



**Final
City of Wentzville
Economic Development Strategic Plan
(EDSP)
September 2015**

Mission Statement:

*The City of Wentzville is a community of neighbors
working together to build a better future.*

Resolution No. 15-740, a Resolution Adopting the Wentzville Economic Development Strategic Plan (EDSP) for the City of Wentzville, Missouri

WHEREAS, in April 2006 the City adopted an amendment to the City's Comprehensive Plan which included a new chapter entitled "Economic Development Plan", and

WHEREAS, in December 2013 the City included Chapter 8 Economic Development in its adopted Comprehensive Plan; and

WHEREAS, the Economic Development Committee established a goal of creating a specific Economic Development Strategic Plan (EDSP); and

WHEREAS, the City of Wentzville Board of Aldermen designated economic development as one of its top priorities for 2015; and

WHEREAS, having an Economic Development Strategic Plan (EDSP) provides a focused approach to attract and retain business interests in the community; and

WHEREAS, the Wentzville Economic Development Council, Inc. (WEDC) voted on July 16, 2015 to recommend to the City's Board of Aldermen adoption of the draft Plan with various minor amendments;

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF ALDERMEN OF THE CITY OF WENTZVILLE, MISSOURI, as follows:

Section 1: The Board of Aldermen of the City of Wentzville, Missouri, approves the Economic Development Strategic Plan (EDSP) in the form attached hereto as Exhibit A.

Section 2: All maps, descriptive matters and other material, along with the noted changes as directed by the WEDC, are to be a part of the Economic Development Strategic Plan (EDSP).

Section 3: The Economic Development Strategic Plan (EDSP) shall serve as a policy guide for future economic activities.

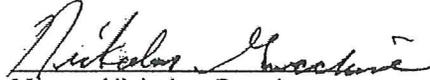
Section 4: The Economic Development Strategic Plan (EDSP) shall be placed on the City's website at www.wentzvillemo.org.

Section 5: This Resolution shall be in full force and effect from and after its passage and approval.

15-740

Resolution No. ~~(ID # 8068)~~

APPROVED BY THE BOARD OF ALDERMEN THIS 10 DAY OF September, 2015


Mayor, Nickolas Guccione

Attest:


City Clerk, Vitula Skillman

Approved as to Form:


Attorney

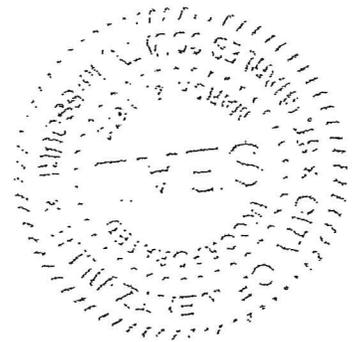


EXHIBIT MAY BE VIEWED IN CITY CLERK'S OFFICE

RESOLUTION 2015-02

A RESOLUTION BY THE DIRECTORS OF THE WENTZVILLE ECONOMIC DEVELOPMENT COUNCIL, INC. RECOMMENDING ADOPTION OF THE ECONOMIC DEVELOPMENT STRATEGIC PLAN (EDSP)

WHEREAS, in April 2006 the City adopted an amendment to the City's Comprehensive Plan which included a new chapter entitled "Economic Development Plan"; and

WHEREAS, in December 2013 the City included Chapter 8 Economic Development in its adopted Comprehensive Plan; and

WHEREAS, the Economic Development Committee established a goal of creating a specific Economic Development Strategic Plan (EDSP); and

WHEREAS, the City of Wentzville Board of Aldermen designated economic development as one of its top priorities for 2015; and

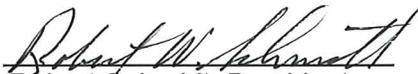
WHEREAS, having an Economic Development Strategic Plan (EDSP) provides a focused approach to attract and retain business interests in the community;

NOW, THEREFORE, be it resolved by the Wentzville Economic Development Council, Inc. (WEDC).

1. The Economic Development Strategic Plan (EDSP) is hereby recommended for approval by the Board of Aldermen.
2. All maps, descriptive matters and other material, along with the noted changes as directed by the WEDC, are to be a part of the Economic Development Strategic Plan (EDSP).
3. The final Economic Development Strategic Plan (EDSP) should be placed on the City's website at www.wentzvillemo.org.

The Economic Development Strategic Plan (EDSP), as amended, shall serve as a document to guide the City's economic development efforts over the next five (5) years.

Adopted this 16th day of July of 2015.


Robert Schmidt, President


Tammy Lockhart, Vice-President
Treasurer; Asst. Secretary

Acknowledgements

Mayor

Nickolas Guccione

Board of Aldermen

Alderman Cheryl Kross, President
Alderman Sonya Shryock
Alderman Matt Swanson

Alderman Rob Hussey
Alderman Michael Rhoades
Alderman Linda Wright

Wentzville Economic Development Council, Inc.

Bob Schmidt, President
Tammy Alexander, Vice-President *Bill Kral, Secretary*
Jill Ruggeri, Treasurer *Denise Hackman, Director*
Andrew McElwain, Director *Cheryl Kross, Director*
Michael Rhoades (Aldermanic Alternate)

Department of Economic Development

Dan R. Lang, Economic Development Director
Shirley Eddens, Economic Development Assistant

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Introduction

This *Economic Development Strategic Plan* is being written to develop a targeted approach to economic development efforts in the City of Wentzville. This targeted approach is designed to attract and retain specific businesses and industries and promote strategies to optimize economic development opportunities which will benefit the citizens of the community.

The City is strategically located for companies needing excellent transportation access for rail, roadways and air.

Government

Located at the “Crossroads of the Nation” at the intersection of two major highways – Interstate 70 and U.S. Highway 40-61, the City has been incorporated since March 1872. The City is a city of the fourth class and includes a Mayor and six Board of Aldermen members. The Mayor is elected to a four year term. The Board of Aldermen members are elected to a two year term. There are three Wards in the City with two Aldermen from each Ward.

The Mayor participates and chairs the Board of Aldermen meetings. However, the Mayor can only vote on legislative matters in the case of a tie-vote of the Aldermen. The chief administrative officer of the City is the City Administrator who is responsible for the day-to-day operations of the City. The Mayor, with the approval of the Board of Aldermen, appoints the City Administrator.

The City is divided into various departments. The Department of Economic Development, which is responsible for implementation of this *Economic Development Strategic Plan*, reports directly to the City Administrator.

Historical Perspective

In order to appropriately plan for the future economic development growth in the City of Wentzville, it is important to gain a historical perspective of the community. This historical context of where the community has been in its past, and the pattern of development, will assist in setting our future direction.

Following is information on the history of Wentzville. Much of this information was derived from the *City of Wentzville Comprehensive Plan* which was adopted in 2013.

Wentzville’s Humble Beginnings

In 1855, William M. Allen, a man of vision and the owner of large tracts of land, surveyed and developed plans for Wentzville. Mr. Allen laid out the town, which consisted of a narrow tract of ground seven blocks long, lying east and west, and established a train station to serve the local community. He donated land and money for the construction of the railroad and persuaded area farmers to do the same. The land donated by William M. Allen to establish a station was platted in 1855, patterned on the “symmetric” design. In a symmetric design, the tract became the central thoroughfare for the town, with a wide right-of-way for lumberyards, grain elevators, and other facilities that needed direct rail access. The first train arrived in 1857. The construction and building of the railroad line was under the direction of Erasmus L. Wentz, principal engineer

of the St. Louis, Kansas City, and North Missouri Railroad. Mr. Wentz assisted Mr. Allen in surveying the town lots and streets and was held in such high esteem by the settlers and William Allen, that they honored him by naming the town after him. Among the first to recognize the possibilities of Wentzville were Ferdinand Whitehead, Fritz Dierker, Rudolph Peters, J.W. Savage, Willard Kiethley, and W.A. Abington, who started building in Wentzville. W.A. Abington and Mr. Allen opened the first mercantile store in Wentzville; this three story brick building is still located at the southeast corner of S. Linn Avenue and Main Street. Allen Street still exists in Wentzville, bordering the north side of the railroad line.

Between 1850 and 1880 the area was principally engaged in growing tobacco. The original building of the Wentzville Tobacco Factory Company stood in Wentzville on E. Fourth Street. The building degraded in appearance and structural strength over the years and was razed in 2002. The tobacco industry declined in Wentzville after 1890, and many of the tobacco factories were converted to flour mills. Today there is hardly a trace of the tobacco industry, except the memories of the once-booming tobacco business.

Wentzville, in Cuivre Township, is located 21 miles from the City of St. Charles, the County seat, and was incorporated as a Fourth Class City in March of 1872. Largely centered around the creation of the railroad and original surveying, the town was established as many traditional villages and neighborhoods began, in a street grid pattern. A reflection on the history of the community of Wentzville is a starting place for the understanding of the dynamics of change occurring in the community. It is also an opportunity to look back at the major changes and strides that the community has accomplished up to its present state of development.

During the late 1800s and early 1900s Wentzville sustained a slow but steady growth, as a small town characterized by small retail and service businesses associated with an agricultural-based economy. The dawn of the new superhighways, which entered town from the west and the north, set the stage for additional growth. Federal Highway 40 entered the town in 1924, and Federal Highway 61 followed later to make Wentzville one of the ideal locations in the County.

The first piece of the nation's interstate highway system began in St. Charles County in the 1950s. One of the most notable events in the history of Wentzville took place in 1934-1935 when the new water works and sewage system was installed. Up until 1935 the town had been plagued with fires, which threatened on numerous occasions to destroy the whole business district.

Growth in Wentzville continued until about World War I. The major influence on the growth stoppage was the advent of the automobile. About 1914, a Ford dealership was started by George Freese. As the use of the automobile rapidly increased, the passenger train business correspondingly declined. With the advent of the trucking industry, the railroad's freight business declined as well. The town growth became stagnant and did not grow appreciably until after the Great Depression.

Wentzville in the 1980s

In late 1979 the Wentzville Crossings shopping center (currently Rural King) was completed, which offered the Walmart Department store, having approximately 64,000 square feet of shopping area. The center also had a junior anchor facility with 16,000 square feet and small lease retail space totaling 11,000 square feet. This shopping facility provided the first large shopping center development in the community, which was the beginning of larger box

commercial retail and service business growth, which would continue slowly into the next decade.

In 1980, the General Motors Corporation began construction of its largest and most modern auto assembly plant at the time, providing more than 6,000 jobs when it went into full production. General Motors rejected an offer from St. Louis Mayor James Conway to keep its assembly plant in St. Louis, paving the way for its relocation to its current site in the City of Wentzville. "St. Charles County Citizens for GM" raised \$90,000 from local business people to promote the passage of a bond issue to construct sewers and roads for the plant.

The voters gave an eighty percent approval to support of the facility and the construction of the \$500 million dollar plant began just west of the former town of Gilmore. Currently the facility produces the GMC Savana and Chevrolet Express Van, and in 2012 construction began on a plant expansion to include an additional new vehicle line, the Chevrolet Colorado and GMC Canyon class of pickup trucks.

In 1981, the City experienced the completion of the Wentzville Marketplace. This facility totaled 32,000 square feet of shopping area, and the attached retail totaled approximately 19,000 square feet of space. This building is currently occupied by the retailer "Furniture & Mattress Outlet" as the anchor tenant.

The Belz Factory Outlet Mall was constructed in 1983 and was a regional mall retailer for the Wentzville area. Gross area of the mall facility is 348,000 square feet. This facility has recently been converted from a mall layout to include multiple tenants/businesses and office space.

The health care facility housing SSM HealthCare St. Louis was completed in 1986 and has since been providing high-quality healthcare to residents in western St. Charles, Warren, Lincoln, and Montgomery counties. St. Joseph Health Center-Wentzville (now SSM Health St. Joseph Hospital-Wentzville) according to their website, "offers patients in Wentzville and surrounding communities a 24-hour emergency department and ambulatory services, as well as convenient access to outpatient programs, including diagnostic services such as radiology (MRI & CT), cardiology, pulmonary and rehab services. Behavioral health inpatient care also is an integral part of the services offered at St. Joseph Health Center-Wentzville. The facility is licensed for 77 inpatient behavioral health beds and offers an inpatient medical management program for drug, alcohol, and other health-related issues." The facility just broke ground in 2015 on a major expansion offering various out-patient and imaging services.

In 1988 the City began construction of the first of three phases of the Wentzville Parkway roadway. Implementation of this roadway was an economic development tool and the area sat vacant for some time upon the completion of Phase Three in 1992. The Wentzville Parkway provides direct linkage between Interstate 70 and Interstate 64 (Highway 40-61), and at the time was planned to spur commercial development. Walgreens was the first commercial construction on Wentzville Parkway, completed in 1997, having an area of about 14,000 square feet. This planned roadway established future commercial growth potential for the City of Wentzville. Growth and development along Wentzville Parkway have been very active in recent times with new construction expected into the foreseeable future.

Wentzville is the home of the past GTE Midwest Regional Campus, now owned by CenturyLink. This facility broke ground in 1966, expanded with the main campus facility in 1974, which added 61,000 square feet, and in 1989 additional construction added 22,000 square feet to this use.

Wentzville in the 1990s

The St. Charles County Fair has been permanently established in Wentzville since 1991. In the past, the County Fair had been located in various other locations in St. Charles County, including being located in Wentzville at the current Wentzville Community Club property in downtown Wentzville and has a long-standing history in this County dating back into the 1800s. The St. Charles County Fair underscored the importance of agriculture in the County as farmers and rural residents gathered to display their skills and wares. In 1991 the Fair was relocated to Rotary Park in Wentzville on West Meyer Road. The fair is a huge local attraction, having a full-range of truck/tractor pull classes, demolition derby, 4-H involvement, carnival, booths, events, and live entertainment. The fair attendance has experienced steady growth as the community and county has grown in population. The County Fair is held in late July of every year offering a full range of family entertainment for a five day period.

In 1996 the Bear Creek Subdivision was begun and has become one of the City's largest residential/mixed-use developments. The owners converted an existing nine hole golf course to an eighteen hole course with a Clubhouse, and developed a residential housing project to surround the course and adjacent areas, totaling 446 lots on approximately 353 acres. This subdivision contains both single-family and two-family housing.

Wentzville in the 2000s

Major expansions and extensions of public water and sewer infrastructure have occurred in the City's growth area, driven by residential subdivision development and commercial/industrial development. The continued expansion of the City water and sewer utilities, and those projects in the planning stages, will continue to spur growth and development.

The City's six lane Wentzville Parkway overpass was opened for the public use in 2002. This new facility upgraded the former two lane bridge and will support the future growth and development of this area of the City. The roadways planned extension to the south of Interstate 70 is to intersect with Interstate Drive via a roadway expansion linking the south side of the City to the north side in the heart of the City's main commercial growth area. A large node of commercial growth is forecasted by this plan to be at the future intersection of Wentzville Parkway (south) and Interstate Drive. The best method to accomplish this connection is currently under study.

In October of 2000 Schnucks Markets opened in what is named Wentzville Commons, having 75,000 square feet of shopping area in the grocery with 7,000 square feet of associated retail shopping/service businesses. In 2001 Home Depot was opened, having 107,000 square feet of shopping area. In 2002 Wentzville Crossroads Marketplace was begun with the opening of the current Walmart shopping center and its attached retail areas. These combined areas total 411,000 square feet.

The City's Law Enforcement Center was completed in January of 2003, with Dispatch occupying the facility. This facility currently houses seventy-eight staff members, and is approximately 26,000 square feet in area. The facility houses all equipment and vehicles, and will support growth and expansion into the future.

In 2008, the entire country began feeling the effects of an economic downturn, with the City of Wentzville being no exception. The downturn caused the near stoppage of all subdivision and

home building in the area. At one time, the City experienced 3,879 vacant platted residential lots, with another 4,255 planned (not platted) residential lots. These lots represented approximately a ten year supply of lots. Recently, these lots began slowly to be completed and removed from the large inventory. While the residential development slowed significantly, commercial development continued. Multiple retailers began locating in the City to provide services to the many residents in the area which exploded in the mid 2000s. Such larger retailers as Target, Lowes, and Dierbergs chose to locate along the Wentzville Parkway.

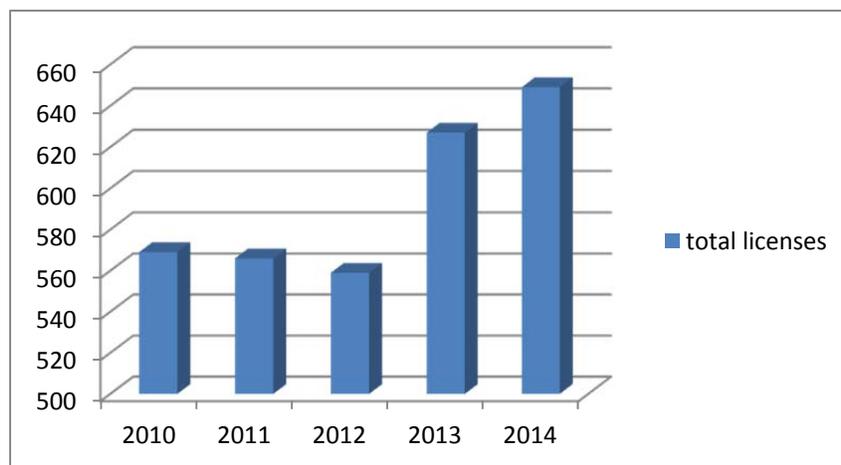
Wentzville in 2010 to the Present

Housing construction has begun to increase from the previous lows of the past decade. In 2012, the City projected approximately 200 new single-family residential permits a year. By the end of December of 2012, the Building Division processed 398 permits. This change in building has caused the City to be more optimistic in those projected totals. It is anticipated that as single-family permits increase, the large number of vacant lots will reduce and in the future, the City may experience possible new residential subdivision development.

While the residential construction market is showing signs of life, the commercial and industrial markets have continued with new business development such as additional restaurants, a hotel (Fairfield Inn), Ranken Technical campus, Sam’s, new retailers (Ross Dress, The Gap, Dick’s Sporting Goods, etc.) and the expansion of the GM facility to include a new vehicle line and additional workforce. In concert with this development, the City residents voted for a ½-cent sales tax in 2010 for parks development. The City has opened three new parks associated with the sales tax revenue: Heartland Park, Splash Station Aquatic Center and Perdue Valley Park. These parks include ample recreational opportunities such as soccer fields, baseball/softball fields, a swimming pool and hiking trails. Also, the Wastewater Treatment facility has completed a large expansion. This investment will help the City to meet the market demands for new construction and growth.

Business development has remained strong as shown on the following chart:

Chart 1: Business Licenses



In spite of the recession which began in 2008, the population growth within the City of Wentzville has also remained fairly aggressive as identified in the following table:

Table 1: Historical Population Data for the City of Wentzville

Census Year	Population
1900	519
1910	539
1920	514
1930	596
1940	752
1950	1,227
1960	2,742
1970	3,223
1980	3,193
1990	4,785
2000	6,896
2010	29,070
2013	33,211
2014	34,901

Source: U.S. Census Bureau and City of Wentzville

The City of Wentzville has continued to maintain a diversified employment base as partially reflected in Table 2.

Table 2: Largest Employers in the City of Wentzville

Name	Business Type	Number
General Motors Assembly Center	Motor vehicle assembly	3,373
Serco	Processing Center	1,749
Crider Health Center	Health Care	512
Walmart	Department Store	376
RK Stratman Company, Inc.	Silk screening	230
Etrailer	Internet/Retail Sales	230
SSM St. Joseph Health Center Wentzville	Health Care	267
City of Wentzville	Local Government	261
Roberts Marketing Group	Call Center	200
Parklane Care and Rehabilitation	Long-term elderly care	125
Rapid Response	Transportation Provider	120
Lowes	Home Improvement Store	117
Home Depot	Home Improvement Store	115

Source: Survey of employers.

Comprehensive Plan

General Information

In December 2013, the City of Wentzville Planning and Zoning Commission adopted a Comprehensive Plan with the support and concurrence of the Mayor and Board of Aldermen. The Plan includes chapters on Characteristics and Trends, Transportation, Utilities, Community

Facilities, Parks and Recreation, Land Use, Plan Implementation, Economic Development, and the Capital Financial Plan.

Chapter 8 of the Comprehensive Plan provided detailed and insightful information related to economic development and is presented herein to provide the most recent direction on this topic.

Note: *The following Chapter is presented verbatim as it appears in the City's adopted Comprehensive Plan (12-03-2013)*

Chapter 8: Economic Development

Background

This chapter of the City's Comprehensive Plan finds its roots dating back to March 9, 2005 when the Wentzville's Board of Aldermen passed a resolution to create an Economic Development Committee comprised of residents, business owners, and representatives of several local organizations. The members of this committee were charged with the laborious responsibility of analyzing a range of economic development strategies, incentives, and markets in order to provide specific recommendations to the Wentzville Mayor and Board of Aldermen. After several months of work the Economic Development Committee presented their recommendations, which focused on two (2) fundamental goals:

1. Develop Proactive Policies and Planning
2. Identify and Pursue Immediate Growth Opportunities

In April of 2006 the City of Wentzville adopted an amendment to the City's Comprehensive Plan which included a new chapter entitled "Economic Development Plan". This chapter included specific information on the Economic Development Committee recommendations, identified Wentzville's specific challenges, strengths, weaknesses, and opportunities in regards to economic growth, adopted general guidelines for both Tax Increment Financing (TIF) and Transportation Development District (TDD) projects, and established a goal of creating a specific *Economic Development Strategic Plan (EDSP)*. In January of 2010, the City adopted an Amendatory Supplement to the April 2006 Comprehensive Plan. Although this supplement enacted a wide variety of changes to the Comprehensive Plan document, the Economic Development Plan Chapter remained relatively unchanged.

Economic Development Strategic Plan

In 2012, as a Wentzville's Board of Aldermen initiative, the Board directed City staff to create the *Economic Development Strategic Plan* referenced in the 2006 Comprehensive Plan. This new strategic plan is a stand-alone document which represents a major revision to the adopted Economic Development Chapter. The intent of this Comprehensive Plan Chapter is to formally reference the *Economic Development Strategic Plan (EDSP)* while reiterating the City's commitment to sustainable economic growth. The creation and adoption of the EDSP will occur in 2014. The City will create the EDSP, pulling from applicable experiences and history, using available knowledge of and resources of the City and the applicable history of the City economic growth and development, its trends and opportunities and lessons learned via growth of the community and County/Region. This Chapter supports the creation of the EDSP, as this plan will focus on transportation and utility expansions and opportunities to provide development

opportunities. Public investment in infrastructure, via cooperation from existing land owners via dedication of required rights-of-way and easements for utility access will improve the City's ability to experience planned growth. Growth is planned to follow the general direction of the City's Comprehensive Plan and the applicable Utility and Land Use chapters. The EDSP will target specific areas where the above described infrastructure and opportunities exist. Drawing on existing roadway infrastructure and existing utilities in the plans targeted areas will allow the City to seek infrastructure growth and expansion, which in turn will provide the City growth of commerce and employment opportunities.

This Comprehensive Plan supports the EDSP to be created at the staff level via the Economic Development Department and Community Development Department, including critical input from Wentzville Economic Development Council (WEDC) and the public at-large. The Public Works Department staff will be consulted for roadway and infrastructure specifications, utility capacity and sizing requirements for planned and future growth capacity. The City's most recent expansion of the Water Reclamation Center has enabled the community to pursue and accept new growth in housing, commerce and employment based new construction. Through the City's Land Use, Infrastructure and Utility planning, implementation of the City's ordinance and design criteria provisions and cooperation from the owners and development community is anticipated to result in growth of the City from its core areas out into the planning area, whereby the City may experience services, employment, revenue generation, resulting in a healthy economy and contributing to the quality-of-life aspects that the City's residents and business owners desire. The EDSP will also discuss opportunities and challenges for growth and re-development in the Village Center area building upon the findings of the Downtown Revitalization Plan components.

Strategies

Municipalities throughout the country have adopted numerous strategies in an effort to encourage economic growth and private investment in their respective jurisdictions. Although each approach is unique, these strategies share a common thread in that they have all specifically been designed to capitalize on the strengths of their communities. The *Economic Development Strategic Plan* analyzes Wentzville's unique strengths and recommends that the best path towards healthy economic growth is continued public investment in quality infrastructure. The City's, as well as many communities, exceptional transportation and utility networks have proven to be the bedrock of development. The City adopted many years ago a Thoroughfare Plan as a part of the Comprehensive Plan, and the City validated this plans assumptions in 2004 via the Transportation Master Plan. Via cooperation with landowners and the development community, having such improvements installed in key areas throughout the City dramatically reduces the initial cost of construction for developers and makes Wentzville an attractive alternative to larger urban areas. It also demonstrates that Wentzville is committed to providing quality services to its community business partners. The City will in all areas targeted by the EDSP, seek grant funding and other financial tools assistance in implementing the infrastructure needed/required.

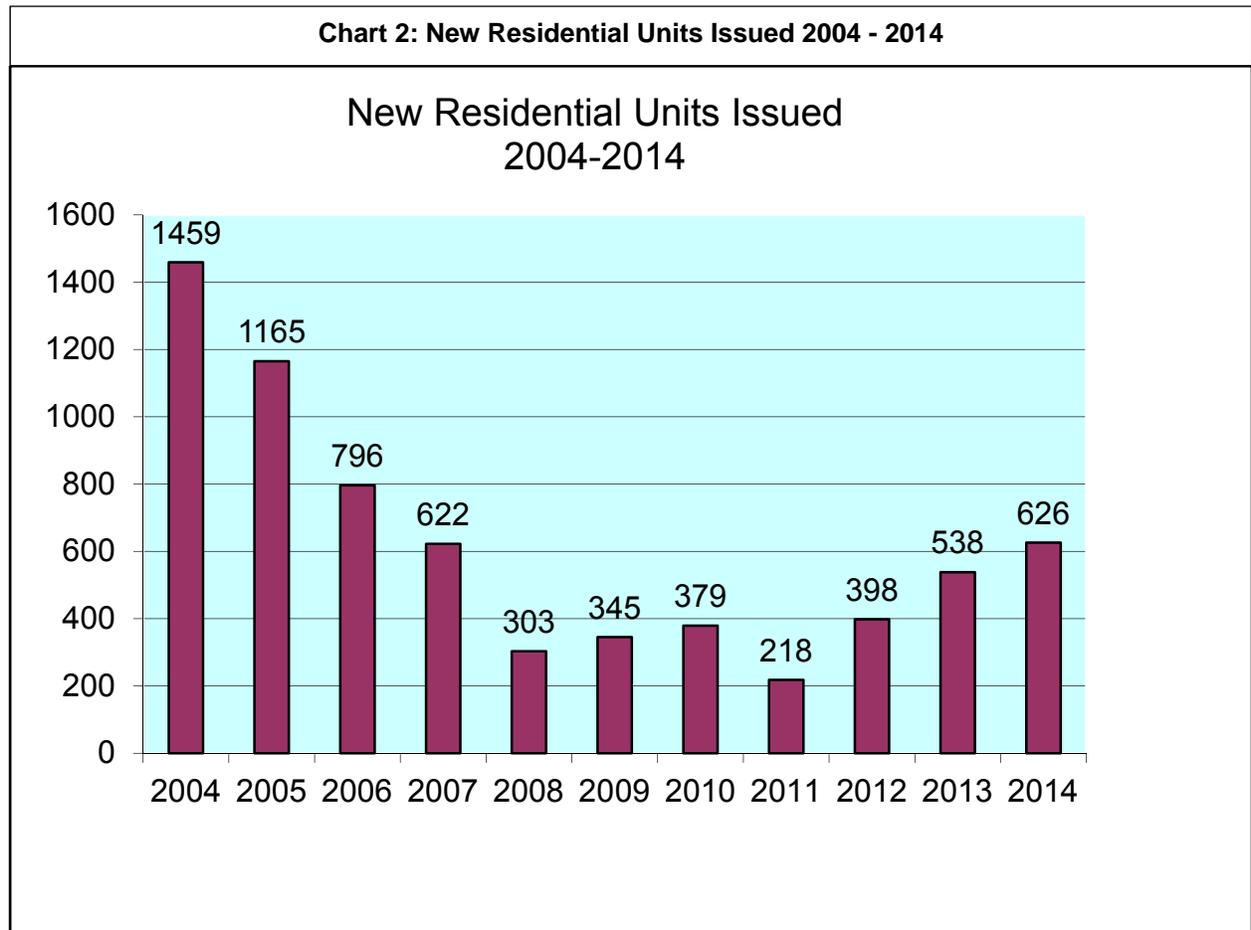
Recent Achievements

The City of Wentzville has been fortunate to remain stable through the economic downturn. The City has continued to experience residential, commercial and industrial growth in recent years. New construction permits are on the rise showing the continued presence of developer interest, and investment into the City. The City of Wentzville has a large amount of land available for new development and some redevelopment opportunities. The below table indicates permit activity

and displays the above described weathering of the economic downturn in the region and Nation.

Table 3: Building Permits Issued

PERMITS ISSUED	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Single-Family	948	1054	741	534	289	309	245	182	318	434	549
Multi-Family	511	111	55	88	14	36	134	36	80	104	77
Commercial	39	41	32	20	23	9	6	7	10	6	11
Residential Misc.	777	929	972	938	711	650	629	541	596	644	724
Commercial Misc.	64	113	122	202	65	49	54	46	63	62	73
Plumbing	75	68	97	105	96	113	104	92	95	85	103
Electrical	371	372	312	262	174	127	123	84	145	247	296
Occupancy	1460	3049	2831	2293	1890	1724	1360	1131	1326	1066	1243
Total Permits	4245	5737	5162	4442	3262	3017	2655	2119	2633	2648	3076



Other recent achievements by the Community are the successful implementation of Ranken Technical College into the City. Ranken has operated from its main/parent campus in St. Louis since 1907. The Wentzville location is the school's first off-campus site offering its technical

programs. Ranken officials, working closely with the Economic Development Center of St. Charles County, choose the best degrees and certificates to offer at the Wentzville campus, related to the skilled technical employment needs of the area. These degree programs are Automotive Maintenance and Information Technology programs. Ranken will offer specific technical training in Auto Mechanics and Information Technology trades to offer local employers a skilled workforce of younger, quality workers educated by the College in specific trades as companies seek to expand in St. Charles County and Wentzville. Ranken Technical College's Wentzville satellite campus is located at 755 Parr Road in the training facility for the Carpenters District Council of Greater St. Louis. Ranken has been well received by area businesses and manufactures. Ranken will work to partner with manufacturing companies in St. Charles and neighboring counties to place its advanced manufacturing students into paid internship positions each semester. The school will also work at partnering with area auto dealers, and other companies to place its students in internships during their final semester. Ranken Wentzville campus has received interest from high school students throughout St. Charles County and from areas far beyond the County limits to seek their educational services.

The most notable recent achievement is the expansion of the General Motors assembly plant. GM has commenced construction on a substantial building expansion for a new product line, which will be completed in 2014, tooled and open for operation also anticipated in 2014. GM is a vital business for the City and is a catalyst for additional growth of manufacturer business to supply this expansion. The plant expansion is a 380 million dollar investment via a 500,000 square foot expansion to the existing 3.7 million square foot manufacturing plant. An additional stamping press plant addition is also under construction adding 114,000 square foot to the first expansion. The GM facility maintains 1,400 existing positions and plans an additional 1,260 jobs associated with expansion facilities.

The City was successful in acquiring grant funding from St. Charles County Road Board for the design and construction of Schroeder Creek Boulevard. This roadway improvement project will extend the current facility south from the Law Enforcement Center street section, make a connection to both William Dierberg Drive and Bank Drive and then intersect with West Pearce Boulevard. This construction project scheduled to begin in 2015, will offer excellent transportation alternatives for motorists and will open up many acres for commerce and growth opportunities. In addition, the City has received grant funding for the improvement of Wentzville Parkway to construct a center turn lane and trail amenity from William Dierberg Drive to Schroeder Creek Boulevard. This roadway improvement will bring safety and traffic carrying capacity improvements to the stretch of Wentzville Parkway improving the opportunity for new growth and development on the vacant properties that front this portion of the roadway.

Future Opportunities

Many opportunities exist for the City of Wentzville to review and explore in the pursuit of economic growth. The EDSP will look at these opportunities in great detail involving the stakeholders of each area in these discussions. In history, the City initiated Business Park titled M and B Sachs Business Park has been a great success for Wentzville, and has no additional parcels remaining to be developed with new projects. The EDSP will explore the opportunity to initiate another business park in the Industrial Area to provide increased pad-ready parcels of property for the anticipated General Motors suppliers and other investment. The EDSP will map and provide specific information on targeted areas as discussed generally in this Chapter.

Potential Funding Sources

The *Economic Development Strategic Plan* will recommend the use of a variety of funding tools in order to achieve the infrastructure improvements needed to spur development and investment in the City. A brief list of some of the possible funding sources is provided below. Each of these options will be discussed specifically within the *Economic Development Strategic Plan* including the process for their approval and a summary of their successful applications in history. A chart of these options depicting their strengths and weaknesses will also be provided to assist developers in choosing one of the following funding opportunities, as applicable:

General Operating Levy:

General Obligation (G.O.) Bonds:

{requires city-wide voter approval by constitutional (2/3, 4/7); majority; property tax based¹}

Leasehold Obligations (COPS or Leasehold Revenue Bonds):

{requires Board of Aldermen approval only; uses existing available City revenues; secured by City real property as collateral;}

City Wide Sales Tax:

Economic Development sales tax:

{Requires city-wide voter approval by simple majority} (taxable sales and retail)

Tax Increment Financing:

TIF District/Bonds:

{requires "blight" finding, redevelopment plan; does not levy new taxes but is limited to incremental increases in sales/property tax revenue after approval}

Special District Sales Taxes:

Transportation Development District (TDD) Sales Tax:

{Special taxing district authorized to levy sales tax, special assessments and/or property tax to pay for transportation projects}

Community Improvement District (CID):

{Special taxing district authorized to levy sales tax, special assessments and/or property tax to pay for a wide variety of improvements and services within the boundaries of the district.}

Special Assessment/Property Taxes:

Neighborhood Improvement District (NID) Bonds:

{requires establishment of NID by election or by petition of owners of property comprising 2/3 by area of district; authorizes issuance of limited G.O. Bonds.}

¹ Although approval contains authority to raise property taxes, where existing revenues permit, G.O. Bonds may be issued as "no tax increase" obligations.

TDD Special Assessment/Property Taxes:

{TDD's may also levy special assessments on real property by petition of all owners of property; TDD's may levy taxes on real property upon voted approval of 4/7 majority of property owners.}

CID Special Assessment/Property Taxes:

{CID's may also levy special assessments on real property by petition of owners of fifty (50%) by assessed valuation of real property within district; CID's may levy taxes on real property upon voted approval of simple majority of property owners.}

Impact Fee's

Traffic Generation Assessment (TGA):

{A proportional charge or fee (in this case based on estimated vehicle trip generated) imposed on development to offset costs of new infrastructure necessitated by that development; to withstand court scrutiny, fee amounts must have a demonstrable "nexus", i.e. be reasonably and specifically related, to the "impact" of the development on the infrastructure finance; TFA's are typically levied at the time of and as a condition to development/permit approval²}

State/County Grants and Loans:

State: Via MoDOT and Missouri Department of Economic Development under specific program criteria.

St. Charles County: St. Charles County Road Board grant funding options and Economic Development Grant application options. Grants range from seventy (70%) to eight (80%) percent.

Railroad: Potential assistance on Railroad properties.

² In theory, a TGA could be imposed on existing development, i.e. retail activities, for examples, at the time of business license approval. No current example of this application to existing development exists, however, and the City bears the legal burden of demonstrating the "nexus" between the development activity and the necessity/cost of the new infrastructure.

Conclusion

Since the adoption of the 2006 Comprehensive Plan, Wentzville has been progressively pursuing a strategy of economic development which focuses upon substantial improvements to the City's infrastructure in an effort to spur development and investment. This strategy has resulted in a number of recent successes and places the City in an advantageous position for decades to come. The new *Economic Development Strategic Plan* will expand upon this strategy and provide a clear road map towards sustainable economic growth. The strategic plan will recommend the use of funding options and opportunities to provide infrastructure improvements and expansions to spur development and investment in key areas of the City. These key areas will be mapped and ranked in the Economic Development Strategic Plan. This plan will break down each of these target area and discuss the areas opportunities, and strengths as well as needs and weaknesses to overcome. Investing in infrastructure in these key areas will spur economic development following the land use, thoroughfare plan, and utility plans as guidance. These recommendations are rooted in the City's policy documents. Each area of roadway improvement and the associated utility infrastructure has been a part of the

Wentzville policy documents since 1999 and prior. These target area can be traced back through publicly adopted policy documents in the chapters titled “Transportation” where the reader will find the City’s “Thoroughfare Plan” and “Utilities”, where the reader will find the City’s Water Distribution Plan and the Wastewater Collection and treatment plan. All utility infrastructures will be a part of the EDSP so the user of the document will have a resource to consult regarding typical questions so that they may effectively prioritize investment opportunity.

Growth and investment in the City of Wentzville has been strong in the last decade, and even through the recession timeframe, new construction of housing and commercial/Industrial facilities have remained active. The City has experienced positive growth through the General Motors expansion and supplier interest, Ranken Technical College establishment of a satellite campus, strong new housing numbers, SSM and Mercy medical facilities and doctor’s office expansions, and many smaller retail/commercial projects. The EDSP will be recommended as a focus of yearly budgetary discussions toward implementation of the Plans recommendations/priorities.

Business Survey

The City of Wentzville has over 600 licensed businesses. (Appendix A) In order to gain more information on these businesses, their operation, and business interests, a Business Survey was mailed to each business. The results of that Business Survey have been used as a base of information to assist in development of this *Economic Development Strategic Plan*. The input of the local business community is important in this targeted approach to help achieve economic development success. The City is grateful for the cooperation provided by the existing business community in assisting us to focus our economic development efforts.

Targeted Areas for Development

The City of Wentzville has approximately 70 parcels of potential commercial and industrial ground within the City's growth area which are being actively marketed. These parcels are of varying sizes and located throughout the City and in all quadrants of the community. (Appendix B, D) There are also a number of buildings and tenant space available for new growth opportunities. These buildings are identified in Appendix C and on the City's website at www.wentzvillemo.org.

That being said, there are three primary areas of targeted economic development activity. These primary areas are as follows:

- Downtown
- Highway A Corridor
- Wentzville Parkway

Each of these principal targeted areas are described on the following pages.

Downtown

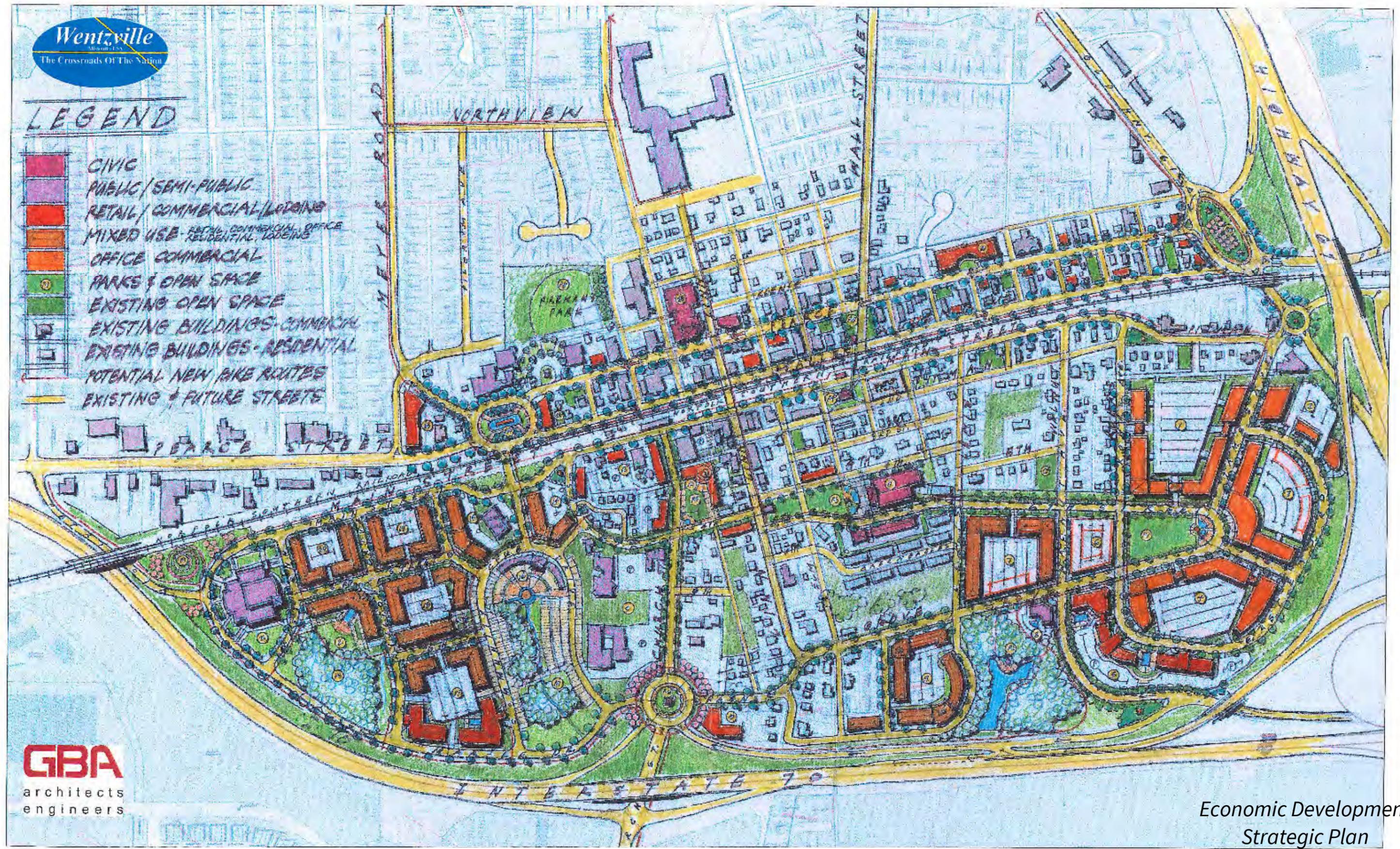
Downtown Revitalization Study

A *Downtown Revitalization Study* was completed in May 2009. The Study was undertaken by George Butler Associates, Inc. in conjunction with Development Strategies and at the direction of the City of Wentzville. The Study was multi-faceted in its approach and scope, and included a variety of stakeholder participation tools including workshops, and an attitudinal survey and design charettes. A plan of future improvements was also developed (Map 1).

The outgrowth of the *Downtown Revitalization Study* resulted in a variety of activities including completion of the Church Street streetscape improvements, the "branding" of the Village Center, beautification of the railroad right-of-way and most recently some direction as to a one-way traffic pattern for portions of Pearce Boulevard and Allen Street.

LEGEND

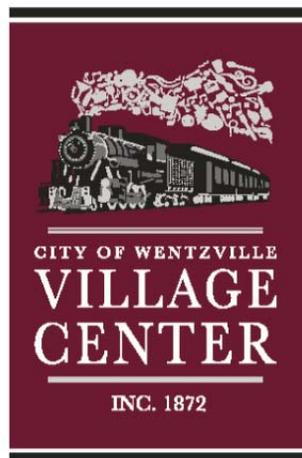
- CIVIC
- PUBLIC / SEMI-PUBLIC
- RETAIL / COMMERCIAL / LODGING
- MIXED USE - RETAIL, COMMERCIAL, OFFICE, RESIDENTIAL, LODGING
- OFFICE COMMERCIAL
- PARKS & OPEN SPACE
- EXISTING OPEN SPACE
- EXISTING BUILDINGS - COMMERCIAL
- EXISTING BUILDINGS - RESIDENTIAL
- POTENTIAL NEW BIKE ROUTES
- EXISTING & FUTURE STREETS



As presented in adopted "Downtown Revitalization Study, November 2008 - May 2009"



Streetscape Improvements – Church Street



Village Center Logo

The Study will continue to be utilized for a variety of planning, economic development and marketing purposes. The Economic Development Department should use guidance provided by the Study and subsequent meetings to pursue the objectives outlined in that document.

Certified Local Government

One of the programs which may benefit the downtown area of the City of Wentzville is designation as a Certified Local Government. The possibility of establishing this program in the

City was discussed with the Downtown Committee in 2015. Following this discussion, a recommendation was made by the Downtown Committee that the Board of Aldermen consider becoming a Certified Local Government. This Program was discussed at a Board Work Session and Staff was directed to pursue this designation.

Contained herein is information on the program which was provided to the Downtown Committee members and Board of Aldermen. More details on various aspects of the Certified Local Government program is contained in Appendix E.

The Certified Local Government Program available through the State of Missouri has been researched. Following are some of the key aspects of this Program:

- The CLG Program in Missouri is administered by the Missouri Department of Natural Resources (DNR).
- The Program was established as a result of amendments to the National Preservation Act of 1966.
- There are 56 Missouri communities in the CLG Program with the City of O'Fallon being the most recent community achieving certification.
- St. Charles County communities in the Program include Augusta, Cottleville, O'Fallon and St. Charles.
- Requirements for participation in the CLG Program are:
 - 1) Enactment of a historic preservation Ordinance.
 - 2) Establishment of a Preservation Commission.
 - 3) Submission of an application to State of Missouri
 - 4) Conducting an ongoing survey and inventory of historic properties.
- It took the City of O'Fallon approximately one year to accomplish this four-step process and obtain certification.
- Certified Local Governments are reviewed every two years to ascertain that they are still in compliance with the program.
- Having a local Program:
 - 1) Determines what is important to the community in terms of cultural resources.
 - 2) Determines the extent and stringency of the protection through Ordinances and/or design review guidelines.
- The CLG Program is designed to encourage the preservation of buildings, structures and objects.
- Certified Local Governments have two distinct advantages over other communities. These include:
 - 1) The requirement for the State of Missouri to provide technical assistance on preservation topics and issues.
 - 2) A minimum of 10 percent of the Historic Preservation Funds grants must be awarded to CLG's.

-
- Examples of previous funding priorities have included:
 - 1) The preparation of nominations for local districts and landmarks.
 - 2) Design guideline formulation.
 - 3) Professional staff assistance.
 - 4) Long-range comprehensive preservation planning projects.
 - 5) Outreach and education projects.
 - The CLG grants are envisioned to be used as “seed money” to support other historic preservation efforts.
 - The grant portion of the Program is typically funded at a 60/40% match with the local CLG being responsible for 40% of the match request.
 - Overall funding available in any given year is approximately \$150,000. The approval process of submittal, review and award is approximately twelve months.

Missouri Main Street Program

One of the opportunities for downtown redevelopment and investment is the Missouri Main Street Program. The Main Street Program presently serves 144 communities throughout the State of Missouri. A total of 2,100 communities across the country participate in this program.

The mission of the Main Street Program is to provide communities with the knowledge and tools to economically and physically revitalize their downtowns within the context of historic preservation, using the National Trust Main Street Center’s Four-Point Approach. This Main Street Approach-Blueprint for Success includes Organization, Promotion, Design, and Economic Development.

The Missouri Main Street Program generally works with a 501(c)(3) tax exempt nonprofit organization, whereby the organization is exempt from federal income tax. The 501(c)(3) organization would work with the Missouri Main Street Program on the physical, social, civic and economic development needs of downtown. The Program provides a 60/40% matching grant for assistance in establishing a Main Street Organization or Downtown Revitalization.

Such an effort should be supported by the City, but is the principal responsibility of the 501(c)(3) tax-exempt nonprofit organization. The Program is specifically designed to allow downtown business interests to help themselves create a more vibrant downtown economy. The downtown business community is encouraged to consider this approach in its downtown revitalization efforts.

Downtown Strategies for Growth

There are a number of strategies which have been used to produce successful downtown environments. These strategies have been promoted by the International City/County Management Association (ICMA) and were discussed in one of their recent monthly publications.

These strategies are designed to ensure the resilience and vitality of downtown and include the following:

-
- Realize that Image is Everything in Downtown Development
 - Monitor Surrounding Neighborhoods
 - Maintain an Active Daytime Population
 - Secure a Residential Population Base
 - Reach out to Immigrants
 - Cultivate Functional Diversity
 - Leverage Heritage Resources
 - Develop Catalytic Projects
 - Nurture Quality of Place
 - Find Your Champion

A brief description of each of these strategies is contained herein;

Realize that Image is Everything in Downtown Development

Revitalizing a downtown area must either be preceded by, or go hand-in-hand, with improving its image. Without a positive image, private investors will be hesitant to take financial risk in the area. A negative image will cause people to be reluctant to visit or live in the downtown area.

Monitor Surrounding Neighborhoods

A successful downtown recognizes that in order to remain vibrant, the neighborhoods that are in and around the downtown area must be sustained. Efforts should be made to maintain property values, reduce crime and eliminate any blight through a pro-active code enforcement strategy.

Maintain an Active Daytime Population

Maintaining an active daytime population can present a challenge. However, efforts can be made to help increase the daytime population by encouraging office development, holding special daytime events and promoting a diversified business mix. Daytime events might include an art walk, music on Pearce or other similar functions. Due to its large office population, the City of Clayton is an excellent regional example of a community which has an active daytime population.

Secure a Residential Population Base

Having a residential population base can lead to downtown success. Two groups which have an interest in downtown living are baby boomers and millenials. Both of these groups are interested in amenities being close to home. Although each group has differing interests, having a stable

residential housing base can help downtown businesses remain viable. The City of Wentzville should encourage downtown living.

Reach out to Immigrants

Although less of an influence in the City of Wentzville, the opportunity to support an enhanced immigrant population should not be ignored. Supporting an immigrant population in the downtown area would help secure a residential population base. Also, many in the immigrant population have skills in the construction trades which serve a dual benefit of providing a local labor pool and the added potential to improve downtown buildings.

Cultivate Functional Diversity

Providing a mixed-use downtown environment with residential, retail, office, entertainment and civic and cultural amenities can assist in creating and enhancing a vibrant downtown. This mix of uses does provide the greatest stability for a downtown area.

Leverage Heritage Resources

The concept of heritage tourism is to link the history of the community with a visitor experience. The City of Wentzville has a rich history. A promotion and enhancement of this history can draw visitors to the area. Efforts are already underway to focus on this history through beautification efforts around the caboose, development of a heritage logo and placement of historic markers/monuments at various locations. These efforts should continue.

Develop Catalytic Projects

Quite simply, a catalytic project is one which propels downtown from where it is today to where it can be in the future. The Church Street streetscape enhancement project is one example of a catalytic project. This project involved an expenditure of over \$1 million to create an inviting entryway into the community. Catalytic projects can be undertaken and accomplished by either the public or private sector.

Nurture Quality-of-Place

The quality-of-place is reflected in the “look and feel” of the space. In order for people to be attracted to shop, visit or live in the downtown area, it has to be inviting. The City should continue to support and promote public improvement projects. Such examples would include Church Street, beautification of the railroad right-of-way and improved handicapped accessibility. The private sector has to do its part to keep their structures improved and updated, remove clutter, pull weeds, remove old and dilapidated fencing and structures and paint. Each of these efforts, when combined, can nurture the quality-of-place.

Find Your Champion

Every downtown, to be successful, must have at least one champion. This champion is someone who has a passion for downtown and the leadership skills to build a coalition toward a common goal. There are several downtown groups which must work together to create a downtown which is successful and sustainable.

Specific Targeted Downtown Businesses

At a Public Meeting/Open House/Charette held in March 2015, there was a discussion with downtown merchants and residents about specific businesses which they would like to see locate in the downtown area. The following is a listing of those responses:

- Sandwich shop
- Magazine/bookstore
- History museum
- Restaurants/cafes
- Variety shops
- Skating rink
- Beauty shop
- Clock shop
- Ice cream parlor
- Entertainment venue
- Businesses open past 5:00 p.m.
- Vending kiosks
- Breakfast eating place
- Farmers market
- Bowling alley
- Bank
- Artisan area
- Quilt/craft shop
- Coffee shop

Given the variety of businesses suggested, this list provides a good direction to attract specific business interests into the downtown area. One of the challenges is a lack of available space to accommodate new business development. However, having a low vacancy rate in the downtown area is notable. The Economic Development Department should be encouraged to seek business interest based upon the input provided at the March 2015 meeting.

Missouri Route A Corridor

Introduction

The Missouri Route A (Highway A) Corridor extends from Interstate 70 to Highway 40-61. This corridor is the primary industrial sector in Wentzville. The corridor contains the General Motors Wentzville Assembly Center and many other industrial-related businesses and activities.

While there are a number of General Motors dependent businesses located along this corridor, there are a number of other manufacturing, wholesale and warehousing facilities which are not dependent upon GM. The general direction of economic development efforts as it relates to this corridor is to create a diversified industrial base.

The City of Wentzville should continue to support efforts to build on the strength of General Motors. However, to the extent possible, the Department of Economic Development should market to other independent industrial uses.

Industrial users typically place higher demands on the utility infrastructure than other land use activities. The City's adopted Comprehensive Plan contains detailed utility information. The maps illustrating information on natural gas, electric service, high pressure pipelines, water and wastewater are contained on the following pages.

General Motors Wentzville Assembly Center

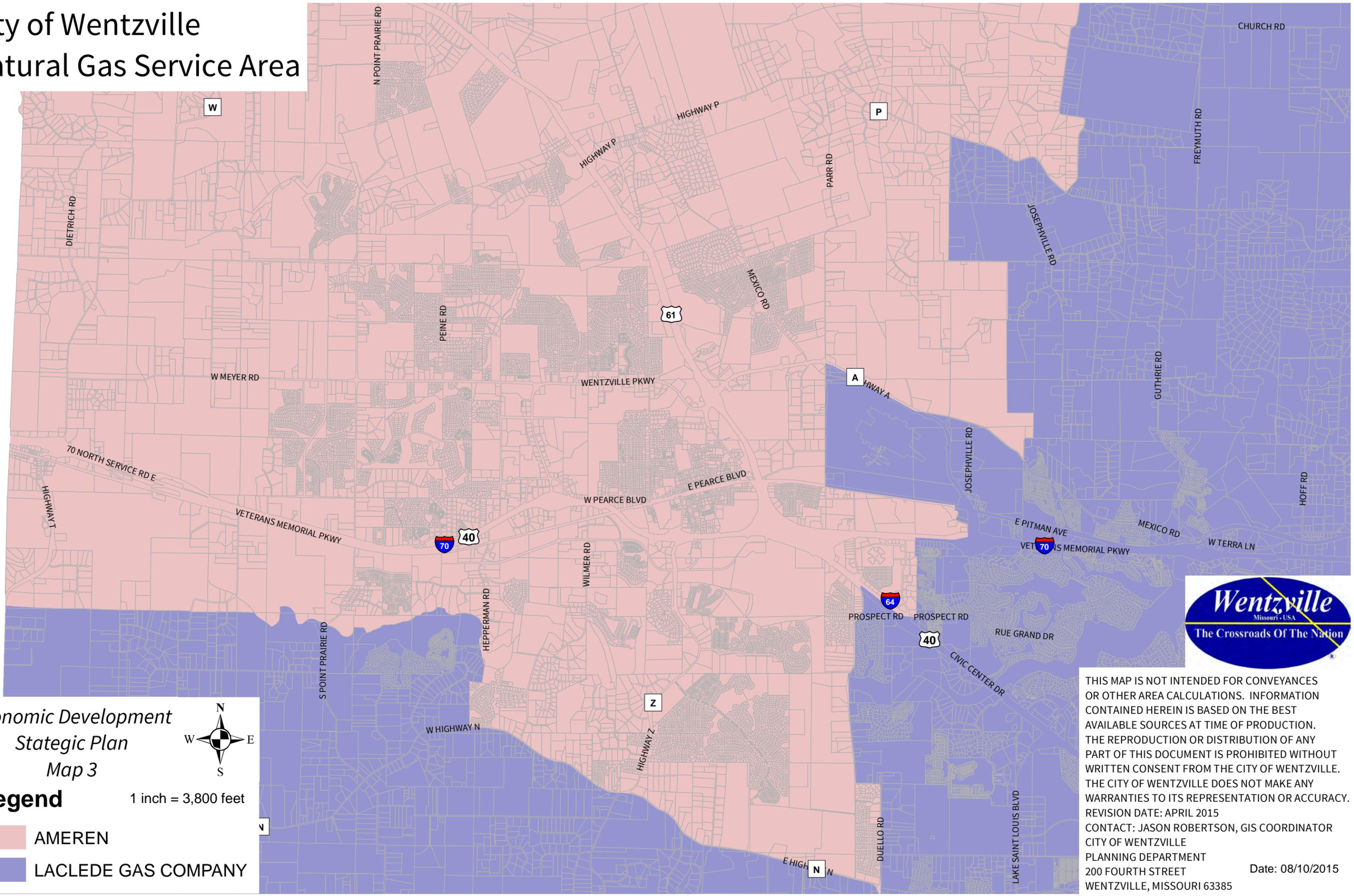
The anchor tenant of the Highway A (Missouri Route A) Corridor is the General Motors Wentzville Assembly Center. At over four million square feet, it is the largest building located in St. Charles County.

The Assembly Center is located on a 569-acre site. The site was built on agricultural property in 1983. The current facility employs 3,500 employees that work across three shifts. The Wentzville Assembly Center also has a contiguous stamping facility on the site which produces many of the body parts that are being used in production of the Chevy Express and GMC Savanna full-sized vans and the Chevrolet Colorado and GMC Canyon mid-sized trucks. The Wentzville Assembly Center is the global production facility for the company's full-sized van. To-date, over 2.5 million full sized vans have been produced at the Wentzville Assembly Center. The Chevrolet Colorado was named the 2015 Motor Trend Truck of the Year.

General Motors has made a huge financial investment in its Wentzville Assembly Center. In turn, the City of Wentzville has supported the General Motors facility through the use of various tax incentives. Most recently, with an expansion of the Center to include a Stamping Facility, the City of Wentzville issued/approved \$300 million of Chapter 100 bonds to be repaid through a 75% tax abatement of both real estate and personal property taxes over a period of 10 years. This means that the remaining 25% of real estate and personal property taxes will be distributed to the various taxing jurisdictions through the first ten years since issuance of the Chapter 100 bonds. After 10 years, the respective taxing jurisdictions will receive 100% of tax revenue.

The overall financial impact of the Wentzville Assembly Center in 2014 included wages of \$224 million and payroll taxes of \$44 million.

City of Wentzville Natural Gas Service Area



Economic Development
Strategic Plan
Map 3



1 inch = 3,800 feet

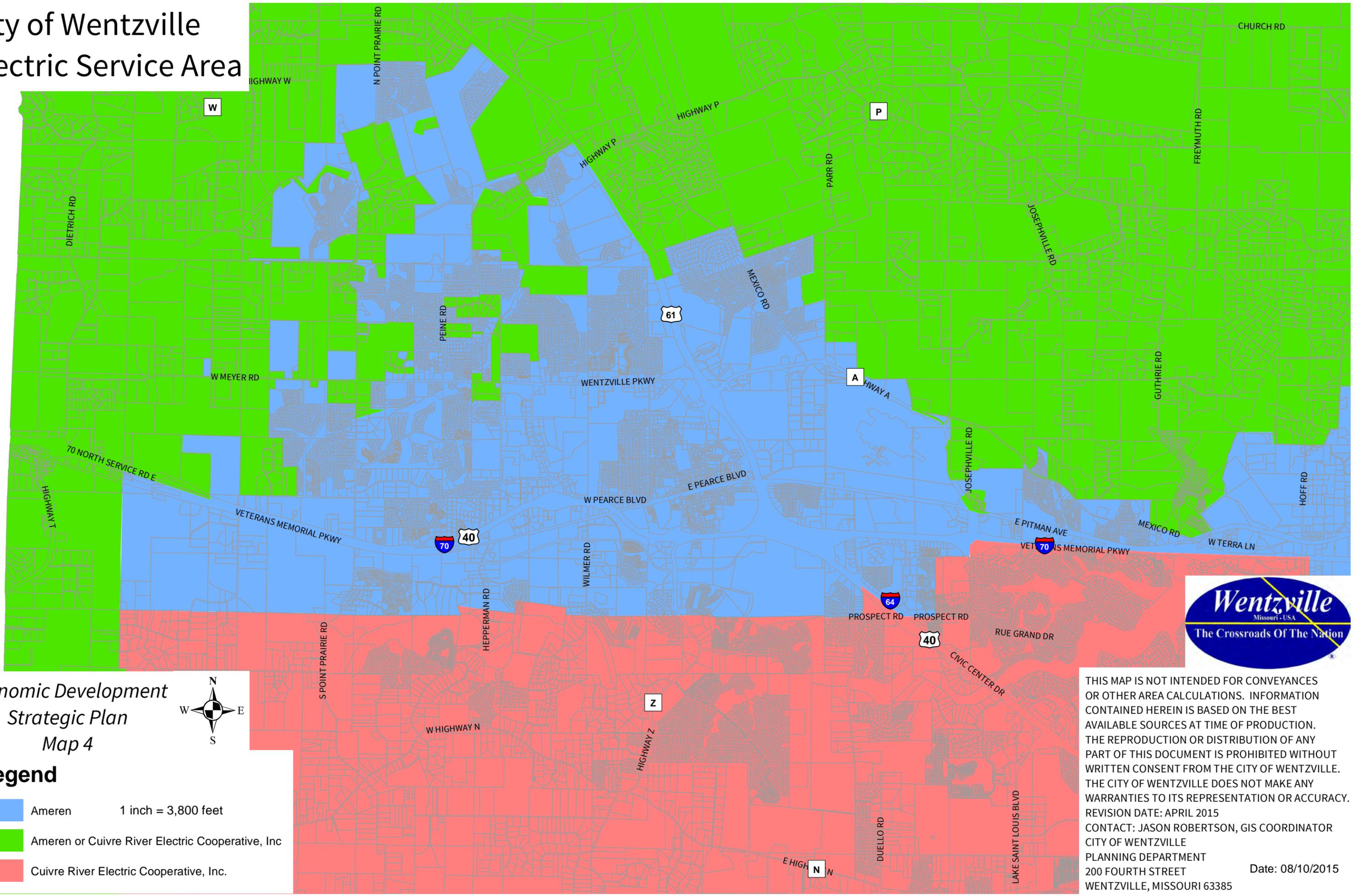
Legend

- AMEREN
- LACLEDE GAS COMPANY



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 CITY OF WENTZVILLE
 PLANNING DEPARTMENT
 200 FOURTH STREET
 WENTZVILLE, MISSOURI 63385
 Date: 08/10/2015

City of Wentzville Electric Service Area



*Economic Development
Strategic Plan
Map 4*



Legend

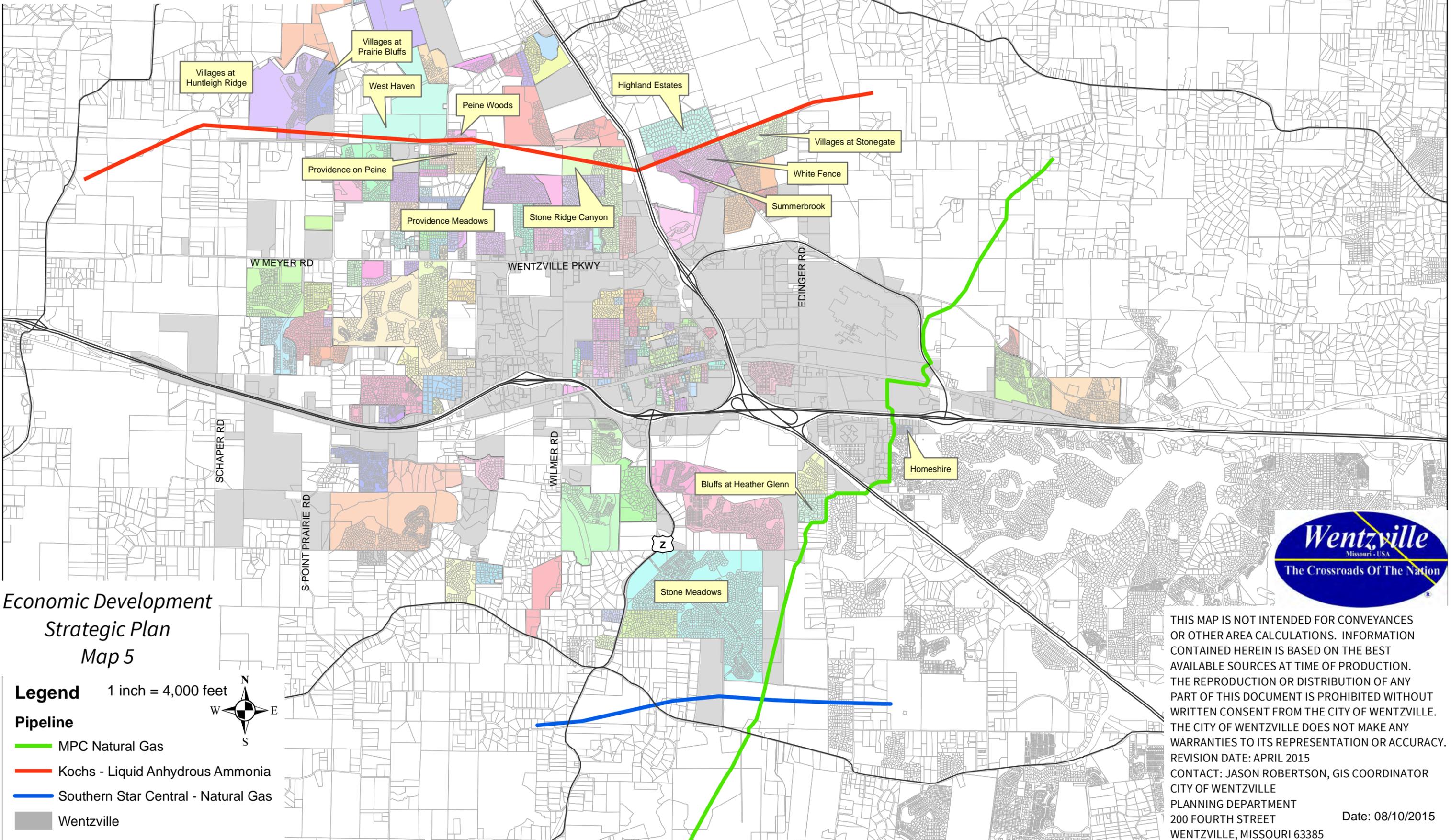
- Ameren
- Ameren or Cuivre River Electric Cooperative, Inc
- Cuivre River Electric Cooperative, Inc.

1 inch = 3,800 feet

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Date: 08/10/2015

City of Wentzville High Pressure Pipelines



Economic Development
Strategic Plan
Map 5

Legend 1 inch = 4,000 feet

Pipeline

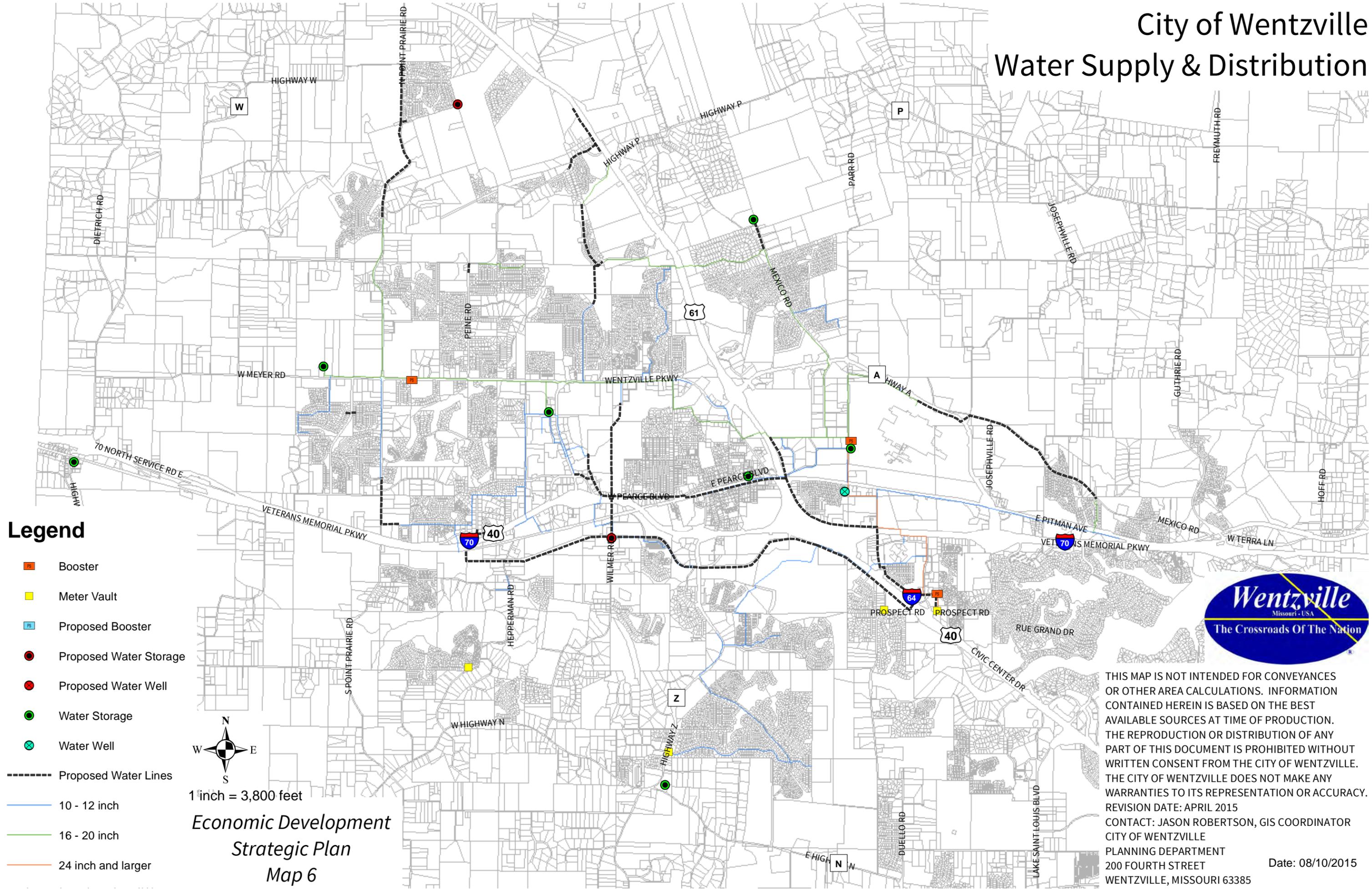
- MPC Natural Gas
- Kochs - Liquid Anhydrous Ammonia
- Southern Star Central - Natural Gas
- Wentzville



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Date: 08/10/2015

City of Wentzville Water Supply & Distribution



Legend

- Booster
- Meter Vault
- Proposed Booster
- Proposed Water Storage
- Proposed Water Well
- Water Storage
- Water Well
- Proposed Water Lines
- 10 - 12 inch
- 16 - 20 inch
- 24 inch and larger

1 inch = 3,800 feet

*Economic Development
Strategic Plan
Map 6*



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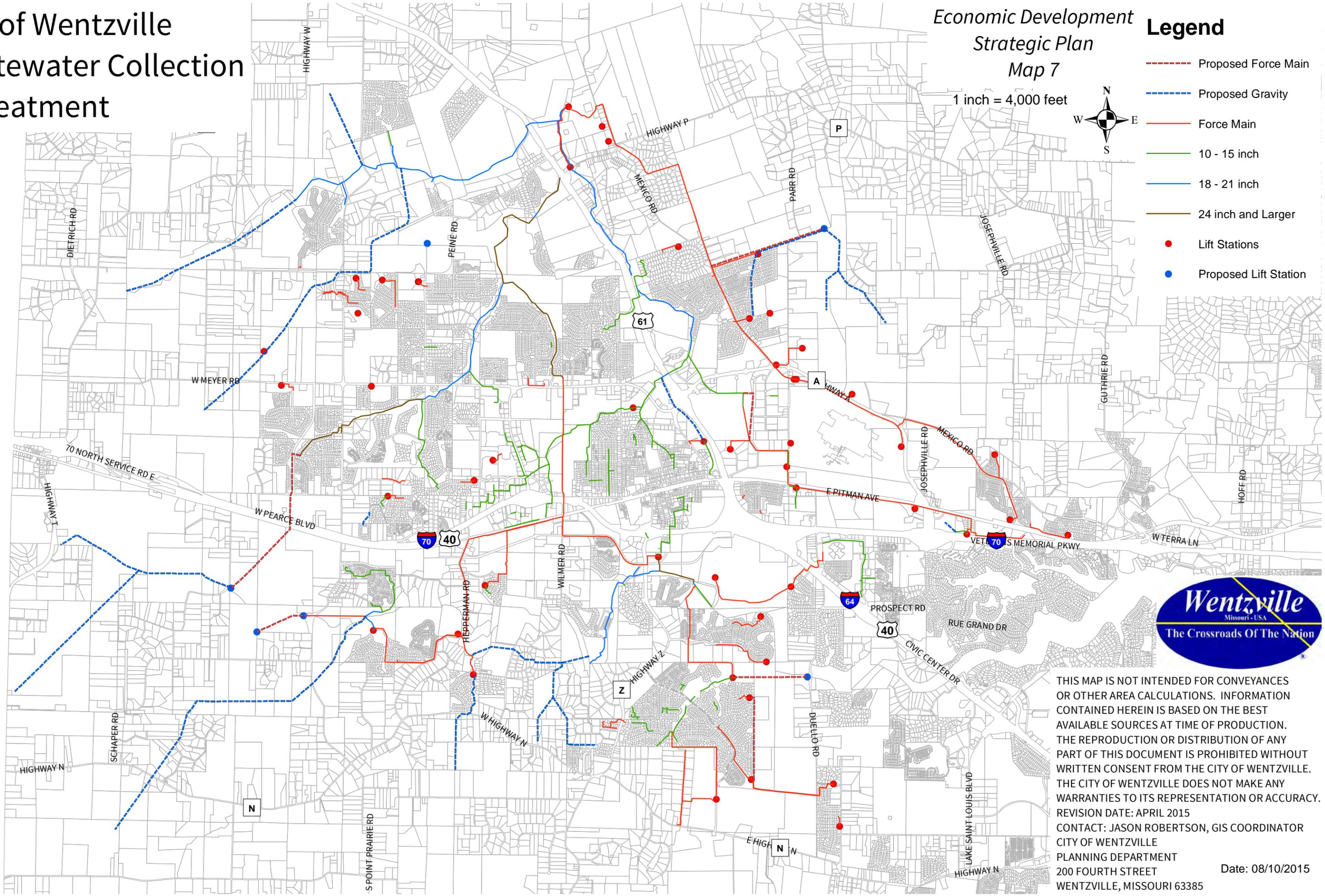
Date: 08/10/2015

City of Wentzville Wastewater Collection & Treatment

Economic Development Strategic Plan Map 7

- ### Legend
- - - Proposed Force Main
 - - - Proposed Gravity
 - Force Main
 - 10 - 15 inch
 - 18 - 21 inch
 - 24 inch and Larger
 - Lift Stations
 - Proposed Lift Station

1 inch = 4,000 feet



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Date: 08/10/2015

Wentzville Logistics Center

One of the most significant recent additions to the Highway A Corridor is the Wentzville Logistics Center. The Logistics Center was proposed by a Kansas City-based developer named NorthPoint Development. The Wentzville Logistics Center is a 1.3 million square foot building proposed to be constructed on a 132-acre site located near the junction of Highway A and Highway 40-61. Once constructed, this facility will be the second largest building in St. Charles County.

The primary purpose of the Wentzville Logistics Center is to supply sub-assembly and parts to the nearby General Motors Wentzville Assembly Center. Placement of the building at this location will save General Motors substantially on their transportation costs and help increase production at the auto plant.

The Wentzville Logistics Center is expected to be fully-operational in 2016. Once completed, the facility is expected to hire approximately 800 workers. Development of the Logistics Center has the added benefit of over \$5 million in roadway and infrastructure improvements along Highway A and at the interchange of Highway A and Interstate 70.

In order to lend support to this substantial project, the City of Wentzville provided Chapter 100 tax abatement for real estate taxes over a period of ten-years at a 34% abated amount. In addition, the St. Charles County Road Board in cooperation with the City, funded ½ of the roadway improvements to be constructed along Highway A. The overall project development costs exceed \$45 million.

Other Highway A Development

As a result of the General Motors Wentzville Assembly Center being constructed and operating along Highway A, there have been a number of businesses developed to support the GM facility. This support includes providing various parts, supplies and materials to service the needs of this facility.

However, not all of the businesses located within the Highway A corridor are directly reliant upon the General Motors facility. If the City of Wentzville is interested in maintaining long-term success in the assembly, warehousing and manufacturing sectors within this corridor, it will be important to continue diversification. Maintaining this diverse economic base within the industrial segment will best serve the needs of the community.

Wentzville Parkway

Introduction

The Wentzville Parkway is essentially an outer-belt roadway which connects the east-west Interstate 70 with the north-south Highway 40-61. The Wentzville Parkway came about as an outgrowth of construction of the General Motors Assembly Center in the early/mid 1980's. The roadway construction of this five-lane facility began in 1988.

Today, the Wentzville Parkway is a retail success story with numerous retail businesses and restaurants. Major retailers include Walmart, Lowe's Home Depot, Target, Schnucks, Dierbergs and the recently opened Dick's Sporting Goods, along with many other similar business

establishments. A number of subdivisions have developed near the Parkway helping to increase the demand for retail in this area.

Along the Wentzville Parkway, a number of businesses have been supported through the creation of special funding approaches such as Community Improvement Districts, Neighborhood Improvement Districts and Transportation Development Districts (Map 8). Establishment of these special taxing entities has provided a funding mechanism necessary to support infrastructure development in the area.

One key component of infrastructure support for business is a good transportation network. The Wentzville Parkway is an important part of that network.

The City of Wentzville has an adopted Thoroughfare Plan (Map 9) which is part of the City's Comprehensive Plan. One project on that Plan is a continuation of the Wentzville Parkway to the south to ultimately connect with Highway N. The most immediate project being contemplated is an extension to connect with Interstate Drive.

This portion of the extension was included in a Location Study and Corridor Preservation Plan which was completed in November 2012. The Plan envisioned a five-lane arterial roadway on a new alignment connecting to Interstate Drive. The roadway, as proposed, would involve construction of a five-lane arterial roadway with concrete pavement, mountable curb and gutter and pedestrian access along the alignment. Efforts should continue on refining the alignment with eventual construction of this new roadway.

It was initially proposed that the portion from Interstate 70 to Interstate Drive extend over the existing railroad trackage. Having a bridge structure would add substantially to the overall cost of the project. In order to reduce the cost, the St. Charles County Road Board has suggested that the City of Wentzville revisit this issue and investigate the possibility of an at-grade crossing. This possibility will be studied in 2015.

The Thoroughfare Plan shows a number of other significant roadway projects such as the David Hoekel Parkway and a planned interchange improvement at Peine Road and Highway 40-61. It is suggested that the City continue to support the Thoroughfare Plan and seek creative funding approaches to implement the envisioned roadway improvements.

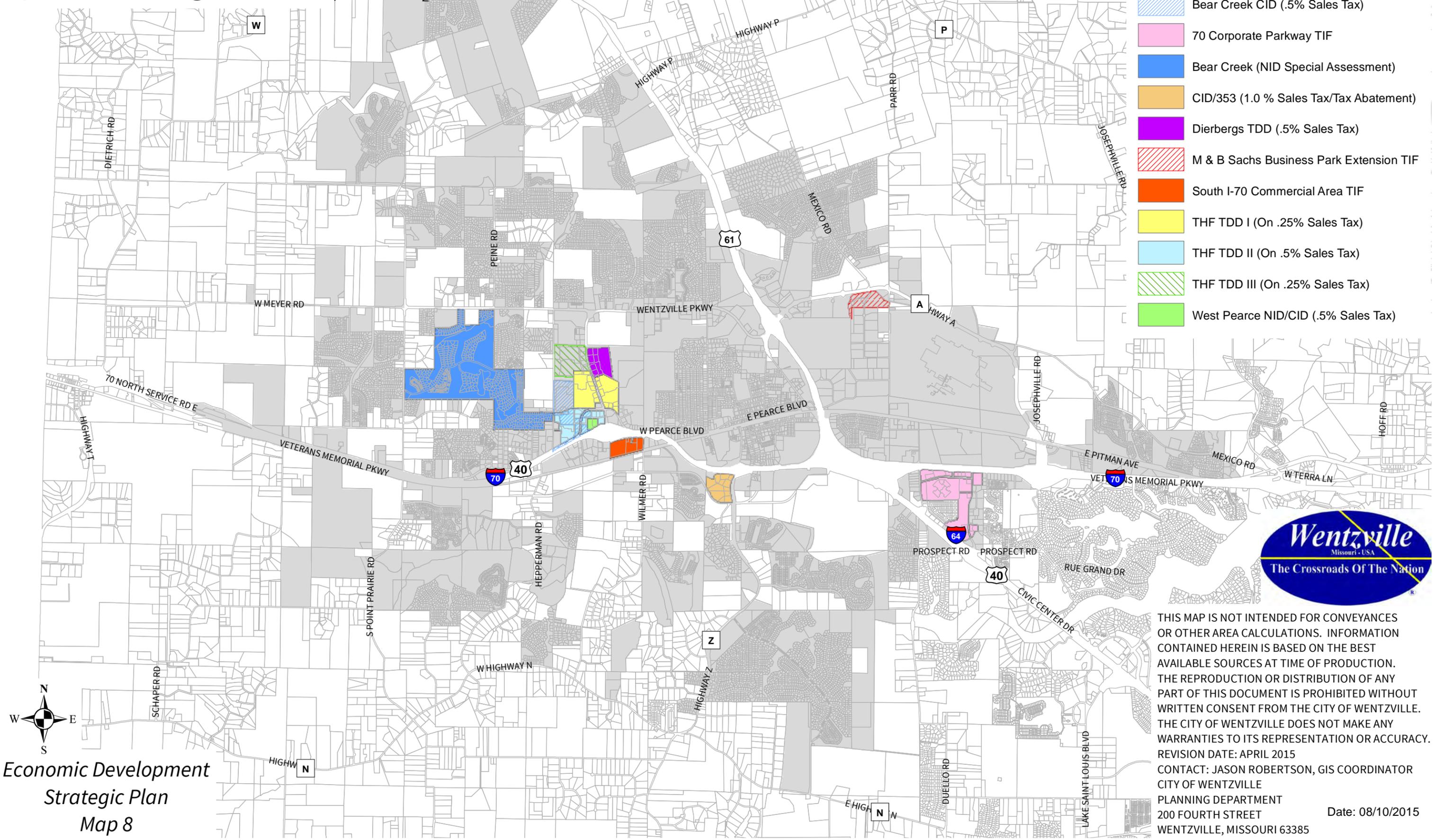
Growth Opportunities

There remain a number of significant vacant parcels along the Wentzville Parkway (Appendix D). City officials should continue to work with the owners of these tracts to develop the property in accordance with the City's Land Use Plan for the area (Map 10). To the extent possible, the City should work with property owners, brokers and business interests to promote business development which is somewhat different than that which exists in the community especially along the Wentzville Parkway.

City of Wentzville Special Taxing Districts

Legend 1 inch = 3,800 feet

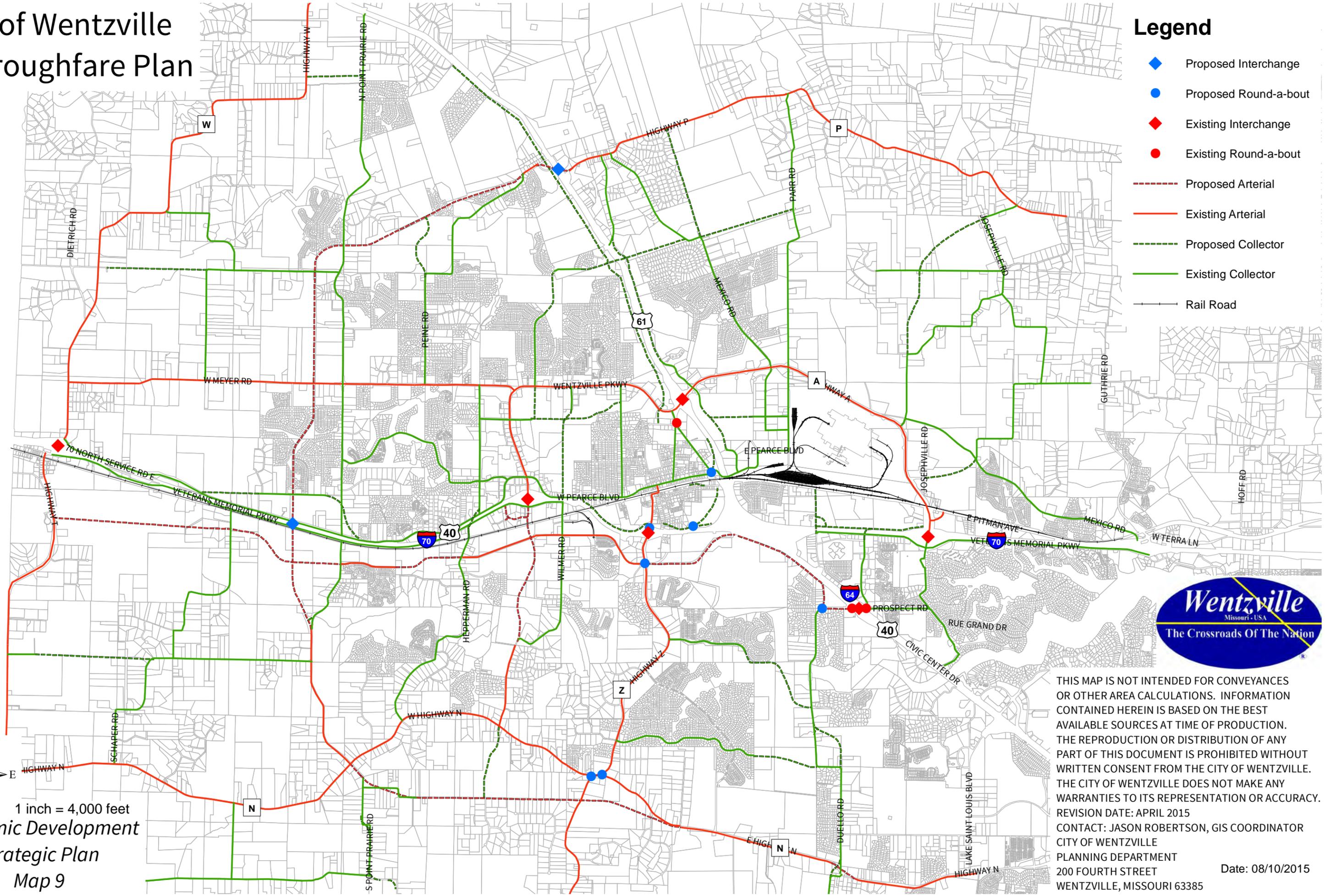
- Existing Tax Districts**
-  Bear Creek CID (.5% Sales Tax)
 -  70 Corporate Parkway TIF
 -  Bear Creek (NID Special Assessment)
 -  CID/353 (1.0 % Sales Tax/Tax Abatement)
 -  Dierbergs TDD (.5% Sales Tax)
 -  M & B Sachs Business Park Extension TIF
 -  South I-70 Commercial Area TIF
 -  THF TDD I (On .25% Sales Tax)
 -  THF TDD II (On .5% Sales Tax)
 -  THF TDD III (On .25% Sales Tax)
 -  West Pearce NID/CID (.5% Sales Tax)



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 CONTACT: JASON ROBERTSON, GIS COORDINATOR
 CITY OF WENTZVILLE
 PLANNING DEPARTMENT
 200 FOURTH STREET
 WENTZVILLE, MISSOURI 63385
 Date: 08/10/2015

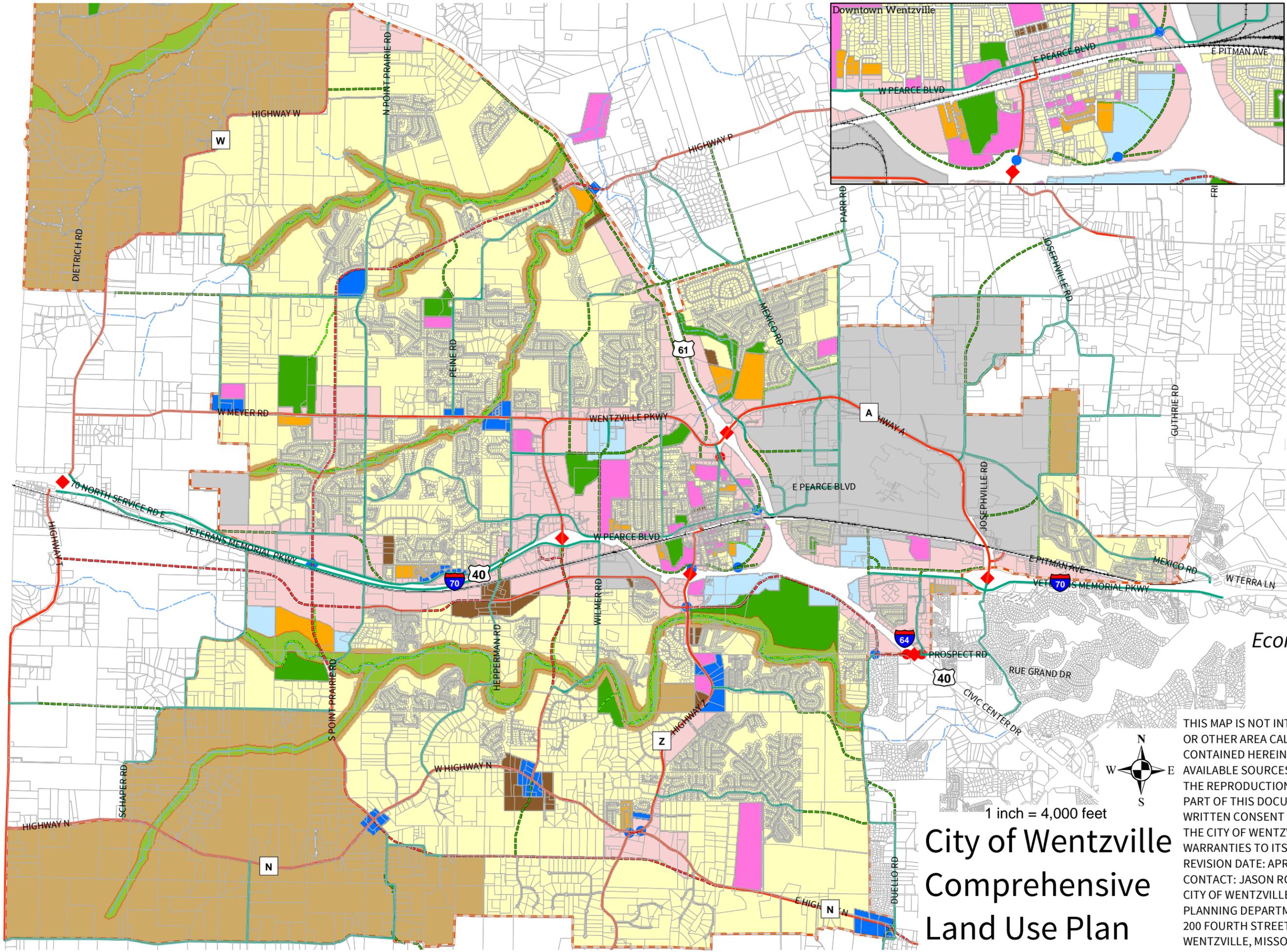
City of Wentzville Thoroughfare Plan

- ### Legend
- ◆ Proposed Interchange
 - Proposed Round-a-bout
 - ◆ Existing Interchange
 - Existing Round-a-bout
 - - - Proposed Arterial
 - Existing Arterial
 - - - Proposed Collector
 - Existing Collector
 - Rail Road




 1 inch = 4,000 feet
 Economic Development
 Strategic Plan
 Map 9

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- Legend**
- Exist Arterial
 - Exist Collector
 - Prop Arterial
 - Prop Collector
 - ◆ Proposed Interchange
 - Proposed Round-a-bout
 - ◆ Existing Interchange
 - Existing Round-a-bout
 - Planning Boundary
 - Trails
 - Creeks/Streams
 - Flood Plain
 - flood_Buffer
 - Commercial
 - High Density Residential
 - Industrial
 - Institutional
 - Low Density Residential
 - Medium Density Residential
 - Medium to High Density Residential
 - Neighborhood Commercial
 - Office
 - Park/Open Space/Recreational
 - Rail Road



*Economic Development
Strategic Plan
Map 10*

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1 inch = 4,000 feet

**City of Wentzville
Comprehensive
Land Use Plan**

Date: 08/10/2015

Business Retention and Expansion Program

The City of Wentzville recognizes the value of having a strong business base in the community. A strong business climate provides jobs, tax revenues and an enhanced quality-of-life.

Overall, the City of Wentzville wants to support and promote a diversified business economy. One way that this can be accomplished is through establishment of a well-crafted Business Retention and Expansion (BRE) Program. The City recognizes business retention and expansion as a fundamental strategy for economic sustainability and growth.

Following are the actions which have been developed by the City of Wentzville to support the existing business community and encourage their growth and expansion.

- Maintain an up-to-date inventory of the businesses located in the City of Wentzville (i.e. NAICS classification, business type, number of employees, type of taxes paid, key contacts).
- Undertake a yearly survey of the needs and interests of existing businesses in their growth and expansion
- Conduct a personal visit with each business in the community on at least a yearly basis to discuss the issues related to future growth for their business enterprise.
- Work with business community stakeholders to address concerns and facilitate growth and expansion of existing businesses in the City of Wentzville.
- Maintain close coordination with the St. Charles County Economic Development Center (EDC), Missouri Department of Economic Development (MoDED) and the U.S. Small Business Administration (SBA) to ascertain programs available to assist existing businesses.
- Maintain a current list of the economic development assistance programs available from these agencies to support business expansion.
- Place these economic Development assistance programs on the City of Wentzville website at www.wentzvillemo.org.
- Continue to work with the Department of Community Development and the Department of Public Works to streamline processes in support of local business enhancement.
- Develop an on-line business newsletter to be sent quarterly to businesses licensed in the City of Wentzville.
- Evaluate the development of an incentive program to assist local business growth.
- Recognize a “Business of the Month” as a means to promote exposure and marketability of local business interests.
- Work closely with the Western St. Charles County Chamber of Commerce to enhance the existing business community.
- Maintain membership in the Business Retention and Expansion International organization to expand resource opportunities for businesses.

Economic Development Resource Organizations

There are a number of local, state and federal resource organizations which can be of assistance to promote business start-up and expansion. Following is information on each of these organizations:

Western St. Charles County Chamber of Commerce

(www.westernstcharlescountychamber.com)

The City of Wentzville, along with the communities of Lake Saint Louis and Dardenne Prairie, are members of the Western St. Charles County Chamber of Commerce. The local Chamber consists of approximately 650 members and has its headquarters office in Downtown Wentzville on Linn Avenue.

The Western St. Charles County Chamber is very active in promoting the interests of its members. These activities include various educational opportunities, social events, networking and promotion of new businesses through its Ribbon-Cutting events. The Chamber also undertakes regular membership meetings and fund-raising events. The City of Wentzville should remain an active part of the Western St. Charles County Chamber of Commerce.

Economic Development Center of St. Charles County

(www.edcsc.com)

Since its inception in 1990, the Economic Development Center (EDC) of St. Charles County has been bringing people together to foster balanced growth and an ever-improving quality of place. As a result, St. Charles County has become known as “a great place to grow your business and your life.”™

The core services offered by the Economic Development Center of St. Charles County are:

- Providing Business Financing
- Operating a Business Incubator Center
- Offering Business Counseling
- Conducting Business Training
- Coordinating Business Recruitment & Business Retention Efforts
- Promoting St. Charles County to Businesses, Residents and Tourists
- Supporting Strategic Public Policy Initiatives

The City of Wentzville is a member of the EDC through payment of dues based upon the population of the community. In turn, the EDC supports its member communities through the services it provides.

The Economic Development Center of St. Charles County is located at 5988 Mid Rivers Mall Drive, St. Charles, MO 63304 near the St. Charles Community College campus.

State of Missouri Department of Economic Development

(www.ded.mo.gov)

The Missouri Department of Economic Development has as its mission to create solid, high-paying jobs and boost economic development across the State to help local communities grow and prosper.

The Department of Economic Development (DED) administers a wide-array of services and programs designed to enhance Missouri's economic growth in the 21st century. These essential services focus on workers, businesses and communities. The Department is composed of various agencies which administer statutory requirements and DED policies in the areas of community, economic, and workforce development.

Being a State of Missouri agency, the Department of Economic Development includes a number of components such as:

- Business and Community Services Divisions
- Division of Workforce Development
- Missouri Division of Tourism
- Missouri Development Finance Board
- Missouri Housing Development Commission
- Missouri Arts Council
- Missouri Women's Council
- Missouri Community Service Commission
- Missouri Public Service Commission
- Office of Public Counsel

One of the Department's most utilized programs is the Missouri Works Program. A detailed description of this program is contained in Appendix G.

The State of Missouri Department of Economic Development is located in the Truman State Office Building, Room 680, Jefferson City, Missouri 65102.

U.S. Small Business Administration

(www.sba.gov)

Since its founding in 1953, the U.S. Small Business Administration has delivered millions of loans, loan guarantees, contracts, counseling sessions and other forms of assistance to small businesses. This independent agency of the federal government was created to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of the country. The SBA helps Americans to start, build and grow businesses.

There are a number of Small Business Initiatives which could provide needed resources for area small businesses. These initiatives include the following:

- Scaleup America Initiative
- LGBT Outreach
- Supplier Pay Initiative
- SBA Emerging Leaders Initiative

-
- Clusters Initiative
 - Small Business Teaming Pilot Program
 - Startup America Initiative
 - Dealer Floor Plan Financing Program
 - Intermediary Lending Pilot Program

Each of these identified initiatives are detailed on the Small Business Administration website at www.sba.gov.

Two of the most popular small lending programs are the 7(a) Loan program and the SBA 504 Loan. The 7(a) Loan program is administered directly by the U.S. Small Business Administration. The 504 Loan program is administered locally in St. Charles County by the Economic Development Center. Both of the programs are detailed on the following pages.

The local office of the Small Business Administration is located at 1222 Spruce Street, #10, St. Louis, Missouri 63103.

Economic Development Financial Assistance Programs

There are a variety of economic development financial assistance programs and incentives which can be used to entice new development and/or redevelopment efforts in the City of Wentzville.

Following is a description of some of these financial resources which may be beneficial to assist local business interests.

SBA 504 Loan

The SBA 504 Loan program is administered locally by the Economic Development Center of St. Charles County (EDC). The loan program offers most types of small businesses affordable financing for real estate, machinery and equipment purchases and potential refinancing of existing debt. The principal advantages to the use of SBA 504 Loans are:

- Low Down Payment
- Long-Term Financing
- Fixed, Below-Market Interest Rates

Additional details on the SBA 504 Loan program can be obtained at:

http://www.edcsc.com/pubs/EDC_504_Loan_Brochure_2011.pdf, and in Appendix F.

SBA 7(a) Loan

The SBA 7(a) Loan program is administered directly by the U.S. Small Business Administration (SBA). Monies from the program can be used to establish a new business or to assist in the acquisition, operation or expansion of an existing business. This program is the most common loan program administered by the SBA.

Loan proceeds can be used for a variety of purposes including both short-term and long-term working capital; to purchase real estate, equipment, machinery, furniture, fixtures, supplies and

materials; to construct or renovate an existing building; establish a new business; or refinance existing business debt.

Additional details on the SBA 7(a) Loan Program can be obtained at:

<https://www.sba.gov/7a-loan-program>

Industrial Revenue Bonds

The Economic Development Center of St. Charles County (EDC) also functions as the Industrial Development Authority (IDA) of St. Charles County. This gives the EDC the ability to offer industrial revenue bonds (tax-exempt and non-tax exempt) for eligible manufacturing, multi-family and not-for-profit development projects.

The principal advantages to the use of Industrial Revenue Bonds are:

- Tax-exempt bonds are typically one of the lowest-cost forms of financing.
- Interest rate savings are usually one and a half to two percent compared to conventional financing.
- Financing that fits a variety of project sizes from \$500,000 to \$3 million for the IDA's Mini Bond Program and \$3 million to \$10 million for larger Industrial Revenue Bond projects.

Additional details on the Industrial Revenue Bonds can be obtained at:

http://www.edcsc.com/bf_IRB.htm

Revolving Loan Program

The Economic Development Center of St. Charles County (EDC) also maintains a small revolving loan fund. This fund is generally used to assist tenants of the EDC Incubator to purchase equipment or move into their own facility from the EDC Incubator.

Incentive Programs

In today's highly competitive, global economy, officials throughout St. Charles County, metro St. Louis and the State of Missouri recognize the importance that business incentives can play in retaining or attracting some large-scale business investments.

In St. Charles County, each business project is evaluated on a case-by-case basis. Some of the guiding principles local decision-makers rely on include the goal of creating full-time jobs with County average wages or above, attracting substantial new business investment to the community, strengthening and expanding the tax base and fostering "win-win" situations that serve the public good while also fostering meaningful business growth and success in the community.

Some of the main business assistance programs used by various municipalities in St. Charles County include:

Chapter 100 – Under the State Statutes local cities and counties have the authority to issue Chapter 100 industrial revenue bonds (IRBs) for eligible large-scale office, industrial and commercial development that involves either substantial new job creation and/or capital

investment in the community. Ownership of the development is held by the local government which passes along a negotiated level of local tax abatement to the business who in turn makes Payments in Lieu of Taxes (PILOTS) until the bonds are fully repaid.

TDD – A Transportation Development District (TDD) allows local governments to establish a special assessment district to finance needed road work, interstate and interchange projects and other transportation-oriented projects that will foster economic development. These funds are repaid by either a special assessment, additional property taxes or additional sales taxes in the established District.

CID – A Community Improvement District (CID) allows for property or business owners within a specific area to form either a not-for-profit corporation or a political subdivision with the authority to raise funds through a special assessment or additional taxes to fund necessary public infrastructure improvements.

NID – A Neighborhood Improvement District (NID) allows an improvement to be made in an area benefited by that improvement, and be assessed to pay for the improvement. A NID is not a separate legal entity.

The firm of D.A. Davidson & Co. has written an excellent detailed description of TDDs, CIDs and NIDs. This information is contained in Appendix H.

TIF – Tax Increment Financing or TIF permits the use of a portion of local property and sales tax to assist funding the redevelopment of certain designated areas within a community that are classified as “blighted”, “conservation” or an “economic development” area as defined by the Missouri State Statutes.

OJT – The “On the Job Training” Program or OJT is administered by the St. Charles County Department of Workforce Development and utilizes state and federal funds to help qualifying businesses by underwriting the salary of new employees by as much as 50% for up to six months.

Customized Training Program – State funds in the Customized Training Program are locally administered by the St Charles Community College and can help qualifying area businesses reduce training costs and improve productivity for new and existing full-time employees.

Missouri Linked Deposit – The Missouri Linked Deposit program partners with qualified lenders in Missouri to provide low-interest loans to help create and retain jobs, expand the economy and strengthen communities statewide. The program offers loan savings of 2 to 3% off of typical loan rates for up to five years, thereby helping borrowers lower their interest payments and freeing up their cash flow for other uses.

Missouri Works Program – The Missouri Works Program is offered through the Missouri Department of Economic Development and allows qualifying businesses to retain a portion of payroll withholding taxes when certain levels of new, well-paying jobs with health benefits are created in a certain timeframe. (Appendix G)

Missouri BUILD – This State bond program offered through the Missouri Department of Economic Development can assist with public or private infrastructure to support a business project or the new capital improvements at the project location. Eligible business projects involve either \$15 million in capital improvements and the creation of 100 new jobs within three

years, or over \$10 million in capital improvements and 500 new jobs created within three years in a “distressed community”. The minimum bond issue is \$500,000.

Educational Resources in Wentzville

Recognizing the importance of providing a trained and educated workforce, the City of Wentzville continues to support efforts to promote and enhance the training and education of the local workforce. These efforts should continue.

Ranken Technical College

Ranken Technical College was founded in 1907 by David Ranken, Jr. as a private non-profit educational institution to train students for employment in a variety of technical and mechanical occupations. Through the years, Ranken has maintained its position as a national leader in technical education.

The primary campus for the College is located in the City of St. Louis. The 18-acre campus includes eleven individual buildings containing classrooms, labs, student housing and administrative offices.

In 2013, Ranken expanded its presence into the City of Wentzville and is located at 755 Parr Road off of Highway A. After meeting its three-year enrollment goals, the facility is now expanding its classroom and shop space.

Ranken officials decided to invest more than \$8 million in a 35,000 square-foot expansion to house the diesel technology program. Ranken is a non-profit degree-granting technical college. In addition to its diesel technology courses, the school offers information technology, advanced manufacturing, building systems engineering technology and automotive maintenance technology.

The City of Wentzville supported Ranken Wentzville through assisting with a subsidy of Ranken’s \$80,000 annual lease for three years and provided \$120,000 for staffing. In a cooperative arrangement, the City’s subsidy can be supported by government entities, non-profit organizations and for-profit companies. This public-private partnership arrangement will help produce students who are qualified for high-skilled, well-paying jobs in these various technical disciplines. Enrollment in August 2015 is expected to be 175 students at the Wentzville location.

Lindenwood University

One of the first higher-education institutions recognizing the value of locating in the City of Wentzville was Lindenwood University. Founded in 1827, Lindenwood is a “dynamic, four-year liberal arts institution dedicated to excellence in higher education.” Nestled amid Linden trees, the 500-acre historic main campus is located in the City of St. Charles. The University offers more than 200 degree programs and has more than 16,000 students enrolled in its programs.

Lindenwood University began operating in Wentzville after purchasing the historic Southern Air Restaurant in 1999 from rock-n-roll legend Chuck Berry. The Wentzville satellite campus building is located at 1102 E. Pitman. This location provides a variety of degree program opportunities and is one of thirteen off-site locations operated by the University.

Not only did Lindenwood create a higher-educational opportunity at the Southern Air site, but also helped to anchor the downtown business district by preserving this historic restaurant structure. The Southern Air was originally opened in 1937 and included both a café and service station.

Midwest University

Also located on Parr Road near Ranken Technical College, Midwest University is a private, accredited four-year Christian University. It was founded in 1986 by Dr. James Song and offers degrees in Social Work, Theology and International Studies.

In September 1993, Midwest acquired 17 acres in Wentzville for its campus. The first building was erected in 1995. With 7,500 square feet of space, this building contained classrooms, a dining hall and auditorium. In 1996, faculty apartments were constructed and in 1999 a donation was made as a down-payment for a residence hall. In 2003, ground was broken for the Dr. Jin Kyung World Mission Center.

Midwest University has as its mission, “to provide men and women with a biblically-based higher-education designed to prepare them for success in their careers in ministry and in secular service by enhancing their spiritual and intellectual gifts and abilities.”

In addition to their primary campus in Wentzville, the University has a teaching site in Washington, D.C.

Wentzville School District

The Wentzville School District is one of the fastest-growing School Districts in the country and is the fastest-growing district in the State of Missouri. With over 89 square miles of area, it encompasses a large area both in and around the City of Wentzville.

The Wentzville School District has three high schools; Emil E. Holt, Sr. High School, Timberland High School and Liberty High School. Holt and Timberland are both located within the Corporate limits of the City of Wentzville. One of the main involvements between the City and the Wentzville School District has been mutual support of the STEM program.

STEM stands for Science, Technology, Engineering and Math. These are highly-valued subjects of study. According to the U.S. Department of Education such an emphasis has substantial benefits for global leadership. The projected increase in STEM-related jobs through 2020 is 14% with as much as a 62% increase in demand for Biomedical Engineers.

Recognizing the growing importance of these future job opportunities, the Economic Development Center (EDC) of St. Charles County selects one outstanding student from each high school in the County for their STEM research and participation. The students selected were recognized by both the EDC and the Mayor and Board of Aldermen for the City. The City should continue to support the STEM program and the students participating in this endeavor.

Other Economic Development Elements

Location One

The City of Wentzville uses the Location One Information System (LOIS) to allow developers and business interests to determine the availability of sites and buildings in the community. The LOIS is the leading on-line development site selection tool in the United States. This tool provides a GIS-enhanced site database system which provides a strong competitive advantage in the site selection.

In addition to providing a site aerial view, photographs of the buildings and sites and other pertinent information, a new feature allows users to add a Virtual Tour video to any record on the system. In addition to the Location One information, there are a number of buildings and sites which are available, but not yet incorporated into the system. Every effort should be made to have a complete inventory of buildings and sites on the Location One system.

The Location One data records can be accessed on the City's website at www.wentzvillemo.org. In addition to Location One, the Economic Development Department staff has prepared a map indicating all of the economic development sites which are being actively marketed in the City's growth area. (Appendix D) This map is expected to be updated at regular intervals.

The City of Wentzville should continue to utilize Location One as its primary source of building and site information and that the Development Sites Map be updated on a regular basis.

E-Commerce/E-Fulfillment

E-Commerce or sometimes called E-Fulfillment, is a growing trend in today's global economy. E-Commerce is the buying and selling of goods and services, or the transmitting of funds or data, over an electronic network, primarily the Internet. These business transactions can occur either as business-to-business, business-to-consumer, consumer-to-consumer, or consumer-to-business.

This increasing trend is of concern to the City of Wentzville which relies on 39% of its budget coming from the imposition of a sales tax. This is a concern for many municipalities around the country who are "sales tax dependent". Efforts are being pursued at the national level to rectify this situation. The City of Wentzville should lend its support to any effort which helps to preserve the local sales tax base.

Another issue related to E-Commerce is its impact on "brick and mortar" construction of retail space. The City of Wentzville should continue to support retail construction which responds to the population boon in our community.

Since the City has a rather large inventory of available commercial ground, it may be appropriate to support mixed-use development projects. Under this development scenario, a commercial tract might be combined with other uses. Generally these uses are either residential housing or office space development. Providing a mixed-use approach allows a tract to be localized in its support of community needs.

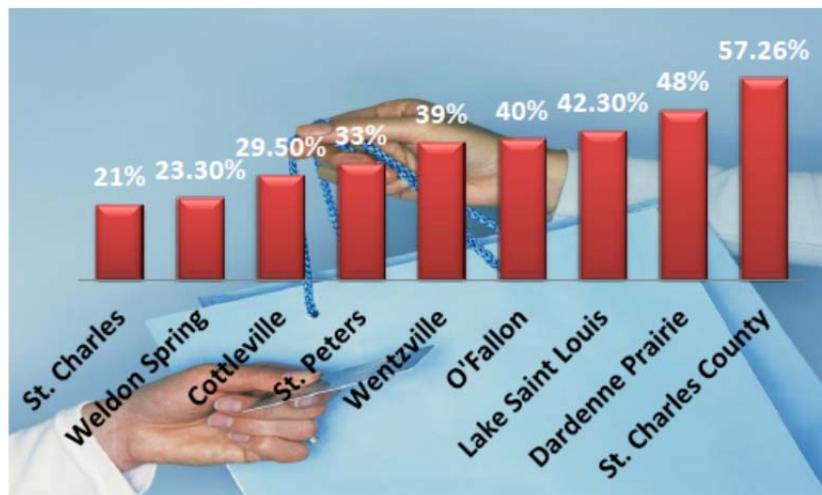
One example of a mixed-use development might be a senior housing project which includes a small retail center. This retail center might contain a doctor's office, pharmacy, hair salon and similar uses which serve the immediate needs of the seniors and also draw from the surrounding area.

Shop Local Initiative

The Shop Local Initiative was a cooperative effort lead by the Economic Development Center of St. Charles County with support of the County and its municipalities. A Shop Local committee was formed to work on a shop local marketing campaign and develop a standardized logo.

The idea behind the initiative is in recognition of the importance of sales taxes to our local communities. A total of 39% of the City of Wentzville budget is supported by sales tax revenue. Other communities are equally dependent upon sales tax revenues to support the services provided to businesses and residents.

Chart 3: Sales Tax % of Budget



The Shop Local Initiative will continue in various ways. A logo has been developed and will be used by local communities and businesses to support a localized approach to the purchasing of goods and services.



Cottleville ° Dardenne Prairie ° Foristell ° Lake Saint Louis
O'Fallon ° St. Charles ° St. Peters ° Weldon Spring ° Wentzville

Implementation Strategy

Throughout this *Strategic Economic Development Plan* there have been suggestions and direction provided. This direction has been formulated into a number of goals and action steps which reflects a true program for economic development success unique to the City of Wentzville. Following are a number of goals and corresponding action steps to move economic development forward.

SHORT-RANGE GOALS (1-2 YEARS)

GOAL 1: ESTABLISH A BUSINESS RETENTION AND EXPANSION PROGRAM

Action Steps to Achieve Goal 1

- a. Recognize a “Business of the Month” as a meaningful way to promote exposure and marketability of local business interests.
- b. Create and distribute a Business Survey Directory yearly.
- c. Evaluate the development of an incentive program to assist local business growth.
- d. Develop an on-line business newsletter to be sent quarterly to businesses licensed in the City of Wentzville.
- e. Work closely with the Western St. Charles County Chamber of Commerce to enhance the existing business community.
- f. Maintain membership in the Business Retention and Expansion International organization to expand resource opportunities for businesses.

GOAL 2: PROMOTE DOWNTOWN WENTZVILLE AS A KEY ECONOMIC DEVELOPMENT RESOURCE

Action Steps to Achieve Goal 2

- a. Pursue designation as a Certified Local Government (CLG).
- b. Work on attracting targeted businesses to downtown as identified at the March 2015 Public Meeting/Open House/Charette.
- c. Support efforts, by an eligible 501(c)(3) tax-exempt organization, to participate in the Missouri Main Street Program.
- d. Encourage implementation of the Downtown Strategies for Growth identified in this EDSP. (Page 17)
- e. Utilize the adopted Downtown Revitalization Study (Page 14) as a guide for downtown improvement.

GOAL 3: ACTIVELY SEEK AND PROMOTE BOTH NEW AND EXPANDING BUSINESS DEVELOPMENT OPPORTUNITIES

Action Steps to Achieve Goal 3

- a. Announce new and expanding business development through the issuance of Press Releases and other media formats.

-
- b. Conduct a personal visit with each business in the community on at least a yearly basis to discuss the issues related to future growth for their business enterprise.
 - c. Place all available buildings and development sites on the Location One system.
 - d. Maintain an up-to-date inventory of the businesses located in the City of Wentzville (i.e. NAICS classification, business type, number of employees, type of taxes paid, key contacts).
 - e. Undertake a yearly survey of the needs and interests of existing businesses in their growth and expansion.
 - f. Follow the guidance provided in the City's adopted Comprehensive Plan 2013.

MID/LONG-RANGE GOALS (3-5 YEARS)

GOAL 4: PRO-ACTIVELY PURSUE ADDITIONAL GROWTH OPPORTUNITIES

Action Steps to Achieve Goal 4

- a. Pursue the annexation of tracts located within the City's growth area.
- b. Develop properties along the Wentzville Parkway consistent with the City's Future Land Use Plan.
- c. Promote retail diversification along Wentzville Parkway.
- d. Continue with efforts to support the General Motors Wentzville Assembly Center.
- e. Market to non-General Motors related businesses/industries to locate along the Highway A Corridor.
- f. Investigate the establishment of another Business Park in the City of Wentzville.

GOAL 5: COLLABORATE WITH BUSINESS INTERESTS TO EXPAND GROWTH OPPORTUNITIES THROUGHOUT THE CITY

Action Steps to Achieve Goal 5

- a. Work with business community stakeholders to address concerns and facilitate growth and expansion of existing businesses in the City of Wentzville.
- b. Maintain close coordination with the St. Charles County Economic Development Center (EDC), Missouri Department of Economic Development (MoDED) and the U.S. Small Business Administration (SBA) to ascertain programs available to assist business expansion/development.
- c. Maintain a current list of the economic development assistance programs available from these agencies to support business expansion/development.
- d. Place these economic Development assistance programs on the City of Wentzville website at www.wentzvillemo.org.
- e. Review economic development financial assistance programs and "match" programs to projects, as appropriate.
- f. Utilize tax incentives in a manner which maximizes the rate-of-return for the community.

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- g. Continue to work with the Department of Community Development and the Department of Public Works to streamline processes in support of local business enhancement.
 - h. Continue to work closely with the Western St. Charles County Chamber of Commerce, Economic Development Center of St. Charles County and other resource organizations to promote the community.

GOAL 6: CONCENTRATE ON EFFORTS TO ENHANCE THE LOCAL WORKFORCE

Action Steps to Achieve Goal 6

- a. Continue to support the STEM program in cooperation with the Economic Development Center of St. Charles County and Wentzville School District.
- b. Work with local educational institutions such as Lindenwood University, Midwest University, Ranken Technical College and the St. Charles Community College to train and educate prospective employees.
- c. Continue to support efforts to train and educate the local workforce.

GOAL 7: UPGRADE AND ENHANCE INFRASTRUCTURE TO CREATE GROWTH OPPORTUNITIES FOR THE CITY

Action Steps to Achieve Goal 7

- a. Continue to pursue an extension of Wentzville Parkway South to connect with Interstate Drive.
- b. Continue to make a strong commitment to public investment in infrastructure.
- c. Seek grant funding, where practical, to improve and enhance the City's infrastructure to position the City for future growth opportunities.
- d. Continue to work toward implementation of the adopted Thoroughfare Plan.
- e. Utilize various funding approaches to implement the Thoroughfare Plan.

GOAL 8: SUPPORT "VALUE-ADDED" BUSINESSES/DEVELOPMENTS WITHIN THE COMMUNITY

Action Steps to Achieve Goal 8

- a. Encourage the application of mixed-use development projects in appropriate locations.
- b. Continue to support "brick and mortar" retail construction in the City of Wentzville.
- c. Support efforts to keep the local sales tax remaining in the City.

APPENDIX A
LIST OF BUSINESSES - 2015

LIST OF BUSINESSES - 2015

<u>Name</u>	<u>Property Address</u>	<u>City</u>	<u>State</u>	<u>Zip</u>	<u>NAICS</u>	<u>Bus Class</u>
ALAN STORAGE LLC	PITMAN AVE	NEW MELLE	MO	63365	238990	STOR
G & K SALES INC	1 E ALLEN ST	WENTZVILLE	MO	63385	238990	SERVICE
OLD FRIENDS VINTAGE GUITARS	1 E ALLEN ST	WENTZVILLE	MO	63385	238990	RETAIL
WENTZVILLE HOUSE OF BEAUTY	1 E KOENIG ST	WENTZVILLE	MO	63385	812112	RETAIL
A TO Z LAMINATING SPECIALIST	1 QUALITY CT	WENTZVILLE	MO	63385	238990	MANF
ALU-CARLO REFINISHING	1 QUALITY CT	WENTZVILLE	MO	63385	238990	SERVICE
BANDANA'S BAR-B-Q	1 RUGGERI DR	CHESTERFIELD	MO	63017	238990	FOOD
ST. CHARLES COUNTY PIPE	10 E PEARCE BLVD	WENTZVILLE	MO	63385	238990	SERVICE
IHOP RESTAURANT	10 LAYLA LN	O'FALLON	MO	63366	722110	FOOD
SAFE LOCK STORAGE 3	10 RUGGERI DR	O'FALLON	MO	63366	238990	STOR
EVERYTHING MATTERS PUBLISHING	100 HAMILTON INDUSTRIAL	WENTZVILLE	MO	63385	238990	WHOLESALE
POUNDS	100 HAMILTON INDUSTRIAL	WENTZVILLE	MO	63385	238990	RETAIL
SERCO INC	100 MALL PKWY	WENTZVILLE	MO	63385	238990	SERVICE
FACILITY DEFENSE CONSULTANTS	100 MIDLAND B	O'FALLON	MO	63366	238990	SERVICE
TIMBER WARRIORS LLC	100 MIDLAND PARK DR 207	O'FALLON	MO	63366	238990	SERVICE
CLASSIC HAIR DESIGN	100 W PEARCE BLVD	WENTZVILLE	MO	63385	812112	SERVICE
LEO M ELLEBRACHT CO	1000 CORPORATE PKWY 103	WENTZVILLE	MO	63385	238990	RETAIL
SHEPHERD TRANSMISSION CO	1002 E PEARCE BLVD	WENTZVILLE	MO	63385	238990	SERVICE
ST LOUIS ORTHODONTIC GROUP	1002 SCHROEDER CREEK BLVD	WENTZVILLE	MO	63385	238990	SERVICE
DEES PRODUCE	1004 E PEARCE BLVD	LAKE ST LOUIS	MO	63367	238990	RETAIL
ALL STAR PAWN	1005 S CALLAHAN RD 200	WENTZVILLE	MO	63385	448310	RETAIL
PETE'S DRIVE-IN, INC.	1009 E PEARCE BLVD	WENTZVILLE	MO	63385	722110	FOOD
LINEAGE LOGISTICS ICM, LLC	101 INTERSTATE DR	ST. LOUIS	MO	63120	238990	MANF
WAINWRIGHT INDUSTRIES	101 INTERSTATE DR	WENTZVILLE	MO	63385	238990	SERVICE
BILL THOMAS CAMPER SALES, INC	101 THOMAS RV WAY	WENTZVILLE	MO	63385	441210	RETAIL
EASTERN MISSOURI CONCRETE	1012 WILMER RD	ST. LOUIS	MO	63128	238990	SERVICE
POHL & KING WENTZVILLE MONUMEN	1015 PITMAN AVE	WENTZVILLE	MO	63385	238990	RETAIL
CHEMICO SYSTEMS	102 ENTERPRISE DR	WENTZVILLE	MO	63385	238990	SERVICE
ALL CUTS LLC	102 W PEARCE BLVD	WENTZVILLE	MO	63385	812111	SERVICE
KIDS R KIDS	1020 MEYER RD	WENTZVILLE	MO	63385	624410	SERVICE
SHAKE AND SHINGLE ROOFING	1022 WILMER RD	MCKINNEY	TX	75070	238160	SERVICE
SHELTER INSURANCE	103 E PEARCE BLVD	WENTZVILLE	MO	63385	524210	SERVICE
COSMOS CORPORATION	103 ENTERPRISE DR	WENTZVILLE	MO	63385	238990	MANF
CRIDER CENTER	1032 CROSSWINDS CT	WENTZVILLE	MO	63385	238990	SERVICE
WIDEL & SONS PAVING CONSTRUCTI	1035 S CALLAHAN RD	WENTZVILLE	MO	63385	238990	SERVICE

LIST OF BUSINESSES - 2015

<u>Name</u>	<u>Property Address</u>	<u>City</u>	<u>State</u>	<u>Zip</u>	<u>NAICS</u>	<u>Bus Class</u>
CENTURYLINK	104 E MAIN ST	MONROE	LA	71211	238990	UTIL
MISSOURI FARM BUREAU	104 E PEARCE BLVD	WENTZVILLE	MO	63385	524210	RETAIL
EUCLID CHEMICAL	104 ENTERPRISE DR	WENTZVILLE	MO	63385	238990	MANF
CALL DOLLY REALTORS LLC	104 MULLACH CT	WENTZVILLE	MO	63385	531210	SERVICE
UNITED INTERNATIONAL LLC	104 MULLACH CT	WENTZVILLE	MO	63385	238990	SERVICE
MAR-II CONCRETE COMPANY	1049 S CALLAHAN RD	WENTZVILLE	MO	63385	238990	SERVICE
AFTER FOUR PHOTOGRAPICS	105 SIXTH ST	WENTZVILLE	MO	63385	541921	SERVICE
DESIGNS BY LESLIE	105 SIXTH ST	LAKE ST. LOUIS	MO	63367	812112	SERVICE
WALGREENS STORE #11311	1053 MEYER RD	DEERFIELD	IL	60015	238990	RETAIL
DEVELOPMENTAL LEARNING CTR	1060 MEYER RD	WENTZVILLE	MO	63385	624410	SERVICE
PEZZ PERFORMANCE	1066 CROSSWINDS CT	WENTZVILLE	MO	63385	238990	RETAIL
TRI COUNTY AGENCY	1067 W PEARCE BLVD	WARRENTON	MO	63383	524210	SERVICE
HEALTH AID SUPPLIES	107 CREEKSIDE OFFICE DR	WENTZVILLE	MO	63385	238990	SERVICE
PRECISION MEDICAL SUPPLY LLC	107 CREEKSIDE OFFICE DR	WENTZVILLE	MO	63385	238990	SERVICE
OLDE TOWNE PUB	107 S LINN AVE	WENTZVILLE	MO	63385	722211	FOOD
EL MAGUEY	1075 W PEARCE BLVD	WENTZVILLE	MO	63385	722110	FOOD
FITNESS PLUS EQUIPMENT & SERVI	108 HAMILTON INDUSTRIAL	WENTZVILLE	MO	63385	238990	SERVICE
R M SUPPLY	108 RESOURCE DR	WENTZVILLE	MO	63385	238990	WHOLESALE
TIMET 62802	109 INTERSTATE DR	WENTZVILLE	MO	63385	238990	MANF
DALLAS PLASTICS CORPORATION	109 W KOENIG ST	WENTZVILLE	MO	63385	238990	MANF
PRESORT, INC	1090 CROSSWINDS	WENTZVILLE	MO	63385	453210	MANF
MIZZOU ANIMAL CLINIC	1092 WENTZVILLE PKWY	WENTZVILLE	MO	63385	541940	SERVICE
BANK OF OLD MONROE	1093 WENTZVILLE PKWY	WENTZVILLE	MO	63385	522110	SERVICE
HEARTLAND HOME HEALTHCARE	1097 WENTZVILLE PKWY	WENTZVILLE	MO	63385	238990	SERVICE
WOLVE'S DEN TRAINING CENTER	1098 CROSSWINDS CT	WENTZVILLE	MO	63385	238990	SERVICE
JIFFY LUBE	11 JIFFY ST	IRVING	TX	75062	811191	SERVICE
DONTIE'S INC.	11 W ALLEN ST	WENTZVILLE	MO	63385	722211	RETAIL
VALVOLINE EXPRESS CARE	1100 E PEARCE BLVD	TROY	MO	63379	811191	SERVICE
FRITZ'S FROZEN CUSTARD	1105 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	RETAIL
BUDDEEZ, INC	1106 CROSSWINDS CT	WENTZVILLE	MO	63385	238990	WHOLESALE
MIKALOR USA INC	111 AVALON IND PWKY	WENTZVILLE	MO	63385	238990	SERVICE
AS & W, LLC	111 AVALON INDUST PKWY 101	WENTZVILLE	MO	63385	238990	MANF
JEANIES ALTERNATIONS & TAILOR	111 BLUMHOFF AVE	WENTZVILLE	MO	63385	238990	SERVICE
CRICKET COMMUNICATIONS	111 E PEARCE BLVD	WENTZVILLE	MO	63385	238990	RETAIL
SECURETEL, LLC.	111 E PEARCE BLVD	WENTZVILLE	MO	63385	238990	RETAIL

LIST OF BUSINESSES - 2015

<u>Name</u>	<u>Property Address</u>	<u>City</u>	<u>State</u>	<u>Zip</u>	<u>NAICS</u>	<u>Bus Class</u>
HUDSONS LAKESIDE AUTO REPAIR	1110 CORPORATE PKWY	WENTZVILLE	MO	63385	238990	SERVICE
LAKESIDE AUTO REPAIR	1110 CORPORATE PKWY	LAKE ST LOUIS	MO	63367	238990	SERVICE
WENTZVILLE URGENT CARE	1111 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	SERVICE
DWI TRAFFIC LAW	1112 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	SERVICE
SAKURA HIBACHI & SUSHI	1119 W PEARCE BLVD	WENTZVILLE	MO	63385	722211	RETAIL
CHIC LUMBER & HARDWARE	112 W MAIN ST	WENTZVILLE	MO	63385	444110	RETAIL
ANIMAL MEDICAL CENTER	1120 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	SERVICE
ACADEMIC SOLUTIONS LLC	1121 W PEARCE BLVD	WILDWOOD	MO	63040	238990	SERVICE
TITLE CASH OF MISSOURI, INC	1125 W PEARCE BLVD	HUNTSVILLE	AL	35801	238990	PAYDAY LN
LITTLE CAESARS	1126 W PEARCE BLVD 104	LAKE ST. LOUIS	MO	63367	722211	RETAIL
PALM BEACH VAPORS	1126 W PEARCE BLVD 108	WENTZVILLE	MO	63385	238990	RETAIL
WORLD FINANCE CORPORATION	1126 W PEARCE BLVD 112	GREENVILLE	SC	29606	238990	SERVICE
DAVITA INC DBA VILLA OF WENTZ	1126 W PEARCE BLVD 116	BRENTWOOD	TN	37027	238990	SERVICE
CHINA BUFFET	1126 W PEARCE BLVD 124	WENTZVILLE	MO	63385	722110	FOOD
IMOS PIZZA	1127 W PEARCE BLVD	WENTZVILLE	MO	63385	722110	FOOD
WAFFLE HOUSE #1368	1131 W PEARCE BLVD	NORCROSS	GA	30091	722110	FOOD
STEAK 'N SHAKE	1134 W PEARCE BLVD	INDIANAPOLIS	IN	46204	722110	FOOD
TACO BELL #028088	1139 W PEARCE BLVD	INDIANAPOLIS	IN	46227	722211	RETAIL
QUIKTRIP	1140 W PEARCE BLVD	TULSA	OK	74101	447110	RETAIL
THE MISSOURI BANK	1145 W PEARCE BLVD	WARRENTON	MO	63383	522110	SERVICE
NU WAY WENTZVILLE, LLC	115 RESOURCE DR	ST LOUIS	MO	63125	238990	RETAIL
COMPUTER PARAMEDIC	115 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	SERVICE
THE COLOR ROOM	1155 WENTZVILLE PKWY 103	WENTZVILLE	MO	63385	812112	RETAIL
THE WOODEN DOOR	1155 WENTZVILLE PKWY 107	WENTZVILLE	MO	63385	238990	RETAIL
M&D NAILS	1155 WENTZVILLE PKWY 111	WENTZVILLE	MO	63385	238990	SERVICE
MIDWEST EYE ASSOCIATES	1155 WENTZVILLE PKWY 119	WENTZVILLE	MO	63385	238990	RETAIL
SULLIVAN JEWELRY STUDIO LLC	1155 WENTZVILLE PKWY 121	WENTZVILLE	MO	63385	448310	RETAIL
ST CHARLES SPORTS & PHYSICAL	1155 WENTZVILLE PKWY 123	O'FALLON	MO	63366	238990	SERVICE
CECIL WHITTAKER PIZZERIA	1155 WENTZVILLE PKWY 131	WENTZVILLE	MO	63385	722110	FOOD
AFFORDABLE ACCOUNTING & TAX	1155 WENTZVILLE PKWY 133	WENTZVILLE	MO	63385	238990	SERVICE
ERICA FIORE AGENCY	1155 WENTZVILLE PKWY 137	WENTZVILLE	MO	63385	524210	SERVICE
ADMARK SCREEN PRINTING	1155 WENTZVILLE PKWY 139	WENTZVILLE	MO	63385	238990	RETAIL
KJ GODDARD INC DBA RIZZO'S	1155 WENTZVILLE PKWY 145	WENTZVILLE	MO	63385	722110	FOOD
NEUMATTER METHODS INC	117 AVALON IND PWKY	WENTZVILLE	MO	63385	238990	MANF
PURE CHEM, INC.	117 AVALON IND PWKY	JUPITER	FL	33458	238990	MANF

LIST OF BUSINESSES - 2015

<u>Name</u>	<u>Property Address</u>	<u>City</u>	<u>State</u>	<u>Zip</u>	<u>NAICS</u>	<u>Bus Class</u>
RECO INDUSTRIES INC	117 AVALON IND PWKY	WENTZVILLE	MO	63385	238990	SERVICE
ACE CASH EXPRESS, INC	119 W PEARCE BLVD	IRVING	TX	75038	238990	PAYDAY LN
U GAS HWY Z	1197 HWY Z	FENTON	MO	63026	238990	RETAIL
LOWREYS PUB	12 E PEARCE BLVD	WENTZVILLE	MO	63385	238990	ACCOM
LEGGETT & PLATT	120 ENTERPRISE DR	WENTZVILLE	MO	63385	238990	MANF
APOLLO HEATING & COOLING INC.	120 HWY A STE 1	HAZELWOOD	MO	63042	238220	SERVICE
GATEWAY COMPOSITES, LLC	120 HWY A STE 1	LAKE ST LOUIS	MO	63367	238990	SERVICE
ROY GITTEMEIER CONTRACTORS	120 HWY A STE 4	WENTZVILLE	MO	63385	238990	SERVICE
BANK OF AMERICA	1200 W PEARCE BLVD	WENTZVILLE	MO	63385	522110	RETAIL
SUBWAY	1201 WENTZVILLE PKWY 101	WENTZVILLE	MO	63385	238990	FOOD
THE PISA GROUP	1201 WENTZVILLE PKWY 103	WENTZVILLE	MO	63385	238990	SERVICE
EN-GRAVS LASER ENGRAVING LLC	1201 WENTZVILLE PKWY 105	WENTZVILLE	MO	63385	238990	RETAIL
EL AGAVE MEXICAN RESTAURANT	1201 WENTZVILLE PKWY 109	WENTZVILLE	MO	63385	722110	FOOD
LIBERTY TAX SERVICE	1201 WENTZVILLE PKWY 111	WENTZVILLE	MO	63385	238990	SERVICE
FIT-FAST DBA CURVES	1201 WENTZVILLE PKWY 113	WRIGHT CITY	MO	63390	238990	SERVICE
QUEST DIAGNOSTIC	1201 WENTZVILLE PKWY 117	ST. LOUIS	MO	63146	238990	SERVICE
KONA ICE	1205 DUELLO RD	WENTZVILLE	MO	63385	722211	FOOD
AUTOZONE #3895	1206 W PEARCE BLVD	MEMPHIS	TN	38101	238990	RETAIL
HOMENATIONS, INC.	121 AVALON IND PWKY	WENTZVILLE	MO	63385	442110	WHOLESALE
WHOLESALE PLUMBING SUPPLY	1212 CONTINENTAL DR	WENTZVILLE	MO	63385	238990	WHOLESALE
PANERA BREAD #910	1212 W PEARCE BLVD	ST. LOUIS	MO	63127	722211	FOOD
RUBY TUESDAY #7456	1218 W PEARCE BLVD	MARYVILLE	TN	37801	722110	FOOD
MAJESTIC MARBLE INC	122 HWY A	WENTZVILLE	MO	63385	238990	MANF
HAPPY OURS, LLC	1221 WENTZVILLE PKWY	WENTZVILLE	MO	63385	722110	FOOD
PLAYTIME PARTY CENTER	1225 WENTZVILLE PKWY	WENTZVILLE	MO	63385	238990	FOOD
CADDYSHACK BAR & GRILL	1229 WENTZVILLE PKWY 199	WENTZVILLE	MO	63385	722110	RETAIL
HAIR WORLD SALON & SPA	1229 WENTZVILLE PKWY 203	WENTZVILLE	MO	63385	812112	SERVICE
JUICY TAN	1229 WENTZVILLE PKWY 205	WENTZVILLE	MO	63385	238990	SERVICE
CHOWNING HEATING & COOLING	1230 CONTINENTAL DR	WENTZVILLE	MO	63385	238220	SERVICE
RHINO FITNESS	1231 WENTZVILLE PKWY	WENTZVILLE	MO	63385	238990	RETAIL
ALLIED CONSTRUCTION INC	1232 CONTINENTAL DR	WENTZVILLE	MO	63385	238990	SERVICE
1ST FINANCIAL FEDERAL CREDIT U	1232 WENTZVILLE PKWY	WENTZVILLE	MO	63385	522110	SERVICE
WENDYS RESTAURANT	1233 W PEARCE BLVD	LOUISVILLE	KY	40223	722211	RETAIL
U GAS INC WENTZVILLE	1235 WENTZVILLE PKWY	FENTON	MO	63026	447110	RETAIL
PRUITT MARTIAL ARTS LLC	1236 CONTINENTAL DR	WENTZVILLE	MO	63385	238990	RETAIL

LIST OF BUSINESSES - 2015

<u>Name</u>	<u>Property Address</u>	<u>City</u>	<u>State</u>	<u>Zip</u>	<u>NAICS</u>	<u>Bus Class</u>
DAUGHTERS OF GRACE DANCE CO	1238 CONTINENTAL DR	WENTZVILLE	MO	63385	238990	ENTERT
KOHL'S STORE #119	1239 W PEARCE BLVD	MENOM FALLS	WI	53051	238990	RETAIL
FULL OUT DANCE, CHEER & GYMNAS	124 HWY A STE A	WENTZVILLE	MO	63385	238990	SERVICE
WEAVER COMMERCIAL & HOME IMPRO	1244 CONTINENTAL DR	WENTZVILLE	MO	63385	238990	SERVICE
GAP FACTORY STORE 7615	1247 W PEARCE BLVD	ALBUQUERQUE	NM	87125	448120	RETAIL
RYAN LAWN & TREE	1248 CONTINENTAL DR	WENTZVILLE	MO	63385	238990	SERVICE
CONTRACTOR'S FLOORING SUPPLY	1250 CONTINENTAL DR	WENTZVILLE	MO	63385	238330	SERVICE
A70 VETERINARY HOSPITAL	12500 VETERANS MEM PKWY	WENTZVILLE	MO	63385	541940	SERVICE
NAILS SPA	1251 W PEARCE BLVD	WENTZVILLE	MO	63385	812112	SERVICE
USA RESALE LLC	1251 WENTZVILLE PKWY	WENTZVILLE	MO	63385	238990	RETAIL
REVOLUTION MOTORS	12526 VETERANS MEM PKWY	WENTZVILLE	MO	63385	441120	RETAIL
AUTO SPECIALISTS	12542 VETERANS MEM PKWY	WENTZVILLE	MO	63385	447110	RETAIL
BUDGET INN	1258 CONTINENTAL DR	WENTZVILLE	MO	63385	721110	RETAIL
DRESS BARN CORP	1259 W PEARCE BLVD STE 8	DULUTH	MN	55802	448120	RETAIL
ZARVOS MOTORS	12594 VETERANS MEM PKWY	WENTZVILLE	MO	63385	441120	RETAIL
SHAW INDUSTRIES	126 ENTERPRISE DR	DALTON	GA	30722	238990	WHOLESALE
FOUR SEASONS POOL & SPA INC	12614 VETERANS MEM PKWY	ST CHARLES	MO	63303	238990	RETAIL
JM CONSTRUCTION	12620 VETERANS MEM PKWY	WENTZVILLE	MO	63385	238990	SERVICE
WENTZVILLE MOTORS	12646 VETERANS MEM PKWY	WENTZVILLE	MO	63385	441120	RETAIL
ANIMAL TALK MEDICAL CENTER	12678 VETERANS MEM PKWY	WENTZVILLE	MO	63385	541940	SERVICE
COMMUNITY FLOORS	12682 VETERANS MEM PKWY	WENTZVILLE	MO	63385	238330	MANF
RSI KITCHEN & BATH	12682 VETERANS MEM PKWY	ST. LOUIS	MO	63119	444110	RETAIL
ROSS DRESS FOR LESS STORE1596	1275 W PEARCE BLVD	DUBLIN	CA	94568	448120	RETAIL
JS & CO SALON LLC	128 E PEARCE BLVD	WENTZVILLE	MO	63385	812112	RETAIL
DARDEN RESTAURANT	1280 W PEARCE BLVD	ORLANDO	FL	63869	722110	FOOD
BEST BUY STORES LP #1434	1283 W PEARCE BLVD	LISLE	IL	60532	238990	RETAIL
BUFFALO WILD WINGS GRILL & BAR	1285 W PEARCE BLVD	ST LOUIS	MO	63141	722110	FOOD
WESTLAKE CAR WASH	1292 CORPORATE PKWY	FORISTELL	MO	63348	811192	SERVICE
VAPOR LOCKER USA	13 E PEARCE BLVD	WENTZVILLE	MO	63385	238990	RETAIL
J & R BARBER SHOP	13 W ALLEN ST	WENTZVILLE	MO	63385	812111	SERVICE
FAIRFIELD INN & STES-MARRIOT	130 CROSSROADS SOUTH DR	ST LOUIS	MO	63146	721110	SERVICE
WHISK PRODUCTS INC	130 ENTERPRISE DR	WENTZVILLE	MO	63385	238990	MANF
WORLD OUTDOOR EMPORIUM WEST	1307 GRANVILLE DR	WENTZVILLE	MO	63385	444220	RETAIL
BLASTCO INC	131 FREYMUTH RD	WENTZVILLE	MO	63385	238990	SERVICE
FARMERS INS JOHNSON AGENCY	132 E PEARCE BLVD	WENTZVILLE	MO	63385	524210	SERVICE

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EQUIPMENT RENTAL & SALES	132 HAMILTON INDUSTRIAL	WENTZVILLE	MO	63385	238990	RETAIL
FAIR MARKET	1325 FAIR MARKET DR	WENTZVILLE	MO	63385	238990	SERVICE
FASTENAL COMPANY	135 HAMILTON INDUSTRIAL	WINONA	MN	55987	238990	WHOLESALE
CENTURY DODGE CHRYSLER JEEP	13500 VETERANS MEM PKWY	WENTZVILLE	MO	63385	441110	RETAIL
BHAKTA RAMKABIR LLC KNIGHTS IN	1390 CONTINENTAL DR	WENTZVILLE	MO	63385	721110	RETAIL
NURSES TO GO, LLC	14 E MAIN ST	WENTZVILLE	MO	63385	238990	SERVICE
PHOENIX THERAPIES, LLC	14 E MAIN ST	WENTZVILLE	MO	63385	238990	SERVICE
WENTZVILLE MASSAGE & WELLNESS	14 E MAIN ST	WENTZVILLE	MO	63385	238990	SERVICE
AMERICAN TRUCK REPAIR	14 SILVERCOTE DR	WENTZVILLE	MO	63385	238990	SERVICE
HERTIAGE HOSPICE CONSULTANTS	140 E PEARCE BLVD	WENTZVILLE	MO	63385	238990	SERVICE
THYSSEN KRUPP INDUSTRIAL	140 ENTERPRISE DR	WENTZVILLE	MO	63385	238990	MANF
BHAKTA RAMKABIR DBA ECONOMY IN	1400 CONTINENTAL DR	WENTZVILLE	MO	63385	721110	RETAIL
COSMOS CORPORATION	1404 SACHS BUSINESS PKWY B	WENTZVILLE	MO	63385	238990	STOR
TEAM J AND J AUCTION	141 HAMILTON INDUSTRIAL	OFALLON	MO	63366	238990	RETAIL
URGENT CARE FOR KIDS	1413 WENTZVILLE PKWY	WENTZVILLE	MO	63385	238990	SERVICE
SCHUBBE INSURANCE AGENCY	1417 WENTZVILLE PKWY	WENTZVILLE	MO	63385	524210	SERVICE
SYNERGY CHIROPRACTIC	1420 W MEYER RD	WENTZVILLE	MO	63385	238990	SERVICE
BEAUTY SYSTEMS GROUP LLC	1425 WENTZVILLE PKWY	DENTON	TX	76202	812112	WHOLESALE
EXCEL PHYSICAL THERAPY	1428 W MEYER RD	WENTZVILLE	MO	63385	238990	SERVICE
ALTERNATIVES INSURANCE AGENCY	1433 WENTZVILLE PKWY	WENTZVILLE	MO	63385	524210	SERVICE
SAFELOCK STORAGE 4, LLC	1436 CONTINENTAL DR A	O'FALLON	MO	63366	238990	STOR
ZIPPY TAKE-N-BAKE PIZZA	1437 WENTZVILLE PARKWAY	WENTZVILLE	MO	63385	722110	FOOD
ASPIRE BEAUTY ACADEMY	1444 W MEYER RD	WENTZVILLE	MO	63385	812112	RETAIL
GENESIS SALON & SPA	1445 WENTZVILLE PKWY	WENTZVILLE	MO	63385	812112	RETAIL
SPEEDPRO IMAGING	145 HAMILTON INDUSTRIAL	WENTZVILLE	MO	63385	238990	SERVICE
AMERICAN KARATE & FITNESS	1456 W MEYER RD	WENTZVILLE	MO	63385	238990	SERVICE
IMAGINATION POTTERY & CREATION	1463 WENTZVILLE PKWY	WENTZVILLE	MO	63385	238990	RETAIL
ACOUSTICAL CEILING SPECIALISTS	147 HAMILTON INDUSTRIAL	WENTZVILLE	MO	63385	238990	SERVICE
HILLMANN CONCRETE	1474 HEPPERMAN RD	WENTZVILLE	MO	63385	238990	SERVICE
ALLURE SKIN CARE	148 E PEARCE BLVD	WENTZVILLE	MO	63385	812112	SERVICE
SPARTAN HOLDINGS	1487 E PEARCE BLVD 1	WENTZVILLE	MO	63385	238990	SERVICE
WENTZVILLE DRIVING RANGE	1490 HEPPERMAN RD	WENTZVILLE	MO	63385	238990	ENTERT
MID-WESTERN LLC	1495 E PEARCE BLVD	WENTZVILLE	MO	63385	238990	MANF
FREEDOM WELDING & FABRICATION	150 ENTERPRISE DR 112	WENTZVILLE	MO	63385	238990	SERVICE
MAX LOGISTICS	150 ENTERPRISE DR 114	FENTON	MO	63026	238990	SERVICE

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LUBRI-LOY	150 ENTERPRISE DR STE 102	WENTZVILLE	MO	63385	238990	SERVICE
SAFE LOCK STORAGE 6, LLC	1500 CONTINENTAL DR	OFALLON	MO	63366	238990	SERVICE
GENERAL MOTORS LLC WENTZVILLE	1500 HWY A	WENTZVILLE	MO	63385	238990	MANF
ALL STAR PUMPING-SEWER SERVICE	15060 VETERANS MEM PKWY	WENTZVILLE	MO	63385	238220	SERVICE
ETRAILER CORP DBA ETRAILER.COM	1507 E HWY A	WENTZVILLE	MO	63385	238990	RETAIL
FORKLIFTS OF ST. LOUIS	15078 VETERANS MEM PKWY	ST. LOUIS	MO	63134	238990	RETAIL
THE GODDARD SCHOOL	1513 WENTZVILLE PKWY	WENTZVILLE	MO	63385	238990	SERVICE
CHUY'S AUTHENTIC MEXICAN CUISI	15162 VETERANS MEM PKWY	WENTZVILLE	MO	63385	722110	FOOD
CLUB FITNESS	15176 VETERANS MEM PKWY	WENTZVILLE	MO	63385	238990	SERVICE
RURAL KING DISTRIBUTING	15190 VETERANS MEM PKWY	MATTOON	IL	61938	444110	RETAIL
MIDWEST X-RAY	152 ENTERPRISE DR 104	WENTZVILLE	MO	63385	238990	SERVICE
MEYER CONTRACTING	152 ENTERPRISE DR 106	ST. LOUIS	MO	63146	238990	SERVICE
MC AVIATION	152 ENTERPRISE DR 114	WENTZVILLE	MO	63385	238990	SERVICE
DIY RIFLE	152 ENTERPRISE DR STE 108	WENTZVILLE	MO	63385	238990	MANF
NUTS, BOLTS AND THINGS, INC	1520 SWANTNERVILLE DR	WENTZVILLE	MO	63385	238990	RETAIL
HI-TECH	1521 SWANTNERVILLE DR	WENTZVILLE	MO	63385	238990	RETAIL
EVERYTHING UNDER ONE WOOF	1522 SWANTNERVILLE DR	WENTZVILLE	MO	63385	812910	RETAIL
REGIONAL EYECARE ASSOCIATES	1526 W MEYER RD	O'FALLON	MO	63368	238990	RETAIL
LION PETROLEUM	15260 VETERANS MEM PKWY	ST LOUIS	MO	63108	447110	RETAIL
CAR CREDIT CITY	15268 VETERANS MEM PKWY	BRIDGETON	MO	63044	441120	SERVICE
FRED'S COMPLETE CAR CARE	15274 VETERANS MEM PKWY	WENTZVILLE	MO	63385	238990	SERVICE
CUSTOM TINTS	15278 VETERANS MEM PKWY	WENTZVILLE	MO	63385	238990	SERVICE
HERTZ LOCAL EDITION	15290 VETERANS MEM PKWY	WENTZVILLE	MO	63385	238990	RETAIL
WELKER YOUNG MACHINE	1530 SWANTNERVILLE DR	WENTZVILLE	MO	63385	238990	MANF
FIRST BANK	15300 VETERANS MEM PKWY	HAZELWOOD	MO	63042	522110	SERVICE
GATEWAY EQUINE VET CLINIC	1531 WENTZVILLE PKWY	WENTZVILLE	MO	63385	541940	SERVICE
FRESENIUS MEDICAL CARE	1534 W MEYER RD	METAIRIE	LA	70002	238990	SERVICE
ROTTLER PEST CONTROL	15340 VETERANS MEM PKWY	CHALACK	MO	63114	238990	SERVICE
ROOKIES BAR AND GRILL	15358 VETERANS MEM PKWY	WENTZVILLE	MO	63385	722110	FOOD
THE SHERWIN WILLIAMS CO #3249	15360 VETERANS MEM PKWY	CLEVELAND	OH	44101	444120	RETAIL
LEFTOVERS INC.	15362 VETERANS MEM PKWY	WENTZVILLE	MO	63385	238990	RETAIL
STATE BEAUTY SUPPLY	15364 VETERANS MEM PKWY	MARYLAND HTS	MO	63043	238990	WHOLESALE
NESKAS INSURANCE CO	15366 VETERANS MEM PKWY	WENTZVILLE	MO	63385	524210	SERVICE
PERSONAL FINANCE COMPANY, LLC	15368 VETERANS MEM PKWY	WENTZVILLE	MO	63385	238990	SERVICE
LYNN'S PETS	15370 VETERANS MEM PKWY	WENTZVILLE	MO	63385	238990	RETAIL

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ENTERPRISE RENT A CAR	15380 VETERANS MEM PKWY	ST. LOUIS	MO	63132	238990	SERVICE
PITMAN FUNERAL HOME	1545 WENTZVILLE PKWY	WENTZVILLE	MO	63385	812210	SERVICE
RAPID RESPONSE	155 ENTERPRISE DR	WENTZVILLE	MO	63385	238990	SERVICE
BOUNCE BACK SPORTS LLC	155 HAMILTON INDUSTRIAL	WENTZVILLE	MO	63385	238990	RETAIL
DEMIEN CONSTRUCTION	1550 SWANTNERVILLE DR	WENTZVILLE	MO	63385	238990	SERVICE
MISSOURI CVS PHARMACY LLC	1550 WENTZVILLE PKWY	JEFFERSON CITY	MO	65102	446110	RETAIL
REED ELECTRIC LLC	1578 E PITMAN AVE	WENTZVILLE	MO	63385	238990	SERVICE
BEAR CREEK GOLF CLUB	158 BEAR CREEK DR	WENTZVILLE	MO	63385	713910	ENTERT
CHARLIES FARM & HOME CENTER	1583 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	RETAIL
COMPARE AUTOMOTIVE	1592 SWANTNERVILLE DR	WENTZVILLE	MO	63385	238990	RETAIL
ATD TOOL CORPORATION	160 ENTERPRISE DR	WENTZVILLE	MO	63385	238990	WHOLESALE
INTERNATIONAL TOOL & EQUIPMENT	160 ENTERPRISE DR	WENTZVILLE	MO	63385	238990	SERVICE
BIG ENTERPRISE LLC	1617 W PEARCE BLVD	WENTZVILLE	MO	63385	441120	RETAIL
MARINE TECHNOLOGY	165 ENTERPRISE DR	WENTZVILLE	MO	63385	238990	MANF
ABC DAYCARE & LEARNING CNTR	1652 W MEYER RD	WENTZVILLE	MO	63385	624410	SERVICE
ST CHARLES GLASS & GLAZING INC	166 ENTERPRISE DR	WENTZVILLE	MO	63385	238990	SERVICE
ST. CHARLES GLASS, INC	166 ENTERPRISE DRIVE	WENTZVILLE	MO	63385	238990	RETAIL
I - 70 AUTO BODY	1675 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	SERVICE
I-70 AUTO BODY	1675 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	SERVICE
RL SMITH TRUCKING	169 ENTERPRISE DR	WENTZVILLE	MO	63385	238990	TRANS
DURAN IMPORTS INC	170 N CALLAHAN RD	WENTZVILLE	MO	63385	445310	WHOLESALE
BLUESTONE WENTZVILLE, LLC	1744 WENTZVILLE PKWY	O'FALLON	MO	63368	447110	RETAIL
VANTAGE CREDIT UNION	1750 WENTZVILLE PKWY	BRIDGETON	MO	63044	522110	SERVICE
PREFERRED FAMILY HEALTHCARE	1776 CROSSWINDS DR	KIRKSVILLE	MO	63501	238990	SERVICE
PENN STATION	1780 WENTZVILLE PKWY	O'FALLON	MO	63366	238990	RETAIL
T MOBILE	1784 WENTZVILLE PKWY	WENTZVILLE	MO	63385	238990	RETAIL
PEZZIMENTI'S CAFÉ	1798 MALL PKWY	WENTZVILLE	MO	63385	722110	FOOD
GREAT LOCATION	1799 MALL PKWY	WENTZVILLE	MO	63385	722110	FOOD
AMERICAN FAMILY INSURANCE	18 W PEARCE BLVD	WENTZVILLE	MO	63385	524210	SERVICE
PIZZA PRO OF WENTZVILLE	1800 WENTZVILLE PKWY	WENTZVILLE	MO	63385	238990	RETAIL
SSS ASSOC dba REMAX STARS	1804 W PEARCE BLVD	WENTZVILLE	MO	63385	531210	SERVICE
FANTASTIC SAMS	1808 WENTZVILLE PKWY	DARD PRAIRIE	MO	63368	812112	RETAIL
EMBROID ME	1810 WENTZVILLE PKWY	WENTZVILLE	MO	63385	238990	SERVICE
BOYER ACADEMY	1812 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	SERVICE
VICTORIAN NAILS	1812 WENTZVILLE PKWY	WENTZVILLE	MO	63385	812112	SERVICE

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SUNNY STREET CAFE	1814 WENTZVILLE PKWY	COLUMBUS	OH	43215	722110	FOOD
DIERBERGS WENTZVILLE CRSG	1820 WENTZVILLE PKWY	CHESTERFIELD	MO	63017	445110	RETAIL
APPLE CLEANERS	1824 WENTZVILLE PKWY	EAST ST LOUIS	IL	62207	238990	SERVICE
ENCORE TEMPORARIES	1826 W PEARCE BLVD 100	WENTZVILLE	MO	63385	238990	SERVICE
GAYNOR CLAN LLC DBA	1826 W PEARCE BLVD 100	O'FALLON	MO	63366	722110	FOOD
CPR CELL PHONE REPAIR	1828 WENTZVILLE PKWY	WENTZVILLE	MO	63385	238990	RETAIL
SOUTHWESTERN HEARING CENTER	1830 WENTZVILLE PKWY	ST. LOUIS	MO	63109	238990	RETAIL
PRO REHAB	1832 WENTZVILLE PKWY	BALLWIN	MO	63021	238990	SERVICE
MARSHALL WIRELESS-SPRINT	1836 WENTZVILLE PKWY	ST. LOUIS	MO	63131	238990	RETAIL
CROSSFIT 70	1840 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	SERVICE
HAIR JOINT	1840 W PEARCE BLVD A	WENTZVILLE	MO	63385	812112	RETAIL
JAMMER JOINT MOTORCYCLES	1840 W PEARCE BLVD A	WENTZVILLE	MO	63385	238990	RETAIL
AVA'S CLOSET	1842 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	RETAIL
GENERATIONS	1842 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	RETAIL
REGIONS BANK	1843 WENTZVILLE PKWY	WENTZVILLE	MO	63385	522110	SERVICE
PETSMART	1846 WENTZVILLE PKWY	PHOENIX	AZ	85080	812910	RETAIL
MASSAGE LUXE SPA	1853 WENTZVILLE PKWY	WENTZVILLE	MO	63385	238990	RETAIL
SUPERCUTS	1855 WENTZVILLE PKWY	MINNEAPOLIS	MN	55439	238990	RETAIL
MICHAELS	1856 WENTZVILLE PKWY	DALLAS	TX	75261	238990	RETAIL
VERIZON WIRELESS	1859 WENTZVILLE PKWY	MONSEY	NY	10952	238990	RETAIL
MATTRESS FIRM	1861 WENTZVILLE PKWY	WENTZVILLE	MO	63385	238990	RETAIL
SMOOTHIE KING	1861 WENTZVILLE PKWY	WENTZVILLE	MO	63385	238990	RETAIL
JIMMY JOHN'S	1867 WENTZVILLE PKWY	WENTZVILLE	MO	63385	722211	FOOD
FEDEX KINKO'S #1731	1875 WENTZVILLE PKWY	MEMPHIS	TN	38125	453210	RETAIL
STARBUCKS COFFEE #11052	1877 WENTZVILLE PKWY	SEATTLE	WA	98124	238990	FOOD
TARGET STORE MS#: 512	1883 WENTZVILLE PKWY	MINNEAPOLIS	MN	55440	238990	RETAIL
LOWE'S HOME CENTERS, LLC	1889 WENTZVILLE PKWY	MOORESVILLE	NC	28115	444110	RETAIL
SEARS AUTHORIZED HOMETOWN	1890 WENTZVILLE PKWY	HOFFMAN EST	IL	60179	444110	RETAIL
PNC BANK	1893 WENTZVILLE PKWY	ST. LOUIS	MO	63129	522110	SERVICE
BEAUTY BRANDS, LLC	1894 WENTZVILLE PKWY 100	WENTZVILLE	MO	63385	812112	RETAIL
SUPPLEMENT SUPERSTORE	1894 WENTZVILLE PKWY 102	ST. LOUIS	MO	63177	446191	RETAIL
CHILL YOGURT CAFE'	1894 WENTZVILLE PKWY 104	WENTZVILLE	MO	63385	238990	RETAIL
CLARKSON EYECARE	1894 WENTZVILLE PKWY 106	ELLISVILLE	MO	63011	238990	RETAIL
54TH STREET BAR & GRILL	1897 WENTZVILLE PKWY	WENTZVILLE	MO	63385	722110	FOOD
WLMNJC DBA CULVERS OF WENTZVIL	1898 WENTZVILLE PKWY	SOUTH BEND	IN	46614	722211	RETAIL

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INVESTORS TITLE COMPANY	1905 WENTZVILLE PKWY	WENTZVILLE	MO	63385	238990	SERVICE
PRUDENTIAL ALLIANCE REALTORS	1905 WENTZVILLE PKWY	WENTZVILLE	MO	63385	531210	SERVICE
O'REILLY AUTO PARTS	1906 WENTZVILLE PKWY	SPRINGFIELD	MO	65801	238990	RETAIL
FAMOUS FOOTWEAR	1917 WENTZVILLE PKWY	ST LOUIS	MO	63166	448210	RETAIL
CHICK-FIL-A	1918 WENTZVILLE PKWY	WENTZVILLE	MO	63385	722110	SERVICE
GAMESTOP #3197	1919 WENTZVILLE PKWY	GRAPEVINE	TX	76051	238990	RETAIL
HOME DEPOT MS#: 222	1920 WENTZVILLE PKWY	ATLANTA	GA	30348	444110	RETAIL
GENERAL NUTRITION CENTER, INC.	1921 WENTZVILLE PKWY	PITTSBURG	PA	15222	446191	RETAIL
OFFICEMAX, INC. #1266	1927 WENTZVILLE PKWY	NAPERVILLE	IL	60563	453210	RETAIL
88 CHINA	1933 WENTZVILLE PKWY	WENTZVILLE	MO	63385	722211	FOOD
NAIL PROS	1935 WENTZVILLE PKWY	WENTZVILLE	MO	63385	812112	SERVICE
SPORT CLIPS	1937 WENTZVILLE PKWY	WENTZVILLE	MO	63385	812111	SERVICE
THE UPS STORE	1939 WENTZVILLE PKWY	WENTZVILLE	MO	63385	238990	SERVICE
HARDEES FOOD SYSTEMS	1944 WENTZVILLE PKWY	ANAHEIM	CA	92803	722110	FOOD
CATO # 1013	1945 WENTZVILLE PKWY	CHARLOTTE	NC	28234	448120	RETAIL
WENTZVILLE EYE CENTER	1950 WENTZVILLE PKWY	ALTON	IL	62002	238990	RETAIL
DEALS #3360	1951 WENTZVILLE PKWY	CHESAPEAKE	VA	23320	238990	RETAIL
H&R BLOCK	1952 WENTZVILLE PKWY	KANSAS CITY	MO	64105	238990	SERVICE
SALLY BEAUTY SUPPLY	1953 WENTZVILLE PKWY	DENTON	TX	76202	812112	RETAIL
AT&T MOBILITY	1954 WENTZVILLE PKWY	N PALM BEACH	FL	33408	238990	RETAIL
THE TAN COMPANY	1955 WENTZVILLE PKWY	WENTZVILLE	MO	63385	238990	SERVICE
MAGIC NAILS AND TAN	1956 WENTZVILLE PKWY	WENTZVILLE	MO	63385	812112	RETAIL
PAYLESS SHOESOURCE #2092	1957 WENTZVILLE PKWY	TOPEKA	KS	66601	448210	RETAIL
CUSTOM CUTS	1959 WENTZVILLE PKWY	BALLWIN	MO	63011	812112	RETAIL
SCHNUCK MARKETS, INC	1960 WENTZVILLE PKWY	ST LOUIS	MO	63146	445110	RETAIL
U S BANK	1960 WENTZVILLE PKWY	COVINGTON	KY	41011	522110	SERVICE
CHECK 'N GO	1961 WENTZVILLE PKWY	CINCINNATI	OH	45235	238990	PAYDAY LN
LAKEVIEW DRYCLEANERS	1968 WENTZVILLE PKWY	WILDWOOD	MO	63069	238990	SERVICE
FIRST COMMUNITY CREDIT UNION	1971 WENTZVILLE PKWY	CHESTERFIELD	MO	63005	522110	SERVICE
SMARTSTYLE #24013	1971 WENTZVILLE PKWY	MINNEAPOLIS	MN	55439	812112	RETAIL
THE HILLMAN GROUP	1971 WENTZVILLE PKWY	TEMPE	AZ	85284	238990	RETAIL
WAL-MART SUPERCENTER #243	1971 WENTZVILLE PKWY	BENTONVILLE	AR	72716	238990	RETAIL
GREAT CLIPS	1972 WENTZVILLE PKWY	SEWANEE	TN	37375	812112	SERVICE
WEIGHT WATCHERS	1974 WENTZVILLE PKWY	JERICO	NY	11753	238990	SERVICE
HNB BANK	1977 WENTZVILLE PKWY	HANNIBAL	MO	63401	522110	SERVICE

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WHITE CASTLE SYSTEM, INC #58	1983 WENTZVILLE PKWY	ST LOUIS	MO	63110	722110	FOOD
PANDA RESTAURANT GROUP	1985 WENTZVILLE PKWY	ROSEMEAD	CA	91770	722211	FOOD
DOBBS TIRE & AUTO CENTERS, INC	1986 WENTZVILLE PKWY	HIGH RIDGE	MO	63049	238990	RETAIL
APPLEBEE'S	1987 WENTZVILLE PKWY	NATCHEZ	MS	39122	722110	RETAIL
ARBY'S #7556	1988 WENTZVILLE PKWY	TULSA	OK	74135	722211	FOOD
PIZZA HUT	1991 WENTZVILLE PKWY	BLUE SPRINGS	MO	64014	722110	FOOD
JACK IN THE BOX #4085	1992 WENTZVILLE PKWY	VICTORVILLE	CA	92395	722211	FOOD
WALGREENS STORE # 11311	1993 WENTZVILLE PKWY	DEERFIELD	IL	60015	446110	RETAIL
COMMERCE BANK	1994 WENTZVILLE PKWY	KANSAS CITY	MO	64106	522110	SERVICE
THE ULTIMATE ART FORM	115 E PEARCE BLVD	WENTZVILLE	MO	63385	238990	TATTOO
WENTZVILLE JEWELRY & LOAN	2 E MAIN ST	WENTZVILLE	MO	63385	448310	RETAIL
MIDAS AUTO SERVICE	2 JIFFY ST	ST. LOUIS	MO	63139	238990	RETAIL
COMPREHENSIVE LOGISTICS	2 SILVERCOTE DR	YOUNGSTOWN	OH	44505	238990	MANF
AMEREN UE (MC 230)	200 N CALLAHAN RD	WENTZVILLE	MO	63385	221122	UTIL
BOONE VALLEY FOREST PRODUCTS	200 S LINN AVE	CHESTERFIELD	MO	63006	238990	WHOLESALE
THIEMANS CARPET COMPANY, INC	201 E PEARCE BLVD	WENTZVILLE	MO	63385	238990	SERVICE
EHL'S WESTERN AUTO	201 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	RETAIL
EXCALIBUR PACKAGING INC	205 AVALON IND PWKY	WENTZVILLE	MO	63385	238990	SERVICE
UNKORKED WINE GARDEN	205 E ALLEN ST	WENTZVILLE	MO	63385	238990	FOOD
QUALITY TESTING & ENGINEERING	206 S LINN AVE	O'FALLON	IL	62269	238990	SERVICE
C & S HEATING & COOLING	206 W PEARCE BLVD	WENTZVILLE	MO	63385	238220	SERVICE
FOUR-STOR INC	2065 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	STOR
SWEETENS CONCRETE SERVICES	207 E KOENIG ST	WENTZVILLE	MO	63385	238990	SERVICE
ULTIMATE IMAGE HAIR SALON & MO	207 S LINN AVE	WENTZVILLE	MO	63385	238990	RETAIL
FLEET CAR CARRIERS	208 S LINN AVE	WENTZVILLE	MO	63385	238990	SERVICE
R DEHART ACCOUNTANTS	208 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	SERVICE
MFA AGRI SERVICE	210 W MAIN ST	WENTZVILLE	MO	63385	238990	AGRICUL
SUPERIOR HOME PRODUCTS INC	211 EDINGER RD	WENTZVILLE	MO	63385	238990	MANF
MAC'S CUSTOM V TWINS	212 E PEARCE BLVD	WENTZVILLE	MO	63385	238990	RETAIL
FLASH FLYER PUBLICATIONS, INC.	212 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	SERVICE
IMAGINEINK PUBLISHING	2178 E PITMAN AVE	WENTZVILLE	MO	63385	238990	SERVICE
PINK LEMON STUDIO LLC	2182 E PITMAN AVE	WENTZVILLE	MO	63385	238990	RETAIL
JOHNSON HEATING & COOLING	223 N CALLAHAN RD	WENTZVILLE	MO	63385	238220	RETAIL
HANKINS EXPRESS INC	225 CREEKSIDE OFFICE DR	WENTZVILLE	MO	63385	238990	SERVICE
CLARKE POWER SERVICES INC	2252 E PITMAN AVE	WENTZVILLE	MO	63385	238990	RETAIL

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CASTLEWOOD CONTRACTING	2266 E PITMAN AVE	WENTZVILLE	MO	63385	238990	SERVICE
H&J CONSTRUCTION	2266 E PITMAN AVE	WENTZVILLE	MO	63385	238990	SERVICE
TWIN OAKS @ HERITAGE POINTE	228 SAVANNAH TERRACE DR	WENTZVILLE	MO	63385	238990	SERVICE
FOOD LINK, INC.	229 CREEKSIDE OFFICE DR	WENTZVILLE	MO	63385	238990	SERVICE
THE TREEHOUSE LEARNING CENTER	23 TIFFANY LYNN CT	WENTZVILLE	MO	63385	624410	SERVICE
LARAMIE DRYWALL CO. INC.	2305 MARKOE AVE	WENTZVILLE	MO	63385	238310	SERVICE
GATEWAY EXTERIORS	2317-2321 MARKOE AVE	WENTZVILLE	MO	63385	238990	SERVICE
TRACKER DESIGNS LLC	2317-2321 MARKOE AVE	WENTZVILLE	MO	63385	238990	SERVICE
FURNITURE REPAIR PLUS	2325 MARKOE AVE	WENTZVILLE	MO	63385	442110	SERVICE
HANCE INSURANCE GROUP LLC	24 W MAIN ST 318	WENTZVILLE	MO	63385	447110	SERVICE
TNT GOLF CAR & MOTOR SPORTS	2462 E PITMAN AVE	O'FALLON	MO	63366	238990	RETAIL
OASIS KWIK WASH, LLC.	25 JIFFY ST	SPOTSYLVANIA	VA	22551	811192	SERVICE
LHCG XXV DBA COMMUNITY LOVING	251 E PEARCE BLVD	LAFAYETTE	LA	70505	238990	SERVICE
ADRIAN EQUIPMENT COMPANY	251 ENTERPRISE DR	ADRIAN	MI	49221	238990	WHOLESALE
MAZE COLLISION REPAIR	2530 E PITMAN AVE	O'FALLON	MO	63366	238990	SERVICE
LEAR CORPORATION	255 EDINGER RD	WENTZVILLE	MO	63385	238990	MANF
GOLD STAR PAVING	2681 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	SERVICE
ALLEN'S TREE SERVICE INC	2755 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	SERVICE
BASS PLUMBING	300 1/2 E PEARCE BLVD	WENTZVILLE	MO	63385	238220	SERVICE
ANGIE'S STUDIO	300 E PEARCE BLVD	WENTZVILLE	MO	63385	238990	ENTERT
HAIGHT INSURANCE AGENCY, INC	300 W PEARCE BLVD	WENTZVILLE	MO	63385	524210	SERVICE
BOB EVANS RESTAURANT	3001 WENTZVILLE PKWY	COLUMBUS	OH	43207	722110	FOOD
LINA ENTERPRISES DBA EXPRESS M	301 E PEARCE BLVD	WENTZVILLE	MO	63385	447110	RETAIL
FREDERICKS LANDSCAPE INC	301 S CHURCH ST	WENTZVILLE	MO	63385	238990	SERVICE
H&S TIRE & AUTO	302 E PEARCE BLVD	WENTZVILLE	MO	63385	238990	RETAIL
SAMS GAS STATION	3048 BEAR CREEK DR	BENTONVILLE	AR	72716	447110	RETAIL
HEARTLAND GUN & AMMO	305 LUETKENHAUS BLVD	TROY	MO	63379	238990	RETAIL
SAM'S CLUB	3055 BEAR CREEK DR	BENTONVILLE	AR	72716	445110	RETAIL
NADLER WELDING AND REPAIR SHOP	310 N LINN AVE	WENTZVILLE	MO	63385	238990	SERVICE
SCOTTS POWER EQUIPMENT INC	320 LUETKENHAUS BLVD	ST LOUIS	MO	63132	221122	RETAIL
J & J ENT INC.	327 W HWY N	WENTZVILLE	MO	63385	238990	SERVICE
HAKENWERTH FIRE SPRINKLER, LLC	357 SHOCKDRAKE CT	WENTZVILLE	MO	63385	238990	SERVICE
HAWK'S NEST	359 LUETKENHAUS BLVD	WENTZVILLE	MO	63385	445310	RETAIL
BOTZ, DEAL & COMPANY	4 E PEARCE BLVD	ST CHARLES		63301	238990	SERVICE
SUPER 8 MOTEL	4 RUGGERI DR	WENTZVILLE	MO	63385	721110	RETAIL

LIST OF BUSINESSES - 2015

<u>Name</u>	<u>Property Address</u>	<u>City</u>	<u>State</u>	<u>Zip</u>	<u>NAICS</u>	<u>Bus Class</u>
ABY ENTERPRISES LLC DBA	401 E PEARCE BLVD	WENTZVILLE	MO	63385	447110	RETAIL
PARKLANE CARE/REHABILITATION	401 MAR-LE DR	WENTZVILLE	MO	63385	238990	SERVICE
WHEEL SPORTS BIKE SHOP	402 S CHURCH ST	WENTZVILLE	MO	63385	238990	RETAIL
LK WHITE & ASSOCIATES, INC	403 E ALLEN ST	WENTZVILLE	MO	63385	238990	SERVICE
THE TATTOOED DOG LLC	403 LUETKENHAUS BLVD	WENTZVILLE	MO	63385	722110	RETAIL
CROSSROADS HERITAGE MOTEL	404 LUETKENHAUS BLVD	WENTZVILLE	MO	63385	721110	SERVICE
CRAZY HORSE SALOON	405 LUETKENHAUS BLVD	O'FALLON	MO	63366	238990	ENTERT
CGB DIVERSIFIED SERVICES	407 E PEARCE BLVD A	WENTZVILLE	MO	63385	524210	SERVICE
GLORY PHOTOGRAPHY	407 E PEARCE BLVD B	WENTZVILLE	MO	63385	541921	SERVICE
HOME VIDEO STUDIO	411 E PEARCE BLVD	WENTZVILLE	MO	63385	238990	SERVICE
NOAH'S ARK ACADEMY	411 W PEARCE BLVD	WENTZVILLE	MO	63385	624410	SERVICE
UPTOWN LOOKS SALON & SPA	412 LUETKENHAUS BLVD	WENTZVILLE	MO	63385	812112	RETAIL
BUDGET TOWING	425 LUETKENHAUS BLVD	WENTZVILLE	MO	63385	238990	SERVICE
HOTSHOTS SPORTS BAR & GRILL	49 WENTZVILLE BLUFFS DR	WENTZVILLE	MO	63385	722110	RETAIL
SSM ST JOSEPH HEALTH CENTER	500 MEDICAL DR	WENTZVILLE	MO	63385	238990	SERVICE
DOMINO'S PIZZA	500 W PEARCE BLVD	ST CHARLES	MO	63301	722211	FOOD
WINDOWWORKSBY DONNAMARIE	501 E ALLEN ST	WENTZVILLE	MO	63385	238990	RETAIL
LOS PORTALES SUPER MERCADO	503 W PEARCE BLVD	WENTZVILLE	MO	63385	722211	FOOD
CARTRIDGE WORLD	504 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	RETAIL
RELIABLE HOME CARE INC	506 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	SERVICE
BAUMSTARK ROOFING INC	507 W PEARCE BLVD	WENTZVILLE	MO	63385	238160	SERVICE
CHOPPERS AUTOMOTIVE REPAIR	508 E PEARCE BLVD	WENTZVILLE	MO	63385	238990	SERVICE
PAPER LEAF PRINTING	512 W PEARCE BLVD B	WENTZVILLE	MO	63385	453210	RETAIL
K-BUG ENTERPRISES LLC DBA GLO	516 W PEARCE BLVD	WENTZVILLE	MO	63385	812112	RETAIL
RD STEGMANN STATE FARM INSUR	517 W PEARCE BLVD	WENTZVILLE	MO	63385	524210	SERVICE
VAN'S HALLMARK	518 W PEARCE BLVD	CHESTERFIELD	MO	63017	238990	RETAIL
NAPA AUTO PARTS	519 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	RETAIL
WENTZVILLE GARDEN & MATERIAL	5286 HWY 40-61	WENTZVILLE	MO	63385	238990	RETAIL
MAGICAL ADVENTURES LEARNING	5293 QUAIL RIDGE PKWY	WENTZVILLE	MO	63385	624410	SERVICE
THE JACOBSON COMPANIES	53 INTERSTATE DR	DES MONIES	IA	50313	238990	MANF
DUNN'S FLORIST	532 W PEARCE BLVD	WENTZVILLE	MO	63385	453110	RETAIL
UNITHERM FURNACE CORP	55 MAY RD	WENTZVILLE	MO	63385	238990	MANF
QUIKTRIP #663	55 WENTZVILLE PKWY	TULSA	OK	74101	445120	RETAIL
FAURECIA AUTOMOTIVE SEATING	555 EDINGER RD	WENTZVILLE	MO	63385	238990	RETAIL
SCHAEFER ENGINEERING INC	6 QUALITY CT	WENTZVILLE	MO	63385	238990	SERVICE

LIST OF BUSINESSES - 2015

<u>Name</u>	<u>Property Address</u>	<u>City</u>	<u>State</u>	<u>Zip</u>	<u>NAICS</u>	<u>Bus Class</u>
ALL ABOUT CABINTRY LLC	600 W MAIN ST	WENTZVILLE	MO	63385	238990	MANF
MISSION FOODS STL	600 W MAIN ST	WENTZVILLE	MO	63385	238990	WHOLESALE
HAPKIDO USA, INC	600 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	SERVICE
PROFESSIONAL DEFENSE SERVICES	600 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	SERVICE
KUHN CHIROPRACTIC	602 E PEARCE BLVD	WENTZVILLE	MO	63385	238990	SERVICE
STEVE'S BARBER SHOP	604 W PEARCE BLVD	WENTZVILLE	MO	63385	812111	SERVICE
ORF'S DRYWALL SYSTEMS INC	606 S CHURCH ST	WENTZVILLE	MO	63385	238310	SERVICE
SUBWAY	608 W PEARCE BLVD	WENTZVILLE	MO	63385	722211	FOOD
DIAMOND BACK SERVICES INC	625 PARR RD	WENTZVILLE	MO	63385	238990	SERVICE
PINNACLE PROPANE EXPRESS LLC	625 PARR RD	GURNEE	IL	60031	238990	SERVICE
RK STRATMAN, INC	680 PARR RD A	WENTZVILLE	MO	63385	238990	MANF
RK STRATMAN, INC	680 PARR RD B	WENTZVILLE	MO	63385	238990	MANF
UPSCALE RESALE HOME DECOR & MO	7 TIFFANY LYNN CT	WENTZVILLE	MO	63385	238990	RETAIL
DAN'S FOREIGN AUTO REPAIR	700 W PEARCE BLVD REAR	WENTZVILLE	MO	63385	238990	SERVICE
ANDORO & SONS FOODS, INC	701 E PEARCE BLVD	WENTZVILLE	MO	63385	238990	WHOLESALE
HAPPY HOUND	702 E PEARCE BLVD	WENTZVILLE	MO	63385	812910	SERVICE
DAIRY QUEEN	702 S CHURCH ST	WENTZVILLE	MO	63385	722211	FOOD
CAEN LEACH MCLEAN INSURANCE	702 W PEARCE BLVD	WENTZVILLE	MO	63385	524210	SERVICE
WHITE SIERRA INVESTMENTS LLC	703 W PEARCE BLVD	WENTZVILLE	MO	63385	722211	RETAIL
LSG THRIFT STORE	704 E PEARCE BLVD	WENTZVILLE	MO	63385	238990	RETAIL
THE VAPE MALL	704 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	RETAIL
THE LOAN MACHINE	705 W PEARCE BLVD	ST. LOUIS	MO	63103	238330	PAYDAY LN
C AND P MOTORS	706 E PEARCE BLVD	WENTZVILLE	MO	63385	441120	WHOLESALE
L.S.G. FASHION & BEAUTY SUPPLY	706 E PEARCE BLVD	WENTZVILLE	MO	63385	448120	RETAIL
HEARTLAND HEARING CENTERS LLC	706 W PEARCE BLVD A	FARMINGTON	MO	63640	238990	SERVICE
CROSSROADS LAUNDRY	707 W PEARCE BLVD	WENTZVILLE	MO	63385	812310	RETAIL
WENTZVILLE COIN LAUNDRY	708 W PEARCE BLVD	WENTZVILLE	MO	63385	812310	SERVICE
HOMETOWN CLEANERS	708 W PEARCE BLVD A	WENTZVILLE	MO	63385	238990	SERVICE
RAINBOW PROPERTIES, INC.	710 LUETKENHAUS BLVD	MOSCOW MILLS	MO	63362	238990	SERVICE
QUICK DRAW GRAPHICS INC	710 N ELLERMAN RD	OFALLON	MO	63366	238990	SERVICE
DOLLAR GENERAL	712 W PEARCE BLVD A	GOODLETTSVILLE	TN	37072	238990	RETAIL
ACTION RESTORATION SERVICE	712 W PEARCE BLVD REAR	WENTZVILLE	MO	63385	238990	SERVICE
SUNRISE DONUT CAFÉ	714 W PEARCE BLVD	WENTZVILLE	MO	63385	238990	RETAIL
WENTZVILLE SAVE-A-LOT	715 W PEARCE BLVD	BOISE	ID	83726	445110	RETAIL
KENTUCKY FRIED CHICKEN	718 W PEARCE BLVD	ST CHARLES	MO	63302	722110	FOOD

LIST OF BUSINESSES - 2015

<u>Name</u>	<u>Property Address</u>	<u>City</u>	<u>State</u>	<u>Zip</u>	<u>NAICS</u>	<u>Bus Class</u>
BEAUTY QUEEN PLUS, INC	733 W PEARCE BLVD	WENTZVILLE	MO	63385	812112	RETAIL
STEFANINA'S	762 W PEARCE BLVD	WENTZVILLE	MO	63385	722110	FOOD
MCDONALDS #6728	766 W PEARCE BLVD	WENTZVILLE	MO	63385	722110	FOOD
M ENGINEERING LLC DBA COCHRAN	8 E MAIN ST	WENTZVILLE	MO	63385	238990	SERVICE
LABCORP	801 MEDICAL DR 200	BURLINGTON	NC	27215	238990	SERVICE
NORA'S TREASURES LLC	807 E PEARCE BLVD	WENTZVILLE	MO	63385	238990	RETAIL
WENTZVILLE LICENSE OFFICE	807 E PEARCE BLVD	O'FALLON	MO	63368	238990	SERVICE
TRUE IMAGES DESIGN PHOTOGRAPHY	809 E PEARCE BLVD	WENTZVILLE	MO	63385	541921	SERVICE
MIDWEST UNIVERSITY	851 PARR RD	WENTZVILLE	MO	63385	238990	SERVICE
AMERICAN MFG LLC	851 PIC PKWY	WENTZVILLE	MO	63385	238990	SERVICE
EAGLE EYE USA	851 PIC PKWY	WENTZVILLE	MO	63385	238990	RETAIL
POAGE CHEVROLET OF WENTZVILLE	851 W PEARCE BLVD	WENTZVILLE	MO	63385	441110	SERVICE
THE GOLF CLUB AT WENTZVILLE	9 PRO SHOP DR	WENTZVILLE	MO	63385	713910	ENTERT
WEST ALLEN GRILL	9 W ALLEN ST	WENTZVILLE	MO	63385	722110	FOOD
REGENCY PLAZA	900 CORPORATE PKWY	WENTZVILLE	MO	63385	721110	SERVICE
H&H CARWASH LLC	901 MAIN PLAZA DR	WENTZVILLE	MO	63385	811192	SERVICE
LIONS CHOICE	901 W PEARCE BLVD	ST LOUIS	MO	63105	722211	FOOD
LULU'S SHAVED ICE	904 MAIN PLAZA DR	WENTZVILLE	MO	63385	238990	RETAIL
LK STUDIO	905 MAIN PLAZA DR	WENTZVILLE	MO	63385	812112	RETAIL
BIG EASY TATTOO STUDIO	907 MAIN PLAZA DR	WENTZVILLE	MO	63385	238990	TATTOO
HARRIS AUTOMOTIVE	909 E PEARCE BLVD	WENTZVILLE	MO	63385	238990	RETAIL
HWY 40 BREWS	909 MAIN PLAZA DR	WENTZVILLE	MO	63385	722110	FOOD
VILLAGE CENTER CARE OF WENTZVI	909 PITMAN AVE	WENTZVILLE	MO	63385	238990	SERVICE
MAYTAG LAUNDRY	910 E PEARCE BLVD	WENTZVILLE	MO	63385	812310	SERVICE
LINDENWOOD ICE ARENA	910 MAIN PLAZA DR	WENTZVILLE	MO	63385	238990	ENTERT
RICK PRATT	910 MAIN PLAZA DR	ST. CHARLES	MO	63301	238990	ENTERT
STACEY'S GYMNASTICS	916 MAIN PLAZA DR	WENTZVILLE	MO	63385	238990	ENTERT
AMERICAN AUTOMOTIVE SERVICE	933 MAIN PLAZA DR	WENTZVILLE	MO	63385	238990	SERVICE
SURE TIRE INC.	935 MAIN PLAZA DR	WENTZVILLE	MO	63385	238990	SERVICE
ACADEMY OF MUSIC ART EDUCATION	950 CORPORATE PKWY 102	WENTZVILLE	MO	63385	238990	SERVICE
REMEDY PEST CONTROL	950 CORPORATE PKWY 102	OFALLON	MO	63366	238990	SERVICE
WENTZVILLE MUSIC LLC	950 CORPORATE PKWY 102	WENTZVILLE	MO	63385	238990	RETAIL
BRIDGE MARKETING SERVICES	950 CORPORATE PKWY 110	WENTZVILLE	MO	63385	238990	SERVICE
WENTZVILLE VETERINARY CLINIC	971 WENTZVILLE PKWY	WENTZVILLE	MO	63385	541940	SERVICE
SUNTRUP HYUNDAI	971 WILMER RD	WENTZVILLE	MO	63385	441110	SERVICE

LIST OF BUSINESSES - 2015

<u>Name</u>	<u>Property Address</u>	<u>City</u>	<u>State</u>	<u>Zip</u>	<u>NAICS</u>	<u>Bus Class</u>
ANN'S BRA SHOP AND SWIMSUITS	974 WENTZVILLE PKWY	CHESTERFIELD	MO	63017	448120	RETAIL
ADVANCE BEAUTY COLLEGE	982 WENTZVILLE PKWY	WENTZVILLE	MO	63385	812112	SERVICE
RELIANCE BANK	985 WENTZVILLE PKWY	WENTZVILLE	MO	63385	522110	RETAIL
WADDELL & REED, INC	985 WENTZVILLE PKWY 100	WENTZVILLE	MO	63385	524210	SERVICE
THE CHILD CENTER	989 HERITAGE PKWY	WENTZVILLE	MO	63385	624410	SERVICE
K2 MANAGEMENT LLC DBA	990 WENTZVILLE PKWY	WENTZVILLE	MO	63385	445310	FULL

APPENDIX B
AVAILABLE PROPERTY INVENTORY

**AVAILABLE PROPERTY INVENTORY
AUGUST 2015**

<u>General Description</u>	<u>Acreeage</u>	<u>Notes</u>	<u>Agent/Broker</u>
100 Whisper Creek Dr	1.17	Great level commercial lot. Great visibility in a high traffic area surrounded by subdivisions in Wentzville School District.	Luetkenhaus Properties
1015 Meyer Rd	3.25	Commercial lot.	Luetkenhaus Properties
1020 & 1100 S Linn Avenue	14.88	14.88 Acres with Interstate 70 Frontage.	Luetkenhaus Properties
1300 Continental Dr	2.67	Located on Continental Drive where I-40/61 and I-70 meet. Great commercial property with interstate visibility.	Dutchman Realty Inc
1514 Wentzville Pkwy	61.55	Great level commercial lot.	Dutchman Realty Inc
1876 W Pearce Blvd	1.5	1.5 acre site with Interstate 70 visibility. 14,400 SF building also available on site to the East, call for details.	Leahy Properties, LLC
2537 Goodfellow Rd	2.75	Mixed use property. 2 Lots fronting Goodfellow Road - in front of Kenneland Trails Subdivision.	Luetkenhaus Properties
502 Luetkenhaus Blvd	13.88	Good Hwy 61 (I-64) visibility with access via Wentzville Parkway (North) or Pitman Ave (South).	DTZ - St. Charles
6.62 Acres Highway A	6.62	6.62 acre lot northwest corner of Highway A and Hidden Valley Drive. Zoned I-2 Heavy Industrial. Excellent access to I-64 and I-70.	Leahy Properties, LLC
Builders Resource Park	5	Zoned I-2 graded level lots with all utilities. Some restrictions apply.	DTZ - St. Charles
Cox Ln - Lot 2 and 10	20	Prime development land, all utilities available. High traffic location on Wentzville Pkwy.	Dutchman Realty Inc
Demien Development	78.83	Future Dave Hoekel Pkwy will be Western boundary and I-70 will be Southern boundary. Seller will consider dividing.	DTZ - St. Charles
East Pitman Avenue	32.12	Commercial property with great access to I-70 and I-64 via the Pitman Ave exit and Highway A interchanges. Can be combined with up to 49 adjacent acres.	Gateway Commercial LLC
Hwy Z @ Perry Cate (Stone Meadows Sub.)	48.82	49 acres, excellent visibility/frontage along both Highway Z and on Perry Cate Blvd. Quick access to I-70 and I-64. Zoned PD-Commercial.	Lechner Realty Group, Inc.
Interstate Drive & South Point Prairie Road	31.31	Available 31 ac.; utilities at site. Lays parallel to Highway 70/Service Rd and provides frontage along Interstate Dr.	Leahy Properties, LLC
Linn Ave	0.23	Lot is located in Wentzville central business district, adjoins commercial and residential properties.	NAI DESCO
Meyer Road and Point Prairie Lot 1	2.5	Prime corner lot and potential for larger commercial tracts available.	Cadre Development
NE of Prospect Rd and IH 64	1.34	Available mixed use lot located at I-64 interchange.	Lawyers Realty Co. LLC

AVAILABLE PROPERTY INVENTORY
AUGUST 2015

<u>General Description</u>	<u>Acres</u>	<u>Notes</u>	<u>Agent/Broker</u>
NW of E Pitman Ave and Hwy A	2.18	Zoned C-3 commercial Excellent access to I-70 via new Pitman Ave. Connector. Utilities at or near site.	DTZ - St. Charles
S Callahan Rd and Corporate Pkwy	19.33	Planned Development/Mixed Use (PD-MXD) at I-70/I-64 Junction. There are several tracts available; offering visibility from I-70 & I-64.	DTZ - St. Charles
Parr Rd & Highway A	18.54	Ready for development with all utilities to site located 0.5 miles from GM Plant. Immediate access to I-70 and I-64/Hwy 40. Zoned I-1, light industrial.	Colliers International
Pearce Blvd	0.55	Lot is located at the corner of Pearce Blvd and Linn Ave in downtown.	NAI DESCO
Pinewoods & Interstate Dr	25.66	Two tracts totaling 25.66 acres; will divide.	Luetkenhaus Properties
SE of Vet. Mem. Pkwy and Ashley Ln	6.46	Available 6.46 ac. commercial lot with easy access on/off I-70.	Dutchman Realty Inc
SW of Peine Rd and Highway 61	4.05	Property w/great visibility on the corner of Peine Rd and Highway 61 (I-64). New Interchange in 2016	Luetkenhaus Properties
SW of W Main St and Hilltop Dr	17.65	Prime location just west of the I-70 and Hwy 40 (I-64) Interchange. Zoned Light Ind.; utilities at site. Will divide.	Beckerle Preferred Properties
Schroeder Commercial Park	3	Property fronting on Wentzville Parkway, just east of the First Financial Credit Union headquarters.	Cadre Development
Shockdrake Business Park - Lot 9	0.71	Available 0.714 acre mixed use lot of Enterprise Dr.	Shockley Commercial/Industrial
Wentzville Industrial Center Lot 6	4.53	Level lot zoned I-2 heavy ind. Includes Right-of-Way for Future Rail Spur. Near I-70 and Hwy 40/61 (I-64).	DTZ - St. Charles
Wentzville Land	1.3	1.3 +/- outparcel to adjacent to Wentzville Crossing. Highly visible to I-70. Accessible to I-70 via Veteran Memorial Pkwy.	Sansone Group
Crossroads Commercial Center	132.36	Highly visible site at intersection of Hwy 40/61 and Hwy A adjacent to M&B Sachs Bus. Park, near GM Plant. All utilities on or near site.	Cassidy Turley
Wentzville Pkwy	37	Zoned C-3, with 1,576' frontage on US 40/61 (I-64) and 1,940' frontage on Wentzville Pkwy.	Cissell Mueller Company LLC
Wentzville Pkwy	15	Commercial lot located on the south side of Wentzville Pkwy. All utilities are available.	Cissell Mueller Company LLC
West Meyer Rd Portfolio Sale	4	Portfolio Sale Prop ID: 1873703, Prop ID: 1873879 . Property is two, 2 ac. tracts of commercial ground on W. Meyer.	Luetkenhaus Properties
Will Ron Dr	3.45	Retail sites with frontage on Wentzville Parkway and Will Ron Drive. Lots have all utilities, graded and off site detention.	Cissell Mueller Company LLC

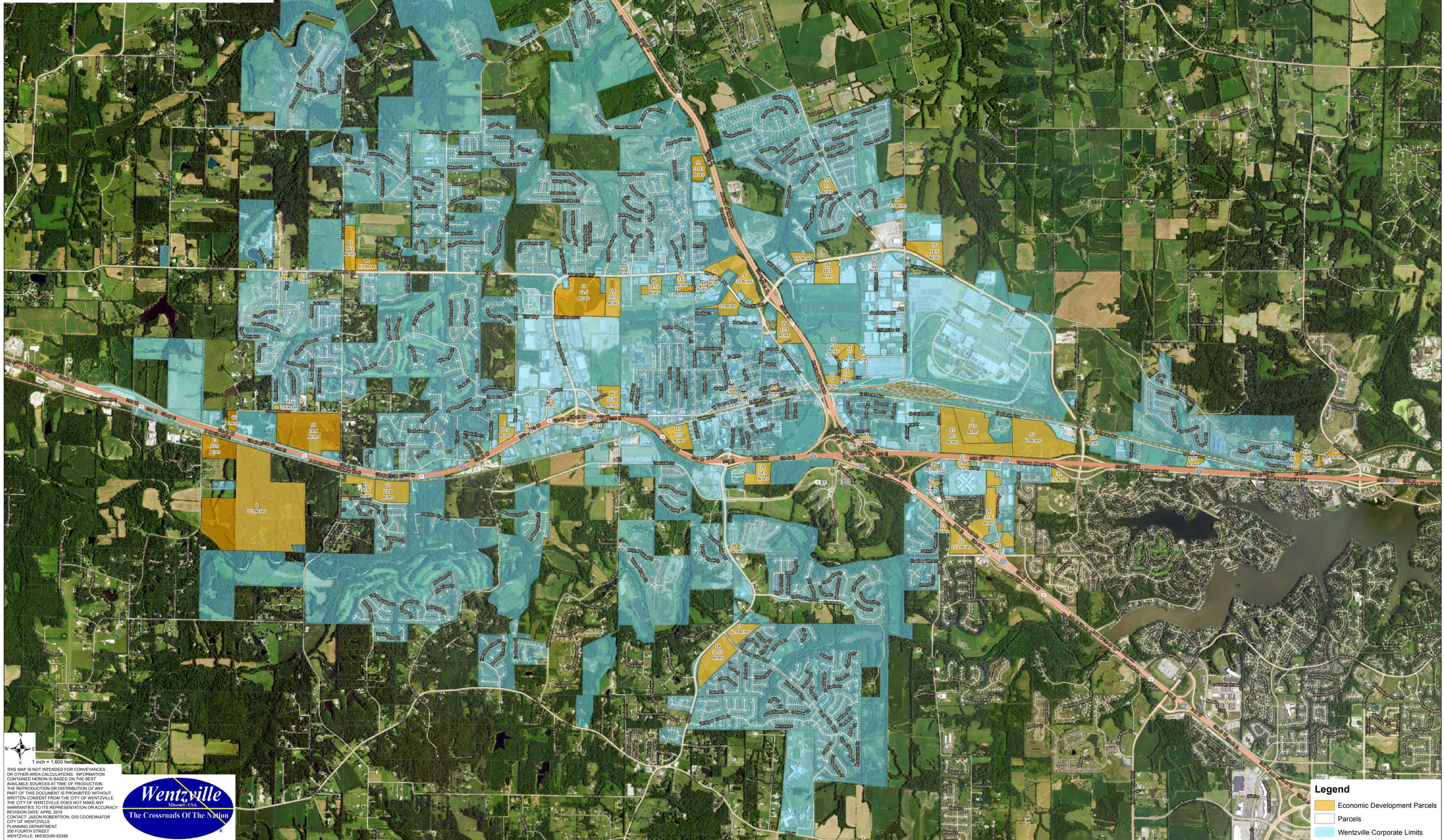
APPENDIX C
AVAILABLE BUILDING INVENTORY

**AVAILABLE BUILDING INVENTORY
AUGUST 2015**

<u>General Description</u>	<u>Sq. Footag</u>	<u>Address</u>	<u>Agent/Broker</u>
The Crossings @ Wentzville	67,600	100 Mall Parkway	DTZ-St. Charles
Wentzville Market Place	31,000	10 Wentzville Market Place	Corporate Group
133-135 Hamilton Industrial Ct.	20,850	133-135 Hamilton Industrial Ct	Shockley
Dierberg Wentzville Crossing	19,223	1800-1866 Wentzville Pkwy	Pace Properties
1052-1098 Crosswinds Ct.	18,385	1052-1098 Crosswinds Ct.	Cozad
853 Medical Dr	15,700	853 Medical Dr.	McKelvey
1840 W. Pearce Blvd.	14,400	840 W. Pearce Blvd.	Leahy Properties
Heritage Pointe Commons	14,340	1217-1231 Wentzville Pkwy.	Corporate Group
12678-12682 Veterans Mem. Pkwy.	11,900	12678-12682 Veterans Mem. Pkwy.	McKelvey
Wentzville Bluffs	8,400	Hwy Z/Interstate 70	CRMC
801 Medical Dr.	11,603	801 Medical Dr.	Shockley
600 Medical Dr.	6,603	600 Medical Dr.	Sansone
1902 E. Service Rd.	6,000	1902 E. Service Rd.	STL Metro Realty
1060 Meyer Rd.	5,963	1060 Meyer Rd.	Thomas Realty
1487 E. Pearce Blvd.	5,000	1487 E. Pearce Blvd.	Jeff Eisenberg
Fairview Pointe Bldg. 1	4,929	1404-1460 W. Meyer	Cissell Mueller
2266 E. Pitman Ave.	4,000	2266 E. Pitman Ave.	N/A
1078 Wentzville Pkwy.	3,334	1078 Wentzville Pkwy.	McKelvey
807 E. Pearce Blvd.	3,120	807 E. Pearce Blvd.	Berkshire Hathaway
Pearce Plaza	2,800	1126-1134 W. Pearce Blvd.	Cissell Mueller
950 Corporate Pkwy.	2,500	950 Corporate Pkwy.	Leahy Properties
1804-1816 W. Pearce Blvd.	1,500	1804-1816 W. Pearce Blvd.	Luetkenhaus Properties
1292 Corporate Pkwy.	1,380	1292 Corporate Pkwy.	Shockley
512 W. Pearce Blvd.	1,200	512 W. Pearce Blvd.	Corporate Group
Parkway Plaza	1,200	1409-1465 Wentzville Pkwy.	Corporate Group
Plaza on the Parkway	1,200	970-994 Wentzville Pkwy.	Leahy Properties
Stone Ridge Plaza	1,110	1155-1171 Wentzville Pkwy.	Corporate Group
1000 Corporate Pkwy.	1,110	1000 Corporate Pkwy.	Cozad
Main Plaza II	1,072	923-935 Main Plaza Dr.	N/A
1049 South Callahan	1000	1049B South Callahan	N/A

**APPENDIX D
DEVELOPMENT SITES MAP**

City of Wentzville Economic Development Development Sites Map April 2015



1 inch = 1,600 feet

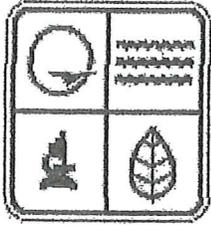
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CONTACT: JASON ROBERTSON, GIS COORDINATOR
CITY OF WENTZVILLE
PLANNING DEPARTMENT
200 FOURTH STREET
WENTZVILLE, MISSOURI 63385



Legend

- Economic Development Parcels
- Parcels
- Wentzville Corporate Limits

APPENDIX E
CERTIFIED LOCAL GOVERNMENT PROGRAM



THE CERTIFIED LOCAL GOVERNMENT PROGRAM~

Historic Preservation and Local Government

◆ *Missouri Department of Natural Resources* ◆

INTRODUCTION:

Local governments have been actively involved in historic preservation since at least 1931 when Charleston, South Carolina established America's first historic district and historic preservation review board. In taking these actions, the city government sought to protect the charm and character of an antebellum neighborhood faced with threats from demolition and intrusive new construction.

With the passage of the National Historic Preservation Act in 1966 and the constitutional validation of historic district regulation by the Supreme Court in 1978 (*Penn Central v. City of New York*), hundreds of communities throughout the United States established historic preservation commissions. A 1996 survey identified 2019 local preservation commissions in the United States. The use of historic preservation commissions as a preservation tool received a boost in 1980 when Congress passed amendments to the National Historic Preservation Act that, for the first time, provided direct federal assistance to communities that met certain federal and state standards and received "Certified Local Government" status.

What is a Certified Local Government?

Since 1985, hundreds of communities across the nation have acted to preserve their historic properties. A major source of support and guidance has been the Certified Local Government (CLG) program, administered by each State Historic Preservation Office with funds from the National Park Service. Established by the 1980 amendments to the National Historic Preservation Act (Section 101(c)(1)), the Certified Local Government Program is designed to connect the enthusiasm and vitality represented by citizens who care deeply about the historic properties in their own communities with the national historic preservation program administered by the State Historic Preservation Offices and the National Park Service.

In Missouri the program is administered by the State Historic Preservation Office (SHPO) located in the Missouri Department of Natural Resources.

What Are the Benefits of Being a CLG?

The benefits to local governments from participating in the CLG program are numerous. While CLG grants generally represent a relatively small amount of funds, they have often been used as seed money to attract funding from local government or other sources. Also, in many cases, the products generated by CLG grants have provided credibility to a fledgling local historic preservation program. Beyond being just a source of funds, the CLG Program has helped institutionalize historic preservation and give it legitimacy as a function of local government. Since the local government staff working in the Program are often in the local planning office, the CLG Program has helped forge critical connections between historic preservation and land use planning. Similarly, the CLG program has led to increased cooperation between local preservationists and the State

Historic Preservation Office and resulted in a strengthened statewide preservation network.

Certified Local Government Grants

The more than 1,000 local governments that participate in the program are eligible to apply to their SHPO for grants representing a minimum of ten percent of the federal funds allocated to their State. These grants permit funding for local preservation projects such as preservation plans, historic resource surveys, public education activities, and National Register nominations.

Each year, innovative programs focused on conservation and education continue to be developed. From archeological investigations of Native American sites to community-broadcast videos on building rehabilitation, creative projects have served to collect and analyze information about historic resources and plan for preservation. These grants and the CLG program provide an opportunity for citizens, through their local government, to participate directly in the work of preserving America's heritage, in addition to producing hundreds of preservation plans, resource surveys, and the like annually.

The CLG Program in Missouri

The Certified Local Government (CLG) program was created as part of the 1980 amendments to the National Historic Preservation Act of 1966. The program was designed to expand the federal-state preservation partnership to include local governments. The intent is to encourage preservation of historic buildings, structures, objects and districts, and of prehistoric and historic archaeological resources at the grassroots level.

The minimum requirements for consideration for

participation in the Missouri Certified Local Government Program are as follows:

- adopt a local historic preservation ordinance that provides for the designation of historic landmarks and districts and that requires review of projects affecting historic landmarks and districts;
- establish an historic preservation commission with no less than five members, all of whom have an interest, competence or knowledge of historic preservation;
- *establish and maintain a system for ongoing survey and inventory of historic and prehistoric cultural resources;*
- provide for public participation in the local preservation program by outreach and educational activities; and
- satisfactorily perform the responsibilities delegated to the local government by the State Historic Preservation Office (SHPO).

Minimum requirements for a Missouri Certified Local Government are:

- The CLG is required to send minutes of all commission meetings to the SHPO and to prepare and submit an annual report summarizing the commission's activities.
- Every four years, an on-site evaluation of the CLG is conducted by the SHPO to review the effectiveness of the local program.
- Commissioners and staff are encouraged to attend one training session or conference each year. The SHPO, in turn, is required to arrange training tailored to the needs of individual commissions.
- The mayor and the commission review all nominations to the National Register of Historic Places of properties and districts within the city, and submits separate letters of *opinion on the eligibility to the SHPO.*

Missouri's Certified Local Government Program Application Process

A city interested in the Missouri Certified Local Government Program is strongly encourage to work with the SHPO before officially adopting or revising an historic preservation ordinance in order to ensure compliance with minimum state and federal guidelines. At a minimum, an ordinance must include the following provisions:

- a statement of purpose;
- establishment of an historic preservation commission with a grant of powers and no fewer than five members;
- procedures for the designation of historic districts and landmarks;
- standards and criteria for designating historic districts and landmarks;
- definition of actions reviewed by the commission, including proposed alterations, relocation, demolition, or new construction;

- standards and guidelines for the review of such actions;
- specific time frames for review; and
- procedures for appeals.

Once a city has adopted an ordinance and appointed a commission, an application including the following information should be sent to the SHPO:

- a letter of assurance from the mayor that the local government will comply with all requirements of the state and federal guidelines;
- a copy of the local historic preservation ordinance;
- resumes for historic preservation commission stating the interest or expertise in preservation of each member,
- a copy of the local historic preservation plan, or a statement describing the local preservation program including survey, designation, and protection activities; and
- resumes for city staff assigned to work with the preservation commission full- or part-time.

This information is reviewed by the SHPO and, if the minimum criteria for participation in the CLG program are met, a certification agreement is prepared and signed by the SHPO and the mayor.

The request for certification and the SHPO's recommendation is sent to the National Park Service for federal review. The NPS informs the mayor by letter of final federal review. The date of the letter is the date of official certification for record keeping purposes.

For Additional Information

For additional information, please contact the Preservation Planner and Grants Manager, the State Historic Preservation Office at **Rebecca Rost: (573) 751-7958.**

LOCATION & OFFICE HOURS

The SHPO is located at 1101 Riverside Drive in Jefferson City. The office is open Monday - Fridays from 8 a.m. to 5 p.m. except state holidays. For best service, we encourage you to call ahead for an appointment with the appropriate staff person.

**State Historic Preservation Office
1101 Riverside Drive
P.O. Box 176
Jefferson City, Mo 65102
(573) 751-7858**

Visit our website at: <http://www.dnr.mo.gov/shpo>

April 2014

APPENDIX F
EDC-SBA 504 SMALL BUSINESS LOAN PROGRAM

EDC OFFERING SBA 504 SMALL BUSINESS LOANS



Perfect Financing for Expanding Small Businesses Ready to Put Down Roots

When small business owners decide to buy, build or renovate commercial real estate, they are putting down roots in their communities – and taking a big step toward ensuring the continued growth and success of their businesses.

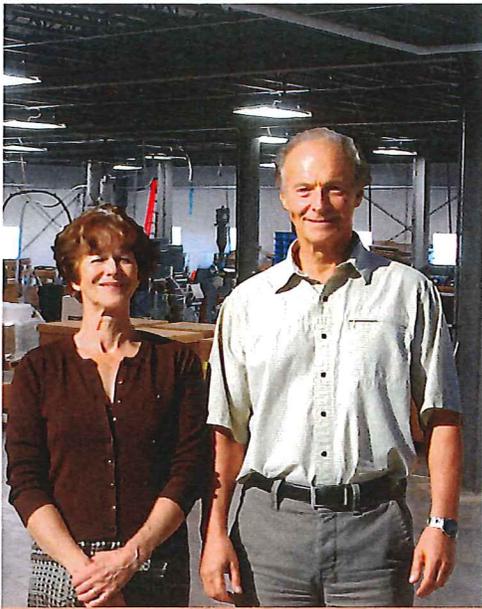
The 504 loan program offers most types of small businesses affordable financing for **real estate, machinery and equipment** purchases and potential refinancing of existing debt.

Advantages with SBA 504 Loans:

- Low Down Payment
- Long Term Financing
- Fixed, Below Market Interest Rates



**Small Business
Finance**



Electro Plastics
Co-owners Monica and Stefan Irgens of Electro Plastics used the EDC 504 loan program to build a new facility for their company.

IT'S EASY!

"I can't tell you how easy it was to get a 504 refinancing loan and how helpful the staff at the EDC have been for us. It was everything I could have asked for. More businesses and banks need to know about this program. It's going to help my cash flow and make me much more viable."

-Tim Milford, president and chief executive officer of Milford Supply, a wholesale distributor of plumbing supplies with three branches in metro St. Louis.

READY TO GET STARTED!

GREAT BENEFITS

With SBA 504 financing, small business owners can purchase commercial real estate with a down payment as low as 10%. The small business owner not only gets the tax benefits and appreciation on the real estate, but also locks in occupancy costs for the long term with financing tailored to meet his or her specific needs. If you have an existing debt that has a balloon payment coming due or a high interest rate, SBA 504 loans can also be used to refinance certain existing debt at long term, low, fixed interest rates.

- **LOW DOWN PAYMENT & ENHANCED CASH FLOW:**

With financing available for up to 90% of the project cost, SBA 504 loans offer an affordable down payment, enabling the small business owner to conserve working capital and retain liquidity to meet operating needs.

- **LONG TERM FINANCING AT COMPETITIVE INTEREST RATES:**

SBA 504 real estate and equipment financing is 10- or 20-year fully amortized financing. This enables a small business owner to pay for a facility over the long term, avoid risky loan call provisions and enjoy lower monthly payments. For current interest rates, visit www.edcsc.com and click on Business Financing/504 Loan Program.

- **PREDICTABLE MONTHLY PAYMENTS:**

SBA 504 financing allows small business owners to fix their business occupancy and equipment costs with an attractive, 10- or 20-year, fixed interest rate.

- **OWNERSHIP OPTIONS TAILORED TO MEET SMALL BUSINESS OWNER NEEDS:**

A small business owner can purchase and hold title to a building personally, in the name of the business or even set up a holding company for the real estate. This gives the small business owner the flexibility to maximize tax benefits of ownership and minimize liability in the manner best suited for the owner and his or her company. Additionally, two or more small businesses can receive an SBA 504 loan if they combine to create a real estate holding company. This option works especially well for professionals in the medical, veterinary, legal and accounting fields.

HOW IT WORKS

Working with a lender, the EDC provides up to 40% of the financing for commercial real estate purchase and new construction with an SBA 504 loan. A lender partners with the EDC to typically provide 50% of the financing, while the business owner ends up paying as little as 10% down.

The EDC works with the small business borrower to process, approve, close and service the SBA 504 loan. Funding is provided by the SBA issuing a 10- or 20-year debenture that is sold to investors, giving small business owners access to capital at low, fixed interest rates – usually only available to large corporations. Debentures are also attractive to investors since they are backed by the SBA and fully guaranteed by the U.S. Treasury.



Titanova
John Haake, owner and president of Titanova, used the EDC's 504 loan program to buy and renovate a building and purchase equipment.

EDC & 504: GROWING SMALL BUSINESS, JOBS, COMMUNITIES

HOW BIG IS YOUR PROJECT?

Most growing businesses are adding staff as they expand and look for larger facilities. **This is when the SBA 504 loan is the perfect choice for financing.** SBA 504 loan size is linked to job creation. A small business owner is expected to create and/or retain jobs OR meet a public policy or community development goal (i.e. minority, veteran or women owned business) to qualify for an SBA 504 loan. In general, an entrepreneur can borrow \$65,000 (\$100,000 for manufacturers) in SBA 504 loan funding for each job created and/or retained within two years.

There is no limit to the total project cost, however, the EDC can lend you up to 40% of the project cost with a dollar cap of **\$5,000,000** depending on the type of project. The EDC can go as high as **\$5,500,000** of SBA 504 financing for eligible manufacturing projects and for projects that incorporate energy saving technologies for sustainable design.

THE NUTS & BOLTS

SBA 504 loans are for terms of either 10- or 20-years. The interest rate for the loan is fixed when the SBA sells the debenture to fund the loan.

SBA 504 loans are fully amortized and have no balloon payments. There is a prepayment premium for the first half of the loan term that decreases each year.

READY TO BEGIN?

First, contact EDC Small Business Finance to review and evaluate your project and your business. See how the EDC can structure the financing to meet your unique requirements. Your banker can also assist with the referral to the EDC when low-rate, long-term, fixed asset financing is needed.

Next the EDC will work with you and your banker to complete your application and seek all necessary approvals. Together we will arrange for a permanent first mortgage and the interim loan for your project.

Then you will be on your way to owning a new "home" for your business, purchasing that essential equipment, and improving your cash flow while retaining much-needed working capital.



BT Washz Productions
BT Washz Productions Owner Booker Washington is shown with his family at the new building their company purchased with a 504 loan from the EDC.



Michael's Flooring Outlet
Owner Mike Reynolds of Michael's Flooring Outlet is shown at his new store which was financed with a 504 loan from the EDC.



Minuteman Press
Minuteman Press owner Dave Henrich (right) and his staff in the building purchased with a 504 loan from the EDC.

Since 1980 over 125,000 SBA 504 loans have been made nationwide representing financing of over \$59 billion and resulting in the creation or retention of over 2 million jobs.

Cover Photos (left to right):

Beth Academy

Construction of Beth Academy day care was financed with a 504 loan from the EDC, and owner Carla Beth is shown at her new facility.

Spectrum Cleaners

Owners Dana and Jay Peters of Spectrum Cleaners used the EDC 504 loan program to purchase an existing building for their new headquarters.

Heritage Veterinary

Dr. Kim Sanford and the Heritage Veterinary staff at the practice's new location which was purchased and renovated with a 504 loan from the EDC.

PERFECT FINANCING FOR YOUR SMALL BUSINESS CLIENTS



Dairy Queen Restaurant
Partners Brian Toennies and David Lipe used the EDC's 504 loan program to build a new Dairy Queen restaurant in O'Fallon, Illinois.

LOAN STRUCTURE

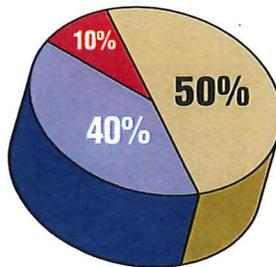
A bank or other lender typically finances 50% of the project cost and takes a first mortgage (lien) position on the assets financed. The first mortgage lender provides a commercial loan at current market rates and fees for their share of the project. The lender also provides the interim (also known as a bridge) loan that is paid off from the proceeds of the SBA 504 loan. The EDC/SBA finances up to 40% of the project cost and takes a second mortgage position, while the small business owner provides a down payment that can be as low as 10%*.

EXAMPLE OF FINANCING ON A TYPICAL \$1 MILLION PROJECT:

COST FOR PROJECT:

Acquisition of Building	\$800,000
Renovations	\$180,000
Soft Costs (i.e. appraisal, architects fees, closing costs)	\$20,000

Total: \$1,000,000



PROJECT FINANCING:

ENTITY	LOAN AMOUNT	% OF PROJECT	SECURITY
Bank (Other Lender)	\$500,000	50%	1st Lien
SBA 504 loan	\$400,000	40%	2nd Lien
Borrower down payment	\$100,000	10%*	
Total:	\$1,000,000	100%	

ELIGIBILITY

Most small businesses qualify.

An entrepreneur has to be operating a for-profit business, organized as a corporation, sole proprietorship, partnership, LLC, etc., located in the U.S. that, with affiliates, has a tangible net worth of less than \$15 million and profit after taxes of less than \$5 million. Also, the business must occupy at least 51% of its property for existing buildings or 60% of a newly constructed building. Two or more unrelated small businesses can receive an SBA 504 loan if they combine to meet occupancy requirements.

SBA 504 loans can not be used for working capital, mortgage broker fees, bridge or interim loan during the construction period, business inventory, or rolling stock (i.e. vehicles).

A business is ineligible if it is owned by persons who do not have permanent legal resident status, or if the business has restrictions on patronage, is government-owned, is a consumer or marketing cooperative, is engaged in loan packaging, has previously defaulted on a federal loan, is engaged in political or lobbying activities, or is a speculative business.



Small Business Finance

5988 Mid Rivers Mall Drive
St. Charles, MO 63304
Phone 636.441.6880
Toll Free 1.877.441.6880
Fax 636.441.6881
www.edcsc.com

*An additional 5% down payment is required for certain projects like special purpose buildings (i.e. car wash, hotel) or for start up businesses. For both a new business and a special purpose building, the down payment is 20%.

APPENDIX G
MISSOURI DEPARTMENT OF ECONOMIC DEVELOPMENT
MISSOURI WORKS PROGRAM



MISSOURI WORKS PROGRAM

MISSOURI DEPARTMENT OF ECONOMIC DEVELOPMENT

PURPOSE

Facilitate the creation of quality jobs by targeted business projects.

AUTHORIZATION

Sections 620.2000 to 620.2020

ELIGIBLE APPLICANTS

- For-Profit or non-profit businesses.
- Not Eligible: Gambling establishments, store front consumer-based retail trade establishments, food and drinking places, public utilities, educational services, religious organizations, public administration, ethanol distillation or production, biodiesel production, or healthcare and social services.
- Not Eligible: Businesses that are delinquent in payment of any nonprotested taxes or other payments (state, federal, local).
- Not Eligible: Businesses that have filed for or have publicly announced their intention to file for bankruptcy, unless certain requirements are met.
- Eligible: Headquarters, administrative, or research and development offices of otherwise excluded businesses that serve a multi-state area.

ELIGIBILITY CRITERIA

Program	Minimum New Jobs	Minimum New Private Capital Investment	Minimum Average Wage	Automatic Benefit
Zone Works (Note 1)	2	\$100,000	80% of County Avg. Wage	WH, 5 or 6 years (Note 3)
Rural Works (Note 2)	2	\$100,000	90% of County Avg. Wage	WH, 5 or 6 years (Note 3)
Statewide Works	10	N/A	90% of County Avg. Wage	WH, 5 or 6 years (Note 3)
Mega Works 120	100	N/A	120% of County Avg. Wage	6% of new payroll, 5 or 6 years (Note 3)
Mega Works 140	100	N/A	140% of County Avg. Wage	7% of new payroll, 5 or 6 years (Note 3)

"WH" means the retention of the state withholding tax of the new jobs

Note 1: Project facility must be located in an Enhanced Enterprise Zone.

Note 2: Project facility must be located in a "rural" county, which would NOT include Boone, Buchanan, Clay, Greene, Jackson, St. Charles, and St. Louis City and County.

Note 3: Benefit period is 5 years, or 6 years for existing Missouri companies (those that have been operational in Missouri for at least 10 years).

In addition to the Automatic Benefit indicated above, the Statewide Works or Mega Works projects may be considered for discretionary benefits, limited to the net state fiscal benefit. The criteria for the discretionary benefits include:

- The least amount necessary to obtain the company's commitment;
- The overall size (number of jobs, payroll, new capital investment) and quality (average wages, growth potential of the company, multiplier effect of the industry) of the project;
- The financial stability and creditworthiness of the company;
- The level of economic distress of the project area;
- The competitiveness of alternative locations; and
- The percent of local incentives committed to the project.

PROGRAM BENEFITS

Program benefits are (a) the retention of the state withholding tax of the new jobs and/or (b) state tax credits, which are refundable, transferable and/or saleable. The program benefits are based on a percentage of the payroll of the new jobs. The program benefits are not provided until the minimum new job threshold is met and the company meets the average wage and health insurance requirements.

"New jobs" are defined as full-time (average 35 or more hours/week each year and for whom the company offers/pays 50% of health insurance) employees of the company located at the project facility, based on the increase from the "base employment".

"Base Employment" is the greater of (a) the number of full-time employees on the date of the Notice of Intent, or (b) the average number of full-time employees for the 12 month period prior to the date of the Notice of Intent. In the event the company (or a related company) reduces jobs at another facility in Missouri with related operations, the new jobs at the project facility would be reduced accordingly.

FUNDING LIMITS

There is no annual limit on the retained withholding taxes. Tax credits issued for the entire program shall not exceed \$106 million for FY2014, \$111 million for FY2015, and \$116 million for 2016 forward.

ATTRIBUTES OF THE TAX CREDITS

The tax credits may be applied to Chapter 143 (state income tax, excluding withholding tax) and Chapter 148 (financial institution tax). Tax credits must be claimed within one year of the close of the taxable year for which they were issued. Tax credits can only be applied to tax liability for the year in which they were earned. Any annual unused balance is fully refundable. The credits may also be transferred, sold or assigned.

APPLICATION/APPROVAL PROCEDURE

Prior to the receipt of a DED proposal or approval of a notice of intent ("NOI"), none of the following can have occurred:

- Significant, project-specific site work at the project facility.
- Purchased machinery or equipment related to the project.
- Publicly announced its intention to make new capital investment at the project facility.

Upon receipt of the proposal/NOI, DED will:

- Confirm the business is eligible;
- Establish the date at which "base employment" is calculated;
- Reserve the estimated tax credits for the project; and
- Establish the 2-year "deadline" date by which the minimum thresholds for the creation of the new jobs, investment, etc must be met.

REPORTING REQUIREMENTS

On an annual basis, the business must submit a report documenting the new jobs created, the total payroll, and confirming that the business meets the health insurance requirements for the new jobs. In the event that a company has not maintained the minimum program requirements, benefits may cease for the remainder of the benefit period. The Tax Credit Accountability Act Reporting Form must be submitted to the Department of Revenue by June 30th each year the company receives tax credits and for the three years following the issuance of the tax credits.

SPECIAL PROGRAM REQUIREMENTS

A business cannot simultaneously receive benefits for the same capital investment or the same jobs for the following programs:

- Rebuilding Communities
- Development Tax Credit
- Enhanced Enterprise Zone
- Quality Jobs
- Manufacturing Jobs

Special conditions apply when Missouri Works is used at the same time as other programs that affect state withholding taxes (Missouri Training, State TIF, MODESA).

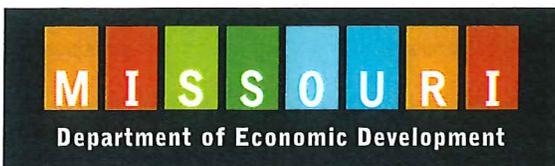
Estimated state withholding taxes, based on adjusted gross income (AGI):

- AGI of \$15-20,000 1.27%
- AGI of \$20-25,000 1.82%
- AGI of \$25-30,000 2.29%
- AGI of \$30-35,000 2.63%
- AGI of \$35-40,000 2.85%
- AGI of \$40-45,000 3.00%
- AGI of \$45-50,000 3.11%
- AGI of \$50-55,000 3.21%
- AGI of \$55-60,000 3.31%
- AGI of \$60-65,000 3.40%
- AGI of \$65-70,000 3.49%
- AGI of \$70-75,000 3.57%
- AGI of \$75-100,000 3.78%
- AGI of \$100-200,000 4.29%
- AGI of \$200-500,000 4.82%

CONTACT

Missouri Department of Economic Development
 Business and Community Services Division
 Business and Community Finance Team
 301 West High Street • Room 770 • P.O. Box 118
 Jefferson City • MO • 65102
 Phone: 573-751-4539 • Fax: 573-522-4322

E-mail: dedfin@ded.mo.gov • Web: www.ded.mo.gov



County average wages (effective until 7/1/2015):

Average county wages are based on Census of Employment and Wages, MERIC. Updates to be made annually. Use 2,080 hours per year when converting from annual to hourly wages.

County	Average Annual Wage	County	Average Annual Wage	County	Average Annual Wage
ADAIR	\$27,072	GREENE	\$36,840	OZARK	\$19,848
ANDREW	\$27,385	GRUNDY	\$32,533	PEMISCOT	\$28,141
ATCHISON	\$26,558	HARRISON	\$23,368	PERRY	\$32,228
AUDRAIN	\$32,587	HENRY	\$30,316	PETTIS	\$30,320
BARRY	\$35,152	HICKORY	\$20,653	PHELPS	\$30,572
BARTON	\$25,199	HOLT	\$30,414	PIKE	\$28,796
BATES	\$25,487	HOWARD	\$26,431	PLATTE	\$40,572
BENTON	\$25,171	HOWELL	\$29,571	POLK	\$27,568
BOLLINGER	\$23,066	IRON	\$40,721	PULASKI	\$25,297
BOONE	\$33,875	JACKSON	\$43,438	PUTNAM	\$23,355
BUCHANAN	\$38,816	JASPER	\$36,489	RALLS	\$39,785
BUTLER	\$29,580	JEFFERSON	\$31,740	RANDOLPH	\$33,567
CALDWELL	\$34,745	JOHNSON	\$29,555	RAY	\$32,279
CALLAWAY	\$39,552	KNOX	\$25,165	REYNOLDS	\$22,572
CAMDEN	\$27,736	LACLEDE	\$30,176	RIPLEY	\$19,724
CAPE GIRARDEAU	\$36,000	LAFAYETTE	\$28,915	ST. CHARLES	\$39,584
CARROLL	\$28,975	LAWRENCE	\$30,588	ST. CLAIR	\$21,737
CARTER	\$22,515	LEWIS	\$28,334	STE. GENEVIEVE	\$38,925
CASS	\$30,020	LINCOLN	\$33,243	ST. FRANCOIS	\$27,611
CEDAR	\$22,603	LINN	\$32,173	ST. LOUIS CO.	\$43,438
CHARITON	\$28,044	LIVINGSTON	\$30,321	SALINE	\$31,034
CHRISTIAN	\$27,297	MCDONALD	\$28,652	SCHUYLER	\$33,439
CLARK	\$24,346	MACON	\$26,754	SCOTLAND	\$21,500
CLAY	\$43,438	MADISON	\$26,039	SCOTT	\$31,562
CLINTON	\$29,181	MARIES	\$31,788	SHANNON	\$19,122
COLE	\$37,795	MARION	\$32,033	SHELBY	\$26,262
COOPER	\$29,449	MERCER	\$31,479	STODDARD	\$30,427
CRAWFORD	\$33,008	MILLER	\$30,397	STONE	\$25,273
DADE	\$26,933	MISSISSIPPI	\$27,309	SULLIVAN	\$34,225
DALLAS	\$21,366	MONITEAU	\$27,733	TANEY	\$26,509
DAVISS	\$24,816	MONROE	\$28,213	TEXAS	\$26,229
DEKALB	\$28,251	MONTGOMERY	\$27,884	VERNON	\$32,812
DENT	\$29,970	MORGAN	\$24,296	WARREN	\$31,700
DOUGLAS	\$22,881	NEW MADRID	\$37,008	WASHINGTON	\$22,985
DUNKLIN	\$24,016	NEWTON	\$31,429	WAYNE	\$20,930
FRANKLIN	\$35,766	NODAWAY	\$31,025	WEBSTER	\$28,718
GASCONADE	\$27,591	OREGON	\$21,117	WORTH	\$22,427
GENTRY	\$27,324	OSAGE	\$27,752	WRIGHT	\$26,425
				ST. LOUIS CITY	\$43,438

- Statewide average of **\$43,438** applicable to any county over the statewide average when determining program eligibility. (Clay, Jackson, St. Louis County and City)
- The wage represents an average for all private industries.
- If a project is moving from one Missouri county to a county with a lower county average wage, the company must obtain endorsement from the governing body of the community where the jobs are located, or the higher county average wage will be used for calculations.

APPENDIX H
TRANSPORTATION DEVELOPMENT DISTRICTS (TDDs)
COMMUNITY IMPROVEMENT DISTRICTS (CIDs)
NEIGHBORHOOD IMPROVEMENT DISTRICTS (NIDs)

TRANSPORTATION DEVELOPMENT DISTRICTS

GENERAL

D.A. Davidson & Co.'s Role

D. A. Davidson & Co. shall act as Senior and Sole Underwriter.

Purpose

A transportation development district may be created pursuant to Sections 238.200 to 238.275 of the Revised Statutes of Missouri, as amended (the "TDD Act") to fund, promote, plan, design, construct, improve, maintain and operate one or more projects or to assist in such activity. A district is a separate political subdivision of the state. "Project" includes any bridge, street, road, highway, access road, interchange, intersection, signing, signalization, parking lot, bus stop, station, garage, terminal, hangar, shelter, rest area, dock, wharf, lake or river port, airport, railroad, light rail, or other mass transit and any similar or related improvement or infrastructure.

The TDD Act was amended in the most recent legislative session to (1) provide for an alternative method of creating a transportation development district when two or more jurisdictions within the State of Missouri collaborate and (2) reduce the number of elections necessary to make a "multi-jurisdictional" district fully operational. The amendments became effective on August 28, 2003.

Projects, Submission of Plans

Before construction or funding of any project, the district shall submit the proposed project, together with the proposed plans and specifications, to the Missouri Highways and Transportation Commission (the "commission") for its prior approval of the project. If the commission finds that the project will improve or is a necessary or desirable extension of the state highways and transportation system, the commission may approve the project subject to the district making any revisions in the plans and specifications required by the commission and the district and commission entering into a mutually satisfactory agreement regarding development and future maintenance of the project. After the commission approves the final construction plans and specifications,

the district shall obtain prior commission approval of any modification of such plans or specifications.

If the proposed project is not intended to be merged into the state highways and transportation system under the commission's jurisdiction, the district shall also submit the proposed project and proposed plans and specifications to the local transportation authority that will become the owner of the project for its prior approval. "*Local transportation authority*" is a county, city, town, village, county highway commission, special road district, interstate compact agency, or any local public authority or political subdivision having jurisdiction over any bridge, street, highway, dock, wharf, ferry, lake or river port, airport, railroad, light rail or other transit improvement or service.

In those instances where a local transportation authority is required to approve a project and the commission determines that it has no direct interest in that project, the commission may decline to consider the project. Approval of the project shall then vest exclusively with the local transportation authority subject to the district making any revisions in the plans and specifications required by the local transportation authority and the district and the local transportation authority entering into a mutually satisfactory agreement regarding development and future maintenance of the project. After the local transportation authority approves the final construction plans and specifications, the district shall obtain prior approval of the local transportation authority before modifying such plans or specifications.

FUNDING METHODS

Special Assessments

If approved by:

(i) A majority of the qualified voters voting on the question in the district; or

(ii) The owners of record of all of the real property located within the district who shall indicate their approval by signing a special assessment petition;

the district may make one or more special assessments for those project improvements which specially benefit the properties within the district.

If a proposal for making a special assessment fails, the district board of directors may, with the prior approval of the commission or the local transportation authority which will assume ownership of the completed project, delete from the project any portion which was to be funded by special assessments and which is not otherwise required for project integrity.

Property Tax

If approved by at least four-sevenths of the qualified voters voting on the question in the district, the district may impose a property tax in an amount not to exceed the annual rate of ten cents on the hundred dollars assessed valuation. The property tax shall be uniform throughout the district.

Sales Tax

Any district may by resolution impose a transportation development district sales tax in increments of one-eighth of one percent up to a maximum of one percent on all retail sales made in such transportation development district which are subject to taxation pursuant to the provisions of Sections 144.010 to 144.525 RSMo, *except* such sales tax shall not apply to (1) the sale or use of motor vehicles, trailers, boats or outboard motors, (2) sales of electricity or electrical current, water and gas, natural or artificial, or (3) sales of service to telephone subscribers, either local or long distance. No resolution imposing a transportation development district sales tax shall be effective unless the board of directors of the transportation development district submits to the qualified voters of the district a proposal to authorize the board of directors of the district to impose or increase the levy of an existing tax and said proposal is approved by a majority of the votes cast by the qualified voters voting thereon or the voters approved the question certified by the petition filed pursuant to two or more local transportation authorities having adopted resolutions calling for the joint establishment of a district. Notwithstanding the foregoing, the owners of all of the property in the district may implement the sales tax by unanimous petition in lieu of holding an election. Once approved, the sales tax shall become effective on the first day of the month following adoption of the tax by the qualified voters. Any transportation development district sales tax imposed shall be imposed at a rate that shall be uniform throughout the district.

Tolls

If approved by a majority of the qualified voters voting on the question in the district, the district may charge and collect tolls or fees for the use of a project.

To construct a toll facility, a district may relocate an existing state highway, subject to approval by the commission, or an existing local public street or road, subject to approval by the local transportation authority having control and jurisdiction over such street or road. A district shall not incorporate an existing free public street, road or highway into a district project that will be subject to tolls.

Bonds

The District may issue bonds, notes and other obligations for not more than 40 years, and may secure any of such obligations by mortgage, pledge, assignment or deed

of trust of any or all of the property and income of the district. The district shall not mortgage, pledge or give a deed of trust on any real property or interests which it obtained by eminent domain. The district shall not mortgage, pledge or give a deed of trust on any real property or interests which it acquired from the state of Missouri or any agency or political subdivision thereof without the written consent of the state, agency or political subdivision from which it obtained the property.

FORMATION

Creation of District

Whenever the creation of a district is desired, not less than fifty registered voters from each county partially or totally within the proposed district, excluding public streets, may file a petition requesting the creation of a district. If no persons eligible to be registered voters reside within the district, the owners of record of all of the real property located within the proposed district may file a petition requesting the creation of a district. The governing body of any local transportation authority within any county in which a proposed project may be located may file a petition in the circuit court of that county, requesting the creation of a district or, if two or more local transportation authorities have adopted resolutions calling for the joint establishment of a district, the governing body of any one such local transportation authority may file a petition in the circuit court of any county in which the proposed project is located requesting the creation of a district. The petition shall be filed in the circuit court of any county partially or totally within the proposed district.

The proposed district area must be contiguous and may contain all or any portion of one or more municipalities and counties. As a general rule, property separated only by a public street, easements or rights-of-way shall be considered contiguous. However, in the case of a district created pursuant to a petition submitted by two or more local transportation authorities calling for the joint establishment of a district, property separated only by public streets, easements, or rights-of-way or connected by a single public street, easement, or right-of-way shall be considered contiguous. Furthermore, in the case of a district formed pursuant to a petition filed by the owners of record of all of the real property located within the proposed district, the proposed district area need not contain contiguous properties if: (a) the petition provides that the only funding method for project costs will be a sales tax; (b) the court finds that all of the real property located within the proposed district will benefit by the projects to be undertaken by the district; and (c) each parcel within the district is within five miles of every other parcel.

The petition shall set forth:

- (i) The name, voting residence and county of residence of each individual petitioner, or, if no persons eligible to be registered voters reside within the proposed district, the name and address of each owner of record of real property located within the

proposed district, or shall recite that the petitioner is the governing body of that city or county acting in its official capacity;

(ii) The name and address of each respondent. Respondents must include the commission and each affected local transportation authority within the proposed district, except a petitioning local transportation authority;

(iii) A specific description of the proposed district boundaries including a map illustrating such boundaries;

(iv) A general description of each project proposed to be undertaken by that district, including a description of the approximate location of each project;

(v) The name of the proposed district;

(vi) The number of members of the board of directors of the proposed district, which shall be not less than five or more than fifteen;

(vii) A statement that the terms of office of initial board member shall be staggered in approximately equal numbers to expire in one, two or three years;

(viii) If the petition was filed by registered voters or by a governing body, a request that the question be submitted to the qualified voters within the limits of the proposed district whether they will establish a transportation development district to develop a specified project or projects;

(ix) A proposal for funding the district initially together with a request that the funding proposal be submitted to the qualified voters residing within the limits of the proposed district; and

(x) A statement that the proposed district shall not be an undue burden on any owner of property within the district and is not unjust or unreasonable.

If a petition is filed pursuant to the resolutions of two or more local transportation authorities calling for the joint establishment of a district, the petition shall set forth:

(i) That the petitioner is the governing body of a local transportation authority acting in its official capacity;

(ii) The name of each local transportation authority within the proposed district. The resolution of the governing body of each local transportation authority calling for the joint establishment of the district shall be attached to the petition;

(iii) The name and address of each respondent. Respondents must include the commission and each affected local transportation authority within the proposed district, except a petitioning local transportation authority;

(iv) A specific description of the proposed district boundaries including a map illustrating such boundaries;

(v) A general description of each project proposed to be undertaken by the district, including a description of the approximate location of each project;

(vi) The name of the proposed district;

(vii) The number of members of the board of directors of the proposed district;

(viii) A request that the question be submitted to the qualified voters within the limits of the proposed district whether they will establish a transportation development district to develop the projects described in the petition;

(ix) A proposal for funding the district initially together with a request that the imposition of the funding proposal be submitted to the qualified voters residing within the limits of the proposed district; provided, however, special assessments may also be approved by the owners of record of all of the real property located within the district signing a special assessment petition; and

(x) A statement that the proposed district shall not be an undue burden on any owner of property within the district and is not unjust or unreasonable.

Hearing

The court shall hear the case without a jury. If the court shall determine the petition is defective or the proposed district is illegal or unconstitutional, or shall be an undue burden on any owner of property within the district or is unjust and unreasonable, it shall enter its declaratory judgment to that effect and shall refuse to make the certifications requested in the pleadings. If the court determines that any proposed funding method is illegal or unconstitutional, it shall enter its judgment striking that funding method in whole or part. If the court determines the petition is not legally defective and the proposed district and method of funding are neither illegal nor unconstitutional, the court shall enter its judgment to that effect.

If the petition was filed by registered voters or by a governing body, the court shall then certify the questions regarding district creation, project development and proposed funding for voter approval. If the petition was filed by the owners of record of all of the real property located within the proposed district, the court shall declare the district organized and certify the funding methods stated in the petition for qualified voter approval. If a petition is filed pursuant to the resolutions of two or more local transportation authorities calling for the joint establishment of a district, the court shall then certify the single question regarding district creation, project development and proposed funding for voter approval.

Notice to Public

If the petition was filed by registered voters or by a governing body, the circuit clerk in whose office the petition was filed shall give notice to the public by causing one or more newspapers of general circulation serving the counties or portions thereof contained in the proposed district to publish once a week for four consecutive weeks.

The circuit court may also order a public hearing on the question of the creation and funding of the proposed district, if it deems such appropriate, under such terms and conditions as it deems appropriate. If a public hearing is ordered, notice of the time, date and place of the hearing shall also be given in the notice specified above.

Election

If the circuit court certifies the petition for voter approval, a majority vote is required to approve the formation of the district. If the results show that less than a majority of the votes cast by the qualified voters were in favor of the organization of the district, the circuit court shall declare that the question has failed to pass, and the same question shall not be again submitted for voter approval for two years.

If (1) the petition filed pursuant to the resolutions of two or more local transportation authorities calling for the joint establishment of a district is certified for voter approval, (2) the district desires to impose a sales tax as the only proposed funding mechanism and (3) the proposition to create the district and authorize the sales tax has received majority voter approval, the circuit court shall declare the district organized and the sales tax to be in effect. If the proposition did not receive majority voter approval, the circuit court shall declare that the question has failed to pass and a new petition shall be filed prior to the question being again submitted for voter approval.

If the petition filed pursuant to the resolutions of two or more local transportation authorities calling for the joint establishment of a district is certified for voter approval and the district desires to impose a funding mechanism other than a sales tax, the proposed funding mechanism requires separate voter approval at a subsequent election.

"Qualified electors", *"qualified voters"* or *"voters"* means, if any persons eligible to be registered voters reside within the proposed district, such persons who have registered to vote pursuant to Chapter 115, RSMo, or if no persons eligible to be registered voters reside within the proposed district, the owners of real property located within the proposed district.

Election Procedures

Each voter which is not an individual shall determine how to cast its vote as provided for in its articles of incorporation, articles of organization, articles of partnership, bylaws, or other document which sets forth an appropriate mechanism for the determination of the entity's vote. If a voter has no such mechanism, then its vote shall

be cast as determined by a majority of the persons who run the day-to-day affairs of the voter. Each voted ballot shall be signed with the authorized signature.

Costs of Petition Process

The costs of filing and defending the petition and all publication and incidental costs incurred in obtaining circuit court certification of the petition for voter approval shall be paid by the petitioners. If a district is organized, the petitioners may be reimbursed for such costs out of the revenues received by the district.

Directors

If any persons eligible to be registered voters reside within the district the following procedures shall be followed:

(i) After the district has been declared organized, the court shall upon petition of any interested person order the county clerk to cause an election to be held in all areas of the district within one hundred twenty days after the order establishing the district, to elect the district board of directors which shall be not less than five nor more than fifteen;

(ii) The director or directors to be elected shall be elected at large. The candidate receiving the most votes from qualified voters shall be elected to the position having the longest term, the second highest total votes elected to the position having the next longest term, and so forth. Each initial director shall serve the one-, two- or three-year term to which he was elected, and until his successor is duly elected and qualified. Each successor director shall serve a three-year term. The directors shall nominate and elect an interim director to complete any unexpired term of a director caused by resignation or disqualification; and

(iii) Each director shall be a resident of the district. Directors shall be registered voters at least twenty-one years of age.

If no persons eligible to be registered voters reside within the district, the following procedures shall apply:

(i) Within thirty days after the district has been declared organized, the circuit clerk of the county in which the petition was filed shall, upon giving notice by causing publication to be made once a week for two consecutive weeks in a newspaper of general circulation in the county, the last publication of which shall be at least ten days before the day of the meeting, call a meeting of the owners of real property within the district at a day and hour specified in a public place in the county in which the petition was filed for the purpose of electing a board of not less than five and not more than fifteen directors, to be composed of

owners or representatives of owners of real property in the district; provided that, if all the owners of property in the district joined in the petition for formation of the district, such meeting may be called by order of the court without further publication;

(ii) The property owners, when assembled, shall organize by the election of a chairman and secretary of the meeting who shall conduct the election. At the election, each acre of real property within the district shall represent one share, and each owner may have one vote in person or by proxy for every acre of real property owned by such person within the district;

(iii) The one-third of the initial board members receiving the most votes shall be elected to positions having a term of three years. The one-third of initial board members receiving the next highest number of votes shall be elected to positions having a term of two years. The lowest one-third of initial board members receiving sufficient votes shall be elected to positions having a term of one year. Each initial director shall serve the term to which he or she was elected, and until a successor is duly elected and qualified. Successor directors shall be elected in the same manner as the initial directors at a meeting of the real property owners called by the board. Each successor director shall serve a three-year term; and

(iv) Directors shall be at least twenty-one years of age.

If the district is created pursuant to a petition filed by two or more local transportation authorities calling for the joint establishment of a district, the following procedures shall be followed:

(i) If the district is comprised of four or more local transportation authorities, the board of directors shall consist of the presiding officer of each local transportation authority within the district. If the district is comprised of two or three local transportation authorities, the board of directors shall consist of the presiding officer of each local transportation authority within the district and one person designated by the governing body of each local transportation authority within the district;

(ii) Each director shall be at least twenty-one years of age and a resident or property owner of the local transportation authority the director represents. A director designated by the governing body of a local transportation authority may be removed by such governing body at any time with or without cause; and

(iii) Upon the assumption of office of a new presiding officer of a local transportation authority, such individual shall automatically succeed his predecessor as a member of the board of directors. Upon the removal, resignation

or disqualification of a director designated by the governing body of a local transportation authority, such governing body shall designate a successor director.

The commission shall appoint one or more advisors to the board, who shall have no vote but shall have the authority to participate in all board meetings and discussions, whether open or closed, and shall have access to all records of the district and its board of directors.

If the proposed project is not intended to be merged into the state highways and transportation system under the commission's jurisdiction, the local transportation authority that will assume maintenance of the project shall appoint one or more advisors to the board of directors who shall have the same rights as advisors appointed by the commission.

Any county or counties located wholly or partially within the district which is not a "local transportation authority", may appoint one or more advisors to the board who shall have the same rights as advisors appointed by the commission.

MISCELLANEOUS

Condemnation

The District may condemn lands for a project in the name of the state of Missouri, upon prior approval by the commission, or the local transportation authority as appropriate, as to the necessity for the taking of the description of the parcel and the interest taken in that parcel.

Any person who involuntarily transfers any interest in land to a district which becomes insolvent and comes under the jurisdiction of a court may reacquire that property by paying to the district the total amount of the condemnation award for that parcel, plus statutory interest at the statutory rate from the date of taking on the amount of that award, if the project will not be completed by either the district, the commission or a local transportation authority.

Whenever a district undertakes any project which results in the acquisition of real property or in any person or persons being displaced from their homes, businesses, or farms, the district shall provide relocation assistance and make relocation payments to such displaced person and do such other acts and follow such procedures as would be necessary to comply with the federal Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970, as amended.

Project Revisions

At any time during the existence of a District, the board may submit to the voters of the district a proposition to increase or decrease the number of projects which it is authorized to complete.

If the board proposes to discontinue a project, it shall first obtain approval from the commission if the proposed project is intended to be merged into the state highways and transportation system under the commission's jurisdiction or approval from the local transportation authority if the proposed project is intended to be merged into a local transportation system under the local authority's jurisdiction.

The board may modify the project previously approved by the district voters, if the modification is approved by the commission and, where appropriate, a local transportation authority.

Audit Required

The state auditor shall audit each district not less than once every three years, and may audit more frequently if the state auditor deems appropriate. The costs of this audit shall be paid by the district.

Projects, Transfer to Commission or Authority

Within six months after development and initial maintenance costs of its completed project have been paid, the district shall pursuant to contract transfer ownership and control of the project to the commission or a local transportation authority which shall be responsible for all future maintenance costs pursuant to contract.

This handout provides a brief summary of the Transportation Development District financing mechanism provided by D.A. Davidson & Co. and is not intended to be a complete discussion of this financing tool. Furthermore, D.A. Davidson & Co. reserves the right to amend its security requirements based upon among other things, strength of the underlying credit. For a complete discussion of Transportation Development District financing, including all applicable benefits and risks, please contact Charlie Zitnik or Steve Goehl at 816/360-2270.

* * * *

COMMUNITY IMPROVEMENT DISTRICT OVERVIEW

D.A. Davidson & Co.' Role:

D.A. Davidson & Co. shall act as Senior and Sole Underwriter.

The District

Community Improvement Districts were established under the Community Improvement District Act (CID Act, Sections 67.1401 to 67.1571, RSMo and amended by Senate Bill 1155) for the purpose of providing an economic development-financing tool that can fund a wide variety of public improvement projects of eligible projects and greater latitude in the sources of funding. Under the CID Act, CIDs are allowed to be formed as separate legal entities separate and distinct from the municipality or county that creates the district with the power to impose special assessment, levy real property taxes and to establish a sales tax at a rate of up to one percent (1.00%) on all retail sales within the district for the purpose of financing, maintaining and repairing public improvement.

How are CIDs Formed:

CIDs are created by petition circulated within the proposed district. The petition must be signed by (1) property owners collectively owning real property representing more than fifty percent (50%) of the assessed value within the proposed (CID) and (2) more than fifty percent (50%) per capita or all owners of real property in the CID. The Municipality (or County) holds a public hearing, with prior notice, and formation ordinance (or in the case of a County, resolution) may thereafter be adopted.

How is the District Governed:

The petition specifies whether the directors will be elected by the "qualified voters" or appointed by the authorizing governing body. The Board shall consist of at least five (5) but not more than thirty (30) directors. Each director must either own real property or a business within the district or be a registered voter residing within the district.

Funding Sources:

Funding sources for CIDs include the imposition of retail sales tax, special assessments, real property taxes, business licenses in certain CIDs, fees and rents for use of real or personal property (unless the real or personal property use obtained with the use of funds obtained from grants, gifts or donations). Funds may be used for the purpose of financing, maintaining and repairing public improvement and operations of the district including but not limited administrative services, comprehensive liability insurance and completion of an annual audit.

Security:

The Developer agrees to guarantee the payment of the funding source as set forth in a Guarantee Agreement entered into by and between the District and Developer. The Guarantee Agreement shall provide to the extent that the funding source does not provide sufficient revenues for debt service into the debt service fund preceding each interest payment date, the Developer shall be obligated to purchase from the District "Security Credits" having a value approximately equal to the amount of the deficiency, up to the accumulative total of the Debt Service Reserve Fund (the "Maximum Guarantee"). The amount of any revenue collected by the District constituting funds available for Debt Service in excess of the required debt service payment shall be used to defease outstanding Security Credits.

The Security Guarantee Agreement shall be secured by a subordinate lien on acreage of property located within the District owned by the Developer. The lien for the Security Guarantee Agreement is evidenced by deeds of trust executed by the Developer and a promissory note executed by the Developer. However, the liens shall be subordinate to prior liens on the acreage in favor of the Developer's lenders. The Developer shall provide the Underwriter with a current appraisal of the pledged acreage that the Underwriter may provide to potential purchasers of the Bonds.

What types of project may be financed through a CID:

Public facilities or improvements may include, but are not limited to,

1. Pedestrian or shopping malls and plazas.
2. Parks, lawns, trees and any other landscape.
3. Convention centers, arenas, aquariums, aviaries and meeting facilities.
4. Sidewalks, streets, alleys, bridges, ramps tunnels, overpasses and underpasses, traffic signs and signals, utilities, drainage, water, storm and sewer systems and other site improvements.
5. Parking lots, garages or other facilities.
6. Lakes, dams and waterways.
7. Streetscape, lighting, benches or other seating furniture, trash receptacles, marquees, awnings, canopies, walls and barriers.
8. Telephone and information booths, bus stop and other shelters, rest rooms and kiosks.
9. Paintings, murals, display cases, sculptures and fountains.
10. Music, news and child-care facilities.
11. Any other useful, necessary or desired improvement.

(Improvements must be for public, not private, use.)

What other services may a CID provide?

A community improvement district may provide a variety of public services, including but not limited to:

1. With the municipality's consent, prohibiting or restricting vehicular and pedestrian traffic and vendors on streets.
2. Operating or contracting for the provision of music, news, child-care or parking facilities, and buses, mini-buses or other modes of transportation.
3. Leasing space for sidewalk café tables and chairs.
4. Providing or contracting for the provision of security personnel, equipment or facilities for the protection of property and persons.
5. Providing or contracting for cleaning, maintenance and other services to public and private property.
6. Promoting tourism, recreational or cultural activities or special events.
7. Promoting business activity, development and retention.
8. Providing refuse collection and disposal services.
9. Contracting for or conducting economic, planning, marketing or other studies.

Within a blighted area, the district also may:

1. Contract with any private property owner to demolish, renovate or rehabilitate any building or structure owned by such property owner.
2. Spend its revenues for such purpose, if the governing body of the municipality has determined that such action is anticipated to remediate the blighting conditions and will serve a public purpose.

This handout provides a brief summary of the Community Improvement District financing mechanism provided by D.A. Davidson & Co. and is not intended to be a complete discussion of this financing tool. Furthermore, D.A. Davidson & Co. reserves the right to amend its security requirements based upon among other things, strength of the underlying credit. For a complete discussion of Community Improvement District financing, including all applicable benefits and risks, please contact Charlie Zitnik or Steve Goehl at 816/360-2270.

NEIGHBORHOOD IMPROVEMENT DISTRICTS

I. What is a Neighborhood Improvement District?

- A. An area in which an improvement is made that is benefited by and assessed to pay for that improvement.
- B. Created by an election held or petition circulated within the proposed District.
- C. An area of land to be assessed, *not* a separate legal entity.

II. Authority.

- A. Article III, Section 38(c) of the Constitution of Missouri.
- B. Neighborhood Improvement District Act, Sections 67.453-67.475, Revised Statutes of Missouri.
- C. Maximum general obligation indebtedness incurred by a city or county for improvements under the Neighborhood Improvement District Act: Ten percent of assessed value of all taxable tangible property, as shown by the last completed assessment.

III. What kinds of projects can be financed through neighborhood improvement districts?

- A. *Public* facilities, improvements or reimprovements.
- B. Must confer a benefit on property within the District.
- C. May include, but are not limited to:
 - 1. Acquisition of property;
 - 2. Improvement of streets, gutters, curbs, sidewalks, crosswalks, driveway entrances and structures, drainage works incidental thereto and service connections from sewer, water, gas and other utility mains, conduits or pipes;
 - 3. Improvement of storm and sanitary sewer systems;
 - 4. Improvement of street lights and street lighting systems;
 - 5. Improvement of waterworks systems;
 - 6. Improvement of parks, playgrounds and recreational systems;
 - 7. Landscaping streets or other public facilities;
 - 8. Improvement of flood control works;
 - 9. Improvement of pedestrian and vehicle bridges, overpasses and tunnels;
 - 10. Improvement of retaining walls and area walls on public ways;
 - 11. Improvement of property for off-street parking;

12. Acquisition and improvement of other public facilities or improvements; and
13. Improvements for public safety.

D. Improvements must be for public, not private, use.

IV. How is a neighborhood improvement district formed and how does the financing work?

A. Creation by election or petition.

1. Election.

- a. Creation must be approved by the percentage of voter approval of electors within the proposed District voting thereon required for general obligation bonds (four-sevenths or two-thirds).
- b. Resolution calling the election and notice of election must include the following information:
 - i. Project name.
 - ii. General nature of proposed improvement.
 - iii. Estimated cost. *The estimated cost should include all costs, including financing costs, not only construction costs. It does not include interest on the general obligation bonds.*
 - iv. Boundaries of proposed District. *The boundaries may be described by metes and bounds, streets or other sufficiently specific description. Be sure to describe the area to be assessed, and not just the improvement.*
 - v. Proposed method of assessment, including any provision for the annual assessment of maintenance costs for the improvement in each year after the bonds issued for the original improvement are paid in full. *The cost of the improvements must be apportioned against the property in the District in accordance with the benefits accruing thereto by reason of the improvement and may be assessed equally per front foot or per square foot or any other reasonable assessment plan.*
 - vi. Statement that final cost won't exceed estimated cost by more than twenty-five percent (notice of election only).
- c. Ballot language specified in statute.

2. Petition.

- a. Creation by resolution or ordinance of the governing body upon **petition signed by owners of record of at least two-thirds by area** of all real property located within the proposed District. The State Auditor requires a certification of the acreage or square footage in the District and the acreage or square footage owned by the signers of the petition.
- b. Petition must include the following information:
 - i. Project Name.
 - ii. General nature of proposed improvement.
 - iii. Estimated cost.

- iv. Boundaries of proposed District.
- v. Proposed method of assessment, including any provision for the annual assessment of maintenance costs for the improvement in each year after the bonds issued for the original improvement are paid in full.
- vi. Number of years over which the assessments for the improvement can be paid.
- vii. Notice that names of signers may not be withdrawn later than seven days after petition filed.

c. Signatures.

- i. All owners of record of a parcel of property must sign in order for that parcel to be counted against the requirement.
- ii. In the case of property owned by a corporation or partnership, evidence of the authority of the person signing on behalf of such entity should be presented with the petition.
- iii. Affidavit of person or persons circulating the petition should be submitted with the petition.

B. Preparation of plans and specifications.

C. Preparation of preliminary assessment roll.

D. Public hearing.

- 1. Notice published not more than 20 days and not less than 10 days before the hearing must include the following information:
 - a. Project name.
 - b. Date, time and place of hearing.
 - c. General nature of improvements.
 - d. Revised estimated cost (or, if available, final cost).