

EDC OF ST. CHARLES COUNTY - OVERVIEW, TRENDS, NEWS -

Elite Speakers Series – St. Charles Realtors

Thomas Redd

September 18, 2024



OUR MISSION

To be a **catalyst fostering growth**, so businesses, institutions, communities and individuals flourish and succeed in St. Charles County and the St. Louis region.





CORE SERVICES

Business Financing

Business Incubation

Business Counseling & Training

Community Marketing

Public Policy Initiatives

Business Attraction, Retention, & Expansion





BUSINESS ATTRACTION, RETENTION & EXPANSION

Working closely with our municipal partners - with strong support from regional and state partners:

A) Lead Generation

B) Project Management



Workforce Support

Our network of education, workforce development, and technical training programs can help identify and/or create custom training programs and talent pipelines to meet your needs.



Community & Site Tours

Our favorite thing to do is share everything St. Charles County has to offer. We'd love to show you around our amazing community.



Community Introductions

From day one, we'll make sure you're connected with the local officials and groups you'll be working with throughout your project.



In-house Financing Options

Financing for qualified projects is available through the EDC's SBA 504 program and the St. Charles County IDA.



Incentive Support

We can guide your company to local and state incentive programs it may be eligible for to offset expenses related to a new location or expansion.



Site Selection

Leverage our knowledge of available real estate to identify sites that may not be thoroughly marketed.



TARGET SECTORS

Advanced Manufacturing

Information Technology

Financial Services

Healthcare

Transportation/Logistics

Entrepreneurship



WHY ST. CHARLES COUNTY?

Growth



- Missouri's fastest-growing county for over 30 years
- Home to the four fastest-growing large cities in the STL metro
- Building nearly 40% of all new single-family homes in the St. Louis region

Workforce



- Responsible for nearly 44% of all new jobs in metro St. Louis from 2012-2022
- Highly sought-after workforce, with the lowest unemployment rate in the St. Louis MSA
- County leads the region in workforce educational attainment

Investment



- Home to Missouri's largest-ever private investment, General Motors' \$1.5 billion investment in its Wentzville Assembly Plant.
- Over \$1 billion invested in improvements to roads, highways, and bridges since 1985
- Home to the largest concentration of data centers in metro St. Louis

Quality of Place



- Named Missouri's healthiest county for 12 consecutive years by the Robert Wood Johnson Foundation.
- Local communities are consistently on Money Magazine's list of Best Places to Live in America
- Home to Missouri Wine Country and award-winning vineyards

PROMOTING SITES & BUILDINGS

FEATURED BUSINESS PROPERTY | LAKESIDE LOGISTICS CENTER BUILDING 5
ST. PETERS, MO 63376

FEATURED BUSINESS PROPERTY | VETERANS MEMORIAL PKWY/
LAKE SAINT LOUIS BLVD.
LAKE SAINT LOUIS, MO 63367

FEATURED BUSINESS PROPERTY | HWY 370 & TRUMAN BLVD.
ST. CHARLES, MO 63301

FEATURED BUSINESS PROPERTY | 109 W. KOENIG ST.
WENTZVILLE, MO 63385

COMMUNICATIONS & MARKETING

- **Two of four planned videos are complete!**
 - Drone video: Highway 370 Industrial Corridor ✓
 - Drone video: Highway 64 High-Tech Corridor ✓
- **Still to come in Q4:**
 - Drone video: Highway 70 Corridor
 - Manufacturing-focused video (company selected, production to started immediately following MO' Cowbell)



PROPERTY/CORRIDOR MARKETING AND EMAIL CAMPAIGNS

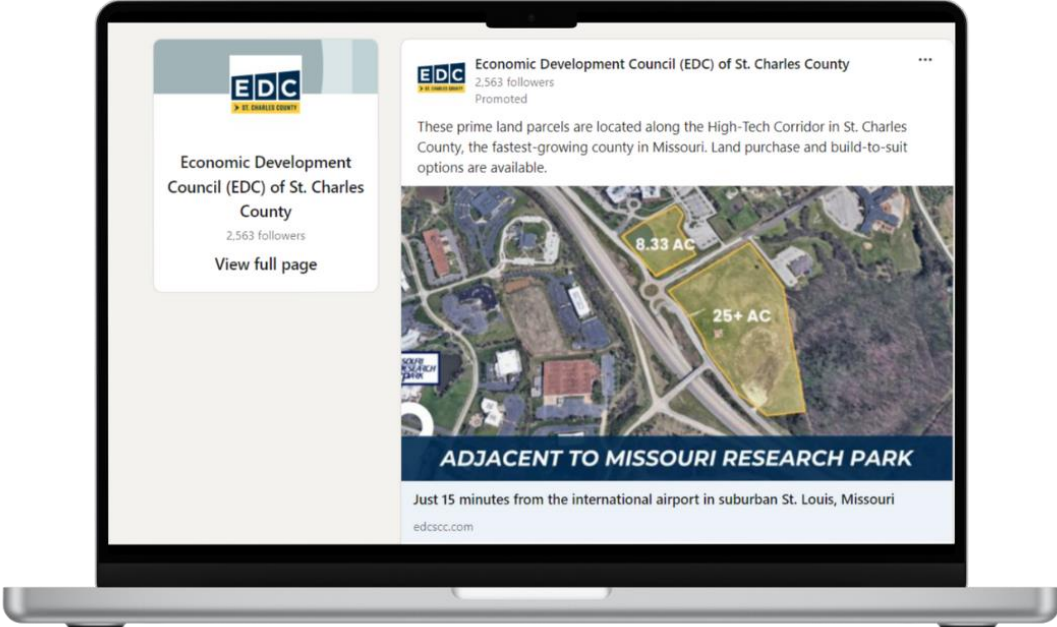
5
LinkedIn Campaigns

195K
Total Impressions

1.6K
Total Clicks

3
Email Campaigns

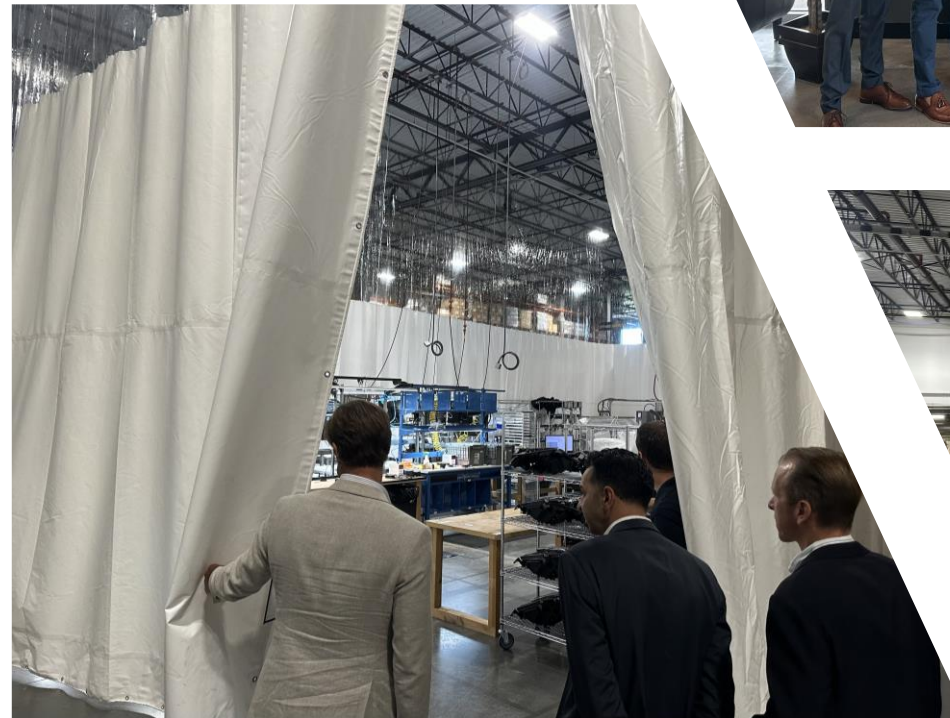
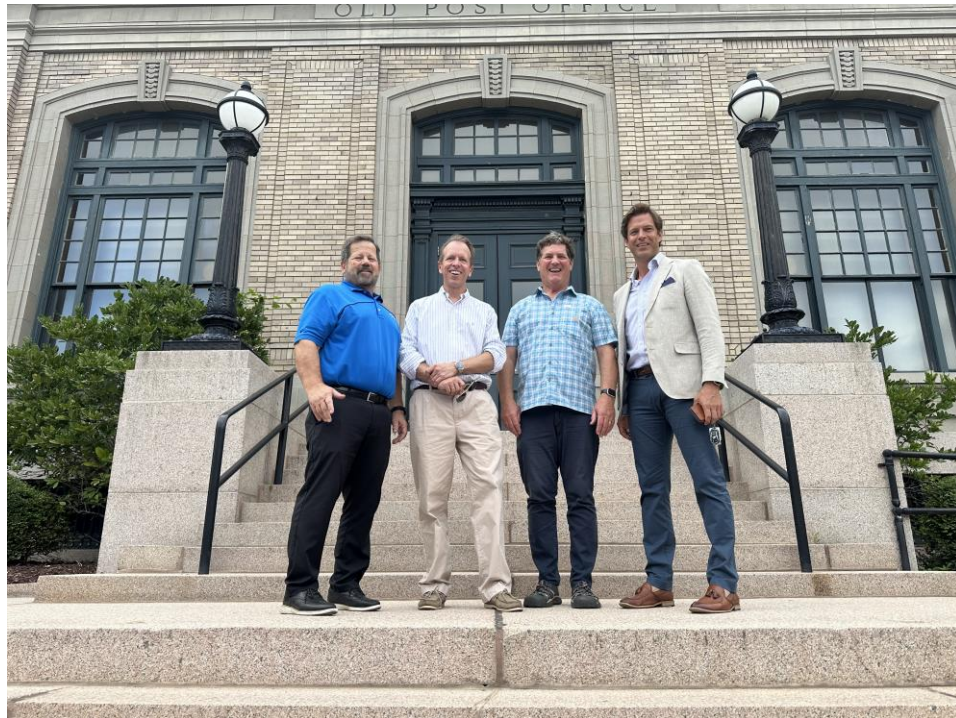
4,219
Direct Emails Delivered



RECENT GERMAN FDI FOCUS

AUGUST AND SEPTEMBER

Efforts to cultivating industry relationships from a rich history of German heritage and influence throughout the region.

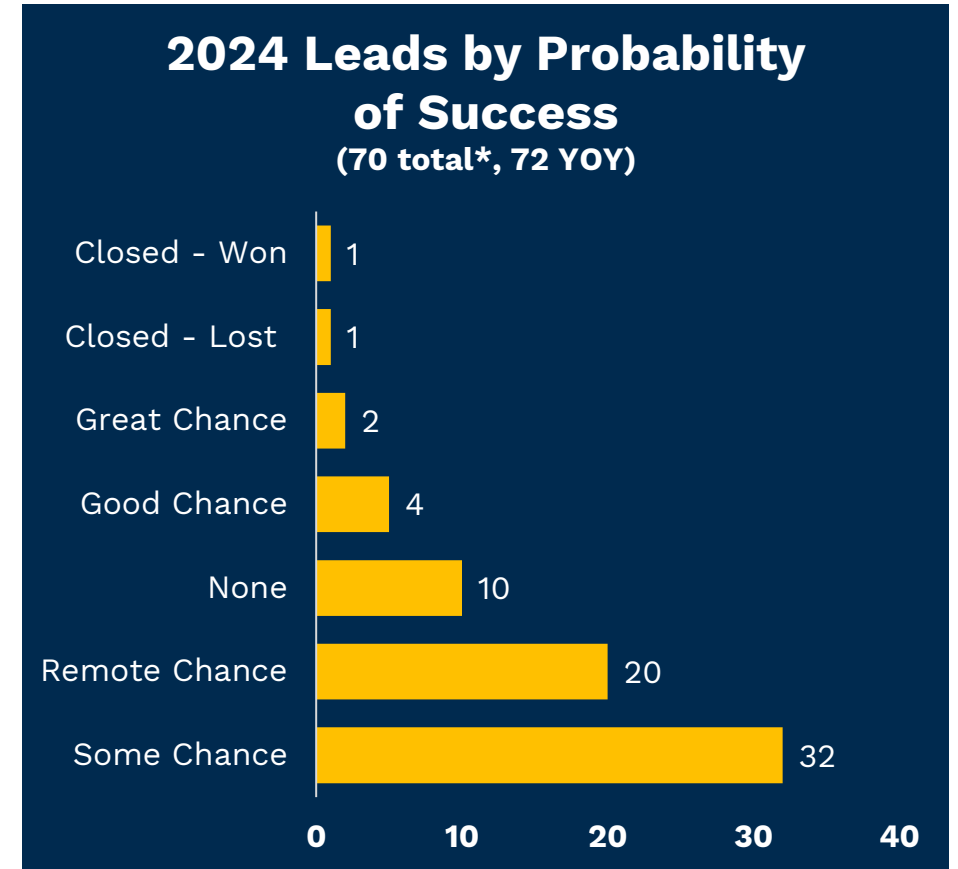
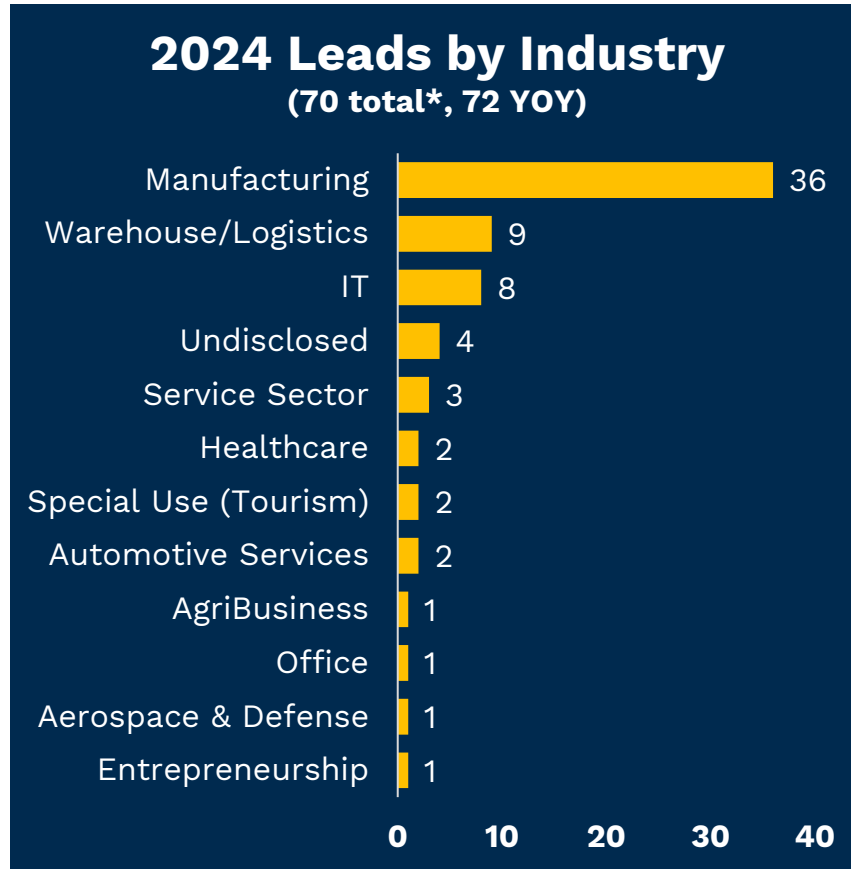


SEE FURTHER.
GO FASTER.

GOVERNOR'S TRADE MISSION TO UK AND BRUSSELS

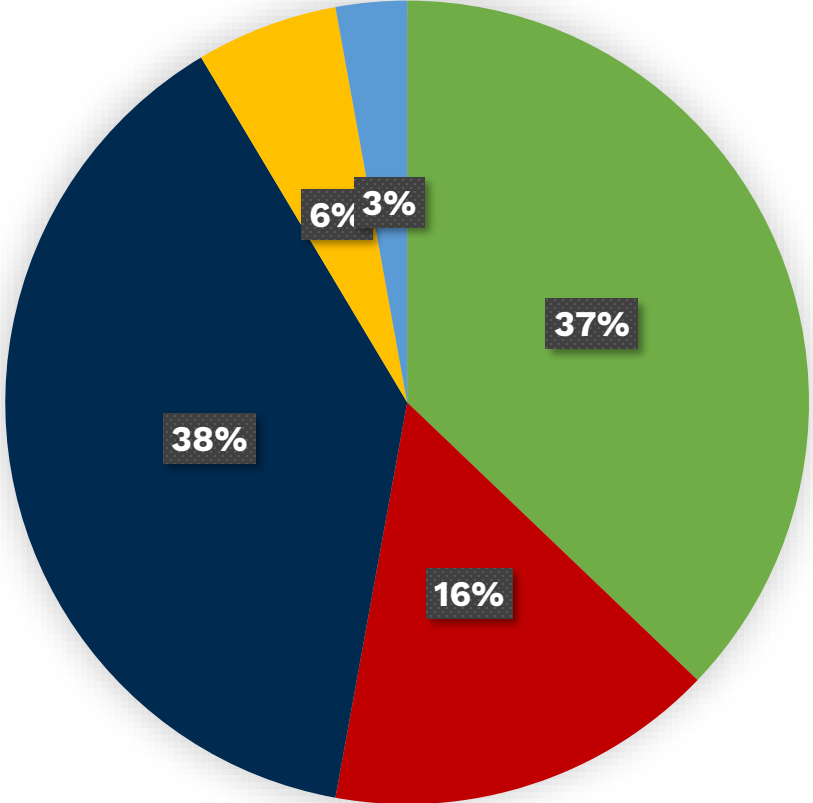


2024 BUSINESS LEADS



**includes 11 carryover projects still active from 2023*

LEAD SOURCES YTD



- Missouri Partnership
- Greater STL Inc
- EDC
- EDC & Community Partners
- MoDED

RECENT AND NOTABLE PROJECT UPDATES

- **2023-55 Project 911** – Regional furnace manufacturer conducted two community-wide searches and selected leasable facility in O’Fallon. Estimated 10+ new jobs and \$4 million investment over five years. **(Project Win 2024)**
- **2024-5 Project Holly** – City in final conversations with local food manufacturer for a \$25M expansion. Estimated 60 new jobs. **(Pending Project Win 2024)**
- **2024-28- Project Hatch** – Company with plans to open a small business incubator facility is in final discussions for a site purchase (Rating – Great)
- **2024-24 Project Cirus/Cumulus** – Fortune 200 company referred by Ameren is looking for about 150 acres to build data center in St. Charles County, substantial utility needs. Site in St. Charles City under review. (Rating 4 – Good)
- **2024-45 Project Handle** – Pillow manufacturer looking for existing 150,000 to 200,000 SF to open Midwest production facility, will create about 100 jobs. Site visit occurred in July (Rating 3 – Some)
- **2024-43 Project Aquaclean** – Agtech company wants to buy or lease 20,000 to 40,000 SF industrial space, 40 new jobs, \$2.6 million investment. Site Visits occurred in July (Rating 3 – Some)
- **2024-15 Project MASH** – Healthcare operator reviewing sites from Cottleville to Wentzville for new medical facilities. (Rating 3 – Some)
- **2023-62 Project TWC/Gold** – USA Gymnastics is reviewing proposals across the nation, including in St. Louis metro and St. Charles County, for building a multi-use athletic facility for competition, training, wellness, and administration. (Rating 2: Remote)
- **2024-47 – Project Rev** – Investor wants to develop \$11 million automotive service center with 70 high wage jobs either here or in Illinois. Working on state incentives. (Rating 4 – Good)



2024-2025 INSIGHT AND TRENDS

- **Mega Projects (on the decline after the post-covid popularity)**
- **Soaring Utility Requirements**
- **Data Centers Surging**
- **Automation/Capital Intensive Projects**
- **Optimism for Post Election Projects**
- **Expectation for new “Hot Markets” to Emerge**



ST. CHARLES COUNTY, MO
7.2 MILLION SF

**MAJOR DEVELOPMENT PROJECTS
OPENED OR UNDERWAY THROUGH EOY 2023**

Pending Q3 Data Updates: 2024 is current at approximately 5.3M SF near the end of Q2

*Commercial, industrial, or institutional projects 20,000 SF or larger

MOTORTREND'S 2024 TRUCK OF THE YEAR

PROUDLY

#MadeInStCharlesCounty





RECONNECTING WITH THE RIVERFRONT

St. Charles Riverpointe development could reach \$1 billion investment



NEW ANCHOR COMING TO HISTORIC ST. CHARLES

Voters approve \$85 million St. Charles City Centre Complex



FIGHTING THE GLOBAL COMPUTER CHIP CRISIS

MEMC's \$300 million expansion in O'Fallon – \$400 million in CHIPS and Science Act Funding announced in July, 2024

KEY:

- Road Project Under Construction 
- Proposed Ramp 
- Available Property 

370 Lakeside Park Recreation Area

Lakeside Park Dr

Lakeside Logistics Center

- 162,000 SF BUILDING 1
- 440,000 SF BUILDING 2
- 367,000 SF BUILDING 3
- 266,000 SF BUILDING 4
- 487,000 SF BUILDING 5

Premier 370 Business District



Highway 370 - the region's fastest growing logistics corridor



Westbound 70 Eastbound

Executive Centre Pkwy

Special District • Mall
Hospital • City Hall

St. Louis Lambert International Airport
15 Miles East



Transformative Projects

Duckett Creek Treatment Plant 4 adding capacity for 9,000 new housing units



TRAINING THE WORKFORCE OF TOMORROW

\$42M SCC Regional Workforce Innovation Center under construction



MAJOR NEW HEALTHCARE INVESTMENT

Mercy announces new \$650 million hospital coming to Wentzville

OUR SECRET SAUCE?

Half-Cent Transportation Sales Tax

Leader in Metro Area Housing Construction

Region's Lowest Unemployment

Nationally Ranked Safe Communities

Business-Friendly Government



STAY CONNECTED

Follow on Social Media

(LinkedIn & Facebook)

Subscribe to the e-Blast Monthly Newsletter

(“Join Our Mailing List”)

Utilize us as a Site Selection Resource

(Property searches, site visits/tours, and meetings)



THANK YOU

Thomas Redd
Assistant VP, Economic Development
tredd@edcsc.com
636.336.8381

