Stories of Impact & Change

Report to the Region / 2018
This is Who We Are

Bi-State Development (BSD) is a catalyst for innovation, collaboration and progress—connecting communities, creating opportunities, and helping to grow the region.

Inspire. Invest. Ignite.

Inspire / Creating the backdrop to galvanize our collective community spirit of economic development, growth and industry-leading innovation.

Invest / With an eye on the future, leveraging our resources through sound research, creative use of assets, and strategic collaborations.

Ignite / Sparking new conversations, collaborations, strategic investments, out-of-the box thinking, and tenacity for creative problem solving within the region.

Metro Transit

With industry-leading on-time performance, Metro provides passengers with access to 37 MetroLink stations and nearly 50 miles of light rail. MetroBus offers 83 routes, and Metro Call-A-Ride records nearly 600,000 annual boardings for paratransit passengers.

St. Louis Downtown Airport

With three runways, two terminals and 1,000-plus acres, St. Louis Downtown Airport and the Sauget Business Park contribute an estimated $584 million to the region. The airport is the region’s second most active general aviation airport and the busiest outside of Chicago in Illinois.

Gateway Arch Riverfront

BSD and the National Park Service have enjoyed the longest-standing collaboration in BSD history. Today, BSD is a key partner of the Gateway Arch Park Foundation, which is in the final stages of renovating the Gateway Arch Riverfront and surrounding areas.

St. Louis Regional Freightway

As the go-to source for marketing the St. Louis region’s freight assets to the world and for coordinating freight activity and infrastructure, the St. Louis Regional Freightway provides site selection and other assistance to manufacturing, logistics and multimodal transportation companies and their service providers.

Bi-State Development Research Institute

The Bi-State Development Research Institute is a non-profit organization that researches and develops data and information about the return on investment of Bi-State Development programs, public infrastructure, and public-private real estate improvements.
A Catalyst for Impact

Positive Change for the Region

Bi-State Development (BSD) has created something unprecedented—an innovative model of collaborative leadership that is being replicated across the nation and around the globe. When other organizations say, “That has never been done before,” we say, “We can figure this out. We’ve got this.”

That is due in large part to employing some of the most talented people in the bi-state area. We make the impossible possible and provide viable solutions to regional challenges. BSD is a forward-thinking resource that our partners rely upon for creative, innovative solutions.

We are focused on finding innovative ways to make our region a better place for future generations.

Making sure the Metro system is safe is our top transit priority. MetroLink is a regional asset that has always been policed through regional collaboration since it opened nearly 25 years ago. We deliver efficient, on-time service because public transportation is a vital part of our region’s economic engine and an essential component of a successful economic development strategy. Nearly 41 million times each year, someone boards a Metro vehicle to get to work, school and other places. Our impact on the bi-state region extends beyond the Metro enterprise. Since we launched the St. Louis Regional Freeway in 2016, we have been proud to lead a committed group of partners from the private and public sectors who have joined us to position the region for future global freight leadership. The Bi-State Development Research Institute has secured $1.5 million in grant monies to test innovative solutions to meet the needs of vulnerable populations. Our longtime partnership with the National Park Service at the Gateway Arch will continue into future decades to foster forward-thinking community spirit. Our work in the field of general aviation at St. Louis Downtown Airport is helping to create a best-in-class region through collaborative partnerships and deep customer relationships. From St. Clair County to the City of St. Louis to St. Louis County, there isn’t a neighborhood that we don’t serve.

We are focused on finding innovative ways to make our region a better place for future generations, and we know that with your support, we will be successful.

Best regards,

David A. Dietzel
Chairman, Board of Commissioners

John M. Nations
President and Chief Executive Officer
The Ag Coast of America

At the Forefront of Freight
St. Louis was founded in 1764 as a fur trading settlement because of its accessibility to our great rivers. More than 250 years later, our global competitive advantage as a leading exporter remains. We have evolved over the years from a fur trading center to now being branded by the St. Louis Regional Freightway as the “Agriculture Coast of America” or “Ag Coast” for short.

The United States is expected to see an unprecedented 45 percent increase in freight activity by 2045, and the region is aggressively preparing to be at the forefront of that opportunity. Agricultural exports are a significant part of that overall freight activity. From 2006 to 2016, there was a 219 percent increase in grain and agricultural exports to China alone.

The Ag Coast of America—one 15-mile stretch of the Mississippi River—delivers the highest level of grain barge handling capacity anywhere along the river. The barge transfer facilities for corn, wheat, soybeans, and animal feed are drawing national and international attention. The region boasts the largest freight hub among like-sized Midwestern cities, totaling 210 million tons of inbound and outbound freight.

In 2015 alone, the St. Louis region’s barge industry handled 500,000 tons per mile. The St. Louis region was 2 1/2 times more efficient with its river usage than its closest competitors—the Port of Huntington-Tri-State in West Virginia and Ports of Cincinnati and Northern Kentucky, which ranked second and third respectively. The Ag Coast’s mix of grain handling and logistics assets on the Mississippi River is now so concentrated that its only peer competitors are in Brazil and the Black Sea coast.

“The economic impact of our inland water transportation industry cannot be overstated,” said Mary Lamie, Executive Director of the St. Louis Regional Freightway. “In our region alone, we saw total 2015 industry output of $750 million, with an average annual wage of $75,000. That’s for people directly connected to the rivers, exclusive of trucking or rail multipliers, which would make that number much higher.”

“The amount of river business in the St. Louis region has disproportionately increased over the past three decades, not only due to increased demand for grain transfer across the industry, but also because the bi-state region’s barge transfer facilities are earning recognition as a more cost-effective and efficient means to transfer products by barge for shipment to the Port of New Orleans as compared to other areas north of St. Louis. That recognition comes on the heels of investment of more than $200 million in the region’s agricultural product barge transfer infrastructure facilities since 2005,” said David Jump, President of Cahokia, Illinois-based American Milling.

St. Louis’ strategic competitive advantages include rivers, roads, rails and runways:

- The 3rd and 8th busiest inland river ports in the nation are located in the St. Louis region, and are moving the most volume per mile.
- Unlike most areas of the country, 70% of the U.S. population can access the St. Louis area by a two-day truck drive.
- At the crossroads of six Class I railroads, the St. Louis region is the 2nd largest freight interchange location in the U.S., and the 3rd largest by tonnage.
- The region is home to MidAmerica St. Louis Airport and St. Louis Lambert International Airport for air freight trans-shipment and distribution intermodal transport.
The infrastructure project rated as the top funding priority by St. Louis Regional Freightway partners is the replacement of the Merchants Bridge. Both the public sector and the private freight industry, including barge companies, agree the 127-year-old rail bridge over the Mississippi River is critical for freight movement, not only in the St. Louis region, but also nationally.

The bridge, owned by Terminal Railroad Association of St. Louis (TRRA), carries more than 40 million gross tons annually and serves six Class I railroads as well as Amtrak. A combination of private and federal funds is in place to cover two-thirds of the replacement cost, which is estimated at $214 million. MoDOT, TRRA, and Bi-State Development submitted a joint federal grant application seeking the remainder of the funds through the Infrastructure for Rebuilding America program.

The partnership is opening doors for the St. Louis region as it introduces a competitive transportation option to the global marketplace. “The Memorandum of Understanding creates more opportunities for St. Louis regional ports and river terminals to capitalize on the recent growth in container-on-barge operations at the Port of New Orleans and the 500 million tons of cargo that annually move through the lower Mississippi River,” said Mary Lamie, St. Louis Regional Freightway Executive Director.

Through partnerships with the Port of New Orleans, the Kansas City Port, and two ports in Kentucky—Paducah and Louisville—the St. Louis region is able to maximize intermodal river transportation to help meet the freight-volume demands of the future.
Illinois-based Fostaire Helicopters, founded in 1967, is the second largest charter helicopter company in the country. Fostaire has a strategic partnership with St. Louis Downtown Airport based on shared goals for organizational growth and economic development. Fostaire's work includes preventive power line patrols for utility companies, as well as troubleshooting power outages and problems after a storm. Fostaire also works on construction projects with pipeline companies across the nation, as well as contracts with the Army Corps of Engineers.

St. Louis Downtown Airport is also home to The Center for Aviation Science, the hands-on flight school for Saint Louis University’s Parks College, the first federally-certified school of aviation in the country. Parks College students come from all over the world to train at St. Louis Downtown Airport. Currently, the flight school is training its largest student body in college history—more than 900 students from over 20 countries.

Partnerships are what make St. Louis Downtown Airport successful. The third busiest general aviation airport in Illinois is constantly investing in upgrades that make a difference to better serve its customers’ needs—like the Curtis Steinberg Road replacement, taxiway fillet construction upgrades, replacement of the MALSR lighting system, and repainting of the runway and taxiway intersections.

Soaring to New Heights

*Partnerships Thrive at St. Louis Downtown Airport*

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*Especially on the east side of the river, the economic development over here is a great thing.*

Chris Bailey,
CEO of Fostaire Helicopters

The Transit Needs of a Growing Economic Hub

University Square Community Development Corporation, on behalf of a consortium of property owners, is leading the development of the area surrounding the North Hanley Transit Center. Located near one of the busiest MetroLink stations on the light rail system, the project area represents one of the fastest growing economic and employment hubs in the region. Just one stop from St. Louis Lambert International Airport, the 3-mile radius around the transit center captures a growing workforce of more than 62,000 jobs, 11,000 University of Missouri-St. Louis (UMSL) students, 2,500 UMSL faculty and staff, and 2,900 daily MetroLink commuters.

The development is a partnership between Southwestern Illinois Development Authority, Bywater Development Group and Bi-State Development.

Transit-Oriented Project Planned Near Swansea MetroLink Station

Groundbreaking on a new transit-oriented development project, adjacent to the Swansea MetroLink Station in Illinois, is scheduled for January 2018. The $10.5 million project, called Metro Landing of Swansea, will feature apartment living for older adults. It is designed for seniors who want an active, independent lifestyle with convenient access to walking and bike trails and Metro Transit.

The development is a partnership between Southwestern Illinois Development Authority, Bywater Development Group and Bi-State Development.
Connecting to a Healthier Tomorrow

Link Market: Healthy Food Via Transit
i-State Development and its five enterprises are committed to improving the quality of life for residents in the St. Louis region. Its non-profit enterprise, the Bi-State Development Research Institute, is helping address social justice issues like food deserts and lack of access to basic health care.

The Need: Fresh Food Access

Tackling the “food deserts” around the North Hanley and Wellston Transit Centers was an easy choice for the Bi-State Development Research Institute. A significant number of residents in North St. Louis County live more than a mile from the nearest grocery store where they would have access to fresh produce and healthy food staples. “The issue becomes an even greater concern when you see data that indicates 45 to 70 percent of individuals and families residing near these two transit centers don’t own or have access to a car,” said John Wagner, Director of the Bi-State Development Research Institute. “Many are already utilizing Metro Transit services, so this is a great way to improve access by bringing fresh food kiosks to the transit centers.”

Focusing on how to utilize the region’s investment in transit infrastructure and access to transit to improve the growing need for healthy food options in North County made the Link Market project a top priority. The Missouri Foundation for Health recognized the importance of such a program and awarded a $583,958 grant to launch a pilot program.

“I was excited because a transportation agency was coming to us and saying, ‘Hey, let’s work on food access.’ This is an issue that affects the population that we serve, and we know it’s a big need in the region, so how can we put our thinking hats on and kind of stretch ourselves outside of our normal way of doing business to try to create a new partnership to have a new offering for our customers—the transit riders of St. Louis,” said Rhonda Smythe, a program officer for the Missouri Foundation for Health.

The Link Market fresh food kiosks at the North Hanley and Wellston Transit Centers are open five days a week, selling fresh, healthy food staples. You will find more than just fresh produce — the Link Market will also offer ingredients and necessities people need to make an entire fresh meal for their families. Transit riders and nearby residents can stop on their way home from work to purchase fresh food for lunch or dinner to avoid purchasing unhealthier food options found at gas stations and convenience stores. Because the Link Markets are connected to MetroLink and MetroBus routes, a wider scope of residents around the region now have access to the fresh food kiosks.

Energizing the Community

Long before the doors opened in the fall of 2017, Wagner and Link Market operator Jeremy Goss were lining up partners to engage and energize the community. The team at the St. Louis County Department of Public Health assigned to the newly launched Link Market Food Kiosks are Energizing the Community Through Access to Fresh, Healthy Food Staples

Links 2 Health mobile screening unit writes prescriptions for healthy foods. Patients can redeem those health food prescriptions for discounts on produce at the Link Market. For the customers who would like to see how to prepare, cook, and serve fresh vegetables and fruits, the University of Missouri Extension presents cooking demonstrations at the Wellston and North Hanley Transit Center. Metro riders and other interested residents can learn how to make healthy eating more delicious and also how to reduce food waste in the process.

Online ordering is also in the works. “Hopefully by summer 2018, you will be able to order fresh food online and then pick it up at the Link Market at Wellston or North Hanley on your way home. It will be state-of-the-art, healthy and quick,” Wagner said. “The program will be a model for transit agencies in other cities.”

“This is an issue that affects the population that we serve, and we know it’s a big need in the region.” — Rhonda Smythe, Program Officer, MFH
Free mobile health screenings are being offered weekly at four Metro Transit centers in North St. Louis County as part of a new pilot program involving the Bi-State Development Research Institute, Metro Transit and the St. Louis County Department of Public Health. The Bi-State Development Research Institute was awarded a $940,000 grant from the Federal Transit Administration to fund the 18-month Links 2 Health project, which launched in December 2017.

The mobile screening vehicle, operated by the St. Louis County Department of Public Health, visits the Rock Road Transit Center, North County Transit Center, North Hanley Transit Center and the Wellston Transit Center, making access to basic health care screenings more accessible to those riders who depend on public transit. A high concentration of residents living near the four transit centers do not own or have access to a vehicle, or cannot easily get rides to the doctor for appointments.

The free screenings focus on blood pressure checks and diabetes testing for adults 18 years and older. Adults who do not have health insurance and visit the mobile screening unit are assisted in applying for medical insurance and in making follow-up primary care appointments with health care providers who are served by Metro Transit. The goal is to help people establish connections to regular, affordable, long-term health care resources.

In 2015, the Bi-State Development Research Institute received a grant from the Missouri Foundation for Health to see how feasible it would be to put medical clinics at specific MetroLink stations to improve access to quality primary health care. The grant award from the Federal Transit Administration then allowed the Bi-State Development Research Institute to partner with the St. Louis County Department of Public Health to move forward with the mobile Links 2 Health program.
In May 2017, the Federal Highway Administration (FHWA) recognized Metro and Bi-State Development for the development and planning of the North County Transit Center in Ferguson, Missouri, through the competitive 2017 FHWA Transportation Planning Excellence Awards.

North St. Louis County is one of the fastest growing transit markets in the St. Louis area, accounting for approximately 20 percent of all bus and light rail ridership. The North County Transit Center was recognized as an example of the transformational progress a region can make when stakeholders work together to address common needs and goals.

The transit center, located at 14th and Spruce Streets, connects MetroLink riders and Metro Call-A-Ride customers to all 23 MetroBus routes that operate in downtown St. Louis. It also provides convenient access to Amtrak and Greyhound, and is a 30-minute train ride to St. Louis Lambert International Airport.

The new transit center building features passenger-requested amenities such as restrooms, an indoor waiting area, and a food vendor. Security officers are on-site 24 hours a day.

In addition, the new design provides a safer commuting environment for MetroBus riders and MetroBus operators. All buses now board passengers inside the transit center, off the street and out of traffic. The number of bus bays increased from 6 to 18.

Metro expanded the Civic Center Transit Center with future transit needs in mind. It was constructed so it can easily be modified for 60-foot buses and electric buses, and could serve as a terminal point for Bus Rapid Transit Service with very little modification. Arcturis was the project design firm and KCI Construction served as the general contractor.

In March 2017, Metro and the St. Clair County Transit District celebrated a milestone that is rarely achieved in public transit, one million miles on a bus odometer on the original engine without an overhaul. This is a credit to Metro’s industry-leading vehicle maintenance program and experienced staff. The Million Mile Bus is the first of possibly a dozen buses that may cross the million mile mark in the next few years. Metro is focused on how to align MetroBus service in the City of St. Louis and in St. Louis County to better address changing travel patterns and transit rider demands. Metro ReImagined is a full-scale analysis of the MetroBus system, which will outline phased improvements that could be implemented by the end of 2018.

Bi-State Development is committed to making smart, fiscally responsible investments to build a better transit experience for Metro riders and the region. A key construction project completely transformed the Civic Center Transit Center in just 14 months, and Metro celebrated the completion of the expansion project in August 2017.

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Breaking New Ground

Transit Project Funded Through Public-Private Partnership
Construction on the first new MetroLink station to be built in the St. Louis region since 2006 is underway in the Cortex Innovation Community in St. Louis’ central corridor. It is also the first MetroLink station to be built using a public-private funding model. “This public-private partnership is an outstanding model for how the region, and the nation, can approach infrastructure needs in the future,” said John Nations, President and Chief Executive Officer of Bi-State Development. “Projects like this are more important than just helping people get from point A to point B. It is about making an investment in our community; an investment that will help attract workers and create new jobs; an investment that will serve as a catalyst for new business and economic development; an investment that will position the City of St. Louis and the entire bi-state region for even more prosperity and success in the years to come.”

The project is a joint effort between Cortex, Washington University in St. Louis, BJC HealthCare, Great Rivers Greenway, and the City of St. Louis with Bi-State Development and Metro Transit. The team collaborated to develop an innovative public-private partnership funding strategy to finance the new light rail station.

Primary funding for the project was provided from a highly competitive $10.3 million Transportation Investment Generating Economic Recovery (TIGER) grant from the U.S. Department of Transportation. Bi-State Development was selected along with only 71 other grant awardees from nearly 800 nationwide applicants. The remaining funds for the estimated $15 million project came from the Cortex Innovation Community, Great Rivers Greenway, Washington University, BJC HealthCare and the City of St. Louis/ St. Louis Development Corporation.

The new Cortex MetroLink Station, which will be the 38th station to be constructed on the MetroLink system, is being built between the Central West End Station and the Grand Station, between Boyle Avenue and Sarah Street.

Another aspect of the project includes the construction of the Chouteau Greenway, a paved path where people can walk, jog or ride a bike. When the entire five-mile greenway is complete, individuals and families will be able to walk or ride their bikes all the way from the Gateway Arch to Forest Park on a paved, accessible greenway that is separated from the street.

The project also includes extending the platform at the Central West End MetroLink Station. That station, located to the west of the Cortex Innovation Community, is used by more MetroLink riders than any other station on the 46-mile light rail system.

The new Cortex MetroLink Station will provide a new transportation option for the 4,000 people who are already employed by companies in the Cortex Innovation Community, as well as the estimated 9,000 additional employees expected to be working within the next 10 years in the Cortex Innovation Community and throughout the central corridor.

The project is expected to support approximately 170 construction jobs and is slated for completion in 2018.
Before construction started in 2013 on the massive renovation at the Gateway Arch grounds and St. Louis Riverfront, the iconic landmark was visited by more than four million guests each year, making it the most successful collaboration in the region. Bi-State Development (BSD) operates the tram system, sells tickets to ride to the top, and is responsible for all of the Gateway Arch wayfinding, marketing and communications. This work by BSD is largely responsible for the unparalleled visitor experience. Partners also include the National Park Service, the Gateway Arch Park Foundation, the City of St. Louis, Great Rivers Greenway, and the Jefferson National Parks Association.

In 2016, the National Park Service celebrated its 100th birthday—a milestone deserving of a statewide celebration. To commemorate the centennial of this historic organization, BSD created the Missouri National Parks Passport Challenge. The program encourages old and young explorers to experience the wealth of educational, cultural, and recreational opportunities that Missouri’s national parks provide.

As improvements to the Gateway Arch Riverfront continued, the Passport Challenge served as a way to encourage people to visit Missouri’s five other national parks—many of which are among the Show-Me State’s best kept secrets. The Show-Me National Parks Passport can be obtained at any of Missouri’s national parks and then stamped at each park visited. Those who visited anywhere from three to all six parks could earn prizes and also be entered into a drawing to win a grand prize.
### Board of Commissioners

Bi-State Development’s Board of Commissioners, comprised of members from both Missouri and Illinois, are responsible for the overall leadership and policy direction for BSD.

Effective November 17, 2017, new officers were named. Constance Gully is now Chair; Michael Buehlhorn is now Vice Chair; Aliah Holman is now Treasurer; and Justin Zimmerman is now Secretary.

#### Financial Highlights

_For the Year Ended June 30, 2017_  

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<tr>
<th>Revenues</th>
<th>Executive Services</th>
<th>Gateway Arch Train System</th>
<th>Riverfront Attractions</th>
<th>St. Louis Downtown Airport</th>
<th>Metro Transit</th>
<th>St. Louis Regional Fringeway</th>
<th>BSD Research Institute</th>
<th>Arts In Transit Inc.</th>
<th>Self Insurance Funds</th>
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<td>12.4</td>
</tr>
<tr>
<td>Claims Paid and Admin Insurance Costs</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>38.0</td>
<td>(34.3)</td>
<td>-</td>
<td>3.7</td>
</tr>
<tr>
<td>Non-Operating Expenses and Transfers</td>
<td>-</td>
<td>1.4</td>
<td>-</td>
<td>-</td>
<td>27.3</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>28.7</td>
</tr>
<tr>
<td>Depreciation and Amortization Expense</td>
<td>-</td>
<td>0.3</td>
<td>0.3</td>
<td>1.5</td>
<td>74.3</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>76.4</td>
</tr>
<tr>
<td>Total Expenses</td>
<td>3.5</td>
<td>6.2</td>
<td>2.7</td>
<td>3.3</td>
<td>355.6</td>
<td>0.7</td>
<td>0.1</td>
<td>0.1</td>
<td>41.9</td>
<td>(37.8)</td>
<td>376.3</td>
</tr>
</tbody>
</table>

| Income (Loss) Before Capital Contributions | 0.3 | (0.5) | 0.1 | (1.7) | (66.0) | (0.5) | 0.1 | - | (0.2) | - | (68.4) |
| Capital Contributions | - | - | - | - | 0.1 | 51.7 | - | - | - | - | 51.8 |
| Change in Net Assets | 0.3 | (0.5) | 0.1 | (1.6) | (14.3) | (0.5) | 0.1 | - | (0.2) | - | (16.6) |
| Total Net Assets, Beginning of the Year | 3.9 | 13.8 | (0.6) | 23.0 | 508.2 | (0.3) | - | - | (0.1) | - | 547.9 |
| Total Net Assets, End of the Year | $ 4.2 | $ 13.3 | $ (0.5) | $ 21.4 | $ 493.9 | $ (0.8) | $ 0.1 | - | $ (0.3) | - | $ 531.3 |