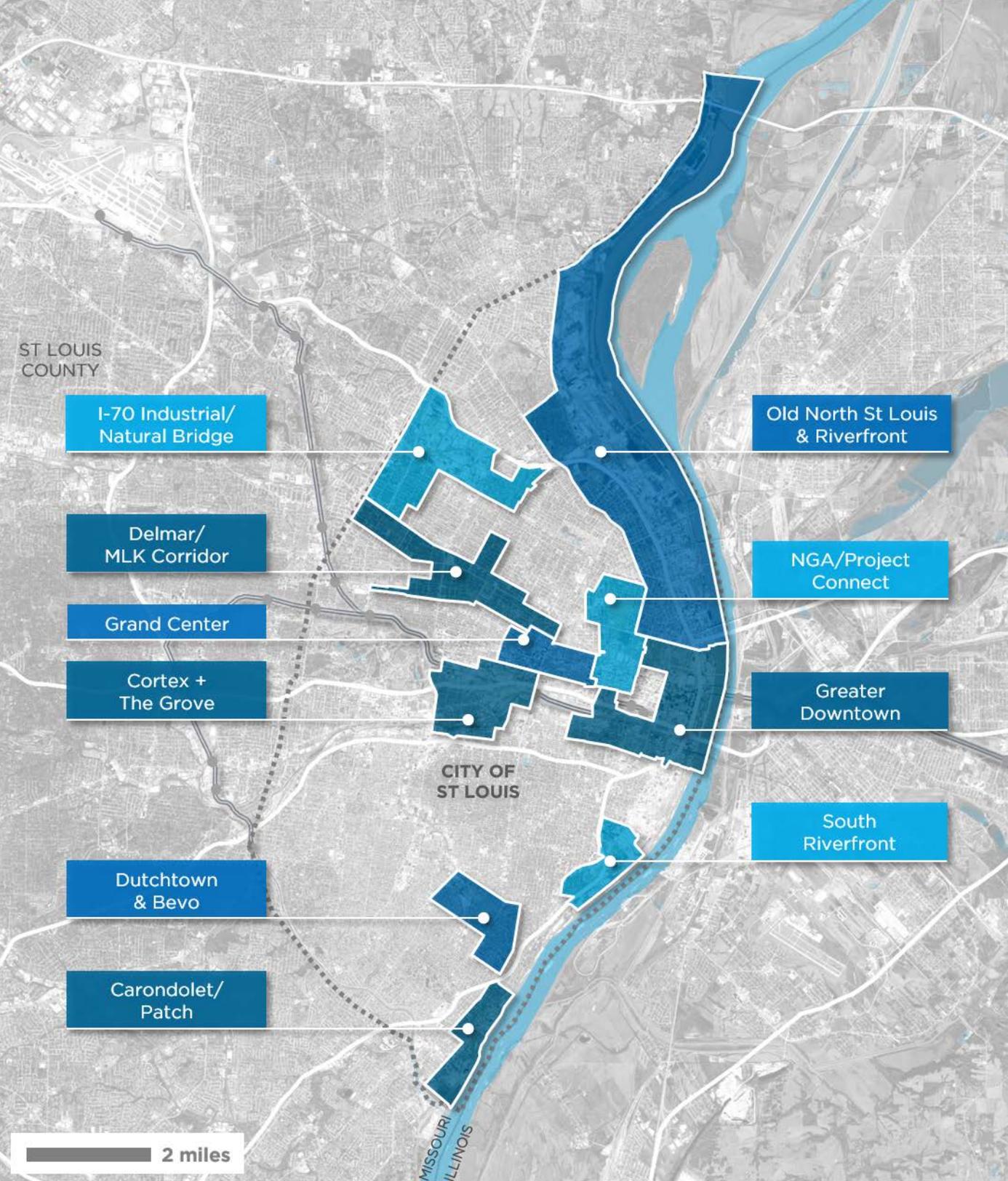
The City's largest park—Forest Park—is 1,300 acres and attracts 13 million visitors each year, making it the **sixth most-visited urban park in the United States**.¹⁷

A photograph of a city street in St. Louis. In the foreground, there is a grassy area and a paved road with several cars. A row of green trees lines the left side of the road. In the background, a prominent skyscraper with a distinctive geometric facade and a tall antenna on top is visible. Other buildings of varying heights and styles form the city skyline under a clear sky.

St. Louis' Opportunity Zones

the city's framework for
reinvestment

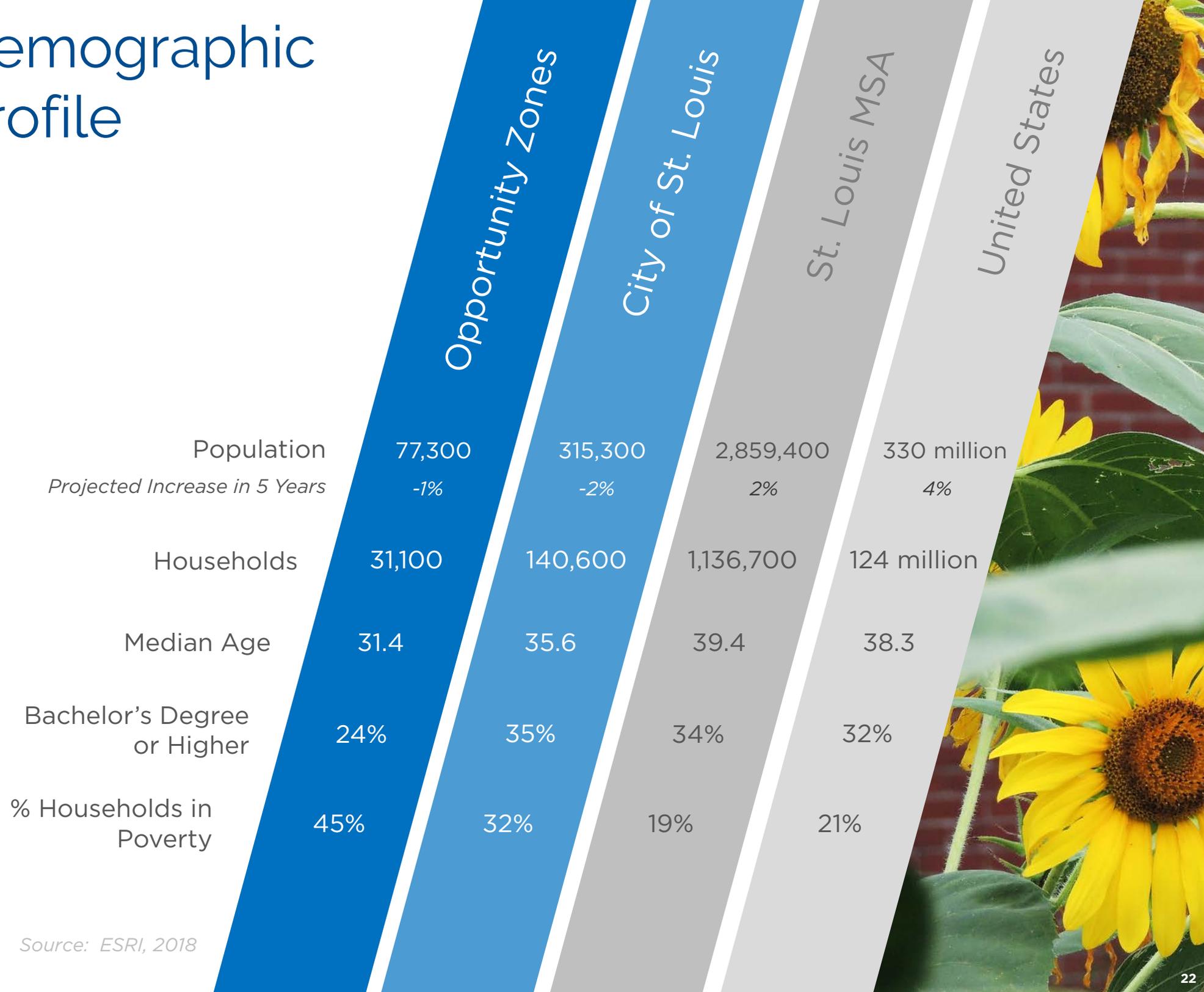
10 Opportunity Zone Clusters



The **27 designated Opportunity Zone census tracts** in the city are organized into **10 clusters**.

These clusters were selected to **connect** and **reinforce** priority areas for **investment, redevelopment, and economic growth**.

Demographic Profile



Source: ESRI, 2018

Demographic Profile (continued)

Opportunity Zones

City of St. Louis

St. Louis MSA

United States

Median Household Income <i>Projected Increase in 5 Years</i>	\$28,000 +25%	\$40,000 +20%	\$60,000 +15%	\$58,000 +14%
Median Housing Value	\$98,000	\$139,000	\$180,000	\$218,000
Average Household Size	2.26	2.46	2.47	2.59
% Rent	69%	57%	32%	37%
% Vacant	25%	20%	10%	11%

Source: ESRI, 2018

Demographic Profile (continued)

	Opportunity Zones	City of St. Louis	St. Louis MSA	United States
Less than High School	18%	14%	8%	12%
High School Degree or Equivalent	26%	22%	26%	27%
Some College or Associate's Degree	32%	29%	32%	29%
Bachelor's Degree or Higher	24%	35%	34%	32%

Source: ESRI, 2018



Opportunity Zone Cluster Profiles

each of the clusters, their strengths, and their opportunities

Greater Downtown



The geographic, economic, and cultural center of the St. Louis region

- **Ongoing reinvestment strategies** are aimed at attracting and retaining a talented young workforce, and improving the tourist, convention delegate, and visitor experience.
- The **America's Center Convention Complex** draws over 600,000 annual visitors, and will soon see a **\$175 million expansion**.
- The **Downtown Community Improvement District (CID)** is committed to providing a cleaner, safer, and more attractive Downtown environment.

Square Miles	2.9
Population	13,100
# of Households	6,500
Bachelor's Degree or Higher	44%
Median Income	\$36K
Median Home Value	\$247K

Source: ESRI, 2018

Greater Downtown



The Momentum

- The **CityArchRiver initiative** invested **\$380 million** to connect, invigorate, and expand the Gateway Arch Grounds.
- Through the **Near North Side Choice Neighborhood Initiative**, this area will see at least \$70 million in public-private investment in mixed-income housing, a new community center, and a range of social and economic supports.
- The \$261 million **Ballpark Village** will include a hotel, apartments, and an office building.

Opportunities

- Historic rehabilitation and redevelopment in **Chouteau's Landing** district
- Mixed-use development of vacant property on the **Near North Riverfront**
- Redevelopment of the **Praxair site** on Chouteau Avenue
- **Rehabilitation and reuse** of historic Downtown buildings

Unless otherwise specified, highlighted properties are not city-owned and would need to be acquired from private owners for the purposes of redevelopment.

Dutchtown & Bevo



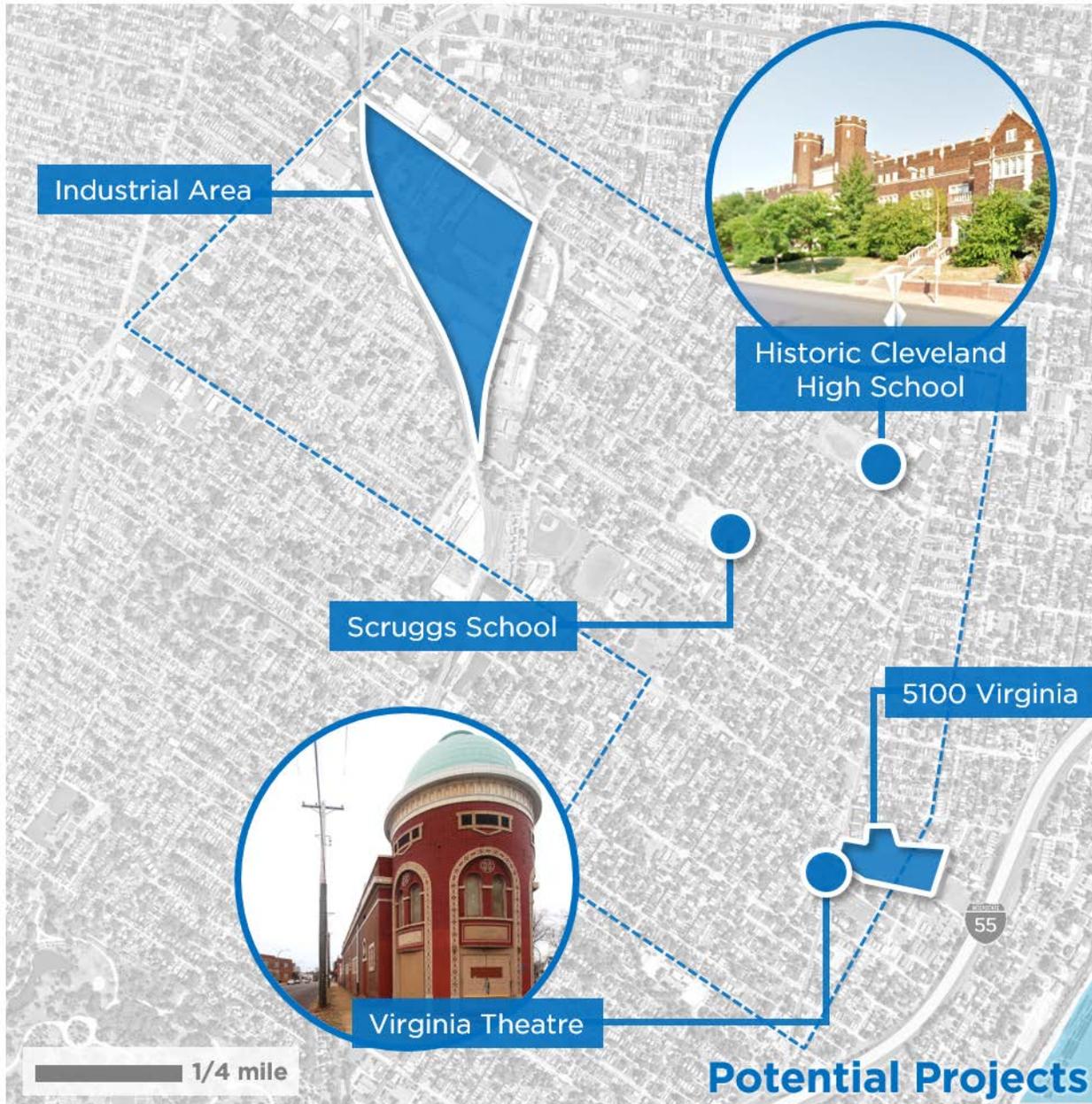
A diverse and historic neighborhood with exciting potential

- The area has a **diverse and historic housing stock**, with many buildings in good condition.
- **Community Improvement Districts** on Gravois and in Dutchtown self-fund marketing, security, and other quality of life enhancements.
- New **restaurants on Gravois Avenue** are bringing new vitality to the neighborhood.
- The area is one of the city's most diverse, with **refugees and immigrant communities** from all over the world.

Square Miles	1.1
Population	10,400
# of Households	4,000
Bachelor's Degree or Higher	17%
Median Income	\$36K
Median Home Value	\$99K

Source: ESRI, 2018

Downtown & Bevo



The Momentum

- The proposed \$3 million development of the **Gene Slay's Girls & Boys Club of St. Louis** will serve 500 at-risk youth in the surrounding neighborhoods.
- The \$1.5 million renovation project of the **historic Bevo Mill** as an event space brought new life to this iconic historic building, and re-established it as a dining and entertainment destination within the city.

Opportunities

- Partner with the City and St. Louis Public Schools on a mixed-use redevelopment of the old Cleveland High School, Scruggs School
- Historic rehabilitation of the Virginia Theatre
- Development of 5100 Virginia
- Industrial development and business investment

Unless otherwise specified, highlighted properties are not city-owned and would need to be acquired from private owners for the purposes of redevelopment.

South Riverfront



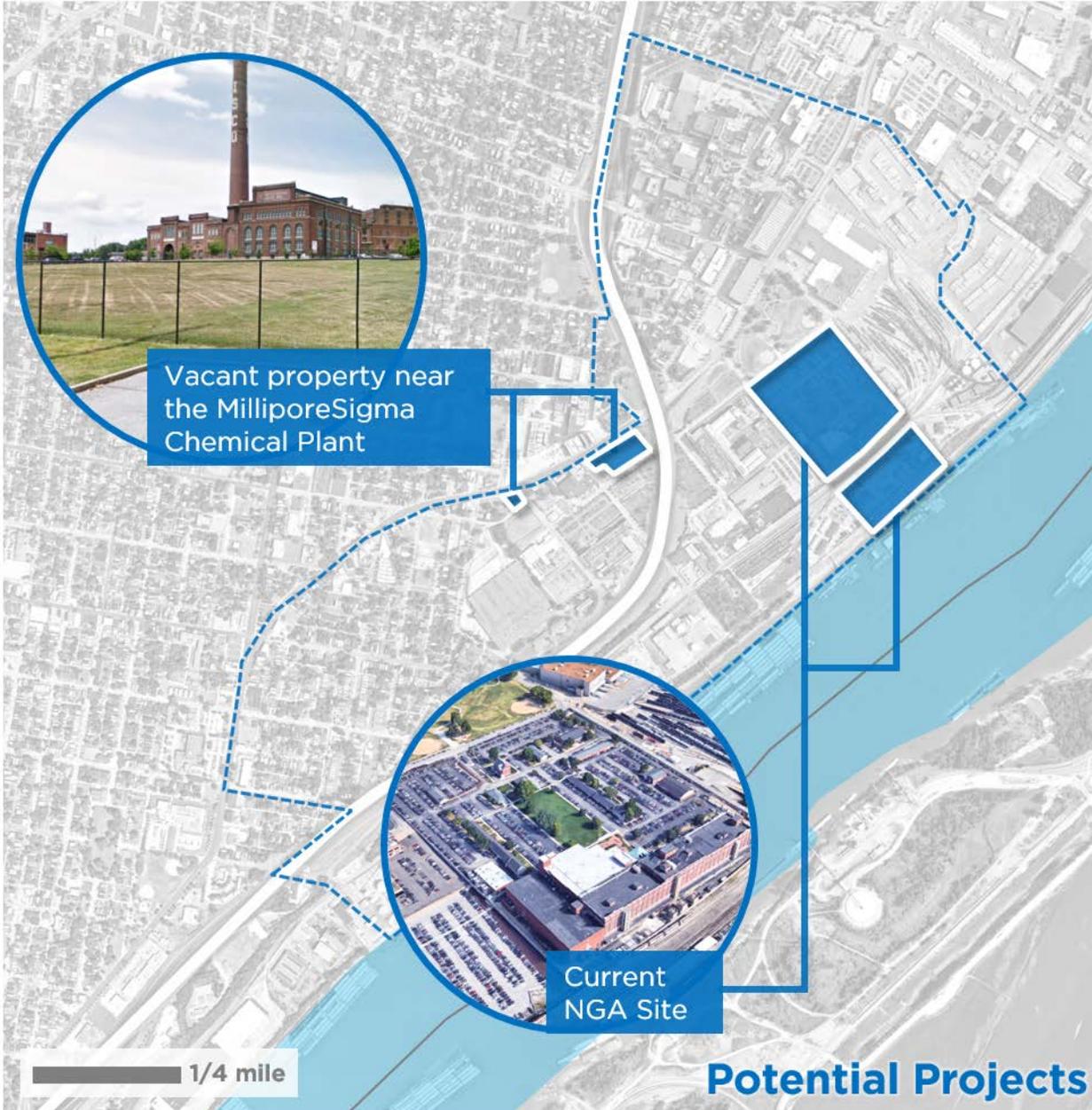
An active riverfront industrial hub just south of Downtown

- This cluster has **nearly 1.5 miles of riverfront**, including several active industrial businesses as well as sites for commercial or industrial redevelopment.
- The **Anheuser-Busch Brewery** is a center of beer production and a major destination for visitors and residents.
- The area includes **several neighborhood commercial districts**, including on South Broadway and Chippewa.

Square Miles	0.9
Population	1,700
# of Households	700
Bachelor's Degree or Higher	8%
Median Income	\$27K
Median Home Value	\$77K

Source: ESRI, 2018

South Riverfront



The Momentum

- **MilliporeSigma** invested an estimated **\$23 million** in their facilities since 2013.
- **Music venues and new restaurants** on South Broadway bring new vitality to the area.
- Over the past 5 years, the **Marine Villa neighborhood** saw almost **\$6 million in residential reinvestment**.
- **The Anheuser-Busch Brewery** continues to evolve and grow as a brewery and tourist destination, and has invested \$9 million in its facilities since 2013.

Opportunities

- Development of vacant property at President and Potomac Streets along South Broadway
- Future redevelopment of the current NGA site

Unless otherwise specified, highlighted properties are not city-owned and would need to be acquired from private owners for the purposes of redevelopment.



Old North St. Louis & North Riverfront



A working historic riverfront neighborhood adjacent to Downtown

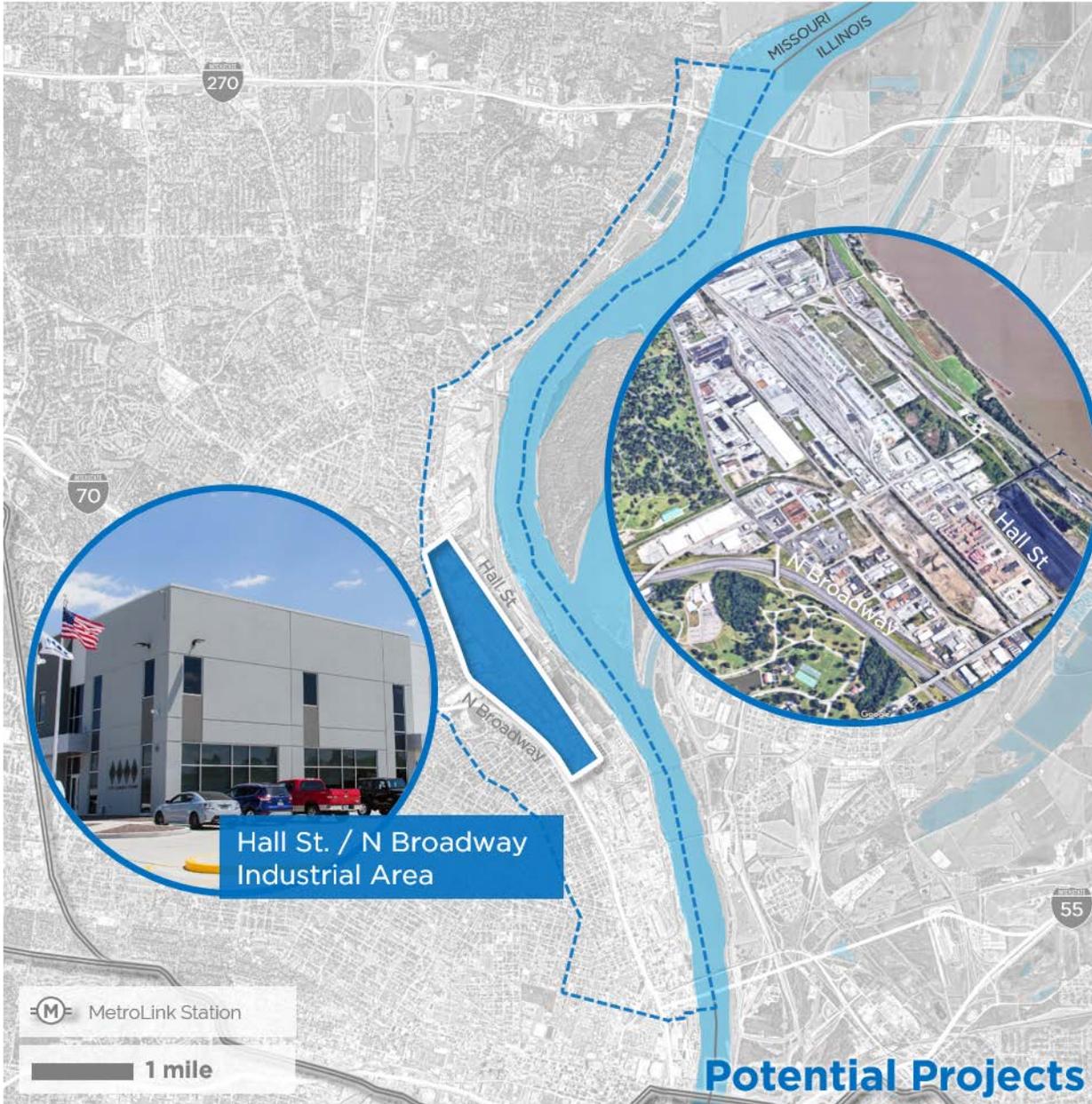
- Many of the area's **vacant or under-utilized commercial sites are well-suited for industrial development.** They range from small neighborhood-serving businesses up to large tracts with rail yards and shipping facilities.
- Old North St. Louis, Hyde Park, and College Hill, **neighborhoods with some of the region's richest historic character**, contain approximately 2,000 vacant buildings and parcels.
- The **North Riverfront Open Space and Redevelopment Plan** offers a vision for the riverfront's redevelopment.

Square Miles	10.7
Population	12,800
# of Households	4,400
Bachelor's Degree or Higher	14%
Median Income	\$23K
Median Home Value	\$80K

Source: ESRI, 2018



Old North St. Louis & North Riverfront



The Momentum

- The **\$12 million new transportation and sales facility** for Central States Thermo King is putting a former junk and rail switch yard back to productive use.
- Two vital connectors in the area—the Adelaide Avenue Bridge and the Carrie Avenue overpass—have seen **over \$12 million in recent repairs and improvements**.
- The over **\$25 million investment in 8000 Hall Street** transformed existing industrial buildings into a modern business park that now houses 12 businesses and employs over 600 people.
- The Metropolitan St. Louis Sewer District is in the process of completing **\$2 million in sewer replacement investments** for a significant portion of Hall Street.

Opportunities

- Industrial and logistics development in the Hall Street industrial area

Unless otherwise specified, highlighted properties are not city-owned and would need to be acquired from private owners for the purposes of redevelopment.

NGA/Project Connect



The future home of the National Geospatial Intelligence Agency

- The **National Geospatial Intelligence Agency (NGA)** will relocate into a new \$1.75 billion facility in the area.
- There are approximately 1,100 **vacant buildings and parcels** available for development and reinvestment.
- The cluster also includes portions of the **Promise Zone**, the **Near North Side Choice Neighborhoods** geography, the **Near North Riverfront Commerce Corridor**, and the **Northside Regeneration Tax Increment Financing District**.

Square Miles	0.9
Population	4,500
# of Households	2,300
Bachelor's Degree or Higher	23%
Median Income	\$26K
Median Home Value	\$149K

NGA/Project Connect



The Momentum

- The new NGA facility, and the associated **3,500 employees**, will create a major new economic engine in the area.
- \$2 million investment in the **Brick River Cidery** included rehabilitation of an old fire station.
- Through **Project Connect**, the City is aligning the efforts of various governmental and non-profit partners to successfully relocate the NGA to the area.
- The \$70 million **Jefferson Connector** project will connect Midtown to Downtown with new retail, office, apartments, maker spaces, and a hotel.

Opportunities

- Mixed-income residential and commercial development around the future NGA site

Unless otherwise specified, highlighted properties are not city-owned and would need to be acquired from private owners for the purposes of redevelopment.

Grand Center



The city's intersection of arts, media, and education

- The area is home to two of the region's premier institutions of higher education: **St. Louis University** and **Harris Stowe State University**.
- The **Grand Center Arts District** is a hub of vibrant arts and entertainment institutions that serve as destinations for the entire region.
- The **Cochran campus of the VA St. Louis Healthcare System** is an important social service provider for the region's veterans.
- The **Performing Arts Incubator Program** at the new .ZACK provides artists an environment to work, build, and perform in a single space.

Square Miles	0.9
Population	7,500
# of Households	2,700
Bachelor's Degree or Higher	32%
Median Income	\$19K
Median Home Value	\$483K

Source: ESRI, 2018

Assets and Anchors

Grand Center



The Momentum

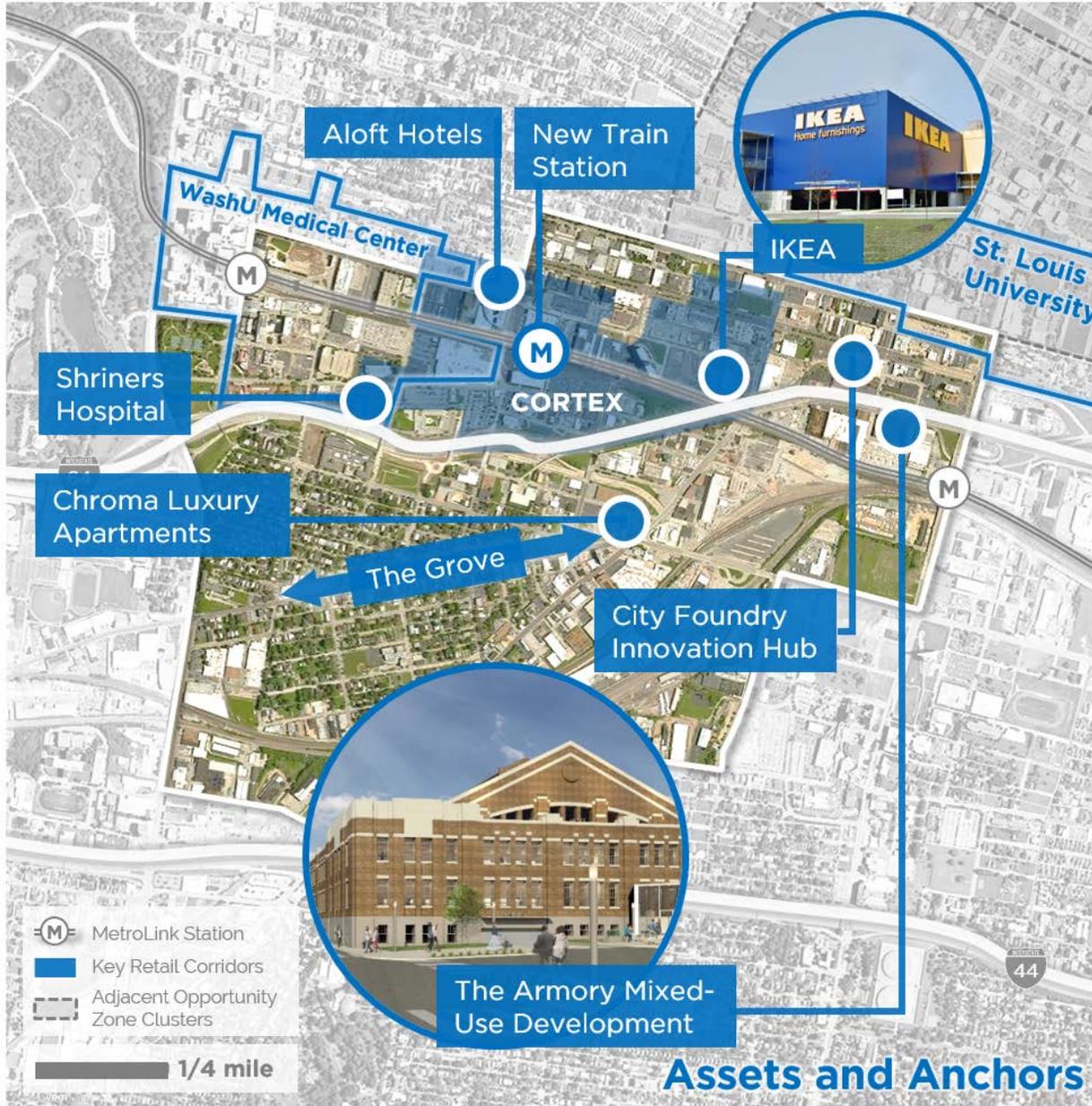
- The Kranzberg Arts Foundation re-opened the **Grandel Theatre** as a 600-seat, world-class performing arts center.
- The **Grand Center TIF** redevelopment area, originally created in 2003, has supported over 20 projects with their associated investment and jobs.
- The **Olive West residential development** will feature the architecture of world-renowned architect Tatiana Bilbao.
- The VA is planning a **major expansion of their Cochran campus**.

Opportunities

- Development of **under-utilized surface parking lot** at the northeast corner of Delmar & Grand
- Redevelopment of the **historic Masonic Temple**
- **Rehabilitation and reuse** of historic buildings throughout the cluster

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Cortex & The Grove



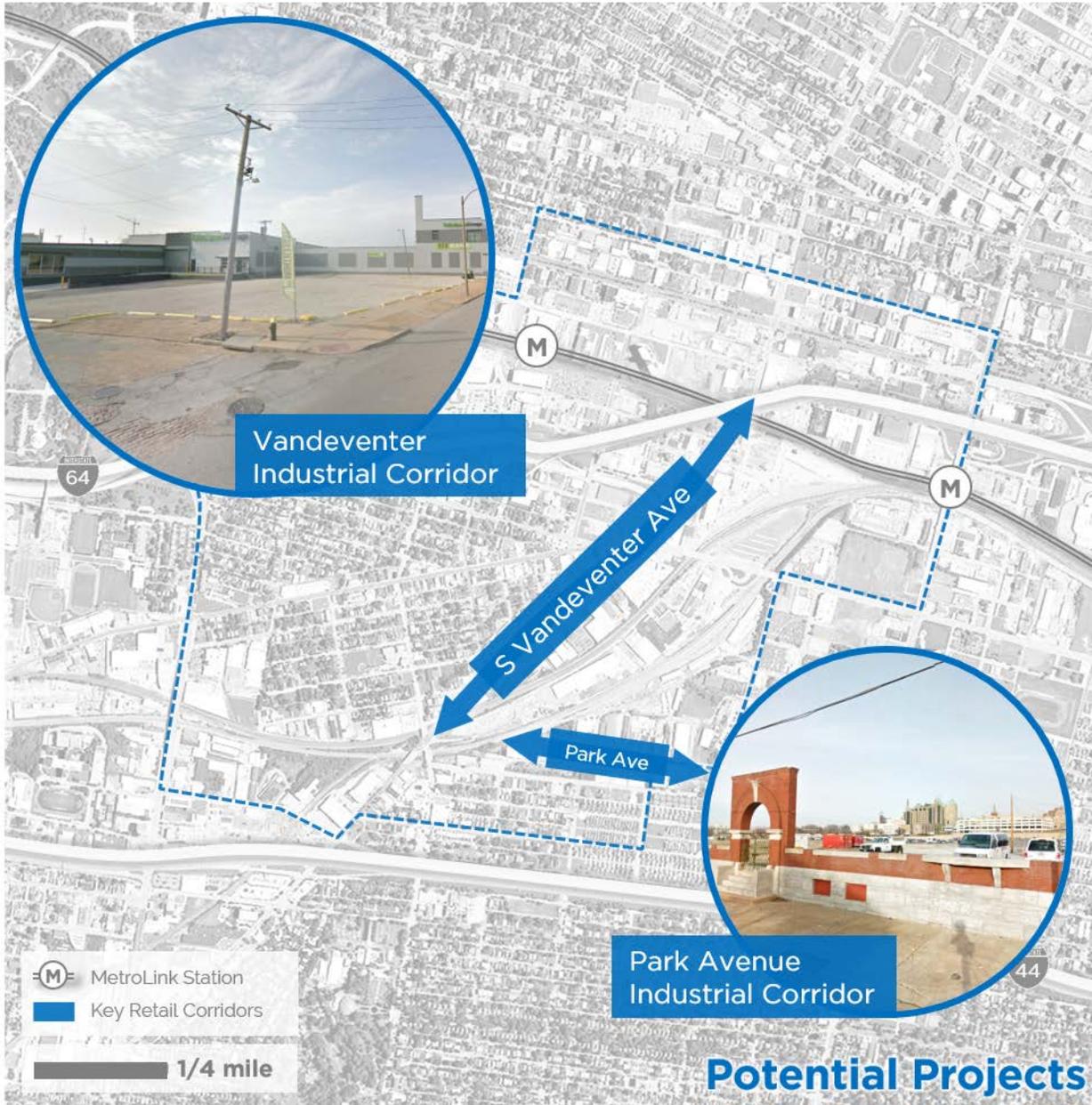
A vibrant innovation community surrounding by diverse, historic neighborhoods

- The **CORTEX Innovation Community** is home to a 200-acre innovation hub and technology district. Since 2010, Cortex has grown from 35 companies to **390 companies, academic units, and retail businesses** with 5,700 employees.
- With over 21,000 employees, **Washington University Medical Center** is one of the region's largest employment centers.
- **The Grove** and the surrounding **Forest Park Southeast** neighborhoods are home to a diverse community of residents and local businesses, as well as a stock of historic architecture.

Square Miles	1.7
Population	5,500
# of Households	2,300
Bachelor's Degree or Higher	48%
Median Income	\$35k
Median Home Value	\$170k

Source: ESRI, 2018

Cortex & The Grove



The Momentum

- The **Chouteau Greenway**, when complete, will connect St. Louis landmarks, neighborhoods, and communities.
- The **\$550 million SSM Health Saint Louis University Hospital** will create the capacity to serve an additional 55,000 patients annually.
- **Over \$25 million invested in Forest Park Southeast** between 1996 and 2013 in infrastructure, neighborhood safety, education, and housing.
- **St. Louis University is planning a 14-acre, 850,000 square foot expansion** that will include a new hotel, retail, entertainment, restaurants, office space, and housing.

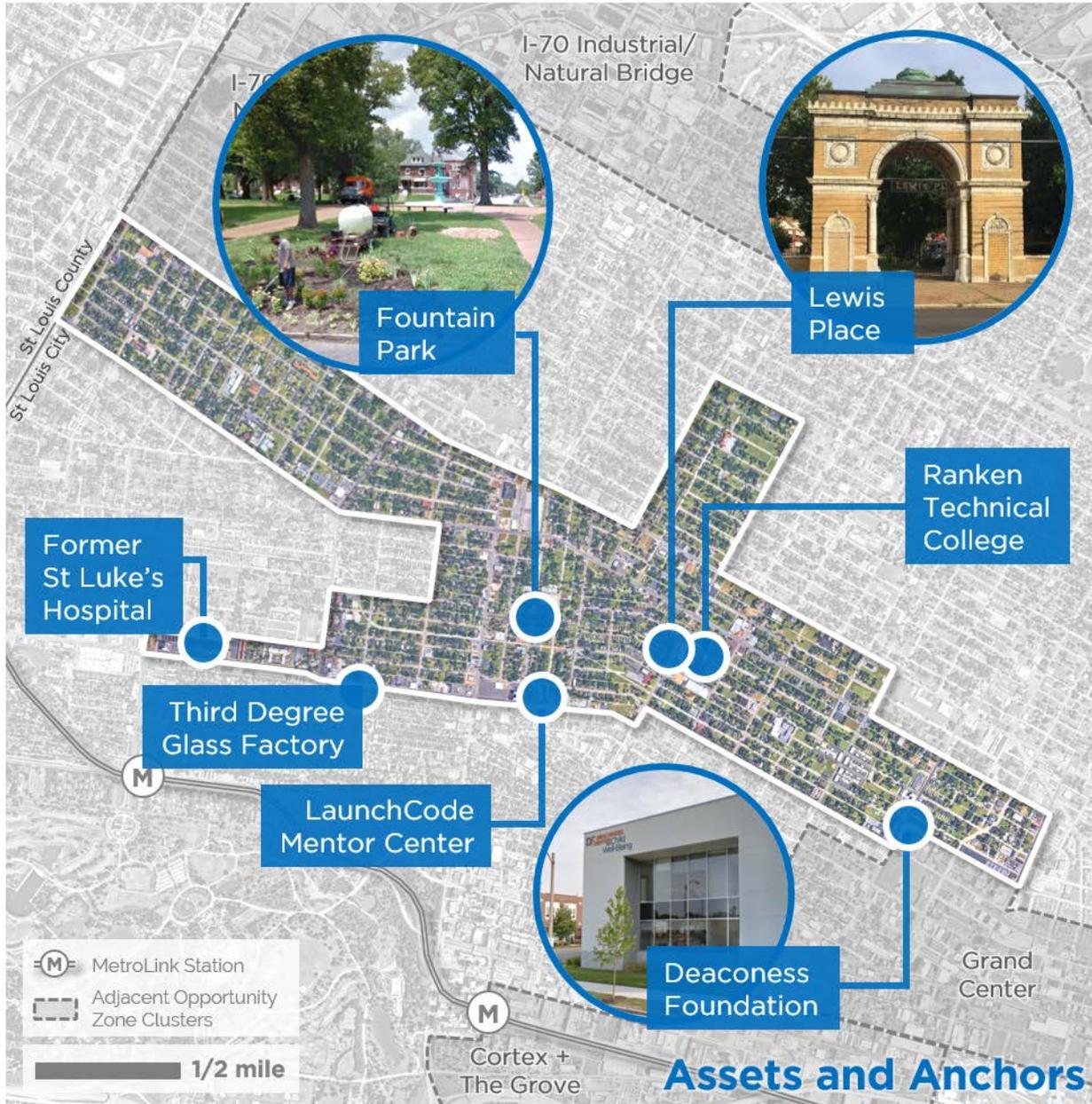
Opportunities

- Redevelopment of underutilized sites along the Vandeventer and Park Avenue Industrial Corridors

Unless otherwise specified, highlighted properties are not city-owned and would need to be acquired from private owners for the purposes of redevelopment.



Delmar/MLK Corridor



A neighborhood rich with history and community assets

- The neighborhoods north of the city's "Delmar Divide" stand to benefit from **equitable investments in housing, businesses, and community programs** that will help these neighborhoods **thrive as a mixed-income community**.
- The **Launch Code Mentor Center** provides training programs for aspiring computer programmers.
- **Ranken Technical College** is one of the state's leading technical colleges, with a **98% placement rate** for recent graduates.¹

Square Miles	2.1
Population	10,400
# of Households	3,900
Bachelor's Degree or Higher	11%
Median Income	\$23K
Median Home Value	\$89K

Source: ESRI, 2018



Delmar/MLK Corridor



The Momentum

\$30 million investments in **Cardinal Ritter College Prep High School** and the **North Sarah Apartments**.

The redevelopment of the former St. Luke’s Hospital in the **Delmar Divine** project will allow not-for-profit agencies focused on early child and family issues to co-locate in the facility. The project will also provide much needed **workforce housing** targeting teachers and social workers as future residents.

Kingsway Development is fostering residential and commercial development in the area surrounding Fountain Park.

Opportunities

Commercial and residential development along historic commercial corridors such as Delmar Boulevard and MLK Boulevard

Unless otherwise specified, highlighted properties are not city-owned and would need to be acquired from private owners for the purposes of redevelopment.



I-70 Industrial/Natural Bridge



An industrial hub adjacent to neighborhoods and anchors of reinvestment

- With the 161-acre Union Seventy Center, the former St. Louis Army Ammunitions Plant site, major St. Louis thoroughfares, and Interstate 70, this cluster contains **many of the most marketable industrial and commercial sites in the region.**
- **Friendly Temple Missionary Baptist Church** is a major anchor within the neighborhood, spearheading holistic reinvestment in the area.
- The **Wellston Loop Commercial Historic District** contains many commercial and residential buildings that are ripe for reinvestment and stabilization.

Square Miles	2.5
Population	8,300
# of Households	3,100
Bachelor's Degree or Higher	14%
Median Income	\$28K
Median Home Value	\$72K

Source: ESRI, 2018

I-70 Industrial/Natural Bridge



The Momentum

- Over \$100 million recent investment in the **Union Seventy Center**, a 161-acre intermodal commerce center home to numerous office, warehouse, and distribution tenants.
- Friendly Temple and Robert Fulton Development have spearheaded a **\$100 million investment in the Arlington Grove Redevelopment Area**, including the Arlington Grove Housing Project, Friendly Temple Child Development Center, Wellston Community Resource Center, and the Friendly Town Nursery.

Opportunities

- Redevelopment of the largely city-owned **St. Louis Army Ammunition Plant site**, highly visible site with 95,000 vehicles passing on I-70 daily
- **Industrial development** in the Mark Twain/I-70 Industrial Area

Unless otherwise specified, highlighted properties are not city-owned and would need to be acquired from private owners for the purposes of redevelopment.

Carondelet/Patch



An infrastructure-rich industrial hub on the city's South Riverfront

- The **neighborhood-oriented business district on South Broadway**, has a historic stock of commercial buildings, with approximately 20 percent vacancy.
- This cluster contains the **Carondelet Broadway TIF**, is a redevelopment area **eligible for tax abatement**, and sits within an **Enhanced Enterprise Zone**.
- The **River des Peres Greenway** follows the River des Peres as it connects to the Mississippi River. The greenway has direct connections to area parks, the Shrewsbury Metrolink Station, and the Holly Hills neighborhood.

Square Miles	1.0
Population	3,100
# of Households	1,200
Bachelor's Degree or Higher	23%
Median Income	\$31K
Median Home Value	\$109K

Source: ESRI, 2018

Carondelet/Patch



The Momentum

- **Italgrani**, a grain mill with an international customer base, is in the midst of a **\$37 million expansion** of its facilities.
- The **Carondelet Community Betterment Federation** developed a **strategic land use plan** that identified opportunities to strengthen the industrial areas of the neighborhood as part of the overall development of the community.
- Building 1 of the **River City Business Park** was completed in 2016, an **\$11.5 million project** following a \$13 million investment in environment remediation.

The Opportunity

Redevelopment of the Carondelet Coke site

Mixed-use development along the South Broadway Commercial Corridor

Unless otherwise specified, highlighted properties are not city-owned and would need to be acquired from private owners for the purposes of redevelopment.



Next Steps and Resources

contact information, partnerships,
tools, and incentives



Supporting Tools and Incentives

Additional economic development incentives and tools are available in many of the City's Opportunity Zones. These include, but are not limited to:

- Enhanced Enterprise Zones,
- Empowerment Zones
- Historic tax credits
- The Promise Zone
- Tax increment financing
- Tax abatement.

Visit the St. Louis Development Corporation's website for more information about these programs:
www.stlouis-mo.gov/sldc.

Building New Partnerships



If you are a developer or business interested in attracting an Opportunity Zone investor to your project, please create a one- to two-page summary of your project and email it to bauerm@stlouis-mo.gov. We will make project summaries

available to Opportunity Zone Funds looking for investment opportunities. The summary should include:

- Project Description
- Project photo or renderings
- Location/Map
- Development timeline
- Summary of project costs
- Contact information (include website, if available)

If you are an investor looking to invest in a project within a City of St. Louis Opportunity Zone please contact Matt Bauer (bauerm@stlouis-mo.gov) to learn about projects seeking investors.

We would also like to encourage developers and investors to seek out opportunities not yet being developed within the city's Opportunity Zones.

Tackling these projects with the assistance of Opportunity Zone investment will have the most impact on our neighborhoods and communities.



Links and Resources

[BioSTL](#)

[City of St. Louis](#)

[Chouteau Greenway](#)

[Community Builders Network of Metro St. Louis](#)

[Cortex Innovation Community | St. Louis Innovation Hub](#)

[Invest STL](#)

[Missouri Department of Economic Development](#)

[Ranken Technical College](#)

[Rise Community Development](#)

[St. Louis Agency on Training and Employment](#)

[St. Louis Development Corporation's Opportunity Zones page](#)

[St. Louis Economic Development Partnership \(SLEDP\)](#)

[St. Louis Regional Chamber](#)

[St. Louis Near North Side Choice Neighborhood Initiative](#)

[St. Louis Port Authority](#)

[St. Louis Promise Zone](#)

[T-REX](#)

Contact

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3. CoStar Analytics, February 2019.
4. National Venture Capital Association, Martin Prosperity Institute, 2016 data. Crunchbase news.
5. “The Top 10 Rising Cities for Startups.” October 2018. Forbes.com.
6. City of St. Louis Permit Database, as of February 25, 2019.
7. CoStar Analytics. 2019.
8. St. Louis Regional Chamber.
9. Washington University Government Relations; Harris Stowe University; St. Louis University; University of Missouri system.
10. Missouri Economic Research and Innovation Center.
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13. “10 Emerging U.S. Industrial Markets to Watch in 2019.” Colliers International.
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15. “Arts & Economic Prosperity 5: The Economic Impact of Nonprofit Arts & Culture Organizations and their Audiences in St. Louis City & County.” St. Louis Regional Arts Commission.
16. City of St. Louis.
17. Forest Park Forever.

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