

St!Louis

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GREATER ST. LOUIS INC.
exclamation

Points

Greater St. Louis Inc. is the regional economic development initiative of the St. Louis Regional Chamber & Growth Association.

WINTER 2006 | WWW.GOTSTLOUIS.ORG

EDWARD JONES ANNOUNCES PLAN TO ADD 1,000 JOBS

\$260 MILLION EXPANSION WILL INCLUDE 900,000 SQUARE FEET OF OFFICE SPACE

St. Louis-based financial services firm Edward Jones, the state of Missouri, St. Louis County and the city of Maryland Heights are partnering on a significant expansion of the firm's presence in St. Louis County, Mo. The expansion will add at least 500 jobs in the next five years. By 2016, at least 1,000 new jobs are expected to be created.

"This project represents an incredible example of partnership between private enterprise and government that will help Edward Jones accommodate anticipated continued growth, while greatly enhancing the economic vitality of the entire St. Louis region," said James D. Weddle, managing partner of Edward Jones.

Edward Jones also anticipates investing up to \$260 million in new construction. Most of the construction will occur at the company's North Campus in Maryland Heights. More than 3,500 Edward Jones associates work at a variety of locations, including the headquarters in Des Peres, the North Campus, the Maryville Center in Creve Coeur, as well as 500 branch office locations across the bi-state area.

Key components of the Edward Jones expansion include:

- 500 new jobs by 2011, growing to 1,000 by 2016.
- Construction of three new office buildings and parking garages at the firm's North

Campus by the end of 2011, resulting in 650,000 square feet of new space.

- Construction of a new 250,000-square-foot office building and parking garage adjacent to the firm's headquarters.

Additionally, the Missouri Department of Transportation will replace the I-270/Dorsett Road interchange to improve safety and handle traffic.

Edward Jones and its affiliates provide financial services for individual investors in the United States, Canada and the United Kingdom.

www.edwardjones.com **Edward Jones**
MAKING SENSE OF INVESTING



WESTAR BUILDS \$13 MILLION HEADQUARTERS AND RESEARCH CENTER

SYSTEMS ENGINEERING CONTRACTOR IS THE LARGEST DEFENSE CONTRACTOR WITH HEADQUARTERS IN MISSOURI

WESTAR AEROSPACE & DEFENSE GROUP'S 81,000-SQUARE-FOOT HEADQUARTERS AND RESEARCH TECHNOLOGY CENTER IS UNDER CONSTRUCTION IN THE MISSOURI RESEARCH PARK.

To accommodate the needs of its fast-growing business, Westar Aerospace & Defense Group is building an 81,000-square-foot headquarters and Research Technology Center. McEagle Properties is the developer.

Scheduled for completion in March 2007, the new \$13 million facility will be located next to

Westar's existing facilities in the Missouri Research Park in St. Charles County, Mo.

Founded as a two-person business in 1986 in Albuquerque, Westar has evolved into a \$200 million enterprise with more than 1,100 professionals around the world. The company provides engineering, software and logistics solutions to the U.S. Department of Defense, allied governments and commercial enterprises.

"Of all the places in the U.S. to locate our new corporate headquarters, we decided Missouri was the best place to continue our rapid growth as a company," said Westar President and CEO Rob Topping.

Westar is a wholly-owned subsidiary of UK-based QinetiQ, an international defense and security technology company.

www.westar.com



RODGERS TOWNSEND WILL EXPAND IN HISTORIC CUPPLES STATION

\$19 MILLION INVESTMENT IN "NEW OLD BUILDING" ADDS TO THE NEARLY \$4 BILLION RECENTLY INVESTED IN DOWNTOWN ST. LOUIS

In May 2007, St. Louis-based advertising agency Rodgers Townsend will move its 100 employees into one of the historic Cupples Station warehouses near the new Busch Stadium. Rodgers Townsend is an equity partner in the \$19 million redevelopment, led by Conrad Partners.

Rodgers Townsend will occupy 50,560 square feet of the 78,240-square-foot building.

Part of the historic Cupples Station, the building was constructed in 1897 as part of one of the most innovative integrated warehouse complexes in America.

"The Cupples building will give us a stimulating, creative work environment right in the heart of a revitalized downtown," said Tim Rodgers, chief executive officer of Rodgers Townsend.

U.S. Bancorp Community Development Corporation, Advantage Capital Partners and St. Louis Development Corporation, recently closed on a multi-faceted financing package to rehabilitate the building. The project was funded by a variety of sources including a conventional bank loan, Brownfields remediation credits, state and federal historic tax credits and \$12.5 million of New Markets Tax Credit allocations.



AD AGENCY RODGERS TOWNSEND AND DEVELOPER CONRAD PROPERTIES ARE TEAMING ON A \$19 MILLION RENOVATION OF THE 1897 CLASSIC RED BRICK CUPPLES 1 BUILDING IN THE HISTORIC CUPPLES STATION IN DOWNTOWN ST. LOUIS.

www.rodgerstownsend.com



The Anheuser-Busch Clydesdales make their way to the new Busch Stadium with Cardinals manager Tony LaRussa on board during the 2006 World Series championship celebration parade and rally in downtown St. Louis.



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www.stltoday.com

A Quick Look AT ST. LOUIS

ST. LOUIS IS A HUB FOR FINANCIAL SERVICES

St. Louis is one of the top financial services centers in the nation, with headquarters of such nationally-known organizations as:

A.G. Edwards & Sons, Inc.

CitiMortgage Inc.

Edward Jones

Federal Reserve Bank of St. Louis

MasterCard Global Technology & Operations

Scottrade, Inc.

Stifel, Nicolaus & Co., Inc.

WORLD WIDE TECHNOLOGY BUILDS INTEGRATION TECHNOLOGY CENTER

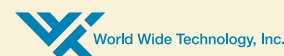
SYSTEMS INTEGRATOR EMPLOYS OVER 1,000 AROUND THE WORLD

World Wide Technology, Inc. (WWT), a market-leading systems integrator that provides technology and supply chain solutions, recently opened a 12,000-square-foot Integration Technology Center near its corporate headquarters in the city of Maryland Heights, St. Louis County, Mo.

The high-security center features raised-floor data center space, 12 independent networks, redundant and fully-conditioned power, cooling capacity of over 150 tons and a conveyor belt box materials handling system. The facility can simultaneously accommodate servers, laptops, desktops and network components with configuration capacity of over 30,000 systems per week.

WWT employs over 1,000 and operates more than 1.5 million square feet of warehousing, distribution and integration space in 19 facilities throughout the world. The company is listed as No. 1 on the *Black Enterprise* magazine's "Industrial/Services 100" list for the third consecutive year.

www.wwt.com



CENTER ETHANOL INVESTS \$100 MILLION IN NEW PLANT

DRY MILL ETHANOL PLANT IS UNDER CONSTRUCTION IN SAUGET, ILL

The Center Ethanol Co., has begun construction of a 54 million gallon-per-year dry mill ethanol production plant on 57 acres in the village of Sauget, St. Clair County, Ill.

"Our site in Illinois has great infrastructure and provides access to everything we need. We greatly appreciate the support of Governor Rod Blagojevich for making this project happen," said Barry Frazier, president of Center Ethanol Co., LLC.

The \$100 million biorefinery is scheduled to be operational in late 2007 and will create about 35 new permanent jobs, as well as 250,000 worker-hours of construction jobs. The plant will use more than 19 million bushels of corn annually and produce about 160,000 tons of livestock feed (distillers dried grains) each year.





SPECTRUM BRANDS ENLARGES DISTRIBUTION SPACE

FACILITIES NOW TOP 1 MILLION SQUARE FEET IN MADISON COUNTY, ILL.

Spectrum Brands, Inc., which earlier this year leased 605,000 square feet of distribution space in the Lakeview Commerce Center in

Edwardsville, Ill., has added an additional 415,000 square feet in the business park.

Based in Atlanta, Spectrum Brands is a global consumer products company. The company cited Edwardsville's central location and easy access to major national highways as reasons for the expansion.

Lakeview Commerce Center is a 750-acre business park owned by Panattoni Development Company and Logan Development.

SPECTRUM BRANDS' UNITED PET GROUP OCCUPIES OVER 1 MILLION SQUARE FEET OF DISTRIBUTION SPACE IN LAKEVIEW COMMERCE CENTER.

The Lakeview 1 building was developed and is owned by Panattoni. Lakeview 2 is a 540,000-square-foot speculative building currently under construction.

www.spectrumbrands.com



IRISH MANUFACTURER IS "SWEET" ON ST. LOUIS

KERRY GROUP ACQUIRES 70,000-SQUARE-FOOT FACILITY IN AFFTON

The Kerry Group plc, a global leader in the food ingredients and flavoring markets, has acquired a 70,000-square-foot building in the community of Affton, St. Louis County, Mo. The facility will become a baking operation that will supply ingredients to cereal companies. The company will create 40 jobs and invest \$10 million in the facility and equipment.

Headquartered in Tralee, Ireland, the Kerry Group employs some 20,000 in its manufacturing, sales and technical centers across Europe, North America, South America, Australia, New Zealand and Asian markets.

www.kerrygroup.com



MARITZ EXPANDS CALL CENTER

COMPANY PARTNERS WITH KELLY SERVICES TO ADD 200 JOBS

St. Louis-based Maritz, Inc., an industry leader in providing comprehensive customer loyalty and award and fulfillment solutions, is adding 200 customer service representatives. The added staff will work in a newly-renovated 20,000-square-foot call center in the city of Fenton, St. Louis County, Mo. The expansion is in partnership with Kelly Services.

"Our loyalty, incentives and recognition markets are growing, and the addition of 200 call center positions allows Maritz to better serve our clients' needs and brings jobs to the St. Louis community," said Steve Maritz, chairman and CEO.

Maritz provides market and customer research, communications, learning solutions, incentives initiatives, meetings and event management, rewards and recognitions, travel management services and customer loyalty programs.

The company, ranked No. 297 on the most recent *Forbes* list of "500 Largest Private Companies," employs 2,200 at its 174-acre world headquarters campus in Fenton. Maritz also has a presence in 28 countries, with offices in the United States, Canada, the United Kingdom and Germany; and alliances in Europe, Africa, the Middle East, Asia Pacific and the Americas.



www.maritz.com



AUTO COMPONENT SUPPLIERS COMMIT TO ST. LOUIS

DAIMLERCHRYSLER'S SOUTH PLANT IS ATTRACTING SUPPLIERS

Three new suppliers are locating in the St. Louis area to support the Chrysler Group's St. Louis South plant. The plant is located in the city of Fenton, St. Louis County, Mo., and currently manufactures the Chrysler Town & Country, Dodge Caravan and Dodge Grand Caravan.

New component suppliers include:

- HBPO North America leased 60,000 square feet of manufacturing space. HBPO designs and assembles front-end modules. The company will employ 45.
- Kelsey-Hayes leased 85,000 square feet and will supply brake systems. Kelsey-Hayes is investing \$12 million and creating 100 new jobs.
- Dakkota Integrated Systems will assemble and sequence interior components in a 100,000-square-foot facility. The company will create 96 jobs and invest \$8.5 million.



ENTERPRISE FLEET DOUBLES NATIONAL OPERATIONS CENTER

DIVISION SERVES CORPORATE FLEETS WITH 200,000 VEHICLES AND 6,000+ CUSTOMERS

Enterprise Fleet Services, a full-service fleet management company with more than 200,000 vehicles for over 6,000 fleet

customers, has more than doubled the size of its National Operations Center, the company's second expansion in two years. The National Operations Center houses its national service department, new-vehicle acquisition and licensing departments, claims management and business management departments.

Located in the city of Maplewood, St. Louis County, Mo., the 37,555-square-foot addition is consistent with the design features

AIR CARGO FACILITY LANDS AT MIDAMERICA ST. LOUIS AIRPORT

TRADE ZONE PARTNERS WILL OPERATE WAREHOUSE AND INTERNATIONAL CARGO TRANSFERS

Trade Zone Partners, an alliance of Sunset Transportation Inc. and McEagle Properties LLC, is the anchor tenant in MidAmerica St. Louis Airport's \$6.5 million, 50,000-square-foot cargo facility. Trade Zone Partners plans to use 25,000 square feet for warehousing and international cargo transfers.

MidAmerica St. Louis Airport is located in St. Clair County, Ill.

www.flymidamerica.com



of the existing office space, which earned a LEED Commercial Interiors Silver certification from the United States Green Building Council.

Enterprise Fleet Services is a division of St. Louis-based Enterprise Rent-A-Car, the largest rental car company in North America.

www.erac.com



ST. LOUIS RANKS SIXTH MOST "LOGISTICS-FRIENDLY" REGION IN THE NATION

Did you know various ports in the St. Louis region handle over 32 million tons of cargo each year? Not only is the region connected to the river, Greater St. Louis has access to all freight modes, including the railroad and the interstate highway system. In fact, Greater St. Louis ranks the sixth most "logistics-friendly" region of 362 metropolitan areas in the U.S., according to the "2006 Logistics Quotient" study by *Expansion Management* and *Logistics Today* magazines.

ST. LOUIS RANKS IN THE TOP 15 OF 362 METRO AREAS IN THE FOLLOWING CATEGORIES:

| Category | Rank |
|--|------|
| Top 10 Logistics Metros | 6 |
| Transportation and Distribution (T&D) Work Force | 1 |
| Road Infrastructure | 5 |
| Interstate Highway Access | 5 |
| Railroad Access | 5 |
| Water Port Access | 10 |
| Local T&D Industry | 12 |

THE NATIONAL NEWS: TALKING ABOUT ST. LOUIS

Meet Me in Revitalized Downtown St. Louis

Over the last five years, two dozen historic office buildings have been renovated into 1,100 apartments and loft condominiums in downtown St. Louis.

According to figures from the Downtown St. Louis Partnership, a private group that promotes downtown development, about 10,000 people now live in the area.

The New York Times

October 4, 2006

St. Louis: Where to shop, eat and wander in a vibrant neighborhood near Washington University

The Loop, located along Delmar Boulevard, was a hangout for college students even during its darker days. But in recent years the area has thrived with shops and entertainment popping up and down the street.

The Wall Street Journal

October 31, 2006

St. Louis' Revival a Hit; Detroit Could Learn Some Lessons

Both have talented baseball teams. Both have relatively new baseball stadiums built in resurgent urban areas. But compared to Detroit, St. Louis has business incentives that have aided a multibillion dollar downtown redevelopment.

Since the state tax credits became available, developers have used them to invest \$3.5 billion in downtown St. Louis. The amount is still growing, from \$341 million in 2004 to \$590 million last year.

The Detroit News

October 27, 2006



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The St. Louis Regional Chamber & Growth Association (RCGA) is the chamber of commerce and economic development organization for

Greater St. Louis, which includes 16 counties in Missouri and Illinois. RCGA markets the St. Louis region nationally and internationally to attract targeted industries to the area. It further spurs economic development by aiding the expansion and startup of companies within the region.

St. Louis Regional Chamber & Growth Association

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