



Welcome to the “Gateway to the West”

The City of St. Louis is growing and moving forward with a renewed vision of economic growth, making it easier and more business friendly for developers and businesses to share their visions with us. We are working hard to make St. Louis a great City again. Major companies have decided to stay and expand in the City. For the first time in 50 years, more people have moved into the City than have moved out and construction is under way on new development all over the City.

The City is the geographic center of a region of nearly 3 million people, easily accessible by highway, by light rail, and most recently bicycle. The City is home to unique retail venues like Union Station and the Washington Avenue Loft District that you can’t find anywhere else in the region. And we have a wide variety of incentives that provide development opportunities that are both innovative and profitable.

Our city offers new, existing, large and small businesses the opportunity to meet face to face with business specialists in our Development Agencies who can assist and guide you through the process of site location, finance programs, tax incentives, investment tax credits, planning and design and other programs offered to help you grow with us.

We have a team of people who will shepherd you through the planning, zoning and permitting process so that any red tape that remains is all but invisible to you. The City of St. Louis programs and incentives book contains details and information on the “who, what and where” to go for all your business investment needs.

Review the program or incentive that is right for your business, and contact my business development team to invest in our vision for making St. Louis a great City to live, work and play.

Sincerely,

Francis G. Slay
Mayor



Welcome to The St. Louis Development Corporation “Keeping St. Louis in Business”

The St. Louis Development Corporation (SLDC) is the economic development agency for the City of St. Louis. The agency was formed in 1988 and is comprised of a support team of dedicated business development specialists to assist you with a wide variety of programs and incentives.

The agency has two primary focuses:

- Business Development
- Real Estate Development

We are here to help business owners with everything from installing new awnings on storefronts to building multimillion dollar facilities.

SLDC works with businesses of all sizes in addressing their needs to grow and expand in the City of St. Louis. The City is on the move and our team is focused on seeing businesses remain viable and grow in our great City.

We hope you find the programs and incentives brochure a valuable tool for all your future endeavors, and we encourage you to share the wealth of information with others who may be considering expanding or opening a business in the City.

We are excited about the development of businesses and real estate that is occurring in St. Louis City. Our objective is to keep this momentum going.

Our dedicated team is here to assist in strengthening the business community in the City of St. Louis, and dedicated to “Keeping St. Louis in Business.”

Sincerely,

Rodney Crim
Executive Director

St. Louis Development Corporation (SLDC)

SLDC, the Economic Development Agency for the City of St. Louis, is an umbrella, not-for-profit corporation formed in 1988 to foster economic development and growth in the City of St. Louis through increased business and job opportunities for City residents and companies.

The agency is comprised of the following areas – Business Development, Real Estate, and Special Projects, Commercial Development.

SLDC is directed by its own Board of Directors, and its approximately 75 employees serve as staff for SLDC and the following eight authorities and commissions dedicated to the promotion of economic development in the City.

Industrial Development Authority (IDA) — Issues tax exempt revenue bonds for long-term financing at below-market interest rates to finance large-scale industrial development projects.

Land Clearance for Redevelopment Authority (LCRA) — Recommends development incentives such as real estate tax abatement, tax-exempt revenue bonds, and the possible use of eminent domain to assist in property acquisition for commercial, industrial, and residential projects in Chapter 99 redevelopment areas approved by the St. Louis Board of Aldermen.

Land Reutilization Authority (LRA) — Receives title to all tax delinquent properties not sold at the Sheriff's sale. Also receives title to properties through donations. LRA maintains, markets, and sells these properties and performs land assemblage for future development.

Local Development Company (LDC) — Provides low-interest local, State, and Federal business loans to small businesses seeking to locate or expand in the City.

Planned Industrial Expansion Authority (PIEA) — Recommends development incentives such as real estate tax abatement, tax-exempt revenue bonds, and the possible use of eminent domain to assist in property acquisition for commercial, industrial, and residential projects in Chapter 100 development areas approved by the St. Louis Board of Aldermen.

Port Authority Commission — Works directly with local, State, and Federal agencies to increase the volume of commerce within the 19-mile St. Louis Port District, the largest inland waterway port in the Midwest. Oversees operations, mooring leases of City-owned property, and river-related activities including riverboat gaming.

Tax Increment Financing Commission (TIFC) — Recommends the establishment of TIF districts to the Board of Aldermen for commercial, industrial and residential projects requiring this form of financing assistance.

Enterprise Zone Commission — The LCRA Board also acts as the Enterprise Zone Commission by recommending 10-year real estate tax abatement for eligible projects in the State Enterprise Zone or the Federal Enterprise Community Area.

St. Louis Development Corporation

TAX BENEFIT PROGRAMS

REAL ESTATE TAX ABATEMENT (LCRA, PIEA)

Contact: St. Louis Development Corporation (SLDC)

Dale Ruthsatz

(314) 622-3400, ext. 262

ruthsatzd@stlouiscity.com

Real Estate Tax Abatement for Commercial, Industrial or Residential uses is an incentive program to assist developers and businesses with renovation and new construction projects. Support by the Alderman of the ward in which development is proposed is a key to the tax abatement process. Tax Abatement can be provided anywhere in the City after Ordinance approval. Tax Abatement provides that the real estate assessment on improvements will be based on the pre-development value. The usual term is a 5 or 10 year full abatement. The City has by statute the ability to provide up to 25 years of abatement (10 year full + 15 year abatement at 50%). However, applications for abatement greater than 10 years generally must show extraordinary cost, development obstacles, or impact. The time frame for ordinance approval is approximately 90 days. Additional time is needed for larger projects. LCRA and PIEA do assess fees for the use of this incentive.

Examples

1. Company constructs new building on raw land - for a 10-year period tax bill is based on land assessment only because there were no improvements on the land prior to development.
 2. Company buys building for \$100,000 and spends another \$100,000 on improvements - for a 10 year period company is taxed on the pre-development assessment of building plus the assessment on the land.
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ENTERPRISE ZONE TAX INCENTIVES (Enterprise Zone Commission)

The City's Enterprise Zone is temporarily suspended. Information can be attained from *St. Louis Development Corporation (SLDC)* at (314) 622-3400, ext. 268

REBUILDING COMMUNITIES TAX INCENTIVES

Contact: Missouri Department of Economic Development 1 (573) 751-0717

www.missouridevelopment.org

dedfin@ded.mo.gov

The Rebuilding Communities Tax Credit Program provides State tax incentives for targeted businesses that relocate or invest in a designated "Rebuilding Community." The entire City of St. Louis has been designated as eligible for this program.

ELIGIBLE BUSINESSES

Eligible businesses include corporations, partnerships, and proprietors with fewer than 100 employees in all locations. At least 75% of the companies' employees must be located in or relocating to the City of St. Louis.

Types of business operations eligible to receive Rebuilding Communities Tax Credits are:

- Manufacturers
- Professional Firms
- Computer Programming
- Telecommunications Companies
- Medical Devices
- Scientific Research
- Biomedical
- Computer Software Design or Development

PROGRAM BENEFITS

The program provides tax credits to eligible companies that are new enterprises or relocate to the designated Rebuilding Community, or those eligible businesses who double the number of full time employees in the distressed community from the previous year may receive either:

- A 40% tax credit to the taxpayer for each of the next 3 years based upon 40% of their income taxes due. The maximum amount of credits per taxpayer is \$125,000 for each of the three years for which the credit is claimed; or
- A 40% Specialized Equipment Credit which provides 40% of the amount of funds expended for computer equipment, research laboratory equipment, manufacturing equipment, fiber optic equipment, high speed telecommunications, wiring or software development expense. The maximum credit is \$75,000 per year per taxpayer for each of the four years after commencing operations or moving into the qualifying rebuilding community.

Additionally, the individual employees of the eligible business facility may receive a tax credit against State Income Tax equal to 1.5% of their gross salary paid at the facility for each of the three years that the facility (the company) receives one of the 40% tax credits.

An eligible existing (already located in distressed community) business can qualify for:

- A State tax credit based on 25% of the amount of funds expended for eligible equipment in a taxable year that exceeds the average of the prior two years' expenditures for such equipment up to a maximum of \$75,000 per business. Eligible expenditures are computer equipment and its maintenance, medical laboratories and equipment, research laboratory equipment, manufacturing equipment, fiber optic equipment, high-speed telecommunications, wiring or software development.

If a qualifying existing company anticipates doubling their existing employment within one year the State will allow the expansion to qualify for the same benefits afforded to a relocating company.

NOTE: These tax credits must be approved by application to the Missouri Department of Economic Development prior to commencing operations, purchasing equipment, or making other expenditures.

MISSOURI BROWNFIELD REDEVELOPMENT PROGRAM

Local

*St. Louis Development Corporation
1015 Locust Street, Suite 1200
St. Louis, MO 63101
Phone: (314) 622-3400
Fax: (314) 231-2341*

State

*Missouri Department of Economic Development
Community Redevelopment
301 West High Street; P.O. Box 118 Room 770
Jefferson City, MO 65102
Phone: 1 (573) 522-8004
Fax: 1 (573) 522-9462
cd@ded.mo.gov*

PURPOSE

Provides financial incentives for the redevelopment of commercial/industrial sites owned by a government agency or that are privately owned. The sites must have been abandoned for at least three years and have contamination caused by hazardous substances.

HOW THE PROGRAM WORKS

The program provides state income tax credits for eligible remediation costs. The Missouri Department of Economic Development (DED) may provide a grant for public infrastructure or a loan or guarantee for other project costs. Also, tax credits may be provided to businesses that create jobs at the facility. State tax credits may also be issued for non-remediation demolition costs.

ELIGIBLE AREAS

Statewide, but the program is structured for projects in blighted redevelopment areas.

ELIGIBLE APPLICANTS

The property may be owned by a government agency or privately owned. If the property is privately owned, it must be endorsed by the City of St. Louis.

The project must result in the creation of at least (10) ten new jobs or the retention of 25 jobs by a private commercial operation. "New jobs" are defined as full-time (35+ hours/week) for persons who were not employed by the business or a related taxpayer for the prior year. Housing projects do not qualify, but mixed use (housing and commercial) may qualify. The project must be accepted into the "Brownfields Voluntary Cleanup Program" of the Missouri Department of Natural Resources (DNR).

TYPES OF INCENTIVES AVAILABLE

Remediation Tax Credits

DED may issue "remediation" tax credits for up to 100% of the remediation cost. The amount of remediation tax credits is also limited to the net state economic impact of the project. The applicant may sell the remediation tax credits to another Missouri taxpayer.

- **Loan or Guarantee Funds**

The applicant may use the guaranteed loan or direct loan funds to finance capital improvements at the project location. Loan proceeds may not be used for working capital, refinancing, inventory, purchase of stock from existing owners or other operating costs of the business or another entity.

- **Brownfield Tax Benefits**

The operator or lessees may obtain (for up to ten years), tax credits between \$500 and \$1,300 per year for each new job created; tax credits based on 2% (annually) of new capital investment; and a 50% income exemption. The City must also provide real property tax abatement (for up to 15 years) to be eligibility for the tax benefits.

- **Due Diligence Matching Grant**

A public entity may request grant funding (up to \$100,000 per project or 50% of the cost) to fund a feasibility study on an eligible facility. The other 50% may be from the public entity or private sources.

- **Demolition Tax Credits**

DED may issue "demolition" tax credits for non-remediation demolition costs. The amount of demolition tax credits is also limited to the net state economic impact of the project. The demolition must be part of a city (or county) and state approved redevelopment plan. These credits are not transferable.

APPLICATION PROCEDURE

An applicant must submit an application to DED for determination of eligibility. An application should also be submitted for remediation tax credits, Brownfields tax benefits, demolition tax credits, loan guarantees, and/or a direct loan.

An application must also be submitted to the Department of Natural Resources (DNR) for participation in the "Brownfields Voluntary Cleanup Program". Acceptance into this program is a requirement of the Brownfield Redevelopment Program.

There are no application deadlines, and the program is non-competitive. Eligible projects are approved based on having a positive net state economic impact and the applicant's need for incentives.

HISTORIC TAX CREDITS

Contact: Missouri Department of Economic Development 1 (573) 522-8004

Missouri Department of Natural Resources
Program Regulations
www.dnr.mo.gov/shpo/taxcrdts.htm

The Missouri State Historic Tax Credit provides an incentive for the redevelopment of historic structures and is available for commercial and residential use. The tax credit is equal to 25% of the eligible costs and expenses of the rehabilitation of approved historic structures. The tax credit may be used to offset State taxes from the two previous years, the year of renovation, and forward ten years. Tax credits issued for costs incurred after August 28, 1995, are sellable and transferable. Any person, firm, partnership, trust, estate or corporation is eligible to participate in this program, with the exception of not-for-profit entities and/or government entities. Applications are available by contacting the Missouri Department of Economic Development.

In order to be eligible for the Missouri State Historic Tax Credit, an eligible property must be listed individually on the National Register of Historic Places, certified by the Missouri Department of Natural Resources as contributing to the historical significance of a certified historic district listed on the National Register, or of a local historic district that has been certified by the U.S. Department of the Interior. The costs and expenses associated with the rehabilitation must exceed 50% of the total basis of the property (acquisition cost). All plans for renovation must be approved by the Missouri State Historic Preservation Office to ensure compliance with standards for historic preservation.

The Federal Historic Preservation Tax Incentive Program is administered by the National Park Service (NPS) in partnership with the Internal Revenue Service (IRS) and Missouri's State Historic Preservation Office. Owners of properties listed in the National Register may be eligible for a 20% investment tax credit for the certified rehabilitation of income-producing certified historic structures such as commercial, industrial, or rental residential buildings. This credit can be combined with a straight-line depreciation period of 27.5 years for residential property and 31.5 years for nonresidential property for the depreciable basis of the rehabilitated building reduced by the amount of the tax credit claimed. The federal credits are administered by the State Historic Preservation Office in the Missouri Department of Natural Resources and the National Park Service.

MISSOURI QUALITY JOBS PROGRAM

Contact: Missouri Department of Economic Development 1 (573) 751-0717

www.missouridevelopment.org

dedfin@ded.mo.gov

Businesses eligible for this program include for-profit and non-profit businesses except for gambling, retail trade, food and drinking places, companies regulated by the Public Service Commission, companies that are delinquent in non-protested taxes or other payments (state, federal or local) or any company that has filed for or has publicly announced its intention to file for bankruptcy. The average wage of the new jobs must equal or exceed the county average wage (as published by DED), and the company must offer health insurance and pay at least 50% of the premium.

Program Benefits: For "Technology" and "High Impact" businesses, the benefits of the program are: (a) the retention of the state withholding tax of the new jobs; and (b) state tax credits, which

are refundable and/or sellable. The program benefits are based on a percentage of the payroll of the new jobs.

The program benefits are calculated as follows:

- Technology businesses (classified by NAICS codes) – must have 10 or more new jobs within 2 years of the date of the DED proposal:
 - 5% of the payroll of the new jobs; plus “Average Wage Bonus”; each year for the 5 years
 - Maximum annual tax credits per company are \$500,000 (no limit on the withholding tax)
- Small/Existing businesses (must have fewer than 100 total employees on the date of the DED proposal) – 40 or more new jobs within 2 years of the date of the DED proposal:
 - Retain 100% of the withholding tax of the new jobs, each year for 3 years (if the average wage of new jobs is 100-119% of the county avg. wage) or 5 years (if the average wage of new jobs is 120%+ of county avg. wage)
- High Impact businesses – 100 or more new jobs within 2 years of the date of the hiring of the 1st new job, and the 1st new job must be within 1 year of the date of the DED proposal:
 - 3% of the payroll of the new jobs; plus “Average Wage Bonus”; and plus “Local Incentives Bonus”; each year for 5 years
 - Maximum annual tax credits per company are \$750,000 (or \$1 million if approved by the Quality Jobs Task Force). No limit on the withholding tax.

“Average Wage Bonus” (company average wage as a percentage of county avg. wage):

- *Greater than 120%: ½% bonus of payroll of the new jobs*
- *Greater than 140%: ½% bonus of payroll of the new jobs*

“Local Incentives Bonus” (amount of local incentives provided to the project as a percentage of the amount of new local tax revenues derived from the project, over 10 yrs.):

- *10-24%: 1% bonus of payroll of the new jobs*
- *25-49%: 2% bonus of payroll of the new jobs*
- *50% or more: 3% bonus of payroll of the new jobs*

This tax credit can be applied to Chapter 143 taxes (state income tax, excluding withholding tax) for the year in which they were earned. Any unused balance is refundable. The credits may also be transferred, sold or assigned.

There is no annual cap on the retained withholding taxes. The annual cap of tax credits for all projects is \$12,000,000, which is provided on a first-come bases.

Application Procedure: At the request of a business, DED will issue a “proposal” to the business, which will establish the date the “base employment” is calculated (average of the prior 12 months); and reserves the estimated tax credits for the project. This date also establishes the starting point for the creation of the minimum new jobs

Special Requirements: A business cannot earn tax credits under this program if earning benefits for the same project for the same time period of any of several State programs. Contact DED with any questions on these requirements.

NOTE: These tax credits must be approved by making application to the Missouri Department of Economic Development prior to commencing operations, purchasing equipment, or making other expenditures.

TAX INCREMENT FINANCING (TIF)

Contact: *St. Louis Development Corporation (SLDC)*

Dale Ruthsatz

(314) 622-3400, ext. 262

ruthsatzd@stlouiscity.com

Tax Increment Financing is a local development tool designed to help finance certain eligible improvements to property in ordinance designated redevelopment areas (TIF districts) by utilizing the new, or incremental, tax revenues generated by the project after completion. Under TIF, pre-development property taxes are distributed as if TIF had not been adopted for the area. "Taxes" resulting from increased assessment on real property after development are referred to as PILOTS. (Payments In Lieu Of Taxes) and are deposited in the Special Allocation Fund for up to 23 years. Additionally, 50% of any new local Economic Activity Taxes (EATS), i.e. local sales taxes, earnings taxes, utility taxes, generated from the project are also paid to the fund while the District is in effect. The proceeds of the fund are then used to reimburse the developer for eligible project costs or to retire indebtedness incurred to cover those costs. Eligible project costs are the total of all reasonable or necessary costs incurred, or estimated to be incurred and any costs incidental to a redevelopment plan or project. Specifically, these costs include, but are not limited to:

- Costs of studies, surveys and plans
- Professional service costs (architectural, engineering, legal, financial, etc.)
- Property assembly costs (acquisition, demolition, clearing and grading)
- Costs of rehabilitating, reconstructing, remodeling of existing structures
- Costs of construction of public works
- Financing costs, including issuance interest and reserves.

Upon applications to the State, in addition to the PILOTS and local EATS, TIF plans adopted after January 1, 1998 and located in an Enterprise Zone, Federal Empowerment Zone, or the Central Business District, can also use 50% of the "New State Revenues" generated from the project. The New State Revenues are the incremental increase in either State sales taxes resulting from the project or State income taxes withheld on behalf of the new employees in the District.

Policy Guidelines. The following criteria are used by the City and SLDC to evaluate a TIF application:

1. The TIF applicant must demonstrate that without the use of TIF the project would not be feasible and would not otherwise be completed.

2. If the TIF project will involve the issuance of bonds or notes, the TIF applicant must show that payments in lieu of taxes (PILOTS) and/or economic activity taxes (EATS) generated by the TIF project will at a **minimum** cover the projected debt service 1.25 times.
3. The total amount of TIF assistance should not exceed **fifteen percent (15%)** of the total project costs.
4. TIF assistance for public infrastructure is favored; i.e., off-site street improvements, utility, lighting and extraordinary costs associated with removal of existing man-made site conditions.
5. Preference will be given to applicants who contributed equity of at least **fifteen percent (15%)** of the total cost of the project or provide a performance bond for the completion of the project. Projects with equity contributions from the developer in excess of **fifteen percent (15%)** will be viewed more favorably.
6. The TIF project may not negatively impact the credit rating of the City of St. Louis.

The process to apply for and gain approval of Tax Increment Financing takes four to six months and requires legislation by the City's Board of Aldermen. To begin the process, an application and additional information packet can be obtained by contacting Dale Ruthsatz, Director, Commercial Development Division. This packet includes fees assessed by SLDC and the City for use of this incentive.

CHAPTER 100 BOND PROGRAM

Contact: St. Louis Development Corporation (SLDC)

Patrick M. Bannister

(314) 622-3400, ext. 383

Chapter 100 bonds are a financing mechanism for machinery, equipment, and other taxable personal property which provide a personal property and manufacturer's tax abatement. Under the program the machinery and equipment financed through the Chapter 100 transaction is titled in the name of the exempt issuing authority, either the Land Clearance for Redevelopment Authority (LCRA) or the Planned Industrial Expansion Authority (PIEA). Because the assets are held in the name of the exempt issuing authority these assets are exempt from local personal property or manufacturer's tax liability for the term of the financing. City policy generally limits Chapter 100 abatement to 50% of the expected tax liability. The company is required to make an in lieu of tax payment for the non abated portion of the tax liability.

Chapter 100 assistance is major project financing reserved for projects which create or retain a significant number of jobs. Small projects (less than one million dollars) are generally not economically feasible due to transaction origination fees. The availability of Chapter 100 bonds is determined solely by the City of St. Louis and the St. Louis Development Corporation (SLDC). Terms of the assistance including term of the abatement and percentage of the abatement is determined by the City based upon need and project impact. An origination fee of ½ of one percent of amount financed is due at closing and an annual service fee is required for

the term of the program assistance. An Ordinance of the Board of Aldermen is required in order to make the incentive available. Support of the Aldermen where the project is located is necessary.

EMPOWERMENT ZONE TAX CREDITS

Contact: (314) 241-0003 Location: 100 N. Tucker, Suite 540, St. Louis, MO 63101

The St. Louis Regional Empowerment Zone (EZ) is a federally funded economic development program. There are several tax credits available to qualifying businesses including the EZ Wage Credit, Accelerated 179 Depreciation and Capital Gains benefits. To qualify for the tax credits the business must be located in the Empowerment Zone. Business addresses can be checked at www.hud.gov/crlocator

The EZ Wage Credit allows an employer to deduct up to \$3,000 annually from their federal tax liability for each EZ resident they have on payroll. The Accelerated 179 Depreciation allows for additional deductions for depreciation for businesses that meet certain employment and location criteria. In addition there are tax credits for reducing the tax liability for the sale of property or stock for qualifying EZ businesses. Details for all the tax credit programs can be found at www.stlouiszone.org or in IRS publication 954. Please call for additional information.

FINANCE PROGRAMS - St. Louis City

Generally, SLDC assisted loan programs require bank participation. SLDC programs are not designed to replace bank financing. These programs are designed to lower interest rates or help lower down payments. These programs help fill any gaps in the financing and generally provide more attractive financing than conventional methods.

NEW MARKETS TAX CREDITS

Contact: St. Louis Development Corporation (SLDC)

Patrick M. Bannister

(314) 622-3400, ext. 383 bannisterp@stlouiscity.com

or Bill Seddon

(314) 622-3400, ext. 313 seddonb@stlouiscity.com

The federal government through the Department of Treasury has created an incentive funding mechanism to encourage investment in census tracts of high unemployment, low household income and other factors which would indicate distress. The New Markets Tax Credits (NMTC) program is designed to stimulate investment in these distressed areas by awarding federal tax credits for a seven year period that provides a cumulative value of 39% (5% for years 1 through 3 and 6% for years 4 to 7). The private investment leveraged by the NMTC must remain (85%) invested for the seven year tax benefit period. In 2004, the St. Louis Development Corporation was awarded \$52 million dollars in allocation under the program. The SLDC award is eligible for targeted census tracts in the City of St. Louis, St. Louis County, and Madison and St. Clair Counties in Illinois. There are two primary products for the NMTC, real estate lending assistance and business lending assistance.

REAL ESTATE

NMTCs will be used to incent subordinated loans to assist in development. These NMTC incented subordinated loans can account for up to 25% of total project financing. The balance of the financing would be private financing. Projects must be located within a eligible NMTC area. Typical NMTC investments will be in the \$3 to \$5 million range and may not exceed \$10 million. Ineligible projects include, casino, liquor stores, collectibles, refinancing of existing debt, and developments where cash flow from leasing residential units exceeds 80% of total cash flow.

BUSINESS LENDING

NMTC assisted loans will be subordinated in an amount up to 40% of the total project costs. The balance of the project financing would be committed private financing. The goal of the St. Louis New Markets Tax Credit program is the creation of one new job per \$25,000 in NMTC lending. Typical NMTC lending will be in the range of \$1,000,000 to \$5,000,000. Lenders will require adequate collateral coverage and personal guarantees of owners. Advantages of NMTC business lending include interest rate reductions, partial loan forgiveness and or other non-traditional loan terms.

BOND PROGRAMS

TAX EXEMPT REVENUE BOND FINANCING (PIEA, IDA, LCRA, PORT AUTHORITY)

Contact: St. Louis Development Corporation (SLDC)

Patrick M. Bannister

bannisterp@stlouiscity.com

(314) 622-3400, ext. 383

Tax Exempt Revenue Bonds are a financing method for major project financing. Eligible projects are limited to certain types including: multifamily housing projects where at least 20% of the units are reserved for households meeting certain guidelines on household income; fixed asset (land, building, new construction and equipment) financing for manufacturing concerns; fixed asset financing for 501-C-3 non profit corporations; publicly owned facilities, and pollution control facilities.

Costs of insurance generally dictate that projects must generally be greater than one million dollars to be economically feasible. Bonds provide access to long term capital so amortization of such projects is generally in the range of 20 to 30 years. Bonds are an attractive financing vehicle because the interest earned by bond purchasers is exempt from federal and usually state taxes which results in lower interest rates for bond transactions. Interest rates, depending upon the credit of the borrower may be 85 to 90% of prime for fixed interest transactions and even lower on floating rate transactions. Private activity manufacturing transactions have a limit of 10 million dollars. Multi family bonds are routinely coupled with federal and state low income housing tax credits to provide further benefit. Non profit corporations can utilize bank eligible bonds which make it more attractive for banks to buy these bonds. Bonds are issued by an exempt authority (IDA, LCRA, PIEA, Port Authority) based upon approval of bond allocation for the project from the state.

Prospective projects must provide an opinion of eligibility from a bond counsel and provide evidence that an underwriter or bond purchaser has been identified before any action of the issuing authority.

LOAN PROGRAMS

Local Program

SMALL BUSINESS ADMINISTRATION (SBA) 504 LOAN PROGRAM

*Contact: St. Louis Local Development Co. (LDC) - CDC
(314) 622-3400, ext. 361 or 375*

The SBA 504 Loan Program features a lending partnership: your bank, with its fixed or floating rate loan; and the Certified Development Company (CDC), with a 10 or 20 year fixed rate loan. These loans are generally used to acquire real estate, construct buildings, or purchase major equipment. Geared toward healthy expanding businesses, the program provides access to long term, low down-payment financing for major fixed asset financing projects. To qualify, a business must be for-profit and average less than \$2.5 million in annual profits and \$7 million in net worth. Second, there must be creation or retention of jobs (one full time job must be created per \$50,000 in CDC loan funds). Last, the project must be owner occupied. 504 financing is user financing. Companies must physically occupy at least 51% of buildings to be acquired to qualify and at least 60% of new construction with plans to occupy 80% of the building within 10 years and fully occupy the building within the next 3 years. SBA 504 loans will not finance speculative real estate deals.

The normal maximum loan amount is \$1.5 million and minimum project size is \$125,000. Projects up to \$3.8 million can efficiently be financed through the program. SBA loans will be collateralized to the fullest extent possible and require the personal guaranty of the principles. A typical financing structure is; 50% of eligible project costs from a bank secured by a first security interest or deed of trust in the asset being financed, 40% of project costs by a participating CDC through a SBA guaranteed debenture secured by subordinated deed of trust or security interest and 10% in equity from the business. Start-up businesses and special use projects will require 15-20% equity. The SBA portion is a subordinated loan with a fixed interest rate and a maturity of 20 years if real estate is involved or 10 years if the loan is used only for equipment. The interest rate is set at the time of closing and is dependent upon market conditions.

The CDC handles projects on behalf of SBA. The St. Louis Local Development Company (LDC) is a Certified Development Company (CDC) for the state of Missouri. The loan process requires approval of both the CDC and the SBA.

SBA 504 FEES

Participation Fee: This fee is a one time up-front fee paid to the SBA by either the participating bank or the borrower. The fee is equal to ½% of the senior mortgage associated with the 504 project and is due to the SBA at closing.

Processing Fee: This fee compensates each service provider in the 504 process. These include the CDC, SBA, underwriter and fiscal agent. The processing fees are one-time-only fees and are equal to 2.77% of the 504 loan. Processing fees can be added to the amount borrowed and amortized over the life of the loan. One Thousand Dollars (\$1,000) of this fee is due when the application is submitted, and is refunded only if the application is not approved.

Servicing Fee: This annual fee is approximately 1.6% of the outstanding balance of the loan and is paid over the life of the loan. The fee is automatically added to the borrower's monthly payment.

Legal Fees: The borrower is responsible for all legal fees and costs associated with closing the 504 loan. Currently, the LDC does not charge fees for our legal services in preparing for closing.

SMALL BUSINESS ADMINISTRATION 7(A) LOAN GUARANTY PROGRAM

Contact your local bank or lender

The 7(a) Loan Guaranty Program is the SBA's primary loan program. The SBA reduces risk to lenders by guaranteeing major portions of loans made to small businesses. This enables the lenders to provide financing to small businesses when funding is otherwise unavailable on reasonable terms.

The eligibility requirements and credit criteria of the program are very broad in order to accommodate a wide range of financing needs. When a small business applies to a lending institution for a loan, the lender reviews the application and decides if it merits a loan on its own or if it requires additional support in the form of an SBA guaranty. SBA backing on the loan is then requested by the lender. In guaranteeing the loan, the SBA assures the lender that, in the event the borrower does not repay the loan, the government will reimburse the lending institution for a portion of its loss.

The maximum loan guarantee is \$1.5 million. To qualify for an SBA guaranty, a small business must meet the 7(a) criteria, and the lender must certify that it could not provide funding on reasonable terms except with an SBA guaranty. The SBA can guarantee as much as 80% of loans under \$100,000 and 75% on loans up to \$1.5 million.

THE ST. LOUIS LOCAL DEVELOPMENT CO. (LDC) REVOLVING LOAN FUND (RLF) ¹

*Contact: St. Louis Development Corporation (SLDC)
(314) 622-3400, ext. 361 or 375*

The St. Louis Local Development Co. (LDC) has the ability to provide direct, low interest subordinated loans for working capital, machinery and equipment, purchasing land and buildings, renovation and construction of facilities and leasehold improvements. Your business must be located in the City of St. Louis and be licensed to do business in the City. There must be at least one full-time job created/retained for every \$10,000 of RLF funds. Ineligible uses include speculative real estate ventures, franchise fees and refinance. RLF loans can provide up to 30% of project costs with a maximum of \$150,000 (\$75,000 for restaurant businesses) based on the business classification. RLF loans will be collateralized to the fullest extent possible and require the personal guaranty of the principles.

¹ These programs are financed in part through grants from the U.S. Department of Housing and Urban development and the Community Development Administration under the provisions of Title I of the Housing and community Development ACT of 1974 , as amended (P.L.93-383)

Actual RLF loan amounts are determined by the projected number of jobs to be created over a 2 year period. A typical RLF loan structure is 60% funding from a bank secured by a first security interest or deed of trust in the assets being financed, 30% RLF funds and 10% in owners equity. RLF loans typically carry a low 4%-5% interest rate fixed for the term of the loan and the maturity will generally match the term of the bank loan. Loan recipients are required to enter into a First Source employment agreement with the St. Louis Agency on Training and Employment (SLATE) for referrals of new job positions.

Approval by the LDC board is required. Applicants must submit full application and supporting documentation including a bank commitment letter to the LDC staff by the last Tuesday in the month prior to the board meeting (see the LDC Board Meeting and Deadline Schedule in this brochure). The earlier information is provided prior to the deadline date, the greater the ability for the staff to review and prepare the information necessary to meet the meeting guidelines. Approved projects are generally funded 4 to 6 weeks after board approval.

LDC FEE SCHEDULE

A One Hundred Dollar (\$100) non-refundable application fee is due at the time of application. There is also a processing fee of 1.5% of the LDC loan due to the St. Louis Local LDC at closing. The application fee will be applied toward this processing fee.

A servicing fee of 1% annually on the outstanding principal balance of the RLF loan is payable monthly to the St. Louis LDC. This charge is included in the stated fixed interest rate.

While the LDC does not charge legal fees, the borrower is expected to pay for all filing fees or costs related to appraisals, environmental surveys, and title work.

URBAN ENTERPRISE LOAN PROGRAM (UEL)

Contact: St. Louis Minority Business Council (314) 241-1143

The Urban Enterprise Loan (UEL) Program is a State funded loan program focusing on assisting companies expanding in or relocating to the State designated Enterprise Zone of federally designated Enterprise Community areas. Eligible borrowers must be for profit businesses with current employment of less than 100. Eligible program activities include fixed asset or working capital needs. Eligible projects must retain existing or create new jobs. The job creation criterion for UEL loans is one job created for every \$20,000 in UEL funding. Job creation must occur within 2 years of the completed project.

The UEL can lend up to 45% of project costs to a maximum loan amount of \$100,000. UEL loans will be collateralized to the fullest extent possible and personal guarantees are required for all owners of at least 20% of the financed business. A typical UEL loan structure would be 45% from bank financing secured by first security interest, 45% from UEL subordinated loan and 10% equity.

The UEL has a low interest rate in the range of 5%. Typically, loan terms will be matched to bank terms. Loans require a First Source employment agreement with SLATE for referral of new employment positions. Approved projects are generally funded in 4 – 6 weeks after approval.

COMMUNITY EXPRESS LOAN

Local Contact: Small Business Development Center (314) 621-0816 or (314) 241-1591

Community Express lending combines the SBA's small business lending and technical assistance with the National Community Reinvestment Coalition's community development expertise to help entrepreneurs in traditionally under served areas. The loans through the program can be used for most business purposes, including start-up, expansion, equipment purchases, working capital, inventory or real-estate acquisitions.

Community Express loans are available to persons who meet the normal requirements for an SBA business loan guaranty. They must also be located in the specifically designated area or in "low or moderate income" urban or rural areas or be identified as New Markets small businesses. Loans start at \$5,000 and processing is streamlined. Loans are generally for 5 to 10 years. Technical assistance in the form of marketing, financial, management and planning is provided during pre- and post-loan closing.

BUSINESS CONSORTIUM FUND (BCF)

Contact: St. Louis Minority Business Council (314) 241-1143

The Business Consortium Fund, Inc. (BCF) is a minority business development fund created by the National Minority Supplier Development Council (NMSDC). The BCF provides contract financing to NMSDC certified minority businesses in America, through a network of local participating banks and NMSDC affiliates.

A wide range of debt financing products are available through the Guaranty/Loan Participation (LGPP) including contract/purchase financing, working capital, inventory, intermediate term, and equipment. LGPP loans are made by lenders subject to the BCF's guarantee or participation approval.

The total amount of LGPP loan is determined by the participating lender and the BCF's maximum exposure may not exceed \$750,00 in a participating loan or \$562,500 on a guaranteed loan.

BROWNFIELD REVOLVING LOAN FUND (BRLF)²

Contact: St. Louis Development Corporation (SLDC) (314) 622-3400, ext. 320

This St. Louis Development Corporation (SLDC) program offers low-cost financing for Brownfield clean up of eligible sites. The site must be located within the boundaries of the Greater St. Louis Regional Empowerment Zone in the City of St. Louis (to find out if your property is eligible, go to <http://www.stlouiszone.org/ezmap.htm>)

² This program is funded through grants from the U.S. Environmental Protection Agency under the 2002 Small Business

Applicants for financing must not be “potentially responsible parties” legally liable for site contamination, as defined by EPA. The loans can provide up to 80% of cleanup costs to a maximum loan amount of \$950,000. BRLF loans will be collateralized to the fullest extent possible and require the personal guaranty of the principles. The loan must demonstrate a community or environmental benefit to the cleanup and the project must have community support.

Typically, BRLF loans will be combined with financing from a bank and will have an equity requirement of 20% of cleanup costs. The loans will have a below-market interest rate and the maturity will generally match the term of the bank loan. Loans are approved through the SLDC board. Applicants submit a pre-application to staff and then may be invited to submit a full application and supporting documentation due two weeks prior to the Board meeting. Funding occurs 4 to 8 weeks after approval.

BUSINESS DEVELOPMENT SUPPORT SERVICES*

Contact: St. Louis Development Corporation (SLDC) (314) 622-3400

The St. Louis Local Development Company (LDC) administers funds to provide business development assistance to expanding companies helping them to remove barriers to development. Examples of eligible activities would include utility relocation or removal, or other forms of extraordinary site development cost which represents a barrier to development. The LDC Board based upon detailed information on the proposed project and the site development problem must approve funding, and the project must generate new jobs to be eligible for LDC assistance.

ST. LOUIS BUSINESS DEVELOPMENT FUND*

Contact: St. Louis Business Development Fund (314) 615-7663

A consortium of several local banks and 3 economic development organizations have created a risk lending pool to provide business financing for projects too risky for conventional financing. Eligible businesses must have a positive net worth, a positive cash flow, has an experienced management team and growing market potential, must be located in the Greater St. Louis Region, and in a relationship with one of the member banks.

Loans are from \$50,000 to \$500,000. There is no company size limit and all industries are welcome to apply. The interest rate is typically 2 -3% over the prime rate and there is a success fee per annum on the unpaid balance.

EMPOWERMENT ZONE (EZ) LOAN

Location: 100 N. Tucker, Suite 540, St. Louis, MO 63101

Contact: St. Louis Regional Empowerment Zone (314) 241-0002

The St. Louis Regional Empowerment Zone (EZ) is a federally funded economic development program. The EZ provides small business loans for between \$50,000 - \$250,000 in financing to bridge the gap between what a bank will provide and what a project needs. EZ loan funds can be used for working capital, equipment, facility improvements and inventory. Term lengths vary depending on what is being financed. The interest rate is fixed at prime on the date of approval for the loan term. Program benefit eligibility is based on business location. Business addresses can be checked at www.hud.gov/crlocator.

FINANCE PROGRAMS – Microloans

JUSTINE PETERSEN HOUSING & REINVESTMENT CORPORATION (JPHRC)

Contact: JPHRC (314) 664-5051

Justine Petersen Housing & Reinvestment Corporation, (JPHRC) is a Small Business Administration (SBA) micro-loan intermediary lender. Staff one-on-one counsel prospective micro-borrowers on credit, debt, business plan and financials. JPHRC's originates loans from \$500 to \$35,000 to small businesses. Pre-loan technical assistance is given to assist prospective micro-borrowers to prepare for business start-up or expansion. The Agency also provides post-loan technical assistance for its micro-loan borrowers.

JPHRC administers forgivable gap financing to businesses located or opening in the St. Louis Sustainable Neighborhoods. Forgivable gap financing funds may not exceed the lesser of 43% of the total financing package \$7,500.

RESOURCES FOR MISSOURI, INC. (RMI)

Contact: Local Office: (314) 621-5021 Main Office: 1 (800) 234-4971

RMI's mission is to be an intermediary Lender for the Small Business Administration's (SBA) Micro Loan Program. The Microloan Program is an SBA funded program, however the SBA does not guaranty loan repayment for the small business owner. Microloans are available to entrepreneurs who have the ability to operate a successful business, but have not been able to obtain traditional financing. The funds are available to existing or start-up business concerns. Microloans range from \$500 - \$35,000 and are typically used for equipment purchases, inventory, leasehold improvements, and working capital. Interest rates are fixed for the term of the loan and the maximum repayment term available is 6 years. Microloans are simple interest loans with no prepayment penalties. 100% collateral is required including a lien on business assets, lien on personal assets (if applicable), and personal guaranty by business owners. All microloan applicants must prove they are creditworthy.

For more information, current interest rate, or to request an application contact RMI www.rmiinc.org (online).

Other Specialty Programs

BIG MISSOURI LINKED DEPOSIT PROGRAM

Contact: Missouri State Treasurers Office 1 (573) 751-2372

www.treasurer.mo.gov

The BIG Missouri Linked-Deposit Program is administered by the State Treasurers Office and provides investment deposits to State approved banks that have made loans to businesses headquartered and operating in Missouri. The funds are invested by the state at a significantly reduced interest rate. That reduction in interest is passed on to the business to lower their loan interest rate.

Small businesses must have at least 25 employees and the loan term must be 5 years or less. There is no limit on the loan amount. If the borrower is using job creation they must have 10 or more employees with benefits and 1 job must be created/retained per \$25,000 received. There is a \$90,000 minimum per borrower and the maximum term is 5 years.

Please see the web site for applications and additional details of the program.

OTHER SERVICES

Business Assistance Center (BAC) (St. Louis Development Corporation)

Contact: (314) 622-4120 St. Louis City Hall, Room 421

The BAC is a one stop service created to help City businesses and real estate developers fulfill City requirements. These services include; building and occupancy permits, inspections, licenses and taxes. They also coordinate with area development agencies that offer technical and financial assistance to businesses for expansion, relocation, renovation or acquisition.

Disadvantaged/Minority & Women Owned Business Certification Program (M/W/DBE)

Contact: Jack Thomas (314) 551-5000

This program is designed to maximize participation and enhance the opportunities of Minority Business Enterprises (MBE's) and Women –owned Business Enterprises (WBE's). The Mayor's Executive Order for minority participation calls for goals of 25% participation for MBE's and 5% for WBE's. Only City Certified MBE's and WBE's are counted towards participation.

Missouri Small Business Development Center (SBDC)

Contact: Kevin Wilson (314) 621-0816 or Aldis Jakubovski (314) 241-1591

The Missouri Small Business Development Center Program is designed to deliver up-to-date counseling, training and technical assistance in all aspects of small business management. SBDC services include, but are not limited to; assisting small businesses with financial, marketing, production, organization, engineering and technical problems and feasibility studies. Special SBDC programs and economic development activities include international trade assistance, technical assistance, procurement assistance, venture capital formation and rural development. The SBDC's also make special efforts to reach minority members of socially and economically disadvantaged groups, i.e., veterans, women and the disabled. Assistance is provided to both current or potential small business owners. They also provide assistance to small businesses applying for Small Business Innovation and Research (SBIR) grants from federal agencies.

Real Estate Division (St. Louis Development Corporation)

Contact: St. Louis Development Corporation (SLDC)

The Real Estate Division sells, manages, markets and maintains property for the Land Reutilization Authority (LRA), the Land Clearance for Redevelopment (LCRA) and the Planned Industrial Expansion Authority (PIEA). It also assembles property for future development. The LRA receives title to all tax delinquent properties not sold at the Sheriff's sale, and receives title to properties through donations.

Retail Development Assistance (St. Louis Development Corporation) (SLDC)

Contact: Patrick M. Bannister (314) 622-3400, ext. 383

The Business Development department encourages and facilitates the development of retail businesses in the City of St. Louis' commercial corridors. The goal of the program is to promote neighborhood retail development by helping retailers and developers serve a community's needs.

The Site Selection and Retail Development assistance provided by the SLDC includes:

- Detailed information on available properties and assistance with land assembly
- Real estate market analysis
- Property and site tours of targeted properties
- Access to government resources, real estate professionals, community leaders, and utility representatives
- Simplified development processes
- Demographic information to help target emerging markets
- Programs and incentives to support new development and redevelopment

Site Selection Assistance (St. Louis Development Corporation) (SLDC)

Contact: Andrew Struckhoff (314) 622-3400, ext. 341

The Business Development Department of the SLDC is available to assist your business in all aspects of the site-selection process. The department maintains relationships with real estate brokers and developers in the City and has a database of available properties and sites to assist in your search.

St. Louis Agency on Training and Employment (SLATE)

Contact: Ray Jackson (314) 613-7004

SLATE Career Center provides business services including recruiting, screening, applicant referrals, labor market information, wage information, on-site hiring events, and on-the-job customized training programs. Using On-the-Job-Training (OJT) funds, SLATE Career Center can assist employers with training costs and 50% cash reimbursement for wages paid to employees while in training. Other benefits include the Welfare-to Work (WtW) and Work Opportunity Tax Credits (WOTC). Both of these enable businesses to claim additional tax credits for employing qualifying individuals who may have one or more barriers in finding employment. Federal Bonds are another incentive to businesses that would like added insurance for employing a "high-risk" worker (individuals with a criminal record, for instance). Any business that uses local government assistance is required to enter into a First Source Employment Agreement with SLATE Career Center to fill any entry-level jobs.

ST. LOUIS DEVELOPMENT CORPORATION
COMMERCIAL DISTRICT PROGRAM
PRIMARY PROGRAM CONTACT: MICHELLE MAPLE (314) 622-3400

Commercial District Managers (CDMs) work with neighborhoods to strengthen commercial districts and facilitate business development throughout the City. Acting as a liaison between the business community and the City of St. Louis, the managers employ multiple strategies to promote commercial development.

Working in conjunction with various City departments, and through initiatives aimed specifically at the business and commercial property owner, the Commercial District Managers are responsible for implementing the following:

- **Commercial District Improvements**
Commercial District Managers administer the Neighborhood Commercial District Improvement Program (NCDIP), which provides funds to assist with façade improvements of commercial properties throughout the City. Business or commercial property owners apply to the program for assistance in improvements ranging from awnings and signage, to entire storefront renovations, thus dramatically improving the appearance of neighborhood businesses.
- **Public Improvements**
Develop strategies and identify resources to enhance the public areas of Neighborhood Commercial Districts. Coordinate the planning process and determine means to initiate streetscape improvements, traffic calming devices, district beautification and maintenance, as well as stronger security strategies aimed toward creating attractive points of destination in the City's commercial areas.
- **Opportunities for Business Recruitment, Retention and Expansion Within the City**
Assist new and existing businesses to locate property for expansion or relocation in the City of St. Louis. As a community liaison, the Commercial District Manager informs entrepreneurs of programs that may provide financial assistance to help them achieve their goals, as well as identifies ideal sites for a variety of businesses.
- **Formation of Business Associations**
Assist business owners in organizing within their business districts by helping to establish business associations. The creation of these groups provides owners with a platform to address issues concerning the broader community, and opens dialogue for solving problems and advocating for improvements that create and maintain a positive business climate. Associations successfully organize to improve access to parking, address public safety, district maintenance and other concerns.

- **Commercial Marketing and Promotion**

Assist business associations and community leaders in developing marketing materials or strategies to highlight individual properties or the district as a whole. Through the development of brochures, fliers, public relations articles and promotional events, CDMs assist businesses and districts in establishing an identity that sets them apart from their competition, thereby attracting potential businesses to available property opportunities.

- **Business Development Resources and Opportunities**

Identify resources and methods of improving the business districts as well as means of planning for future development. Assist business owners in utilizing state and municipally sponsored funding opportunities, and implement creative mechanisms of district self-financing, such as Community Improvement and Special Taxing Districts, which can enable commercial areas to finance their own promotional initiatives.

<u>Manager's Name:</u>	<u>Field Office Phone #:</u>	<u>FAX #</u>	<u>Field Office Address</u>	<u>Supervisor:</u>
Harry Bennett Wards-9, 11, 20, 25	(314) 832-2946	(314) 353-4968	7419 S. Broadway St. Louis, MO 63111	Michelle Maple St. Louis Development Corporation 1015 Locust St., Suite 1200 St. Louis, MO 63101 (314) 622-3400, Ext. 291
James Buchanan Wards-3, 18, 19, 27	(314) 454-5731	(314) 454-1429	1408 N. Kingshighway, Ste. 203 St. Louis, MO 63113	
Antrease Brown Wards-1, 2, 5, 21	(314) 869-3567	(314) 869-3452	8500 Hall Ferry Rd. St. Louis, MO 63147	
Gary Filmore Wards-4, 22, 26, 28	(314) 454-1894	(314) 454-1886	1408 N. Kingshighway, Ste 203 St. Louis, MO 63113	
Andrew Riganti Wards-7, 8, 15, 16	(314) 772-4640	(314) 772-5985	3203 S. Grand, 2 nd Floor St. Louis, MO 63118	
Angelo Sita Wards-10, 12, 14, 23	(314) 351-3328	(314) 351-0459	3537 S. Kingshighway St. Louis, MO 63139	
Erica Henderson Wards-6, 13, 17, 24	(314) 353-4631	(314) 353-5247	3537 S. Kingshighway St. Louis, MO 63139	

AMEREN ECONOMIC DEVELOPMENT PROGRAMS

Contact: Ameren Economic Development Department 1-800-981-9409

St. Louis based Ameren Corporation is the parent of AmerenUE, an investor owned electric and natural gas utility serving over 1.2 million customers in the metro area and eastern Missouri. Ameren is continually ranked among the nation's top utility companies in terms of customer service performance and competitive rates. AmerenUE is committed to the health and vitality of its communities and provides economic development services to assist business growth for new and expanding customers.

AmerenUE is the largest electric utility in Missouri. Their overall electric rates are currently 25% below the national average (Source: EEI Data-June, 2006). As part of their mission, they have developed innovative programs and services to help spur economic development. A small sampling of these programs includes:

- **Customized demographic and regional workforce information**
 - Ameren can provide a detailed analysis on the demographics of a particular area for evaluation of any number of business decisions. In addition, they offer intelligence on the available workforce and other pertinent data key to business location decisions.
- **Ameren's Economic Development Financing Solutions Program**
 - An alternative tool for businesses that wish to expand, relocate or modernize their facilities. Ameren taps ongoing relationships with banking/financing institutions to identify capital resources and to structure development finance solutions that meet a customer's unique business requirements.
- **Computerized energy rate analysis and other energy incentives**
 - When evaluating the cost of doing business, energy costs are routinely part of the consideration. Ameren provides a comprehensive review of estimated energy costs based on a load profile. The results give businesses a true sense of the cost of operations and the competitive advantages of an Ameren location.
- **Ameren's Community Development Corporation**
 - Created as the result of a unique partnership between the state of Missouri and AmerenUE, the AmerenCDC administers a competitive grant program for new and expanding businesses designed to foster job creation in Missouri. The grant program was funded with an initial investment of \$9 million and is governed by an independent board of directors. Funding is available for non-for-profit and for profit businesses alike.
- **Ameren InSite**
 - InSite is a program that streamlines development activity by saving critical time in the location and building process. It is marketed as a "Ready to Go Site" with a "Ready to Go Building". InSite is simply a development incentive that provides prospective clients with licensed architectural blue prints and building specifications for a 60,000-square-foot (expandable to 200,000 square feet) steel or concrete tilt-up building.

For assistance or additional information on these and other Ameren development programs, please contact the Economic Development Department at 1-800-981-9409.

INCUBATORS

St. Louis Enterprise Centers – Midtown Location

Location: 3830 Washington Ave., St. Louis, MO 63108

Contact: (314) 534-1818

St. Louis Enterprise Centers are a partnership between St. Louis Development Corporation and the St. Louis County Economic Council. The Centers offer start up businesses:

- Affordable, flexible office and warehouse space
- Office, receptionist and warehouse services
- Management counseling and mentoring from business leaders
- Information-sharing with other small businesses
- A success rate of 70% for graduating clients
- There are four incubator locations

Client companies are as diverse as the marketplace in which they operate — from software development, information application systems, environmental testing, construction, baking companies, and professional services. Companies sell their products and services around the corner and around the world.

The Center for Emerging Technologies™

Location: 4041 Forest Park Avenue, St. Louis, MO 63108

Contact: (314) 615-6900 • Fax (314) 615-6901

info@emergingtech.org • <http://www.emergingtech.org>

The Center for Emerging Technologies™ serves the St. Louis Metropolitan Region and the State of Missouri by working to develop the infrastructure necessary to support technology-driven economic development. Activities are focused on creating and growing potentially high-growth advanced technology companies, enhancing the region's existing technology companies, and capitalizing on the region's extensive university research base. The Center offers affordable research facilities and equipment and acts as a catalyst to facilitate technology transfer from universities, corporations, etc.

The Center's association with universities and technology based companies offers opportunities for companies to build strategic alliances. Mentoring and education/training is provided.

The Center assists companies with access to:

- Assistance with creating strategic business plans
- Market research and strategic market planning
- Assistance with SBIR and other Federal research grants
- Assistance with patenting, licensing, FDA and other approvals
- Professional service providers (lawyers, accountants)
- Angel investors and venture funds, including SBA's and ACE-Net (Angel Capital Network)

Technology Entrepreneur Center (TEC)

Contact: (314) 436-3500 Location: 210 North Tucker, Suite 600, St. Louis, MO 63101

info@tec-stl.org

The Technology Entrepreneur Center, Inc. (TEC) is a non-profit incubator for start-up companies in information and communications technology and related fields. TEC's mission is to educate entrepreneurs and support the growth of new information technology and communications technology companies in the St. Louis region.

These companies spur economic development and job creation. TEC is sponsored by AmerenCDC, the City of St. Louis, State of Missouri, St. Louis Development Corporation, Bandwidth Exchange Buildings, Bank Midwest and a diverse group of public and private organizations.

TEC is an equal opportunity service organization. Within the context of its mission and the guidelines of its admissions procedures, TEC provides equal access to its program for all entrepreneurs.

ST. LOUIS DEVELOPMENT CORPORATION
BUSINESS DEVELOPMENT
&
COMMERCIAL DEVELOPMENT
TELEPHONE (314) 622-3400

If you have any questions regarding the information or would like to schedule a personal visit to discuss if or how you can qualify for these programs, please contact one of the following people.

EXT.	NAME	RESPONSIBILITY
383	PATRICK M. BANNISTER bannisterp@stlouiscity.com	DIRECTOR BUSINESS DEVELOPMENT
243	MARY GIAMMANCO giammancom@stlouiscity.com	ADMINISTRATIVE ASSISTANT BUSINESS DEVELOPMENT
313	BILL SEDDON seddonb@stlouiscity.com	MANAGER BUSINESS RETENTION & ATTRACTION
375	MICHELLE B. STUCKEY stuckeym@stlouiscity.com	MANAGER BUSINESS FINANCE
256	LINDA BEHRMANN behrmannl@stlouiscity.com	ECONOMIC DEVELOPMENT COMPLIANCE MANAGER
262	DALE RUTHSATZ ruthsatzd@stlouiscity.com	DIRECTOR COMMERCIAL DEVELOPMENT TAX INCREMENT FINANCING REAL ESTATE TAX ABATEMENT
268	CAROL HUNTER hunterc@stlouiscity.com	ENTERPRISE ZONE REAL ESTATE TAX ABATEMENT
306	SUSAN TAYLOR taylor@s@stlouiscity.com	DESIGN REVIEW
287	GEORGE J. KERRY kerryg@stlouiscity.com	COMMERCIAL DEVELOPMENT SPECIALIST
341	ANDREW STRUCKHOFF struckhoffa@stlouiscity.com	COMMERCIAL DEVELOPMENT SPECIALIST

CITY BUSINESS DIRECTORY

**St. Louis Development Corporation • 1015 Locust, Suite 1200 • St. Louis, MO 63101
(314) 622-3400 • Fax (314) 231-2341**

Assessor's Office

Room 120, City Hall
St. Louis, MO 63103
(314) 622-4185

Bi-State Development Agency

701 N. First
St. Louis, MO 63101
(314) 982-1400

Board of Aldermen

Room 230, City Hall
St. Louis, MO 63103
(314) 622-3287

Board of Public Service

Room 301, City Hall
St. Louis, MO 63103
(314) 622-4650

Building Division

(Department of Public Safety)
Room 426, City Hall
St. Louis, MO 63103
(314) 622-3313

Bureau of Fire Prevention

1421 N. Jefferson Ave.
St. Louis, MO 63106
(314) 289-1900

Business Assistance Center

Room 421, City Hall
St. Louis, MO 63103
(314) 622-4120
Assistance with Permits * Licenses *
Zoning * Taxes, etc.

Citizens' Service Bureau/ Neighborhood Assistance Center

Room 234, City Hall
St. Louis, MO 63103
(314) 622-4800

City Hall

1200 Market Street
St. Louis, MO 63103
(314) 622-4800

Commercial Development

Dale Ruthsatz
(314) 622-3400, ext. 262
Industrial Park Development * Tax
Abatement * Tax Increment Financing *
Blighting * Development Plans

Comptroller's Office

Room 212, City Hall
St. Louis, MO 63103
(314) 622-3588

Cultural Resources

Kate Shea
(314) 622-3400, ext. 206
Code Compliance Assistance *
Development Assistance

Department of Parks, Recreation and Forestry

5600 Clayton Road in Forest Park
St. Louis, MO 63110
(314) 535-5050

Department of Public Safety

Room 401, City Hall
St. Louis, MO 63103
(314) 622-3391

CITY BUSINESS DIRECTORY

**St. Louis Development Corporation • 1015 Locust, Suite 1200 • St. Louis, MO 63101
(314) 622-3400 • Fax (314) 231-2341**

Enterprise Zone

Carol Hunter
(314) 622-3400, ext. 268
State Tax Benefits * Tax Abatement

St. Louis Community Development Administration (CDA)

1015 Locust Street
St. Louis, MO 63101
(314) 622-3400

License Collector's Office

Room 102-105, City Hall
St. Louis, MO 63103
(314) 622-4642

St. Louis Planning & Urban Design Agency

1015 Locust Street
St. Louis, MO 63101
(314) 622-3400

Mayor's Office

Room 200, City Hall
St. Louis, MO 63103
(314) 622-3201

St. Louis Police Department

1200 Clark
St. Louis, MO 63103
(314) 444-5555

Minority and Women Business Entrepreneurs

Jack Thomas (314) 551-5000
W/M/DBE Certification * Minority
Contractor Loan Program

SLATE Work Connection

Edward T. Jones (314) 589-8000
Customized Training Programs *
Employee Recruitment and Screening *
Tax Credit * Business Incentives



**Francis G. Slay
Mayor**