

**A
Guide to
Economic
Development
Programs
and
Business
Services**

Winter 2007

UNIVERSITY CITY
MISSOURI



Department of Community Development

6801 Delmar Boulevard • University City, Missouri 63130 • (314) 505-8500

A MESSAGE FROM THE CITY

University City is committed to helping the business community succeed. As such, the City engages in a wide range of community development activities that foster a supportive environment for local businesses. The City produced this booklet — a “tool box”— to provide an overview of municipal, state, and federal economic development programs available to non-profit organizations and businesses. Each tool is described, including what it can be used for and the funding parameters, restrictions and policy implications of the tool. This booklet is a starting point for research about business start-up, expansion, capital resources, education and networking opportunities located in University City and beyond.

Each year, University City assists many businesses enhance the dynamic business climate.

Indeed, University City means business.

UNIVERSITY CITY
MISSOURI



TABLE OF CONTENTS

MUNICIPAL PROGRAMS AND SERVICES	1
STATE PROGRAMS	4
FEDERAL PROGRAMS	20
BUSINESS DEVELOPMENT RESOURCES	24
BUSINESS ORGANIZATIONS	28
BUSINESS PUBLICATIONS	31
APPENDIX A: REDEVELOPMENT AREAS	



MUNICIPAL PROGRAMS AND SERVICES

The City of University City employs a wide range of activities to sustain a diversified and thriving economic base. Economic development programs and services sponsored by the City are designed to promote additional development and private sector investment in the City. These activities include, but are not limited to, technical assistance and development subsidies.

The Department of Community Development and the City Manager's Office are the two primary municipal contacts for University City programs and services. These local government officials can be contacted at (314) 862-6767.



TECHNICAL ASSISTANCE AND SUPPORT

Through the Community Development Department, the City offers one on one assistance to businesses and potential investors in several categories: demographic information, mapping services, research assistance, permit assistance, site location service and project preparation. Where permitted by law, the City will assist in obtaining tax credits and/or lower interest financing if feasible. The City also provides support and collaborative assistance to local business associations.

DEVELOPMENT SUBSIDIES

To prioritize public investment and lead private development efforts to critical areas, several sites in University City have been identified as having the potential for redevelopment. These sites are designated in the Comprehensive Plan Update of 2005 and are presented in Appendix A. The City Council will consider offering certain levels of economic and legal assistance on a case by case basis in the designated areas. Inquiries should be directed to the Director of Community Development and the City Manager. City assistance includes:

Tax Increment Financing. Tax Increment Financing is an economic development tool which encourages the redevelopment of blighted areas, conservation areas and other designated areas. TIF allows future property taxes generated by a new development to be used to pay for the construction of public infrastructure, site clearance and related project expenses. TIF will be considered to assist new development or rehabilitation projects with extraordinary costs on blighted commercial, residential or industrial property for a period not to exceed twenty-three years. The exception is as a substitute for property tax abatement.

Public Infrastructure Assistance. Public infrastructure assistance includes financial support for improvements such as streets, sidewalks, lighting and landscaping. The City will consider providing assistance commensurate with first year project tax revenue increases. Areas of the City designated as a redevelopment area in the Comprehensive Plan Update of 2005, and where a TIF is not available, qualify for this assistance.

Property Tax Abatement. Abatement for property taxes is available in the four to eight year range. This incentive is available for property that is truly blighted, deteriorated and identified for redevelopment in the Comprehensive Plan Update of 2005. An equivalent subsidy amount through a TIF may be considered if requested by a developer as an alternative.

Eminent Domain. The City may assist with commercial or residential parcel assembly through the powers of eminent domain. Areas immediately adjacent to areas designated for redevelopment in the Comprehensive Plan Update of 2005 may be considered for eminent domain.



Industrial Development Authority (IDA). The IDA is a non-profit corporation established by resolution of the City Council, under the Industrial Development Corporations Act. It is designed to develop, advance, encourage and promote commercial, industrial, and manufacturing facilities in the City. The IDA is charged with issuing tax exempt bonds for eligible development activities which include non-retail business developments and multi-family housing developments.

Land Clearance Redevelopment Authority (LCRA). The LCRA was created by ordinance of the City Council and is administered by a Board of Commissioners appointed by the Mayor and the City Manager with the consent of City Council. The purpose of the LCRA is to redevelop and improve deteriorated areas of the City. The LCRA can assemble parcels, participate in projects financially and establish development guidelines.

Additional Options. For approved development projects, the City prefers that the primary financial assistance sources be either a Special Business District (extra property tax); Neighborhood Improvement District (special assessment/property tax), Community Improvement District (added sales and property taxes), and/or Transportation Improvement District (added sales tax), subject to review.



STATE PROGRAMS

To assist Missouri's communities with economic development activities and to enhance the overall state economy, the State of Missouri administers a wide array of community development, economic development and workforce development programs. These programs include, but are not limited to, funding infrastructure improvements, tax credit programs, financing tools and the creation of special taxing districts.

A number of state agencies and departments administer the programs to execute statutory requirements and department policy. The primary contact agency is the Department of Economic Development.



COMMUNITY DEVELOPMENT CORPORATION

Agency. Missouri Department of Economic Development (DED)

Purpose. Provide grants to Community Development Corporations (CDC) to administer innovative and creative programs/services that are focused towards assisting low-to-moderate income persons.

How the Program Works. The DED will issue state grants to a CDC to cover expenses that are directly linked to administering the approved proposed project.

Eligible Areas. Statewide

Eligible Applicants. A CDC is a nonprofit corporation with 501(c)(3) status whose Board consists of business, civic, and community leaders that reside in the target area. A CDC's primary purpose is to encourage and promote the industrial, economic, entrepreneurial, commercial and civic development or redevelopment of a community or area, including the provision of housing and community economic development projects that benefit low-income individuals and communities.

Eligible Use of Grants. Special opportunity grants-finance projects, including administrative salaries, that are linked to such expenses as travel, equipment, office supplies, industrial space, office space, business incubators, and other expenses related to, but not limited to, housing development, job creation, and commercial revitalization. Administrative salaries must be directly tied to the project in some manner. Operational grants-finance those administrative salaries that are a vital part of maintaining day-to-day operations and the completion of projects.

Application Procedure. Application will be sent to those on a mailing list or is requested. Deadlines are published on the application. This is highly competitive grant and is reviewed and evaluated by Community Development staff for approval. Grants are awarded once year.

Funding Limits. Special opportunity grant- \$20,000 to \$75,000 A CDC may submit a maximum of one proposal.

Contact Information. Missouri Department of Economic Development, Community Redevelopment, 301 W. High Street, PO Box 118, Jefferson City, MO 65102, Phone: 573-751-4572 Fax: 573-522-9462, E-mail: cdc@ded.state.mo.us
www.missouridevelopment.org/communities/communitydevelopmentcorporation/



COMMUNITY DEVELOPMENT CORPORATION TAX CREDIT PROGRAM

Agency. Missouri Department of Economic Development (DED)

Purpose. Induce the creation of Community Development Corporations (CDC), which would then invest in new, or growing small businesses, owner occupied housing, certain types of real estate development, or redevelopment projects in a targeted area.

How the Program Works. A "Fundor" (contributor or investor) may obtain state tax credits based on 50% of their investments or contributions in a pre-approved CDC. The CDC would then make equity investments or loans to a specific project within the designated redevelopment area.

Eligible Areas. Statewide.

Eligible Projects. Nearly any type of commercial business operation or real estate development project located in the designated redevelopment area is eligible to receive funding by the CDC projects. The targeted area is specified by the CDC, and must comply with certain demographic requirements specified by the DED.

Eligible Use of Funds. A CDC may use the funds for loans or equity investments to a business to be used for acquisition of real estate or buildings, new capital improvements and working capital. Funds may also be used for real estate development or redevelopment projects, including certain types of housing in-fill and new construction for owner occupied units.

Application Procedure. A CDC may submit an application to DED at any time. DED will approve the application based on compliance with all the eligibility criteria and the ability of the CDC to successfully manage the fund. The CDC must prepare a revitalization plan to be approved by the DED, unless it is completely within a federal empowerment zone/enterprise community. The tax credits will be provided to the "Fundor" upon documentation of the investment or contribution to the CDC as outlined in the program guidelines. Any contribution or investment made by the "Fundor" prior to DED's approval of a request for the tax credits by the CDC will not be eligible for tax credits.

Funding Limits. The maximum tax credits provided to "Fundors" of a CDC is \$100,000 (based on investments or contributions of \$200,000). The maximum investment by the CDC in one project/business is \$100,000. The CDC's investment must create/retain at least one full-time job (except in housing). Application approval will be based upon the availability of tax credits within the program along with the order in which they are received.

Contact Information. DED Community Development Programs, 301 W. High Street, PO Box 118, Jefferson City, MO 65102, Phone: 573-751-4572 Fax: 573-751-8999, E-mail: cdc@mail.state.mo.us www.missouridevelopment.org/communities/communitydevelopmentcorporation/web3.html



CULTURAL FACILITY REVENUE BOND PROGRAM

Agency. Missouri Development Finance Board (MDFB)

Purpose. Provide tax-exempt bonds to finance cultural facilities for charitable organizations which are qualified 501(c)(3) entities. Interest rates on tax-exempt bonds are significantly below conventional rates.

How the Program Works. Bonds are sold based upon credit supplied by the applicant. Generally most applicants will secure a letter of credit from a commercial bank. The higher the credit rating of the bank, the lower the bond interest rate. Once an application is received the Board will consider a resolution of intent at its next meeting. The applicant will also be responsible for selecting an underwriter, which will market the bonds.

Eligible Areas. Statewide.

Eligible Projects. The purchase, construction, expansion or improvements to cultural facilities.

Eligible Use of Funds. Bonds can be applied to land acquisition, machinery and equipment, building acquisition, renovation, construction, architectural and engineering, issuance cost (2%), and land improvements.

Application Procedure. An application must be submitted to the MDFB on the first Monday of the month in which the applicant wishes to be considered. Applicants are encouraged to work with Board staff prior to submitting the final application to determine if additional information is needed. Preliminary resolutions of intent expire 180 days after the date of adoption by the Board. Final authorizing resolutions expire 90 days after the date of Board adoption. Preliminary resolutions for applications processed to the Final Resolution stage, or, not closed prior to expiration of the Final Resolution can only be extended or reauthorized by the Board at a regularly scheduled meeting.

Funding Limits. 100% financing

Contact Information. Missouri Development Finance Board, 200 Madison Street, Suite 1000, P.O. Box 567, Jefferson City, MO 65102. Phone: 573-751-8479, Fax: 573-526-4418, E-mail: mdfb@ded.mo.gov.



HISTORIC TAX CREDIT PROGRAM

Agency. Missouri Department of Economic Development (DED)

Purpose. Provide an incentive for the redevelopment of commercial and residential historic structures in Missouri.

How the Program Works. The program provides state tax credits for 25% of eligible costs and expenses of the rehabilitation of approved historic structures incurred after January 1, 1998.

Eligible Areas. Statewide, but only for eligible properties.

Eligible Applicants. Any person, firm, partnership, trust, estate, or corporation is eligible to participate in this program, with the exception of not-for-profit entities and/or government entities.

Eligible Use of Tax Credits. The tax credits may be used to offset Missouri income tax liability imposed pursuant to Chapter 143 and Chapter 148 RSMO, except sections 143.191 to 143.265, RSMO. Credits may be used in the year provided. Excess credits may be carried back three years and/or carried forward 10 years. The tax credits issued for costs incurred after August 28, 1998 are sellable and transferable.

Application Procedure. The applicant will submit an application to DED, which will then submit the information to the State Historic Preservation Office to determine the eligibility of the property and proposed rehabilitation, based on the standards of the US Department of the Interior. There are no application deadlines, and the program is non-competitive.

Special Program Requirements. An eligible property must be (a) listed individually on the National Register of Historic Places, or (b) certified by the MO Department of Natural Resources as contributing to the historical significance of a certified historic district listed on the National Register, or (c) of a local historic district that has been certified by the US Department of the Interior.

The costs and expenses associated with the rehabilitation must exceed 50% of the total basis of the property (acquisition cost).

The application, guidelines and other program information are available at

www.ded.state.mo.us/communities/communitydevelopment/htc/

Contact Information. Department of Economic Development, Community Redevelopment, 301 W. High St., P.O. Box 118, Jefferson City, MO 65102 Phone: 573-522-8004 Fax: 573-522-9462



NEIGHBORHOOD ASSISTANCE TAX CREDIT PROGRAM

Agency. Missouri Department of Economic Development (DED)

Purpose. To enable community-based organizations to implement community or neighborhood projects in the areas of community service, education, crime prevention, job training and physical revitalization through tax credit assistance.

How the Program Works. The Department of Economic Development (DED) will issue 50-70% state income tax credits to an eligible taxpayer that donates money to an approved Neighborhood Assistance Program (NAP) project.

Eligible Applicants. Nonprofit corporations under the provisions of Chapter 355, RsMO; organizations holding a 501(c)3 ruling from the IRS; and Missouri businesses. Preference is given to projects addressing specified program outcomes. The NAP also seeks projects located in distressed communities and in target communities as determined by the Community Development Group.

Eligible Donors. Corporations; S-corporations and their individual shareholders; Insurance companies; Express companies; Banks and other financial institutions; Partnerships and their individual partners; Limited liability companies and their individual members; and Individuals who operate a sole proprietorship, operate a farm, have rental property or have royalty income.

Eligible Use of Tax Credits. The tax credits may be used to offset Missouri income tax liability. The tax credits may not be refunded but may be carried forward five subsequent tax years. The credits are not transferable or sellable.

Application Procedure. Applications from eligible organizations must be submitted to the NAP no later than March 1 to qualify for a project the following fiscal year (July 1 - June 30), and are approved on a competitive basis. Approval notifications are sent in June. NAP staff is also available to provide technical assistance to organizations making application to the program. Applications may be obtained from the NAP staff or on the website at: www.missouridevelopment.org/communities/communitydevelopment/nap/

Funding Limits. The maximum tax credits available is \$18 million per fiscal year. The tax credits are allocated according to the following and are subject to change: \$12,000,000 million in 50% credits; \$6,000,000 million in 70% credits (reserved for projects in rural areas with populations below 15,000. (All municipalities in St. Louis, St. Charles, and Jackson Counties are ineligible for 70% credits). Applicant organizations may request a maximum of \$250,000 in 50% tax credits per year or \$350,000 in 70% tax credits per year if the organization is located in a qualifying rural area.

Contact Information. Neighborhood Assistance Program, Harry S. Truman Office Building, Room 770, 301 W. High Street, P.O. Box 118, Jefferson City, MO 65102, Phone: 573-522-6155 Fax: 573-522-4322, E-mail: nap@ded.state.mo.us
www.missouridevelopment.org/communities/communitydevelopment/nap/



REBUILDING COMMUNITIES TAX CREDIT PROGRAM

Agency. Missouri Department of Economic Development (DED)

Purpose. Economically stimulate business activity in Missouri's "Rebuilding Areas."

How the Program Works.

New or Relocating Businesses

Eligible businesses may choose one of the 40% Tax Credits, plus obtain the 1.5% Employee Tax Credit.

- 40% Income Credit: State income tax credit to the taxpayer for three years based on 40% of their income taxes due.
- 40% Specialized Equipment Credit: State income tax credit of 40% based on the amount of funds expended for computer equipment and its maintenance, medical laboratories and equipment, research laboratory equipment, manufacturing equipment, fiber optic equipment, high speed telecommunications, wiring or software development expense.
- 1.5% Individual Credit: Qualified employees of a new or relocating business may receive a tax credit against state individual income tax, equal to 1.5% of their gross salary paid at such facility. This credit can be earned for each of three years that the facility receives one of the 40% tax credits.

Existing Businesses

Eligible business already located in a distressed area, which expend funds for specialized equipment, exceeding their average of the prior two years for such equipment, shall be eligible to receive a 25% tax credit against state income taxes owed.

"Enhanced" Existing Business

Any existing business that doubles the number of existing employees (based on FTE equivalent) at the facility, measured from the submittal date of the Pre-Application, can apply for the 40% tax credits and the 1.5% Employee tax credit as a "New or Relocating" business.

No business shall earn Rebuilding Community Tax Credits and Enterprise Zone or Business Facility Tax Credits for the same project for the same tax period. If a project is eligible for more than one, the business may choose only one program.

Eligible Areas. For University City the eligible areas are Census Tract 2157, Block Group 1 and Census Tract 2161 Block Group 2 & 3 (see map)

Eligible Applicants. An existing business; a new business; or a relocating business (moving from outside an eligible area into a eligible distressed area); have more than 75% of its employees at the facility in the distressed community, prior to the issuance of tax credits; have fewer than 100 employees total for all facilities at the time a Pre-Application is submitted; manufacturing, biomedical, medical devices, scientific research, animal research, computer software design or development, computer programming, telecommunications or a professional firm (certain types only) are eligible.



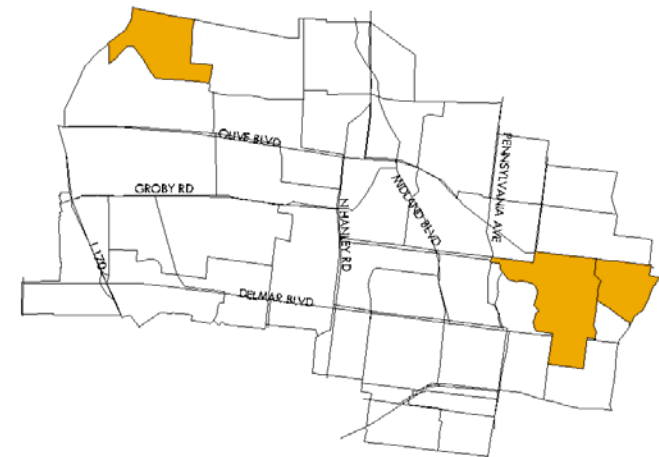
REBUILDING COMMUNITIES TAX CREDIT PROGRAM (CONTINUED)

Application Procedure/Approval Method. Eligible businesses must submit a Pre-Application to DED prior to both (a) the commencement of operations for new or relocating businesses, and (b) incurring costs for the purchase of specialized equipment, if applicable. Existing businesses must submit a Pre-Application no earlier than January 1st in each tax year that they intend to request tax credits for the purchase of new specialized equipment. Tax credits shall be reserved for applicants meeting the requirements of the program in the order that Pre-applications are received. The credits are awarded for only one project of each eligible business facility. Tax credits will be issued upon the submission of the Application by the appropriate deadline. February 15 for the 1.5% Employee Tax Credit; November 30 for the 40% and 25% Specialized Equipment Credit and prior to 30 days after the filing of the business's income tax, for the 40% Income Credit. The application, guidelines and other program information is available at www.missouridevelopment.org/business/economicassistancecenter/guidesandapps.shtml

Funding Limits:

The total tax credits for the two 40% credits, the 1.5% credit and the 25% tax credit is \$8 million for each calendar year for all businesses. Income Credit: the maximum amount of credits per taxpayer is \$125,000/year for each of the three years for which the credit is claimed. Specialized Equipment Credit: The maximum amount of credits receivable is \$75,000/year per business for the year of commencement of operations plus the next 3 years. 25% Tax Credit: The maximum amount of credits for existing businesses is \$75,000/year per business. The overall maximum amount of tax credits that can be issued under this tax credit in any one calendar year is \$750,000.

Contact Information. MO Department of Economic Development/Incentives Section, 301 W. High Street, PO Box 118, Jefferson City, MO 65102, Phone: 1-877-618-5857 or 573-751-0717, Fax: 573-751-7384, Website: www.missouridevelopment.org/business/economicassistancecenter



SKILLS DEVELOPMENT TAX CREDIT PROGRAM

Agency. Missouri Department of Economic Development (DED)

Purpose. Encourage employee advancement and skill development through training by offering tax credits to participating companies in "rebuilding areas".

How the Program Works. Missouri businesses located in a distressed area are reimbursed in the form of tax credits in return for upgrading the occupational skills of employees through educational programs and training. Participating employers may receive tax credits in the amount of 50% of the actual training costs for upgrading an employee's skills. The tax credits may not exceed \$1,500 per year and may be claimed for 2 years with possible credits of \$3,000 per trainee. Only classroom training is eligible. The intent is to help employees with lower skills and limited income to upgrade their work skills and earn a higher wage. Employers have complete discretion in choice of training provider at public or private educational institutions.

Eligible Areas. For University City: Census Tract 2157 Block Group 1 and Census Tract 2161 Block Group 2 & 3 (see map).

Eligible Applicants. A business must be located in a distressed area. Eligible employees may be full or part-time whose salary cannot have exceeded 200% of the federal poverty level. In addition, upon completion of training, the trainee must be promoted into a full time upgraded position requiring increased skills and earning a higher wage.

Eligible Use of Tax Credits. The tax credits may be used to offset Missouri income tax liability or taxation of financial institution liability. The credits may be carried forward for a period up to five years or may be sold or transferred. They may not be used for previous taxes and are not refundable.

Application Procedure. Prior to commencement of training, the employer must complete and submit the Employer Certification Request to the Division of Workforce Development. After training has been completed and the employee has been working in the higher skilled position with an increase in pay for at least 3 months, the employer must submit the Tax Credit Request to receive credits.

Contact Information. MO Department of Economic Development, Division of Workforce Development, Employer Relations Section
421 East Dunklin, PO Box 1087, Jefferson City, MO 65102, Phone: 573-526-8254 Fax: 573-522-9496,
E-mail: wfdcusto@ded.state.mo.us, website: www.missouridevelopment.org/employment/workforcedevelopment/



SINGLE ISSUE TAXABLE INDUSTRIAL REVENUE BOND PROGRAM

Agency. Missouri Development Finance Board (MDFB)

Purpose. Provide financing for the acquisition, construction and equipping of qualified facilities and/or equipment.

How the Program Works. Provides competitive rate loans to qualified borrowers through the issuance of private activity, industrial revenue bonds by the Board.

Eligible Areas. Statewide.

Eligible Applicants. All types of retail, commercial and industrial business owners.

Eligible Use of Funds. Funds may be used to finance the acquisition, construction, and equipping of qualified facilities and/or equipment.

Application Procedure. An application must be submitted to the MDFB on the first Monday of the month in which the applicant wishes to be considered. Applicants are encouraged to work with Board staff prior to submitting the final application to determine if additional information is needed. Preliminary resolutions of intent expire 180 days after the date of adoption by the Board. Final authorizing resolutions expire 90 days after the date of Board adoption. Preliminary resolutions for applications processed to the Final Resolution stage, or, not closed prior to expiration of the Final Resolution can only be extended or reauthorized by the Board at a regularly scheduled meeting.

Contact Information. Missouri Development Finance Board, 200 Madison Street, Suite 1000, P.O. Box 567, Jefferson City, MO 65102. Phone: 573-751-8479, Fax: 573-526-4418, E-mail: mdfb@ded.mo.gov.



SMALL BUSINESS INCUBATOR TAX PROGRAM

Agency. Missouri Department of Economic Development (DED)

Purpose. To generate private funds to be used to establish a "protective business environment" (incubator) in which a number of small businesses can collectively operate to foster growth and development during their start-up period.

How the Program Works. The Department of Economic Development (DED) will issue state tax credits to any taxpayer who makes a contribution to an approved incubator sponsor in Missouri equal to 50% of such contribution.

Eligible Areas. Statewide.

Eligible Applicants. Any taxpayer that makes a contribution to an approved Missouri incubator sponsor. An approved incubator sponsor must enter into a written agreement with DED to establish, operate and administer a small business incubator program or to provide funding to an organization which operates such a program.

Eligible Use of Tax Credits. The tax credits may be used to offset Missouri tax liability incurred pursuant to chapter 143, RSMo, chapter 147, RSMo, chapter 148, RSMo, exclusive of tax as provided for in sections 143.191 to 143.265, RSMo. The tax credit can be used in the tax period during which the contribution was made or in the next five tax periods thereafter. Tax credits may be sold, assigned or otherwise transferred to another taxpayer at anytime during the six-year period.

Application Procedure/Approval Method for the Contributor. The contributor must submit Missouri Form 620, "Verification of Contribution for Small Business Incubator Tax Credit," to DED. There are no deadlines, however the program is based on first-come submission. DED will issue a tax credit certificate authorizing the applicant to claim the tax credit.

Application Procedure/Approval Method for the Sponsor. The Incubator Sponsor should contact the DED small business incubator program to obtain an application. An application form #MO 419-1462 (07-89) shall be completed to demonstrate that all the requirements can be met. DED shall review and accept applications based on the following criteria: Ability of the local sponsor to carry out the provisions of this section 620.495, RSMo; Economic impact of the incubator on the community; Conformance with area wide and local economic development plans, if such exist; Location of the incubator, in order to encourage geographic distribution of incubators across the state.

Funding Limits. The minimum tax credit is \$1,500 per contributor. The maximum tax credit is \$50,000 per contributor if made to a single incubator and \$100,000 per contributor if made to multiple incubators. The overall maximum amount of tax credits



SMALL BUSINESS INCUBATOR PROGRAM (CONTINUED)

that can be issued under this program in any one calendar year is \$500,000.

Special Program Requirements.

A business eligible to locate within an incubator or tenant may be any sole proprietorship, business partnership or corporation operating a business for a profit. The Sponsor is an organization that receives assistance through a local sponsor to operate an incubator. Local sponsors may be Missouri municipalities, counties, special tax districts and regional planning commissions; Missouri universities, community colleges, colleges and area vocational schools; or not-for-profit corporations.

Contact Information.

MO Department of Economic Development
Office of Business Finance
301 W. High St., PO Box 118
Jefferson City, MO 65102
Phone: 573-751-0295
Fax: 573-526-1567



TAX CREDIT FOR CONTRIBUTION

Agency. Missouri Development Finance Board (MDFB)

Purpose. Grant tax credits equal to 50% of any moneys contributed by any taxpayer (individuals, estates, trusts, and corporations) to one of three “funds” established by the Board’s statutes: the industrial development and reserve fund, the infrastructure development fund, or the export finance fund.

How the Program Works. Upon acceptance of contributions and submission of necessary forms, the taxpayer making the donation will be issued a certificate evidencing a state tax credit in an amount equal to 50% of the amount of the contribution. The tax credits are to be taken in the taxpayer’s current tax year, but may be carried forward for up to five years and sold for not less than 75% and no more than 100% of their par value. The Tax Credit Statute entitles the donor to receive a credit upon any tax otherwise due under Chapter 143, Chapter 147, and Chapter 148 of the Missouri Statutes.

Eligible Areas. Statewide.

Eligible Contributions. For the Board to accept a contribution under the Tax Credit Statute, the contribution must be used for a purpose for which the Board was created. The Statute authorizes the Board to provide assistance for economic development projects, qualified infrastructure facilities and export trade activities within the state.

Application Procedure. An application must be submitted to the MDFB. Within two weeks from the receipt of the application, the Board will prepare a comment letter, which may request additional information. Once a completed application has been submitted it will be considered at the Board’s next regularly scheduled meeting. The applicant will make a presentation at the Board meeting. If the Board approves the application, a tax credit agreement will be prepared for execution and delivery.

Contact Information. Missouri Development Finance Board, 200 Madison Street, Suite 1000, P.O. Box 567, Jefferson City, MO 65102. Phone: 573-751-8479, Fax: 573-526-4418, E-mail: mdfb@ded.mo.gov.



TRANSPORTATION DEVELOPMENT TAX CREDIT PROGRAM

Agency. Missouri Department of Economic Development (DED)

Purpose. Economically stimulate business activity in Missouri's "Rebuilding Areas" through transportation development/investment.

How the Program Works. A company or individual may receive a state income tax credit for 50% based on a contribution to a public entity. A for profit company may also receive a state tax credit for 50% based on an investment in an eligible activity.

Eligible Areas. The investment must be located in a "Rebuilding Community" area. Based on demographic requirements, 214 entire cities qualify, along with some census block groups. Call 1-877-618-5857 or 573-751-0717 to determine eligibility for specific areas. The list of eligible areas can also be found at www.missouridevelopment.org/communities/rebuildingcommunities/

Eligible Activities. Aviation (airport development by public entities); Mass transportation (including parking facilities for users of mass transportation); Railroads (not including rolling stock that will travel out of the eligible area); Ports (public improvements within ports, including parking facilities and limited access roads within ports); Waterborne transportation (must be entirely in the eligible area); Bicycle and pedestrian paths; or Rolling stock (for public transportation).

Eligible Use of Tax Credits. A taxpayer may carry forward any unused tax credit for up to 10 years and may carry it back for the previous 3 years until the credit has been fully claimed. The tax credits may be transferred, sold or assigned upon proper notification to the Department of Economic Development (DED).

Application Procedure/Approval Method. The investment must be part of a development plan approved by the appropriate local agency and DED. No costs may be incurred or contributions made prior to the approval of the request by DED. There is no deadline for the submission of applications but funding is on a first-come basis, based on the date of the submission of the application. The application, guidelines and other program information is available at www.missouridevelopment.org/business/economicassistancecenter/guidesandapps.shtml

Funding Limits. Individual projects are limited to \$3 million in tax credits per year. All projects are limited to \$10 million per calendar year.

Contact Information. MO Department of Economic Development, Incentives Section, 301 W. High St., PO Box 118
Jefferson City, MO 65102, Phone: 573-751-0717, Fax: 573-751-7384



WELFARE-TO-WORK TAX CREDIT PROGRAM

Agency. Missouri Department of Economic Development (DED)

Purpose. To provide a financial incentive for employers to hire long-term Welfare recipients.

How the Program Works. A certification for a federal income tax credit of up to \$8,500 will be issued for each new hire that is certified by the Missouri Division of Workforce Development (DWD) as a member of the long-term Welfare recipient target group defined as a member of a family that: Received AFDC/TANF (Welfare) for the last 18 months, OR Received AFDC/TANF for any 18 months since August 5, 1997, OR Stopped being eligible for AFDC/TANF because the 60-month lifetime limit was reached.

Eligible Areas. Statewide.

Eligible Applicants. Any private, for-profit business.

Eligible use of Tax Credits. The tax credits may be used to offset federal income tax liability of the business. Unused credit may be carried back one year and carried forward 20 years. The tax credits are not sellable or transferable. (Section 51, Internal Revenue Code 1986, as amended).

Application Procedure/Approval Method. A business will submit an application to DWD no more than 21 days after the employee's first day of work. If DWD finds that the employee meets the target group eligibility criteria, a certification for the credit will be issued to the employer. The program is not competitive or based on first-come submission. The credit is equal to 35% of the first \$10,000 of wages for the first year of employment (\$3,500 maximum), and 50% of the first \$10,000 of wages in the second year of employment (\$5,000 maximum) for a maximum credit of \$8,500.

Funding Limits. There is no limit on the amount per business or total amount distributed annually.

Contact Information. MO Department of Economic Development, Division of Workforce Development, Employer Relations Section, 421 East Dunklin, PO Box 1087, Jefferson City, MO 65102-1087, Toll Free: 800-877-8698, Phone: 573-751-2154 Fax: 573-522-9496, E-mail: wfdcusto@ded.state.mo.us, Website: www.missouridevelopment.org/employment/workforcedevelopment/



WORK OPPORTUNITY TAX CREDIT PROGRAM

Agency. Missouri Department of Economic Development (DED)

Purpose. To provide a financial incentive for employers to hire from 8 targeted groups of people with barriers to employment.

How the Program Works. A certification for a federal income tax credit of up to \$2,400 will be issued for each new hire that is certified by the Missouri Division of Workforce Development (DWD) as a member of one of the following target groups: Short-term Welfare recipients, 18-24 year-old Food Stamp recipients, Veterans receiving Food Stamps, Vocational Rehabilitation referrals, 18-24 year-old Empowerment Zone or Enterprise Community residents, 16-17 year-old Empowerment Zone or Enterprise Community residents hired as Summer Youth Employees, Ex-Felons who are members of a low-income family, Supplemental Security Income recipients

Eligible Areas. Statewide.

Eligible Applicants. Any private, for-profit business.

Eligible use of Tax Credits. The tax credits may be used to offset federal income tax liability of the business. Unused credit may be carried back one year and carried forward 20 years. The tax credits are not sellable or transferable. (Section 51, Internal Revenue Code 1986, as amended).

Application Procedure/Approval Method. A business will submit an application to DWD no more than 21 days after the employee's first day of work. If DWD finds that the employee meets the target group eligibility criteria, a certification for the credit will be issued to the employer. The program is not competitive or based on first-come submission. The credit is equal to 40% of the first \$6,000 of the first year's wages for a maximum credit of \$2,400 for employees that work at least 400 hours. For employees who work at least 120 hours, but do not reach 400 hours, the credit is calculated at 25%.

Funding Limits. There is no limit on the amount per business or total amount distributed annually.

Contact Information. MO Department of Economic Development, Division of Workforce Development, Employer Relations Section
421 East Dunklin, PO Box 1087, Jefferson City, MO 65102-1087, Toll Free: 800-877-8698, Phone: 573-751-2154 Fax: 573-522-9496, www.missouridevelopment.org/employment/workforcedevelopment/



FEDERAL PROGRAMS

The federal government provides numerous programs to assist with businesses start-up, growth, education, financing and more. This section outlines some programs and provides a link to additional federal resources.



504 LOAN PROGRAM

Agency. U. S. Small Business Association (SBA)

Purpose. To provide financing for the purchase, construction or improvement of fixed assets.

How the Program Works. With a SBA 504 loan, up to 90% of the total project cost can be financed at a locked-in 20 year fixed rate. There is a 10% down payment provision. The lower equity injection keeps cash available to help support the continued expansion of the business.

Eligible Applicants. To be eligible, the business must be operated for profit and fall within the size standards set by the SBA. Under the 504 Program, the business qualifies as small if it does not have a tangible net worth in excess of \$7.5 million and does not have an average net income in excess of \$2.5 million after taxes for the preceding two years. Loans cannot be made to businesses engaged in speculation or investment in rental real estate.

Program Description. The CDC/504 loan program is a long-term financing tool for economic development within a community. The 504 Program provides growing businesses with long-term, fixed-rate financing for major fixed assets, such as land and buildings. Generally, a private investor will provide 50% of the project cost, the Certified Development Company (backed by SBA) will provide 40% of the cost, and the business applicant will provide 10% equity injection. The 504 Program cannot be used for working capital or inventory, consolidating or repaying debt, or refinancing.

Loan Terms. The interest rate is pegged to an increment above five and 10 year Treasury Issues. The length of the loan can be either 10 or 20 years. The maximum loan amount is generally \$1.5 million, but can be \$2.0 million for public policy goals.

Application Process. Businesses interested in applying for this loan should contact their local Certified Development Company (CDC). A Certified Development Company is a nonprofit corporation set up to contribute to the economic development of its community. CDCs work with the SBA and private-sector lenders to provide financing to small businesses. There are about 270 CDCs nationwide. Each CDC covers a specific geographic area. A complete listing of CDCs can be found on SBA's website: <http://www.sba.gov/gopher/Local-Information/Certified-Development-Companies/>



EQUITY INVESTMENT (SBIC PROGRAM)

Agency. U. S. Small Business Association (SBA)

Purpose. To provide gap financing for small businesses in start-up and growth situations. Small Business Investment Companies (SBIC's) exist to supply equity capital, longterm loans and management assistance to qualifying small businesses.

How the Program Works. Privately owned and operated SBICs use their own capital and funds borrowed from the SBA to provide financing to small businesses in the form of equity securities and longterm loans. SBICs are profitseeking organizations that select small businesses to be financed within rules and regulations set by SBA. SBICs invest in a broad range of industries.

Loan Terms. This program provides equity investment as opposed to debt financing. The difference is that debt involves a loan that needs to be repaid on certain terms. An equity investment involves an Investment company that buy a piece of the business and become co-owners. These type of investment are negotiated by the investor and the company and therefore do not have standard terms like a debt financing (loan) program.

Program Contact Information. Fore more information about this program, please visit: <http://www.sba.gov/INV>. To find information about active SBICs, please visit the National Association of Small Business Investment Companies website at: <http://www.nasbic.org>.



MICROLOAN PROGRAM

Agency. U. S. Small Business Association (SBA)

Purpose. Provides small loans to start-up, newly established, or growing small business concerns.

How the Program Works. SBA makes funds available to nonprofit community based lenders (Microlender Intermediaries) which, in turn, make loans to eligible borrowers in amounts up to a maximum of \$35,000. The average loan size is about \$13,000. Applications are submitted to the local intermediary and all credit decisions are made on the local level.

Loan Terms. The maximum term allowed for a microloan is six years. However, loan terms vary according to the size of the loan, the planned use of funds, the requirements of the intermediary lender, and the needs of the small business borrower. Interest rates vary, depending upon the intermediary lender and costs to the intermediary from the U.S. Treasury.

Application Process. Small businesses interested in the program should contact an intermediary microlender in their area. A microlender is a nonprofit organization that receives a loan from SBA. In term, the microlender makes small loans to very small businesses in the community. The microlender also provides assistance to the small business. The application process may vary depending on the intermediary microlender.

Program Contact Information. Fore more information about this program, please visit: <http://www.sba.gov/financing/sbaloan/microloans.html>.



BUSINESS DEVELOPMENT RESOURCES

A number of local, state, and national agencies provide various forms of assistance to businesses such as seminars, training programs, and networking opportunities. Each year, these agencies assist more than 2,000 businesses with start-up, development and sustainability.



U.S. SMALL BUSINESS ADMINISTRATION –ST LOUIS

200 North Broadway, Suite 1500, St. Louis, MO 63102

Purpose. A range of community small business resources, including: counseling (SCORE program) a reference library, start-up guides for nearly 200 businesses, business plan outlines, marketing, accounting and tax information, training seminars and international trade assistance. Includes the SBA8 (a) program Small Disadvantage Business Certification, and HUDZone empowerment contracting.

<http://www.sba.gov/businessop/special/minorities.html>

MISSOURI BUSINESS ASSISTANCE CENTER

Department of Economic Development

P.O. Box 1157 Jefferson City, MO 65102-1157 (573) 751 4962

Purpose. A comprehensive website that offers wide variety of information relating to business start up, business expansion, enhance business competitiveness and workforce training.

<http://www.ded.state.mo.us/business/>

Office of Minority Business

301 W. High Street, P.O. Box 118 Jefferson City, MO 65102 573-751-3237

Purpose. Offers minority owned business owners with business development workshops: writing business and financing plans, securing financing, franchising opportunities and procurement possibilities with federal, state and local agencies. Provides information and counseling on state financing programs as well as state, federal and private sector financing tools.

GRACE HILL WOMEN'S BUSINESS CENTER

2324 N. Florissant Ave. St Louis MO 63108 (314) 539-9663

Purpose. Business start up and expansion assistance: counseling, mentoring, business plan development, marketing and procurement assistance, internet training, micro –lending and loan packaging (partly funded by the SBA)

<http://www.onlinewbc.org>



MISSOURI WOMEN'S COUNCIL DEPARTMENT OF ECONOMIC DEVELOPMENT

P.O. Box 1684, Jefferson City, MO 65102 (573) 751 0810

Purpose. The organization's mission is to help Missouri Women achieve economic self-sufficiency by supporting education, training and leadership opportunities. Publishes a guide for women and business, conducts a women's business conference and more.

www.womenscouncil.org

NATIONAL ASSOCIATION OF WOMEN'S BUSINESS OWNERS-GREATER ST. LOUIS CHAPTER

P.O. Box 69183, St. Louis, MO 63169, (314) 645-6465

Purpose. The local chapter of NAWBO offers monthly educational and networking meetings, referrals to women-owned businesses and a program called SUCCESSavvy, a series of classes to help women start and grow a successful business. The organization includes more than 8,000 women business owners and publishes a national newsletter that includes legislative and business news.

www.nawbostl.org

SBA ONLINE WOMEN'S BUSINESS CENTER

Purpose. An interactive business skills training website and guide to small business development for women, including business startup, finance management, business development, and expansion. It also includes e-commerce and technology tips, articles on special challenges for women, links to other resources, and online information exchange and a monthly e-mail newsletter.

www.onlinewbc.org/entry.html

ST. LOUIS BUSINESS NETWORKING BREAKFAST

(314) 331-5432

Purpose. A monthly networking breakfast for minority, women-owned and small businesses. Find out about business opportunities and meet other business owners.

UNIVERSITY OF MISSOURI—EXTENSION, BUSINESS AND WORKFORCE

(314) 516-5946

Purpose. To provide continuing education, environmental quality information, labor education, and workforce preparation curriculum to businesses and individuals.



SERVICE CORPS OF RETIRED EXECUTIVES (SCORE)

200 North Broadway, Suite 1500, St. Louis, Missouri 63102, (314) 539-6200

Purpose. St. Louis, Missouri Chapter of SCORE is part of a national non-profit association dedicated to entrepreneur education and the formation, growth and success of the nation's small business. SCORE volunteers serve as "Counselors to America's Small Business." SCORE volunteers are real-world professionals with time-tested knowledge who donate thousands of hours to help small business succeed. Counselors are experts in such areas as accounting, finance, marketing, management and business plan preparation. St. Louis SCORE provides no-cost, confidential business counseling tailored to meet the needs of your business and your personal objectives. SCORE also offers workshops and seminars for a modest fee, for both start-up entrepreneurs and existing businesses looking for a fresh perspective and renewed focus for their business.

MISSOURI BUSINESS DEVELOPMENT NETWORK

269 University Center, 8001 Natural Bridge Road, St. Louis, MO 63121-4499, (314) 516-6121

Purpose. To provide State and University business resources in one accessible network. Also has many resources for business development in the state. <http://www.missouribusiness.net/>

BUSINESS.GOV

Purpose. This webpage is the official business link to the U.S. Government and provides access to federal government services and resources to help start, grow, and succeed in business.

ST. LOUIS UNIVERSITY

<http://eweb.slu.edu/>

Purpose. St. Louis University's eWeb site with information and links covering topics of interest to entrepreneurs such as business plans and sources for financing a small business.



BUSINESS ORGANIZATIONS

Several business organizations serve the University City area and beyond. These business entities advance the interests of member organizations, provide networking opportunities, training and marketing support.



REGIONAL CHAMBER OF COMMERCE AND GROWTH ASSOCIATION

One Metropolitan Square, Suite 1300

St. Louis, MO 63102

(314) 231-5555

<http://www.stlrcga.org>

NATIONAL BLACK CHAMBER OF COMMERCE

(202) 466-6888

<http://www.nationalbcc.org/>

ST. LOUIS HISPANIC CHAMBER OF COMMERCE

P.O Box 78386/US Bank Building

St. Louis, MO 63116

(314) 771-4788

<http://www.hccstl.com/>

U.S./CHINESE CHAMBER OF COMMERCE

7777 Bonhomme Ave.,

2222 St. Louis, MO 63105

(314)725-9993

U CITY OLIVE LINK

6403 Clemens Ave.

University City, MO 63130

(314) 962-2268

LOOP SPECIAL BUSINESS DISTRICT

6504 Delmar Blvd.

University City, MO 63130

(314) 727-8000

AAIM MANAGEMENT ASSOCIATION

1600 S. Brentwood, Suite 400

Brentwood, MO 63144

(314) 968-4200



BUSINESS PUBLICATIONS

Several local publications provide current business news, on a daily or weekly basis. These publications are in print or electronic format and include the top stories from the St. Louis business community and other popular features.



ST. LOUIS CHINESE AMERICAN NEWS

8601 Olive Blvd (Jeffrey Plaza)
 University City, MO 63132
 (314) 432-3858
<http://www.scannews.com>

ST. LOUIS AMERICAN NEWSPAPER

4242 Lindell Blvd
 St. Louis, MO 63108
 (314) 533-8000
<http://www.stlamerican.com>

ST. LOUIS BUSINESS JOURNAL

One Metropolitan Square Suite 2170
 St. Louis, MO 63102
 Phone: 314-421-6200
<http://stlouis.bizjournals.com/stlouis/>

ST. LOUIS METRO SENTINEL

2900 N. Market
 St. Louis, MO 63106
 (314) 531-2101

ST. LOUIS SMALL BUSINESS MONTHLY

1173 N. Price Rd.
 St. Louis, MO 63132
 (314) 569-0076
<http://www.sbmin.com/>

ST. LOUIS COMMERCE MAGAZINE

One Metropolitan Square, Suite 1300
 St. Louis, MO 63102
 (314) 444-1162
<http://www.stlcommercemagazine.com/>

ST. LOUIS BLACK PAGES

33 North Beaumont Street
 St Louis, MO 63103
 (314) 531-7300
<http://www.black-pages.com>

WOMEN'S YELLOW PAGES OF GREATER ST. LOUIS

P.O. Box 300302
 St. Louis, MO 63130
 (314) 997-6262
<http://www.wypstlouis.com>



APPENDIX A: REDEVELOPMENT AREAS

To prioritize public investment and lead private development efforts to critical areas, several sites in University City have been identified as having the potential for redevelopment. These sites are designated in the Comprehensive Plan Update of 2005 and are presented in Appendix A.

