



St!Louis
Perfectly Centered. Remarkably Connected.

Investor Insights

I N V E S T O R R E P O R T

Contents

- 2 Branding, Marketing and Deal Flow
- 5 Metrics and Communication
- 8 Governance Structure
- 9 A Revitalized Regional Network
- 10 Financial Summary
- 11 Investor and Staff Listings

Keeping Our Priorities In Focus

With the input and guidance from regional business and civic leaders, RCGA's five-year economic development initiative Greater St. Louis Inc., was formally launched in March 2005.

Consistent with RCGA's regional economic development mission, the ultimate goal of Greater St. Louis Inc. is to recruit a significant number of businesses to the region and facilitate existing company expansions that would not have otherwise occurred. The Greater St. Louis Inc. strategic plan builds on the region's past accomplishments and lessons learned over the last 10 years. The 1995 plan outcome was a successful shift to a more collaborative, regional approach to economic development, and took advantage of the opportunities provided by a robust national economy. In 2000, regional assets were better defined through the development of distinct industry clusters. In the 2005–2009 plan, five key priorities were identified to build on our strengths and realize economic growth:

1. **The region's attributes** and challenges were assessed and a renewed emphasis on branding, marketing and deal flow initiated.
2. **Performance metrics** were identified to measure

progress and processes implemented to maintain ongoing contact with key stakeholders—our investors.

3. **A Board of Trustees** was formed to monitor performance and oversee plan implementation.

4. **A renewed focus** was undertaken to engage the Regional Economic Development Network.

5. **Fundraising goals** were established and efforts undertaken to raise the resources needed to compete with like-sized markets.

This special edition of *Investor Insights* reports on the actions taken since the March 2005 launch of the Greater St. Louis Inc. initiative.




St!Louis
Perfectly Centered. Remarkably Connected.

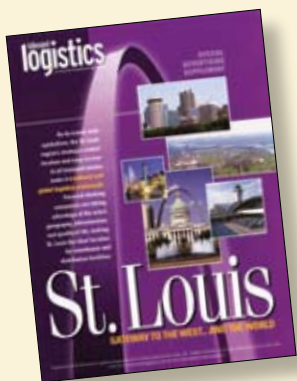


St!Louis
Perfectly Centered. Remarkably Connected.

The new regional brand was launched during the RCGA's October 2005 Leadership Exchange trip.

BRANDING, MARKETING AND DEAL FLOW: 2005 RESULTS

- Successfully launched a new regional brand for economic development on October 11, 2005, including a totally new website and new collateral materials
- Executed seven business recruitment trips resulting in 66 highly-targeted, one-on-one briefings
- Staged five marketing events throughout the country reaching 101 of our primary business targets with the support of our community partners
- Participated in several national real estate conferences and co-sponsored the Missouri and Illinois pavilions at BIO 2005, the world's largest biotech conference



The region's transportation and distribution assets were highlighted in *Inbound Logistics* magazine in June 2005.

2005 BRANDING, MARKETING AND DEAL FLOW

REGIONAL ECONOMIC DEVELOPMENT BRAND

The primary focus in 2005 was developing a brand that would become the foundation for all regional marketing efforts. Greater St. Louis has had other economic development-related logos, slogans and taglines over the last 15 years. A brand is different . . . this brand is different. Our brand has its roots in rigorous quantifiable research, and communicates what is distinctive and credible about our region. It reflects who we are and our sustainable, competitive advantages. The logo and tagline are simply the verbal shorthand for all that our brand encompasses.

The brand for Greater St. Louis Inc. is based on over 700 interviews and surveys with executives throughout the region and across the country. It reinforces our competitive advantages:

- **Quality of Life** . . . people can live where they work
- **Work Force** . . . broadly-skilled and highly productive
- **Location/Economic Diversity** . . . fast, convenient reach
- **Business Friendly** . . . pro-growth culture

Each attribute is detailed in our new web portal, www.gotostlouis.org, and in new collateral materials.

MARKETING

For purposes of this report, marketing is defined as proactive outreach through media, advertising, trade shows and direct mail; in contrast to in-person business recruitment. In 2005, marketing activities included:

- **Inbound Logistics** – the transportation and distribution assets of the St. Louis region were highlighted by sponsoring a special section in *Inbound Logistics* magazine. As the leading logistics publication in North America, *Inbound Logistics* reaches 58,000 subscribers with a total readership estimated at 250,000.
- **BIO 2005** – the world's largest annual biotechnology forum, sponsored by the Biotechnology Industry Organization. We co-sponsored and helped staff both the Missouri and Illinois BIO pavilions. More than 20,000 people from across the world attended BIO 2005 – approximately 1,500 attendees visited the Missouri and Illinois pavilions.
- **Consultant Mailings** – our economic development team maintains an active network of approximately 250 national site selection consultants, corporate real estate managers and brokers from national real estate firms with active site location practices. In 2005, information on regional events and news distributed to this group included the special section in *Inbound Logistics* and the Pfizer and Express Scripts groundbreakings. ➤



The primary focus in 2005 was developing a brand that would become the foundation for all regional marketing efforts. The new marketing resources include the website, a 12-page, four-color sales and marketing piece, and a 20-page executive summary highlighting the best of the region. Additional marketing collateral carrying the regional brand will be rolled out during 2006.



The brand for Greater St. Louis Inc. is based on over 700 interviews and surveys throughout the region and across the country. It reinforces our region's competitive advantages, including: quality of life, skilled work force, convenient location, economic diversity and business-friendly, pro-growth culture.

2005 BRANDING, MARKETING AND DEAL FLOW, CONTINUED

DEAL FLOW

Every business recruitment activity undertaken by our economic development team is designed to stimulate deal flow, and ultimately new jobs and investment in the region. Those efforts take one of two forms: highly-targeted business recruitment trips or event-based marketing.

BUSINESS RECRUITMENT TRIPS

These trips typically involve one or two members of the economic development team over a 36- to 48-hour time frame in a particular market. The objective is to refresh established relationships, build new ones and communicate timely information about the St. Louis region. In 2005, trips to the following markets resulted in 66 one-on-one, desk-side briefings with site location decision makers:

- Atlanta/Greenville
- Chicago
- Dallas
- Indianapolis
- Los Angeles
- New York
- Phoenix

EVENT-BASED MARKETING

Every year, several events in the St. Louis region and around the country provide additional opportunities to spotlight our region. Our economic development team takes advantage of a select number of those events to host prospects, national site consultants, national real estate brokers and others who influence where companies locate facilities. In 2005, event-based marketing efforts resulted in one-on-one meetings and 2,300 prospect impressions. With support from members of the Regional Economic Development Network, our team attended key industry conferences and hosted prospects at the following:

Carnegie Hall – the Saint Louis Symphony Orchestra performed at Carnegie Hall on Saturday, April 16, 2005. Eight consultants and corporate real estate executives and their spouses were our guests for the special performance. One or more active recruitment projects were represented by attendees at the evening's event.

CoreNet Global Summit – CoreNet is the world's premier association for corporate real estate professionals. It is the industry's opinion leader and the only group that convenes the entire industry. We co-sponsored and staffed major receptions with Missouri and Illinois at the fall conference for CoreNet in Las Vegas, resulting in over 200 renewed and initial contacts. >



Greater St. Louis Inc. Chair Rich McClure and Missouri Lieutenant Governor Peter Kinder welcome 40 New York area CEOs and guests at the joint Saint Louis Symphony Orchestra/RCGA event in March 2006.

2006—OUR “FEET ON THE STREET”

In the first quarter of 2006, 36 prospect briefings were held in key markets across the country in addition to our participation in several major conferences.

QUARTER 1 HIGHLIGHTS INCLUDE:

- Hosted a group of 40 New York-based executives and guests at a dinner reception and Saint Louis Symphony Orchestra performance at Carnegie Hall.
- Briefings with automotive parts suppliers, OEMs and an architectural/engineering consulting firm during a two-day trip to Detroit.
- Meetings with national site location/national real estate consultants and brokers in Atlanta, GA; Greenville, SC; Los Angeles, CA; Detroit, MI; New York City, NY; Phoenix, AZ; Washington, DC/Northern VA; San Diego, CA and Chicago, IL.
- Participation at the Industrial Asset Management Council, The Air Cargo Americas Conference and the WestPack 2006 packaging industry trade show.

2005 BRANDING, MARKETING AND DEAL FLOW, CONTINUED

“Cognac and Cubans” – in April 2005 we also traveled to Toronto to participate in the CoreNet Global Summit, which attracted more than 2,200 corporate real estate professionals.



An invitation-only reception for 75 targeted prospects at an after-dinner event resulted in meetings with corporate real estate executives from

DuPont, Nortel Networks, Adobe Systems, Sun Microsystems, Intel and Parker Hannifan.

NCAA Final Four – although tickets and hotel rooms were scarce, we secured a visit by a Los Angeles-based site consultant with whom we have worked on a number of active projects over the years.

Cardinals vs. Dodgers – in July, we hosted eight consultants, prospects and brokers, plus their guests



for baseball at Dodger Stadium. Three members of our Regional Network participated in this trip and joined us in meeting with several prospects throughout the Los Angeles area in the two days preceding the game.

Industrial Asset Management Council (IAMC) – we were a major sponsor for both the spring and fall 2005 conferences of IAMC, comprised of over 300 corporate real estate executives, national site selection consultants and real estate service providers from across the U.S. This sponsorship provided great visibility for St. Louis and helped us secure the organization’s fall 2007 IAMC conference for St. Louis.

International Economic Development Council (IEDC) Site Consultants Dinner – in September, we and several members of the Regional Network co-hosted a dinner for seven national site selection consultants during the organization’s annual meeting in Chicago.

METRICS AND COMMUNICATION: 2005 RESULTS

- Adopted project-specific and pipeline measures at the Board of Trustees planning retreat on March 3, 2005
- Reviewed these performance measures monthly with the chairman and vice-chair of the Board of Trustees, and quarterly with the entire board
- Hosted a luncheon for all investors on May 23, 2005, featuring Mike Mullis, a nationally-known site selection consultant
- Initiated a series of monthly breakfast meetings for small groups of investors to discuss progress and gain investor input
- Launched the Leadership Roundtable, an advisory board made up of over 40 major investors
- Introduced *Investor Insights*, an e-newsletter to all investors

GREATER ST. LOUIS INC. 2005 AND 2006 GOALS

	Threshold	Outstanding
New Capital Investment	\$88,000,000	\$132,000,000
New Jobs*	1,600	2,400
New Payroll	\$64,000,000	\$90,000,000

*Includes new jobs announced that are directly related to recruitment or expansion projects in which RCGA played an active role.

METRICS AND COMMUNICATION

METRICS

The goals for the first two, five-year economic development campaigns were based solely on regional employment numbers and significantly impacted by fluctuations in the U.S. economy. Although the national economy will still impact the 2005–2009 plan results, the performance metrics for Greater St. Louis Inc. have been more narrowly defined to measure and evaluate specific RCGA activities.

The Greater St. Louis Inc. performance metrics approved by the Board of Trustees fall into two distinct categories:

Pipeline Measures

- Number of qualified new prospects
- External client briefings
- In-market site visits
- Stakeholder satisfaction

Project-Specific Measures

- New job creation
- New payroll
- New capital investment

INVESTOR COMMUNICATION

Improving communication with investors was a key priority in 2005:

- An all-investor luncheon was held on May 23 to report on fund-raising efforts and to review plans for 2005. This event

featured Memphis-based site consultant, Mike Mullis, as the guest speaker. Mr. Mullis has sited numerous projects throughout Missouri and Illinois, with such well-known companies as Harley-Davidson, Maytag and Briggs & Stratton.

- Investor breakfasts were initiated in September. These breakfast meetings include briefings on the latest economic development marketing activities and confidential updates on prospect activity. They provide an opportunity for small groups of investors to get acquainted and to provide feedback.
- The Leadership Roundtable was established. The Roundtable is an advisory group consisting of over 40 non-board-member investors who have committed \$20,000 or more annually to Greater St. Louis Inc. This group is briefed quarterly and provides valuable feedback to the Board of Trustees and staff members.
- *Investor Insights*, an investor-oriented e-newsletter, was introduced to help all investors stay informed.
- Several mailings by Chairman Rich McClure and/or RCGA staff were launched to brief all investors on regional subjects such as the brand launch and to announce opportunities for involvement.

2005–2006 PERFORMANCE SCORECARD

MARCH 31, 2006

PERFORMANCE MEASURES

MEASURE	LEVELS OF SUCCESS		
	Threshold	Commendable	Outstanding
Pipeline Measures			
1. External Client Briefings ¹	40	60	80
2005 Benchmark		66	
2006 Y-T-D	36		
2. In-Market Site Visits ²	20	30	40
2005 Benchmark	24		
2006 Y-T-D	16		
3. Qualified New Prospects ³	50	65	80
2005 Benchmark	44		
2006 Y-T-D	12		
4. Stakeholder Satisfaction	70% satisfied or very satisfied	80% satisfied or very satisfied	90% satisfied or very satisfied
Network Satisfaction Survey	(In Progress)		
Investor Satisfaction Survey	91% satisfied/very satisfied with branding and promoting the region		
	70% satisfied/very satisfied with business recruitment		
	54% satisfied/very satisfied with business retention and expansion		

Project-Specific Measures	Threshold	Commendable	Outstanding
1. New Jobs ⁴	1,600	2,000	2,400
2005 Benchmark	621		
2006 Y-T-D	715		
2. New Payroll	\$ 64,000,000	\$ 80,000,000	\$ 90,000,000
2005 Benchmark	\$ 30,841,200		
2006 Y-T-D	\$ 36,180,000		
3. New Capital Investment	\$ 88,000,000	\$ 110,000,000	\$ 132,000,000
2005 Benchmark			\$ 373,700,000
2006 Y-T-D	\$ 76,400,000		

- External Client Briefings are one-on-one, desk-side briefings for active prospects and "multiplier" targets, i.e., site selection consultants, corporate real estate managers and national real estate brokers.
- In-Market Site Visits involve active or prospective clients with whom we are working that visit St. Louis for a general overview or, more often, a specific real estate search.
- Qualified New Prospects are defined as possessing the following characteristics: tightly defined parameters re: jobs, payroll, investment, real estate; seriously considering Greater St. Louis as a location; and time-bound, i.e., established project start-up dates.
- Includes new jobs announced directly related to attraction or expansions projects in which the RCGA played an active role.

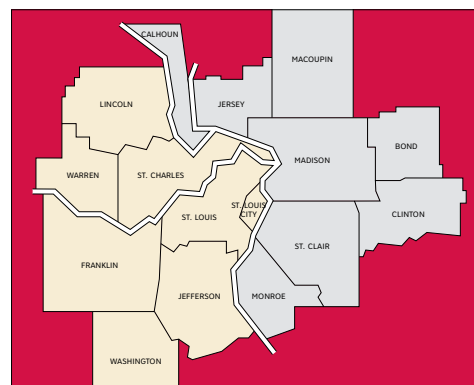
YEAR 2

2006 PRIORITIES

- Development of a new trade show exhibit and prospect briefing center
- Implementation of a comprehensive media, advertising and marketing campaign
- Execution of a proactive campaign targeted at potential auto parts suppliers for the DaimlerChrysler expansion
- Introduction of a formal existing business program that provides an early warning for both expansion opportunities and contraction vulnerabilities
- Realignment of technology and entrepreneurship efforts focusing on capital formation and recruitment of new portfolio companies.
- The development and launch of a formal international strategy focusing on foreign direct investment, realizing that others are better suited to address trade-related matters
- Report on progress by conducting an annual meeting for Greater St. Louis Inc. Investors and publishing an annual report.



In 2006, an integrated and aggressive marketing plan is being implemented that combines media relations (great third-party credibility), paid media (ideal for communicating messages with control over timing) and one-on-one meetings (the ideal scenario).



2005 ACCOMPLISHMENTS

Company	Project Type	Cluster	Jobs	Capital Investment	Average Salary	Facility Type
Access Point Medical	Recruitment	Plant & Medical Science	12	\$ 1,000,000	\$ 60,000	Headquarters R&D
American Healthways	Expansion	F.I.R.E. ¹	40	\$ 2,000,000	\$ 55,000	Call Center
Harmon Becker Automotive	Recruitment	Advanced Manufacturing	200	\$ 26,000,000	\$31,200	Manufacturing
Installers Edge Distribution Company	Recruitment	Transportation & Distribution	10	\$ 700,000	\$ 50,000	Distribution
Kane Veterinary Supplies	Recruitment	Transportation & Distribution	14	\$ 1,000,000	\$ 22,300	Distribution
KV Pharmaceutical	Expansion	Plant & Medical Science	300	\$135,000,000	\$ 60,000	Manufacturing R&D
McCormick Scientific	Recruitment	Plant & Medical Science	20	\$ 1,500,000	\$ 54,200	Headquarters R&D
Pfizer Inc.	Expansion	Plant & Medical Science	—	\$200,000,000	—	R&D
Sequoia Sciences	Recruitment	Plant & Medical Science	25	\$ 6,500,000	\$ 61,000	Headquarters R&D

2006 ACCOMPLISHMENTS JANUARY – MAY 2006

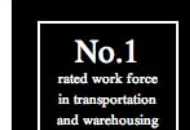
Company	Project Type	Cluster	Jobs	Capital Investment	Average Salary	Facility Type
ABF International	Expansion	Plant & Medical Science	37	\$ 13,400,000	\$ 71,700	R&D Office
Fireman's Fund	Expansion	F.I.R.E. ¹	190	\$ 500,000	\$ 40,000	Claims Center
HBPO Group	Recruitment	Advanced Manufacturing	50	\$ 24,000,000	\$ 47,600	Manufacturing
Isle of Capri	Recruitment	Office	150	\$ 10,000,000	\$ 76,000	Corporate Headquarters
Kelsey-Hayes/TRW Automotive	Recruitment	Advanced Manufacturing	100	\$ 12,000,000	\$ 45,000	Manufacturing
Monster Commerce	Expansion	Information Technology	188	\$ 16,500,000	\$ 40,700	Office
Spectrum Brands	Recruitment	Transportation/Distribution	30	\$ 27,200,000	\$ 30,000	Distribution

¹ F.I.R.E.: Finance, Insurance, Real Estate



Greater St. Louis offers a remarkable blend.

It features the big-city assets of a skilled work force, great cultural and educational institutions, and superb recreational opportunities. Yet St. Louis also provides the convenience, intimacy, and affordability of a smaller community.



Our website, gotostlouis.org, offers a wealth of data on the benefits of operating a business in the St. Louis region. Combined with a clean, attractive format and intuitive navigation, the website also offers a glimpse into the personality of our area.

GOVERNANCE STRUCTURE: 2005 RESULTS

The RCGA Board established an 18-member Board of Trustees with direct governance responsibility for economic development. The Board of Trustees meets quarterly, while its chair and vice-chair meet monthly with the RCGA senior staff to review budgets and performance.



GOVERNANCE STRUCTURE

During a half-day planning retreat in March 2005, the Greater St. Louis Inc. Board of Trustees was seated and worked to create a five-year plan to grow our region. The Trustee Board reports to the RCGA Board of Directors and has direct responsibility for approving program, budgets and plan performance measures. The board consists of the CEOs of several major investor companies, chief elected officials and the business leadership of Associated General Contractors, Civic Progress, the RCGA, the Regional Business Council, Partners for Progress and the Leadership Council of Southwestern Illinois.

2005 Board of Trustees for Greater St. Louis Inc.

Richard H. McClure
Chair, Board of Trustees
President
UniGroup, Inc.

Douglas A. Albrecht
Representing The Regional
Business Council
President & CEO
Centric Group LLC

Joseph P. Castellano
Vice President,
Human Resources
Anheuser-Busch
Companies, Inc.

Hon. Charlie A. Dooley
County Executive
St. Louis County

Hon. Alan J. Dunstan
Chairman
Madison County Board

Thomas D. Fingleton*
Executive Vice President
& Chief Financial Officer
The May Department Stores
Company

Patrick J. Finneran Jr.
President
Support Systems
The Integrated Defense
Systems/The Boeing
Company

Michael S. Kearney
Representing Regional
Economic Development
Network
Manager, Economic
Development
Ameren Services

Hon. Mark A. Kern
Chairman
St. Clair County Board

William P. McNamara
Chief Executive Officer
Macy's Midwest Division/
Federated Department Stores

P. Joseph McKee III
Representing Associated
General Contractors
President
Paric Corporation

Pamela M. Nicholson
Executive Vice President & Chief
Operating Officer
Enterprise Rent-A-Car

Gary L. Rainwater
Chairman, President & CEO
Ameren Corporation

Richard A. Sauget
Representing Leadership
Council of Southwestern Illinois
President
East County Enterprises, Inc.

Randall L. Schilling
Representing Partners for
Progress
President & CEO
Quilogy, Inc.

Scott C. Schnuck
Representing St. Louis
RCGA
President & CEO
Schnuck Markets, Inc.

Hon. Francis G. Slay
Mayor, City of St. Louis

Gerald A. Steiner
Executive Vice President,
Commercial Acceptance
Monsanto Company

Douglas H. Yaeger
Representing Civic Progress
Chairman, President & CEO
The Laclede Group Inc.

Management

Richard C.D. Fleming
President and Chief Executive
Officer
St. Louis RCGA

Steven S. Johnson
Senior Vice President –
Economic Development
St. Louis RCGA

*William P. McNamara replaced Thomas D. Fingleton on the Board of Trustees in March 2006.

REGIONAL ECONOMIC DEVELOPMENT NETWORK: 2005 RESULTS

- Increased the frequency of Network meetings from quarterly to bi-monthly
- Incorporated detailed county profiles into the new economic development website
- Revised and updated the Network's Guiding Principles, our road map for regional economic development
- Elected a chairman of the Network's Steering Committee, who also serves as an ex officio member of the Board of Trustees

A REVITALIZED REGIONAL ECONOMIC DEVELOPMENT NETWORK

The Regional Economic Development Network is a coalition of over 100 individuals representing the 16 counties of our bi-state region. Its members include full-time economic development professionals and individuals involved in workforce related issues. Our economic development team and fellow members of the Network collaborate on cooperative national marketing and outreach, unified and coordinated responses to prospect information requests, and site evaluation tours. Their involvement is crucial to the region's success.

The Network meets bi-monthly in a forum-type setting with a speaker of regional interest. These meetings facilitate dialogue and important linkages across our region and help support our collaborative approach to economic development.

The Network's Steering Committee includes the economic development professionals from our region's most populated counties and the City of St. Louis. It meets quarterly just prior to the Board of Trustees' regular meeting. In 2005, for the first time, the Steering Committee elected a chairman who also serves as an ex officio member of the Board of Trustees.

REGIONAL ECONOMIC DEVELOPMENT NETWORK STEERING COMMITTEE ROSTER

MIKE KEARNEY, CHAIR

Jim Alexander

Vice President – Business Recruitment
St. Louis RCGA

Steve Anderson

Vice President of Business Development
Economic Council of St. Louis County

Chuck Banks

Executive Director
Economic Development Corp. of Jefferson County

Pat Bannister

Director of Economic Development
St. Louis Development Corporation

Terry Beach

Director
St. Clair County Economic Development

Lori Becklenberg

National Sales & Expansion
Division of Business Services
Missouri Department of Economic Development

Denny Coleman

President & CEO
Economic Council of St. Louis County

Rodney Crim

Executive Director
St. Louis Development Corporation

John Herzog

Economic Development Coordinator
Madison County Community Development

Steve Johnson

Senior Vice President –
Economic Development
St. Louis RCGA

Mike Kearney

Manager, Economic Development
Ameren Services

Edie Koch

Southwest Region Manager
Illinois Department of Commerce
& Economic Opportunity

Linda Leonard

Vice President – Economic Development
St. Louis RCGA

Jim Pennekamp

Special Assistant to the Chancellor for Regional
Economic Development
Southern Illinois University Edwardsville

Greg Prestemon

President
Economic Development Center of
St. Charles County

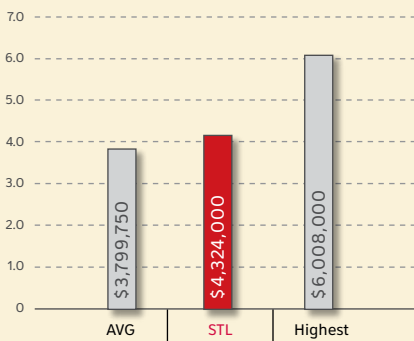
COMPETITIVE FUNDING

An annual funding goal of \$4 million was established at the outset of the Greater St. Louis Inc. Campaign to ensure economic development investment in the St. Louis region is competitive with other like-sized markets. First year expenses were conservatively budgeted against \$3.5 million of projected revenue. By 2005 year end, the \$4 million annual goal in cash commitments was exceeded and an additional \$212,000 in in-kind investments secured.

Because we budgeted against projected revenues of \$3.5 million when structuring the regional branding initiative, the largest program-related expense of 2005, \$700,000 was carried forward into 2006 with \$460,000 of the carry-forward being applied directly to new marketing and branding initiatives. The remaining carry-forward will be held in reserve.

COMPARATIVE ANALYSIS OF ECONOMIC DEVELOPMENT ORGANIZATIONS AND REGIONS*

Total Funding (in millions)



*Source: January 2006 KMK Consulting Company, LLC survey of Cincinnati USA Partnership, Charlotte Regional Partnership, Greater St. Louis Inc., Greater Phoenix Economic Council, Metro Orlando Economic Development Commission, Greater Raleigh Chamber of Commerce, Jacksonville Cornerstone Regional Development Partnership and the Greater Dallas Chamber.

Financial Summary Greater St. Louis Inc. is the five-year regional economic development initiative of the St. Louis Regional Chamber & Growth Association (RCGA). The RCGA has fiduciary responsibility for the receipt, disbursement and reporting of all funds related to the work of the Greater St. Louis Inc. Campaign.

2005 REVENUE RESULTS

General Investment	\$ 3,715,000	86%
RCGA Cash Investment	200,000	5%
2004 Carry-Forward Balance	197,000	4%
In-Kind Revenue	212,000	5%
Total Cash & In-Kind Revenue	\$4,324,000	

EXPENSE RESULTS BY PROGRAM

Marketing & Media Relations	\$ 1,635,000	45%
Business Attraction	775,000	21%
Business Retention & Expansion	233,000	7%
Technology & Entrepreneurship	516,000	14%
Research & Analysis	254,000	7%
In-Kind	212,000	6%
Total Expenses	\$3,625,000	

2006 REVENUE AND BUDGET SUMMARY

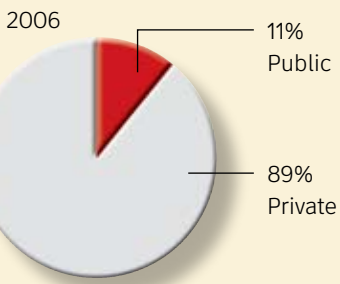
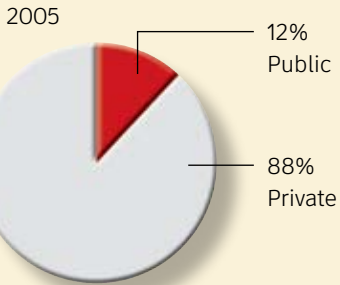
General Investment	\$ 3,865,000	76%
RCGA Cash Investment	200,000	4%
2005 Carry-Forward Balance	700,000	14%
In-Kind Revenue	290,000	6%
Total Cash & In-Kind Revenue	\$5,055,000	

BUDGETED EXPENSES BY PROGRAM

Marketing & Media Relations	\$ 2,357,000	49%
Business Attraction	949,000	20%
Business Retention & Expansion	342,000	7%
Technology & Entrepreneurship	623,000	13%
Research & Analysis	254,000	5%
In-Kind	290,000	6%
Total Expenses	\$ 4,815,000	



GREATER ST. LOUIS INC. CAMPAIGN SOURCES OF REVENUE



GREATER ST. LOUIS INC. INVESTORS

JANUARY 2005 – MAY 2006

- Advantage Capital Partners
- A.G. Edwards & Sons, Inc.
- Alberici Group, Inc.
- Ameren Corporation
- American Airlines
- Ameristar Casino St. Charles
- Angelica Corporation
- Anheuser-Busch Companies, Inc.
- Arch Coal, Inc.
- ARCO Construction Co., Inc.
- Armstrong Teasdale LLP
- Associated General Contractors of St. Louis
- AT&T Missouri
- Automobile Club of Missouri
- Bank of America Missouri
- TheBANK of Edwardsville
- Bank of Washington
- Big Boy's Steel
- BJC HealthCare
- The Boeing Company
- Breckenridge Companies
- Brown Shoe Company, Inc.
- Bryan Cave LLP
- BSI Constructors Inc.
- Build-A-Bear Workshop
- Building & Construction Trades Council of St. Louis
- Bunge North America
- C & R Mechanical Co.
- Carpenters' Union of Greater St. Louis & Vicinity
- CB Richard Ellis, Inc.
- Centene Corporation
- Centocor Biologics, LLC
- Central Parking System of Missouri, Inc.
- Centric Group LLC
- Charles E. Jarrell Contracting Co.
- Charter Communications
- Christner, Inc.
- City of St. Louis/St. Louis Development Corp.
- City of Washington, MO
- Clayco Construction Company
- Coldwell Banker Commercial CRA, LLC
- Colliers Turley Martin Tucker
- Commerce Bancshares, Inc.
- Deloitte
- Dierbergs Markets Inc.
- Duke Realty Corporation
- East County Enterprises, Inc.
- Edward Jones
- Energizer Holdings, Inc.
- Enterprise Financial Services Corp.
- Enterprise Rent-A-Car
- Express Scripts, Inc.
- Federated Department Stores/ Macy's Midwest Division
- Fleishman-Hillard Inc.
- Fox Family Foundation
- Franklin County, MO
- FUSE Advertising, Inc.
- GKN Aerospace – Aerostructures
- Graybar Electric Company, Inc.
- Hardee's Food Systems, Inc.
- Hardesty Homes
- Harrah's Casino and Hotel
- HNTB Corporation
- HOK Group, Inc.
- Holland Construction Services, Inc.
- Home Builders Association of Greater St. Louis
- Husch & Eppenberger, LLC
- Illinois-American Water Co.
- JS Logistics
- Kellwood Company
- KMOX Radio
- The Korte Company
- Kozeny-Wagner, Inc.
- KPMG LLP >



A series of "From My Perspective" ads were developed in conjunction with the regional brand launch. The ads highlight successful business executives and entrepreneurs throughout the region. The ads have run in the St. Louis Business Journal as part of the local roll-out of the brand, and are also appearing in nationally distributed publications throughout 2006.



STAFF DIRECTORY

Jim Alexander

Vice President
Business Recruitment

Nancy Beil

Administrative Assistant

Bryan Bezold

Chief Economist

Kelley Bryan

Administrative Assistant
Technology & Entrepreneurship

Avis Darden

Administrative Assistant

Jon Ferry

SIUE Intern

Dick Fleming

President & CEO

Felicia Holyfield

Executive Assistant

Steve Johnson

Senior Vice President
Economic Development

Erika Kennett

Project Manager
Business Recruitment

Linda Leonard

Vice President
Economic Development

Doug Rasmussen

Director
Business Recruitment

Karen Uhring

UMSL Intern

GREATER ST. LOUIS INC. INVESTORS CONTINUED

Kwame Building Group, Inc.
 Laclede Gas Company
 Lambert-St. Louis International
 LandAmerica Commonwealth Title
 Lewis, Rice & Fingersh, L.C.
 Madison County, IL
 Mallinckrodt/Tyco Healthcare
 Maritz Inc.
 MasterCard International Inc.
 McBride & Son, Inc.
 McCarthy Building Companies
 McCormack Baron Salazar Inc.
 McEagle Properties, LLC
 Metro
 Missouri-American Water Co.
 Missouri Growth Association
 Missouri Research Park
 Missouri State Bank & Trust Co.
 Monsanto Company
 Murphy Company
 National City Bank of the Midwest
 Nestlé Purina PetCare Co.
 The Newberry Group, Inc.
 Pace Properties, Inc.
 Paric Corporation
 Partners for Progress
 Peabody Energy
 Pfizer St. Louis Laboratories
 Plumbers & Pipefitters Local 562
 Polsinelli Shalton Welte Suelthaus PC
 PricewaterhouseCoopers
 Regions Bank
 The Ritz-Carlton St. Louis
 RubinBrown LLP
 Saint Louis University
 Sara Lee Bakery Group
 Schnuck Markets, Inc.
 Scottrade, Inc.
 Shop 'n Save Warehouse Foods, Inc.
 Sigma-Aldrich Foundation
 Smurfit-Stone Container Corp.
 Southern Illinois Construction
 Advancement Program
 Southern Illinois University Edwardsville
 Southwest Bank of St. Louis
 SSM HealthCare – St. Louis
 St. Anthony's Medical Center
 St. Charles County, MO
 St. Clair County, IL
 St. John's Mercy Health Care
 St. Louis American Newspaper
 St. Louis Association of Realtors
 St. Louis Business Journal
 St. Louis Cardinals, LLP
 St. Louis County, MO
 St. Louis Electrical Connection
 St. Louis Post-Dispatch
 St. Louis RCGA
 St. Luke's Hospital
 The Stolar Partnership
 Subsurface Constructors, Inc.
 Tarlton Corporation
 Thompson Coburn LLP
 Trammell Crow Company
 Krombach Partners
 Tri-City Regional Port District
 UMB Bank n.a.
 U. S. Bancorp
 UniGroup, Inc.
 University of Missouri-St. Louis
 Vantage Homes
 Washington University in St. Louis
 Woolpert LLP
 World Wide Technology, Inc.



St. Louis Regional Chamber & Growth Association
 One Metropolitan Square, Suite 1300, St. Louis, MO 63102
 Phone: (314) 231-5555 Fax: (314) 206-3244
www.stlrcga.org