

ST. LOUIS LAMBERT INTERNATIONAL AIRPORT PRESENTS



2019 BUSINESS DIVERSITY FORUM

2019 Business Diversity Forum, Real Talk, Real Opportunities,
Real Success Draws 450 People to STL
Over Half the Participants Were First-Time Attendees



The St. Louis region's robust economy drew hundreds of people to St. Louis Lambert International Airport (STL) on April 26th for the Business Diversity Forum. It was an occasion for small and large businesses to discuss opportunities on major development

projects at the Airport and throughout the region. STL's Business Diversity Development (BDD) Department presented the Forum. The BDD office certifies minority and women-owned businesses for the City of St. Louis' local

Minority and Women Business Enterprise (M/WBE) Programs as well as STL’s federal Disadvantaged Business Enterprise (DBE) Program.



Keynote Speaker Otis Williams, Executive Director, St. Louis Development Corporation

The region’s leader in economic development, Otis Williams delivered the keynote address. Williams is the Executive Director for the St. Louis Development Corporation (SLDC). He highlighted contract opportunities for the \$1.7 billion National Geospatial-Intelligence Agency’s new western headquarters in north St. Louis. “The NGA is one of the major transformational opportunities for the City,” Williams told attendees. Construction is expected to begin early next year, peaking in 2022 with as many as 1,300 construction workers at the site and completion in 2025.

Hotel Projects Planned, Underway, or Recently Completed

- Jefferson Arms - \$117M
- Angad Arts Hotel - \$65M
- Level By Loews - \$65M
- Hotel St. Louis - \$60M
- Municipal Courts Building - \$60M
- The Last Hotel - \$54M
- AC York - \$40M
- 200 North 4th - \$30M
- Element by Westin - \$30M
- Aloft Hotel - \$23M
- Market Fairfield - \$20M
- Hotel Indigo - \$11M
- 21C Hotel - TBD

Williams presented a long list of new development projects from Ball Park Village to Union Station, BJC, St. Louis University Hospital and beyond. Williams delighted in sharing news that several boutique hotels chains are coming to the City featuring roof top entertainment themes.

NGA & Project Connect

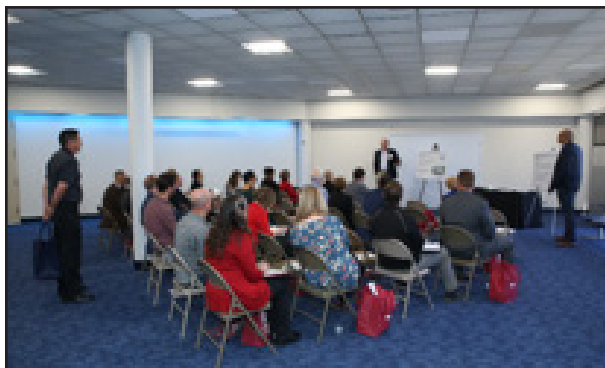
- N2W Site
 - MBE/WBE – 47%, 42%
 - 97 Acre site delivered to the Federal Government on December 13th, 2018
 - NGA/Army Corps. has selected McCarthy HITT for the \$1.75B project
- Surrounding Area
 - I-64 & Jefferson Interchange - \$50 Million
 - Jefferson Corridor - \$30 Million
 - NGA Special Use District
 - Neighborhood Benefit Fund
- Construction Complete in 2025

More announcements are on the horizon for plans to revitalize the old YMCA building on 15th and Locus Street, the Municipal Courts building on Market Street, the Jefferson Arms building on Tucker, and the VA Hospital. Williams sighted a recent news report that estimates \$8 billion in completed or new construction in the region.



Question & Answer Segment

Williams said he could not mention all the new development projects without discussing participation for minority and women business owners. “SLDC has new technology to monitor the number of minority and women-owned businesses participating on development projects. MBE participation is around 27.8 percent and WBE is 6.5 percent participation,” he said. Those percentages are above the City’s participation goals for 25 percent MBE and 5 percent WBE.



Jerry Beckmann, STL Deputy Director Planning & Development and Angel Ramos, STL Assistant Director Engineering Facilitate a Roundtable Discussion

Airport representatives presented attendees with information on its multi-million-dollar redevelopment and expansion project for the Terminal 2 baggage claim area.



Shonnah Paredes, Manager of Diversity Programs of MSD Facilitates A Roundtable Discussion

The project is currently in the design phase, but construction is right around the corner according Jeff Lea, STL Public Relations Manager. “The area will expand by 10 thousand square feet, with 3 new carousels, an additional conveyor belt system, new luggage loading zones, all to improve the delivery time for baggage to passengers,” he said. Over 60 percent of STL passengers use Terminal 2 on Southwest Airlines, the Airport’s largest air carrier.



Attendees Network During Exhibit Hall

The Forum also featured a networking breakfast, roundtable discussions on development projects for St. Louis County, the Missouri Department of Transportation, the Metropolitan St. Louis Sewer District, Bi-State Development and the Small Business Administration.



The half-day Forum wrapped up with an exhibit hall featuring 60 exhibitors such as Aschinger Electric, KAI Design Build, Kozeny Wagner Construction all on hand to make important connections with attendees.



Attendees Network in the Exhibit Hall

Other Highlights from the 2019 Business Diversity Forum



Antonio Strong, Airport Deputy Director Finance & Administration Presents Kelly Schneider, Manager of Procurement Support at Bi-State Development Agency with the first-time attendee challenge prize.

Winner of the First-Time Attendee Challenge

Over half the participants were first-time attendees. Antonio Strong, Airport Deputy Director of Finance and Administration welcomed them and issued a challenge to meet five people who could help advance their business. The first-time attendees entered a drawing for a special prize. The lucky winner is Kelly Schneider, Manager of Procurement Support at Bi-State Development Agency.