

St. Louis Economic Development Partnership 2024 Report

STLPARTNERSHIP



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A NOTE FROM STL PARTNERSHIP

Dear Partners,

2024 has been a testament to the power of collaboration, with our collective efforts driving significant economic development and fostering a vibrant sense of community throughout the St. Louis region.

We are incredibly proud of what we have achieved together, and as we look ahead to 2025, we are filled with excitement and optimism for the initiatives and opportunities that await us. Your continued engagement and support are vital as we strive to create equitable growth and empower every member of our community.

Let us unite our efforts to build on what we have achieved and pave the way for a thriving future for all.

Keep reading to see many more highlights that we experienced and accomplished in 2024. Thank you for your support of STL Partnership as we all continue to help this region grow and thrive.

Sincerely,
Rodney Crim, CEO and President



BUSINESS DEVELOPMENT

The Business Development (BD) division works with our economic development partners including St. Louis Development Corporation, Greater St. Louis, Inc. , Missouri Partnership, and Missouri Department of Economic Development to attract, retain and grow businesses in St. Louis County and the City of St. Louis.

In FY24, (October 2023- Sept 2024) the BD division has participated in projects totaling \$216,596,452 in investment, **bringing 618 new jobs to St. Louis and retaining 600 employees.**

A few highlights from the Business Development division include:



Operation Food Search

- \$11 million New Markets Tax Credit Investment
- 85 Construction Jobs / 16 Permanent Jobs
- Equipment and retrofitting headquarters of a non-profit to house, package, and distribute food to needy residents of the region
- Located in Overland, Missouri



Small Business Development Center Counseling

- 295 counseled companies
- 30 training events
- On staff counselor provides no cost confidential business counseling
- Provides help with start-up assistance, growth, and business planning and financing



JJK-FAN (Jackie Joyner-Kersee Foundation)

- \$12 million New Markets Tax Credit Investment
- 35 Permanent Jobs
- Expansion of JJK Foundation Campus creating a food, nutrition and innovation center providing community goods and services
- Located in East St. Louis, Illinois



Clayco

- 400 new jobs
- \$50 million investment
- Full-service, turnkey real estate development, architecture, engineering, and construction firm
- Located in Berkeley, Missouri



Business Retention and Expansion

Led by the Business Development and World Trade Center (WTC) divisions, the Business Retention and Expansion (BRE) group links St. Louis companies with government and economic development officials to ensure business owners, leaders, and entrepreneurs know who to contact regarding opportunities or challenges.

BRE Partners



SAINT LOUIS COUNTY
Missouri



Missouri Department of
Economic Development

BRE Objectives:

- **Engage** regional companies through planned visits (in-person and virtual) to cultivate further investment in St. Louis to grow, expand, and create jobs
- **Become** an active partner with company leaders and management to identify and resolve business/community/workforce related issues and challenges unique to the St. Louis market
- **Identify** new investment opportunities through industry knowledge, company supply chain, and customer relationships
- **Equity** and inclusion throughout – Include businesses located in areas of economic disadvantage and owned by women, minorities, and immigrants

Recognizing the important role exports play in business expansion, in 2023, the WTC launched **BRE International** – a collaboration with Missouri’s International Trade and Investment office and the U.S. Commercial Service.

This team of local, state, and federal export partners works with regional companies looking to expand their sales in international markets. St. Louis manufacturing and service exports total **\$15.2 billion dollars**, supporting more than **90,000 local jobs**.



Together, in FY24, the BRE group met with **28 businesses** located in both St. Louis County and the City of St. Louis.

BUSINESS FINANCE

Our Business Finance division offers Small Business Administration (SBA) 504 loans, various commercial revolving loan funds, and industrial revenue bonds to **support businesses** in the St. Louis region. These funds can be used for various items including working capital, equipment, and inventory, in addition to purchasing real estate for both existing and new businesses.

The amount funded in the St. Louis area to date (as of March 2024) for fiscal year 2024 is \$1,502,000 in SBA loans, \$130,000 in Revolving Loan Fund (RLF) loans, and \$45,085,000 in Industrial Development Authority (IDA) bonds, totaling **\$46,717,000** across all programs.



Harvey's Coffee and Cocktails

Harvey's Coffee and Cocktails is a new bar that offers a relaxed tropical-themed lounge space where customers can enjoy craft beverages located at 2706 Olive Street in Midtown. Harvey's utilized a loan through the Business Finance division to purchase equipment, inventory and working capital.

Hawkins Village Associates LLC

Hawkins Village Apartments is a 140-unit 100% Project-Based Section 8 assisted multi-family property located in Fenton, Missouri. The apartments are available for families and serve residents with incomes under 60% of area median income. This property is being acquired and will be renovated. The Industrial Development Authority of St. Louis County issued bonds as part of the financing in partnership with the Housing Authority of St. Louis County.



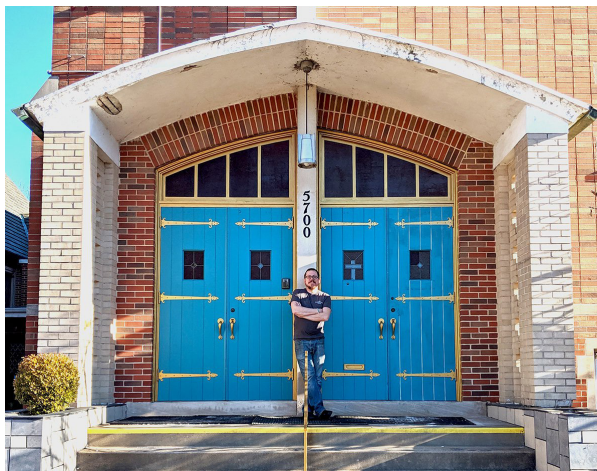
ENV Bentwood Townhomes, LP

Bentwood Townhomes is a 198-unit property consisting of two- three-, and four-bedroom Low Income Housing Tax Credit (LIHTC) and market rate units. The property is being acquired and will require substantial renovations. The Industrial Development Authority of St. Louis County issued bonds as part of the financing in partnership with the Housing Authority of St. Louis County.



Seed Sprout Spoon Catering

Seed Sprout Spoon is a boutique catering and events company dedicated to using high-quality local food producers to prepare local and organic food. Seed Sprout Spoon utilized an SBA 504 loan to acquire the property to expand their catering business. They plan to add five new full-time employees over the next two years to complement the current staff of nine full-time employees.



Cross Rhodes Print & Technologies

Cross Rhodes Reprographics, Inc. (d/b/a Cross Rhodes Print & Technologies) is a full-service printing and technology firm located at 2731 S Jefferson Avenue. Cross Rhodes utilized a loan through the Business Finance division to purchase a new digital printer, which has the capability to print in color as cheap as in black and white and will also result in savings from a lower number of service calls to maintain the old printer.



The borrower currently has 13 full-time employees and plans to add two more full-time employees with the savings from this loan.

STRATEGIC INITIATIVES

The Strategic Initiatives division manages the STL Partnership's Defense/Advanced Manufacturing Initiatives and has worked with our regional partners to create and manage a five-year St. Louis County-City Comprehensive Economic Development Strategy (CEDS). The division has begun to update the CEDS, which will be a multi-county effort on a forward basis, allowing the region to be more competitive in seeking EDA funding. The CEDS is an essential document for all federal funding applications to the Economic Development Administration.

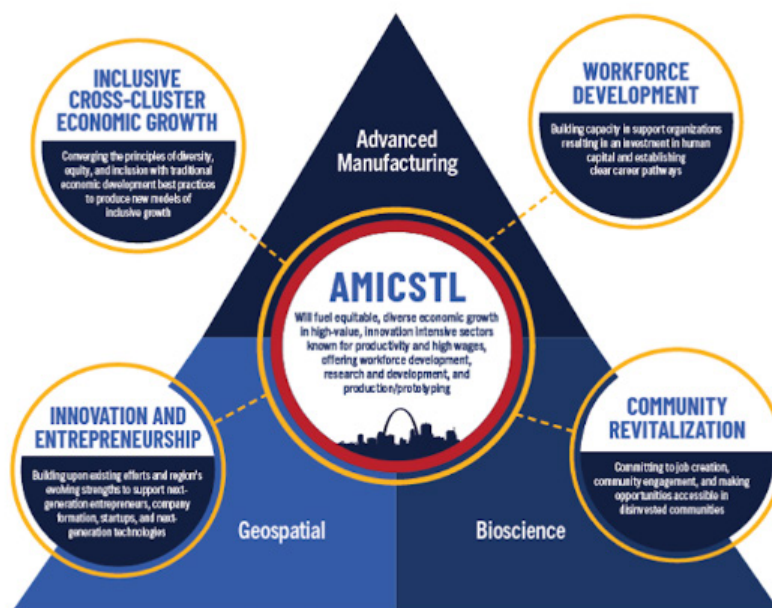


The division also helps identify and facilitate grant opportunities, such as the \$3.35 million grant awarded for the Helix facility in 39N, the multi-million-dollar capital improvement grant for the MET Center, and a feasibility study to promote future grant applications for the West County incubator. The division continues to lead the effort to execute on the Partnership's five-year strategic plan for the organization, resulting in a new focus on increasing services to small businesses and planning-related support to municipalities and unincorporated St. Louis County.

Build Back Better Regional Challenge

A collaborative effort by Greater St. Louis Inc. and the St. Louis Economic Development Partnership and other community partners, has helped bring a federal Build Back Better Regional Challenge grant worth \$25 million to the region. The centerpiece of the proposal is to create the Advanced Manufacturing Innovation Center St. Louis (AMICSTL) as a new innovation anchor institution in North St. Louis City, physically adjacent to Ranken.

Greater St. Louis Inc. and the STL Partnership co-lead implementation of the award providing overall guidance, governance, execution, and community engagement.



Partners Include:

- AMICSTL
- BioSTL
- Cortex Innovation Community
- Donald Danforth Plant Science Center
- East Central College
- Economic Development Council of St. Charles County
- Entrepreneur Startup Business Development Corporation
- Gateway Global American Youth and Business Alliance
- Greater St. Louis, Inc.
- Harris-Stowe State University
- Jefferson College
- Lewis and Clark Community College
- Missouri AFL-CIO
- Ranken Technical College
- Rung for Women
- Saint Louis Public Schools
- Small Business Empowerment Center
- Southwestern Illinois College
- St. Charles Community College
- St. Clair County, Illinois
- St. Louis Building and Construction Trades Council
- St. Louis Community College
- St. Louis Development Corporation
- St. Louis Economic Development Partnership
- St. Louis Makes
- Technology Entrepreneur Center, Inc.
- WEPOWER

MOSAIC PROJECT

Goal: Maintain St. Louis as the #1 fastest growing major U.S. metro area for immigration by the year 2030

Foreign Born Attraction Strategies

FIRST FOCUS

Support global talent attraction and retention.



SECOND FOCUS

Retaining and growing the Latino population through STL Para Ti (St. Louis For You).



Started the International Student Internship Challenge with the goal of getting 10 city and 10 county companies to hire an international student in a STEM field for a 2025 summer internship

Launched STL Para Ti, a new initiative to connect the Latino community to resources and information available in St. Louis

THE ST. LOUIS MOSAIC PROJECT, A REGIONAL INITIATIVE WITHIN STL PARTNERSHIP AND WORLD TRADE CENTER ST. LOUIS TO MAKE ST. LOUIS A MORE WELCOMING AND DESIRABLE LANDING SPOT FOR IMMIGRANTS, CELEBRATED A BANNER YEAR IN 2024.

Celebrated the St. Louis metro area having the highest percentage increase in foreign-born population in the United States from 2022-2023

Established a new program that will provide career advising to 60+ refugees enrolled at Washington University's free 26-week English/Career training program for refugees, which will strengthen the region's workforce

WORLD TRADE CENTER

World Trade Center St. Louis (WTC), the international division of STL Partnership, continues to help companies throughout the region as they utilize WTC's international trade programs and information resources.

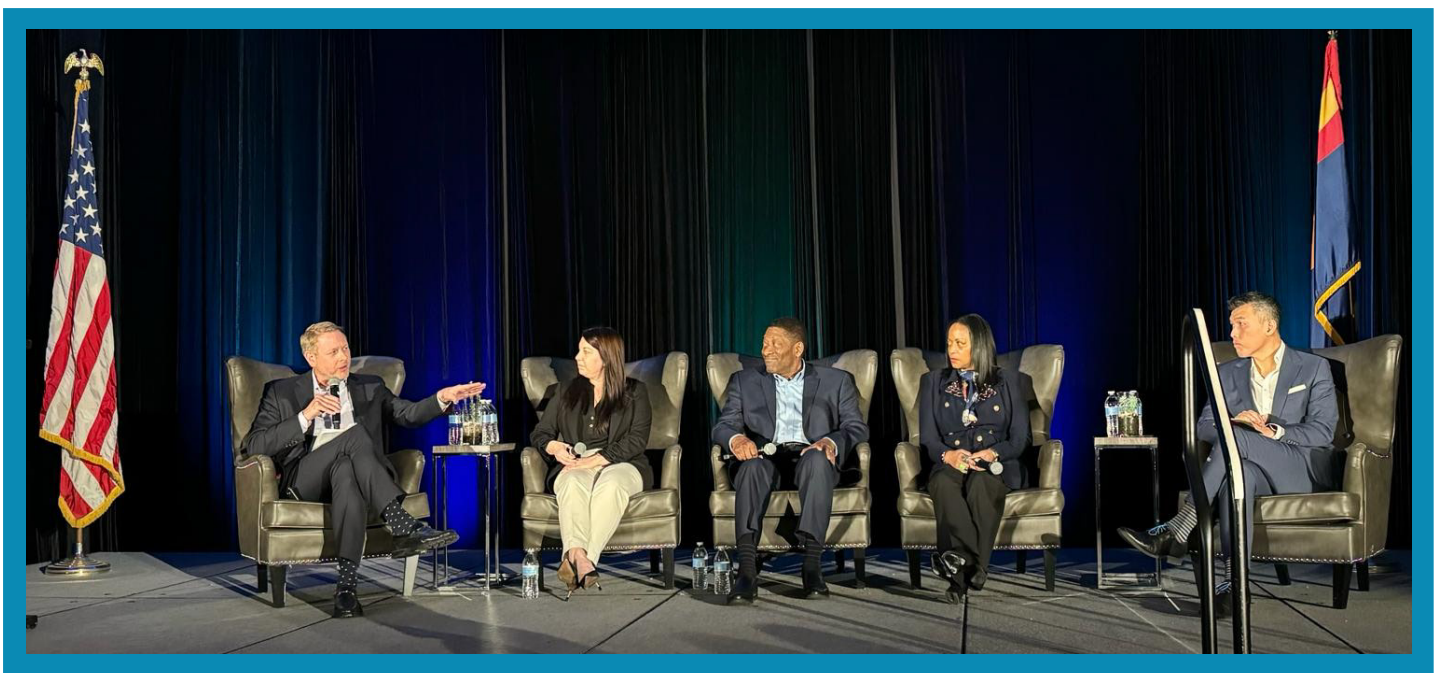
Trade and Investment Goals:

Increase the number of exporting companies by 10% and add 5,000 regional jobs tied to foreign investment by 2025.

For 30 years, as the international division of the STL Partnership, WTC has supported growth for the region's businesses as well as ensuring St. Louis companies are represented in an increasingly **global marketplace**.

From customized market research to trade training, hosting inbound and outbound delegations, and managing St. Louis' Foreign Trade Zone, Mosaic Project, Sister Cities organizations, and EB-5 Regional Center, WTC brings together a comprehensive system of business and government agencies to **support trade and investment** and enhance St. Louis' global connectivity.

WTC leads ecosystem support between local companies and partners to facilitate export growth while also expanding the St. Louis region's economic base by **attracting and retaining global investment**.



Growing Global

WTC hosted its annual Growing Global event on Wednesday, September 25, 2024. The 2024 theme was Global Talent, Local Impact: Fueling Regional Economic Growth. Together with our St. Louis Mosaic Project team, WTC examined the national conversation and local impact for our companies and economy as we looked at competing for talent from around the world in a hyper-connected global economy. The luncheon brought in more than 750 attendees.

Sister City Anniversaries

- Celebrated the 30th anniversary of the St. Louis – Saint-Louis, Senegal, Sister Cities partnership with an international art exhibit in both Senegal and Missouri
- Hosted a delegation from Jiangsu Province and Nanjing, China, to celebrate the 45th anniversary of the St. Louis – Nanjing, China Sister Cities relationship
- St. Louis-Suwa, Japan, Sister Cities Committee celebrated their 50th anniversary this year with a delegation led by Mayor Yukari Kaneko. The visit included a meeting with Mayor Jones at City Hall, a riverboat cruise on the Mississippi and a business roundtable at WTC.

Initiatives

- WTC partnered to launch Cultivar STL, an initiative to strengthen and sustain partnerships that will contribute to economic growth in St. Louis and abroad and positively impact food security in the Americas as well as globally. Cultivar STL is led by the Donald Danforth Plant Science Center, BioSTL, the Yield Lab LATAM, the World Trade Center St. Louis, Greater St. Louis, Inc., and the 39 North AgTech Innovation District
- WTC connections, and BRE team support, led German medical device manufacturer Zeiss to invest \$25M into new R&D facility in Chesterfield, adding more than 40 new jobs. This project highlights the significance of foreign investment, the value of direct international flights, and the company's tremendous commitment to St. Louis.

Hosting

WTC hosted Minister Francis Gatare, CEO of the Rwanda Development Board and representatives from the Rwanda Embassy. The visit included more than 20 business meetings and events, including important meetings with organizations working in Rwanda such as Danforth Plant Science Center, Bayer, and Gates Ag One. Visit objectives included increased understanding of St. Louis and Kigali, Rwanda industry strengths, and opportunities for meaningful economic collaboration.

Flight

- Lufthansa has completed its 1st year of direct flights. Lambert reports remarkable success and passenger bookings of Lufthansa's non-stop flights to Frankfurt, Germany (load averages - outbound 91% and Inbound 87%). This community has embraced the opportunity to explore new markets in Europe and around the globe, and the direct route has provided easier access to St. Louis for business and tourism alike. WTC assisted in attracting and incentivizing Lufthansa to establish this flight.
- To celebrate the inaugural Air Canada flight to Montreal and build important new economic relationships, WTC organized a trade mission to Canada, which was led by St. Louis Mayor Tishaura O. Jones and County Executive Dr. Sam Page and included 30 civic, economic development, and business leaders. Canada is the largest trade and investment partner for the state of Missouri and the St. Louis region. The new direct service will allow for ease of travel, increased tourism, and business connectivity.

PEOPLE



TRADE



INVESTMENT



REAL ESTATE

Helping to revitalize St. Louis communities, the Real Estate division continues to transform abandoned and underutilized sites for productive use.

HIGHLIGHTS FOR THE TEAM IN 2024 INCLUDE:

Improvements made to the Metropolitan Education and Training (MET) Center, which has been providing education, training, employment and supportive services to unemployed and underemployed people in the St. Louis region.



Renovations made to Helix Center Biotech Incubator in Creve Coeur, Mo., that will provide the resources needed to accelerate the growth of agtech startups in St. Louis.

Hosting open houses at its Lemay Business Incubator, the Wellston Business Incubator and the West County Business Incubator in Chesterfield, Mo., for small business owners and entrepreneurs.



COMMUNITY INVESTMENT

The Community Investment division coordinates tools and resources for business and community development in North County and the Promise Zone, including site selection, brownfield site assessment grants and the brownfield revolving loan fund, community engagement, government relations, and workforce development.

2024 ACCOMPLISHMENTS

10 Year Anniversary

The Community Investment (CI) division manages the federally designated Promise Zone for St. Louis County and the City of St. Louis.



In support of the St. Louis Promise Zone, CI staff work alongside regional leaders to improve economic activity, health and wellness, educational outcomes, workforce readiness, and sustainable communities in economically distressed areas of North County and North City.



STL Partnership provides critical support to St. Louis County, which is the recipient of planning, technical assistance, and capacity-building support through the Department of Transportation's Thriving Communities Program. The program supports infrastructure projects that increase mobility, reduce pollution, and expand affordable transportation options and provides support for federal funding applications.

Thriving Communities

Efforts will likely focus on transit improvements along Riverview Road and other points of entry to WildCare Park with the goal to engage in community-informed development along the Mississippi River from North City to WildCare Park.



2024 Reclaiming Vacant Properties Conference

Led a mobile workshop, called Community Recovery and Rebuilding: West Florissant Avenue 10 Years After Ferguson, at the biannual, national Reclaiming Vacant Properties (RVP) Conference that was held in St. Louis in October



West Florissant Great Street

The CI division continues to provide ongoing support for West Florissant Great Streets' long-term operations and maintenance plans.



CertifySTL

Partnered with the St. Louis Development Corporation (SLDC) to begin administering certifications for Minority and Women Owned Business Enterprises (MWBE) through a new program called CertifySTL



Brownfield Program and EPA Resources:

Building Blocks for Sustainable Communities

STL Partnership staff assisted Jennings, Missouri in drafting its application to the EPA's Building Blocks for Sustainable Communities Program. Jennings was one of 10 communities to coordinate existing brownfields efforts to advance clean air, clean water, equitable development, and other local goals. The Building Blocks efforts in Jennings will focus on vacancy issues along the West Florissant commercial corridor.

EPA Assessment of Kinloch's Former City Hall

STL Partnership staff connected the City of Kinloch with EPA resources to complete a phase one assessment to determine initial steps for cleanup activities at Kinloch's old City Hall site.

EPA Community Change Grant

STL Partnership staff coordinated a regional meeting of over 20 organizations that have expressed interest in applying for this \$10-\$20 million grant to benefit disadvantaged communities through projects that reduce pollution, increase community climate resilience, and build community capacity to address environmental and climate justice challenges. One major grant application is moving forward led by local nonprofit A Red Circle to increase green infrastructure in North St. Louis City and County.

Grand Openings and Groundbreaking Ceremonies

Brilliant Angel Academy



Urban League Plaza



Urban League of Metropolitan Saint Louis' new senior apartments

MARKETING

The Marketing division for STL Partnership, WTC and the St. Louis Mosaic Project played a key role in getting the word out about the initiatives and valuable work of all three organizations in 2024.

Highlights Include:

Over 170 Media Placements

It has been a great year for STL Partnership when it comes to being seen or heard in the media. Many representatives from the organization were featured in a variety of outlets, including the St. Louis Post-Dispatch, St. Louis Business Journal, KMOX-AM, and multiple trade publications and podcasts.



Website



STL Partnership launched a redesigned website that offers a more user-friendly experience for visitors that's easier to navigate.

The website will serve as a great resource for individuals wanting to learn about how STL Partnership can help their business.

Members of STL Partnership made appearances on multiple podcasts, including Inside America's Best Cities, the Econ Dev Show and Country Club Conversations.



Podcasts

Awards



The Partnership also brought home multiple awards this year, such as a bronze award from the International Economic Development Council and the Exemplary Collaboration, Partnership or Regional Initiative award from the East-West Gateway Council of Governments for its BRE efforts.

2025 PREVIEW

As we enter 2025, we look forward to working with our economic development partners on projects that will help the economy in the St. Louis region.

Some of these include supporting and facilitating economic development opportunities throughout the region, helping to sustain communities in economically distressed areas, creating a new comprehensive economic development strategy, pursuing grants for business investment and jobs, helping retain and expand businesses, working on international trade and updating our business incubators. We will also continue to partner with other economic development organizations on regional initiatives.

We look forward to working with our regional partners throughout 2025 and beyond.

STLPARTNERSHIP



WORLD TRADE CENTER®
ST. LOUIS

