

**BI-STATE DEVELOPMENT  
BUSINESS SERVICES & ECONOMIC DEVELOPMENT COMMITTEE MEETING  
OPEN SESSION MINUTES  
MARCH 11, 2016**

**Committee Members in Attendance**

**Missouri**

Aliah Holman, Chair  
Vincent C. Schoemehl (absent)

**Illinois**

Michael Buehlhorn  
Irma Golliday (absent)  
Tadas Kicielinski (absent)

**Other Commissioners in Attendance**

Vernal Brown

**Staff in Attendance**

John Nations, President & CEO  
Barbara Enneking, General Counsel and Deputy Secretary  
Kyra Nichols, Sr. Administrative Assistant  
Jim Cali, Director, Internal Audit  
Erick Dahl, Director, St. Louis Downtown Airport  
Kathy Klevorn, Sr. Vice-President and Chief Financial Officer  
Mark Vago, Controller  
Jonathan Frederick, Director, Accounting & Budget  
Michael Gibbs, Accountant-Business Enterprises  
Darcy Bates, Marketing Specialist  
Tom Dunn, Director, Gateway Arch Riverboats  
Jenny Nixon, Executive Director Tourism Innovation  
Larry Jackson, Executive Vice President for Administration  
Jerry Valley, External Communications Manager  
Patti Beck, Director, Communications  
Kerry Kinkade, Vice President Chief Information Officer  
Reginald Cavitt, ATU 788  
Chance Baragary, Manager, Gateway Arch Construction  
Sarah Clarke, Director, Gateway Arch Operations  
Mary Lamie, Executive Director Freight District  
Barbara Georgeff, Director, Executive Services

**Others in Attendance**

None

- 1. Call to Order**  
**8:00 a.m.** Chair Holman called the Open Session Business Services & Economic Development Committee Meeting to order at 8:00 a.m.
- 2. Roll Call**  
**8:00 a.m.** Roll call was taken.
- 3. Public Comment**

**8:00 a.m.** There was no public comment.

**4. Minutes from October 16, 2015 Business Services & Economic Development Committee Meeting - Open Session**

**8:01 a.m.** The October 16, 2015, Open Session Business Services & Economic Development Committee Meeting minutes were provided in the Committee packet. A motion to approve the minutes was made by Commissioner Buehlhorn and seconded by Commissioner Brown. **Motion passed unanimously.**

**5. Update on CityArchRiver Project and the National Park Services 100<sup>th</sup> Anniversary**

**8:02 a.m.** The PowerPoint presentation on the CityArchRiver Project and the National Park Services 100<sup>th</sup> Anniversary was provided in the Committee packet. A brief overview was provided by Jenny Nixon, Executive Director Tourism Innovation; Tom Dunn, Director, Gateway Arch Riverboats; and Sarah Clarke, Director, Gateway Arch Operations. Ms. Nixon discussed the CityArchRiver Project that includes the area from Kiener Plaza, which is currently under construction, to Leonor K. Sullivan Blvd. The entrance portal located on the eastern edge of the Old Cathedral Parking Lot is completed, and it provides clear visitor direction to the Arch. The Luther Ely Smith Square was completed October 28, 2015, and included new landscaping, lighting, seating and bike racks. The grand opening for the Central Riverfront renovations is scheduled for June 2, 2016. The south and north grounds are scheduled to be completed in the fall of 2016. The North Gateway that replaces the Arch Parking Garage on the north end of the Park is expected to be completed in the fall of 2016. Kiener Plaza is scheduled to be completed in the spring of 2017, and it will include new landscaping, lighting, seating, and bike racks. The amphitheater and Market Street medians will be removed. The Plaza will retain its name and the Runner statue. The Visitor Center West Entrance is scheduled to be completed in the summer of 2017, and will include a new ticketing center, and expanded space and mezzanine. The new Museum and Exhibits also are scheduled to be completed in the summer of 2017, and will include six new galleries, a dream wall, and interactive exhibits. The new ticketing system is called Galaxy by Gateway Ticketing Systems, and it went live March 4, 2016. It is user friendly and features access control utilizing barcode scanners for tram tour entry and riverboat boarding. Users can also print tickets at home for online reservations and get same day online sales, which is a first for the Park. The motor generator set replacement begins with the tram closure in December 2016, and is scheduled to reopen at the end of February 2017. It will feature technological upgrades to the current system. At the same time the Load Zone Exhibits will be updated; installation will begin in January 2017 and be completed in March 2017. It will include a new tour-guided experience for visitors, and updated exhibits with mid-century theme in the northern tram load zones.

Sarah Clarke and Tom Dunn discussed the impact that these projects have had on Bi-State Development Operations. Ms. Clarke highlighted the key performance indicators for the Arch from FY13 through FY17. The Park has been under construction since the summer of 2013, and the impact of construction and reduced tram ridership has been factored into fiscal year projections for 2015, 2016, and 2017. The budget includes an 8.2% decrease in annual tram ticket sales due to construction. When the Park reopens, the ticket prices will increase to \$10 for children and \$13 for adults, which is forecasted to increase the revenue in FY16 by 8.3%. The FY17 budgeted revenue for the year also takes into consideration the new ticket pricing and the plan closure that begins in December 2016 for motor generator work.

Mr. Dunn stated that the biggest challenges the riverfront faces have been the construction and the river conditions. The forecast for the entire year of 2015 was 49 days of flooding and the third

highest flood on record occurred in January 2016. Although business was not affected because the riverfront was closed, this highlights the unpredictability of the variables that impact riverfront business.

Some discussion followed regarding the flooding and the impact of the work being completed on Leonor K. Sullivan Blvd.

Ms. Nixon continued her presentation discussing the National Park Service 100<sup>th</sup> Anniversary celebration that will be held on August 25, 2016. The celebration will provide an opportunity to invite a new generation of visitors to reconnect with the Gateway Arch and other national parks within Missouri; and generate energy and excitement around the CityArchRiver transformation. A Missouri National Park Service Passport Program is being developed as well as a smart phone application to access the passport program.

Some additional discussions followed regarding the ownership of Kiener Plaza and how best to ensure that tourists visiting downtown St. Louis are provided with information to help them easily get around St. Louis. The main website: [getaroundstl.com](http://getaroundstl.com) links tourists and locals to sites within St. Louis as well as parking and mass transit. This report was informational only and no Committee action was required. A copy of the report will be kept at the office of the Deputy Secretary.

## **6. Update on Freight District**

**8:19 a.m.** The PowerPoint presentation on the Freight District was provided in the Committee packet. Mary Lamie, Executive Director Freight District, provided a brief overview. East West Gateway did a freight study in 2013 to determine how our region could best take advantage of the anticipated 60% growth in the freight industry over the next 20 years. Peer cities like Kansas City, Memphis, Nashville, Columbus, and Indianapolis have had very aggressive marketing campaigns, resulting in a higher freight growth rate than ours. As a region, a better job of marketing the freight network and setting multi modal transportation priorities needs to be done. This region is central for U.S. manufacturing, home to specialized industries, and the largest manufacturing workforce compared to our peer cities. Not only does the St. Louis region have a multi-modal infrastructure, it also has the ability to move product from one mode of transportation to another. There are four highways with national access; five airports with available capability; six class one railroads; and St. Louis is the third largest inland port. The two largest inland ports are New Orleans and Pittsburgh. Consideration is being given to meeting with the Corps of Engineers to see if the St. Louis Region can get its limits expanded, similar to Pittsburgh, and if successful, the St. Louis Region could be rated higher as an inland port. This region also has six natural gas and nine refined product pipelines.

In the fall of 2015, representatives for the St. Louis Regional Freightway met with our regional Missouri and Illinois Congressional Delegates in Washington, DC. The Congressional Delegations indicated that the freight industry is one of their top priorities and that this is the greatest opportunity to grow and expand our regional economy. Ms. Lamie stated that she also met with the Real Estate industry in early December 2015. There is a small working group representing the barge industry, and that group is working on ways to improve efficiency for barge and fleeting operations on the Mississippi River. There also was a meeting with the six class one railroads who overwhelmingly supported continued investment in our infrastructure with an emphasis on the Merchant's Bridge, which provides service to the six class one railroads and Amtrak.

Discussion followed regarding a visit to Washington, DC by Mr. Nations and Ms. Lamie and the helpful information provided by the Assistant to the Secretary of Transportation regarding applying for a TIGER Grant or a Freight Grant Application. Efforts are being made in conjunction with private industry to increase training opportunities to help with the truck driver workforce shortfall. We must continue to build on regional successes, promote industry specialization, strengthen modal flexibility, enable e-commerce growth, and capitalize on Panama Canal expansion. This report was informational only, and no Committee action was required. A copy of the report will be kept at the office of the Deputy Secretary.

**7. Unscheduled Business**

**8:36 a.m.** There was no unscheduled business.

**8. Call of Dates for Future Committee Meetings**

**8:38a.m.** The next Finance and Administration Committee/Budget Review meeting is scheduled for Friday, March 18, 2016, at 8:00 a.m.; the next Board meeting is scheduled for Friday, April 22, 2016, at 8:00 a.m.

**9. Executive Session - If such action is approved by a majority vote of the Bi-State Development's Board of Commissioners who constitute a quorum, the Board may go into closed session to discuss legal, confidential, or privileged matters under §610.021(1); RSMo; leasing, purchase or sale of real estate under §610.021(2); personnel actions under §610.021(3); discussions regarding negotiations with employee groups under §610.021(9); sealed bids, proposals and documents related to negotiated contracts under §610.021(12); personnel records or applications under §610.021(13); records which are otherwise protected from disclosure by law under §610.021(14); records relating to hotlines established for reporting abuse and wrongdoing under §610.021(16); or confidential or privileged communications with the District's auditor, including auditor work products under §610.021(17).**

**8:40 a.m.** Pursuant to the requirements of Section 610.021(1) and 610.021(2) of the Revised Statutes of Missouri, Chair Holman requested a motion to allow the Committee to go into closed session. A motion to go into Executive Session was made by Commissioner Buehlhorn and seconded by Commissioner Brown. A roll call vote was taken and the Commissioners present, Holman, Buehlhorn, and Brown voted to approve this agenda item. **Motion passed unanimously, and the Open Session meeting was adjourned.**