



# Southwestern Illinois

WHERE MULTIMODAL OPPORTUNITIES ABOUND



# Gateway to the World

Just a river's width from St. Louis' majestic Gateway Arch, Southwestern Illinois is a burgeoning multimodal hub that is positioned for growth. Its central location, exceptional transportation infrastructure and abundance of available, affordable land combine to create tremendous value for those seeking efficient, low-cost access to the Midwest, all points of the United States and beyond.

"Southwestern Illinois provides access to the nation's third-largest rail center and one of the nation's largest inland ports via America's Central Port; it's home to three airports with complimentary business models supporting both domestic corporate travel and a proven trade route linking Latin America and Asia, and it's served by four interstates. All the ingredients in place are establishing Southwestern Illinois as a gateway to the world," notes Ellen Krohne, executive director of the **Leadership Council Southwestern Illinois**, which has worked for three decades to unite business, industry, government, education and labor for economic growth. "They are augmented by our productive labor force, positive labor-management relations and exceptional quality of life, all of which contribute to our success."

Among those who discovered the region's locational advantages early are household names such as Dial, Unilever, P&G and Hershey, the first tenants at Gateway Commerce Center in Edwardsville. That mega development and others nearby have positioned **Madison County, Ill.** – long considered the region's industrial core – as a prime location for consumer products distribution. The sprawling distribution centers coexist with oil refineries and steel mills that attracted billions in investment in recent years, keeping our laborers at work.

While manufacturing remains strong, one just has to look to the **Riverbend** area to see that the economy has diversified with a full spectrum of new and expanding businesses. Today, its top 10 employers list also includes businesses in health care, education and gaming.

Much of the growth there and in other parts of Madison County has occurred adjacent to the expanding IL-255/I-255 and along Illinois Route 3, and a similar story has unfolded in **St. Clair County, Ill.** One example is the successful **Sauget Business Park**, home to the 500,000-square-foot 255 Logistics Center, a mix of office buildings, light manufacturing operations and more. Just minutes from downtown St. Louis and adjacent to a General Dynamic's operation employing more than 1,300, the park is served by both Union Pacific Railroad and K.C. Southern Railway, as well as the St. Louis Downtown Airport, recently ranked fifth in the state for economic output.

The eighth largest county in Illinois and largest outside the Chicagoland area, St. Clair County also has the state's No. 3 airport, the joint-use facility operated by Scott Air Force Base and MidAmerica Airport. The combined operation accounts for 41,938 direct and indirect jobs, and MidAmerica tenants Boeing and North Bay Produce are in expansion mode.

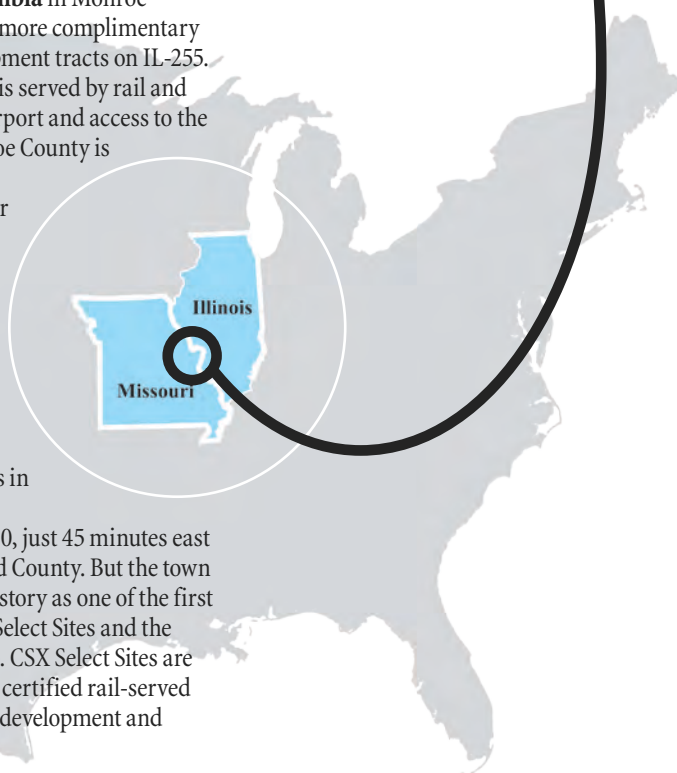
Further south, the neighboring communities of Dupu, still in St. Clair County, and **Columbia** in Monroe County, boast two more complimentary 2,000-acre development tracts on IL-255. The Columbia site is served by rail and features a small airport and access to the Mississippi. Monroe County is the second-fastest growing county per capita in the St. Louis Metro area, offering an affordable, laid back quality of life and proximity to St. Louis.

A laid-back lifestyle also awaits in **Greenville, Ill.**, a community of 7,000, just 45 minutes east of St. Louis in Bond County. But the town is today making history as one of the first five certified CSX Select Sites and the only one in Illinois. CSX Select Sites are the first, premium certified rail-served sites for industrial development and

expansion, based on their size, access to rail services, proximity to highways, workforce availability and more.

For Krohne, it's no surprise that examples of recent success and upcoming opportunities abound.

"With the abundance of multimodal advantages here in Southwestern Illinois, it absolutely should be on the radar screen as a prime logistics location."





# Spotlight on the Riverbend

Just a short drive from St. Louis, Southwestern Illinois' Riverbend region offers a diverse place to live, work and play. In fact, more than 80,000 come home to the communities of Alton, Bethalto, East Alton, Elsah, Foster Township, Godfrey, Grafton, Hartford, Roxana, South Roxana, Wood River and Wood River Township.

## WORKING IN THE RIVERBEND

Manufacturing is a pivotal industry in Southwestern Illinois and accounts for the region's top employers: Olin Corporation, a manufacturer of chlor-alkali products and ammunition, and Global Brass and Copper Inc. In Roxana, Ill., Philips 66 Wood River Refinery employs more than 800. Together the businesses account for more than 4,500 employees.

Monica Bristow, president of the Riverbend Growth Association, credits the industry's foothold to affordability, accessibility, and a quality and productive workforce.

"Employers like being so close to St. Louis but not having to deal with traffic," Bristow says. "They also are pleased to find plenty of affordable, available land."

The recent completion of IL-255 to Godfrey, Ill., provides access to a 40-mile expressway to south St. Louis. Bristow says the 27-mile corridor from South Roxana to Godfrey is ripe for retail and service industry expansion, and businesses are lining up to get in on development.

## HEALTH CARE IN THE RIVERBEND

Health-care services account for some 2,000 jobs regionally thanks to the area's two full-service hospitals. St. Anthony's Health Center in Alton is a two-campus, 199-bed acute care facility, while Alton Memorial Hospital is a 206-bed hospital recognized for its heart, orthopedic and emergency services.



## LEWIS AND CLARK COMMUNITY COLLEGE

From health care to manufacturing, employers discover a welcome educational partner in Lewis and Clark Community College. The Godfrey, Ill., college provides corporate and community programs including safety training and customized training for employees.

## FINANCIAL BENEFITS

Financial incentives also make Illinois a natural choice: There's no personal property tax, and retirement income is tax-free. Corporations benefit from no local corporate income tax and credits for investments in mining, manufacturing or retailing. In addition, a new Illinois Economic Development for a Growing Economy program provides a credit equal to 3 percent of the wages of a new or expanding business' added employees. Deductions also can be made on dividends paid by corporations operating in Illinois Enterprise Zones and interest on loans to enterprise zone businesses.

## LEADING THE WAY

Since the Riverbend Growth Association serves as both the Chamber of Commerce and the Economic Development Organization for local communities, the group is instrumental in teaming with prospective residents and employers to make the transition to Southwestern Illinois a seamless one.

"We work with personnel in each municipality and with economic development from start to finish to assist anyone interested in locating here," Bristow says.





# Airports of Southwestern Illinois

Air services in Southwestern Illinois are second to none. From military and large cargo carriers to first-class business aviation, services abound for any need. David Miller, director of the St. Louis Regional Airport, says cooperation between airports creates a positive, synergistic effect for the entire St. Louis Metroplex.

"We have a rich heritage of transportation here, and the important buzzword for transportation is intermodal," Miller says. "We have barge, rail, highway and five airports, each with their own niche. We cover and protect the whole gamut of the air arm of multimodal transportation."

## MIDAMERICA ST. LOUIS AIRPORT

MidAmerica St. Louis is the state's only joint-use airport, offering both civilian and military operations through Scott Air Force Base. Boasting a combined \$2.5 billion economic impact, MidAmerica recently ranked third for economic impact among all the state of Illinois' airports, just behind O'Hare and Midway. But unlike its



commercial counterparts, MidAmerica is an industrial strength, international cargo airport, bridging the Americas and Asia for international trade.

"Air trade between Asia and the Americas comes through North America and usually ends up on a truck between airports," says Tim Cantwell, director of MidAmerica St. Louis Airport.

"From Southwestern Illinois, large freight and belly cargo can easily go on a truck in the United States both ways. We're directly linked to all modes of transportation and have all the tools that make successful distribution through the United States available."

Rail and ground connections are available on site. MidAmerica is designated U.S. Customs Port 4581,

allowing for any and all international flights. The airport is also a designated foreign trade zone, and is part of an enterprise zone offering tax abatements and state and local credits for companies that locate there.

Freight shipments often include perishables, which often present manufacturers with the hardest logistical equation. Recently, international produce cooperative North Bay Produce expanded their central U.S. headquarters at MidAmerica St. Louis – a 50,000-square-foot facility built directly on a ramp.

Still, the airport isn't all freight and cargo. In 2012, Las Vegas-based Allegiant Air began offering nonstop jet service from MidAmerica St. Louis to Orlando Sanford International Airport. The flights operate twice weekly, and more destinations are expected.

## ST. LOUIS DOWNTOWN AIRPORT

Convenience and location define St. Louis Downtown Airport, the front door for business aviation in the Midwest. Located in St. Clair County in Cahokia and Sauget, Ill., the airport is





minutes from the city and located in the American Bottoms Enterprise Zone.

"You can step off the airplane and be anywhere in the city within 10 minutes, from the Gateway Arch to sporting events and concert venues," says Bob McDaniel, airport director. It's no wonder St. Louis Downtown Airport is the first choice for business owners, V.I.P.s and celebrities trying to avoid the hassle and lengthy security lines of larger airports. The Class IV commercial service airport also serves as a gateway airport for Washington, D.C.

St. Louis Downtown is one of the oldest airports in the region, still housing the nation's first certified flight school. Today, it has two full-service fixed base operators, a full-service restaurant, deli, lounge, an Air and Space Museum, and an active EAA chapter.

In 2012, St. Louis Downtown Airport boasted a regional economic impact of \$584 million. With just under 2,000 employees, the business aviation airport

is home to more than 300 based aircraft and 26 business tenants, including General Dynamics subsidiary Jet Aviation, one of the top-rated aircraft maintenance repair companies in the world. From blimps to Boeing 757s, St. Louis Downtown is equipped to handle any business aviation aircraft.

## ST. LOUIS REGIONAL

Located in East Alton, St. Louis Regional Airport handles an average of 80,000 operations each year though corporate activity, air cargo, recreational flights, and civilian and military flight training. Major repair and overhaul is a key niche at the airport, where anchor tenant West Star Aviation specializes in airframe and engine repair and maintenance, interior refurbishment,

and much more. The airport also has a growing nonaeronautical development and is home to aviation parts manufacturer Triumph among others.

Of the park's 600 business acres, 150 are utility-ready and available for lease, ranging in size from less than 1 acre to more than 8 acres. A strip mall is in the works for 2013, and the airport already houses a drivers' license facility, beauty shop, bank and several eateries. The airport's 30-plus businesses account for some 700 jobs with an aggregate annual payroll of \$31 million and a total economic output for more than \$132 million annually. The airport also is home to the Bethalto Fireworks Show and the Wings and Wheels Fly-In and Car Show, which showcases vintage aircraft and vehicles.





# America's Central Port

America's Central Port is positioned at the epicenter of multimodal activity in the United States. Located just north of downtown St. Louis on the Illinois side of the Mississippi River, the 1,200-acre multi-use facility offers a wide range of services and facilities, including barge, rail and truck transfer of commodities; industrial, commercial and residential development sites; and warehouse and commercial lease opportunities. The port also includes Foreign Trade Zone #31, recreational facilities and residential housing.

## UNPARALLELED ACCESS

"America's Central Port is more than a traditional business park; it is also the St. Louis region's only full-service, public intermodal port," says Dennis Wilmsmeyer, executive director of America's Central Port. "The port is located at the heart of the United States' transportation network and provides exceptional access to all three major freight transportation modes: river, rail and road."

America's Central Port is located within 30 minutes of four regional airports, has access to all six North American Class I rail carriers and connects to the regional switching carrier Terminal Railroad Association of St. Louis. On the highway, America's Central Port is minutes from downtown St. Louis, Mo. An adjacent four-lane limited access highway (Illinois Route 3) provides fast access to Interstates 70, 64, 44 and 55, as well as the St. Louis outer belt (Interstates 270 and 255).

## THE BEST IN RIVER TRANSPORTATION

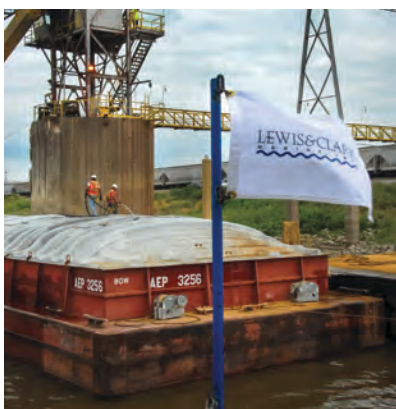
Owned and operated by the Tri-City Regional Port District, the port's public entity has been serving the river industry for more than 50 years. Each year, nearly 80 million tons of products are shipped past the port's harbor facility located on the Chain of Rocks Canal. And while the port sits on 1,200 acres, it maintains jurisdiction of much more. "The port district was created by the State of Illinois in 1959 to promote

river transportation and expand economic opportunity in the communities we serve," Wilmsmeyer says. The port encompasses more than 75 square miles in southwestern Madison County, Ill., on the banks of the Mississippi River and Chain of Rocks Canal. The municipalities of Granite City, Madison and Venice are located within the district.

"The port's river access is one of its greatest assets," Wilmsmeyer says. "Water transportation is the most cost-effective and energy-efficient way to move bulk goods from the American heartland to international markets." The port is located at the last lock on the Mississippi River, which is free flowing past this point. "The port is the most northerly ice-free port on the Mississippi River, which allows us to operate year round. Additionally, our prime location offers customers and tenants access to open, southerly barge navigation all the way to the Port of New Orleans."

The bulk of the port's river operations are located along the mile-





long North Harbor, which serves approximately 2,500 barges and 3 million tons of petroleum, steel, fertilizer and grain each year. River amenities include separate liquid and dry bulk terminals, fleet services, a general cargo dock, and roll-on/roll-off dock used to transfer oversized and overweight items to and from the river and rail or road.

## PREPARED FOR GROWTH

The port's new South Harbor is currently under construction. The off-channel harbor is located just south of Locks #27 on the Mississippi River and is expected to be completed in 2014. Rail access to the harbor is provided by a newly constructed rail loop that facilitates unit train movement from the port to the region's six Class I railroad carriers.

The past few years of private development represent an investment of more than \$300 million on property adjacent to the South Harbor alone.

Available development sites range from 1 acre to more than 90 in size and are zoned for heavy industrial use. Tenants receive 24/7 monitoring by a professional security staff, service from on-site utilities capable of supporting industrial-sized developments, and support from the port's staff of engineers, planners and development specialists. Office and apartment space also is available on site, while the port offers more than 1.5 million square feet of rail-served warehouse space in Foreign Trade Zone #31. Additional space in the port's business district includes a range of office sizes, arrangements and finishes based on the needs of individual tenants.

## PERKS FOR PORT TENANTS

New or expanding port businesses may be able to take advantage of sales or property tax abatement, alternative financing through a Tax Increment Financing District, Special Business District or tax credits for job creation,

and training opportunities for new or existing workers. State utility providers also may offer significant discounts for larger projects.

For smaller clients, America's Central Port operates the only small business incubator in Southwestern Illinois. The River's Edge Enterprise Center serves small companies and business startups at exceptionally low rates. Business counseling services also are provided through partnerships with area educational institutions.



PHOTO COURTESY OF MARK KEMPE

# Gateway Commerce Center

Gateway Commerce Center is the St. Louis region's premier bulk distribution park, and with good reason. No other site offers the size, location, access, infrastructure, labor, amenities and economic incentives of Gateway.

Located on 2,300 acres, the park has averaged a million square feet of growth each year since its inception in 1998. Vacancies are rare, as Gateway offers an average building size of 650,000 square feet – nearly double the size of buildings on the opposite side of the Mississippi.

## MEETING A NEED

Domestically produced consumer products from companies like Procter & Gamble, Unilever, and Hershey drive much of Gateway's business. A unique perk comes via the mighty Mississippi, as many clients, from beer manufacturers to lawn and garden suppliers, add water to products before shipping them out.

"The Mississippi River was key to the growth of St. Louis long ago, and it's still key to the growth of the industrial market by providing quality, affordable water," says Terry Stieve, executive vice president for Jones Lang LaSalle.

And with unbeatable access to road, rail, water and air carriers, Gateway customers enjoy the lowest shipping costs anywhere.

"Gateway is one of few parks bordered by two interstates, I-255 and I-270 with two interchanges providing easy and efficient access to the park. The park also offers rail service by Norfolk Southern, and all major rail carriers have intermodal facilities less than 20 miles away," Stieve says.

Located on site, USF Logistics Services and Schneider Logistics provide trucking, logistics and handling for overflow needs. Norfolk Southern runs along the park's property line, while Triple Crown Services Co. operates a 62-acre intermodal facility on site. The park also is a short drive to four cargo-handling airports and the nation's second-largest inland port.

Gateway's thorough design means infrastructure and road systems can accommodate 400-600 truck movements per building per day.



"From the pavement design to the width of the roads, all of the park elements have been designed for that type of velocity," Stieve says. "There aren't many places with the type of infrastructure Gateway Commerce Center has."

Tenants appreciate low operating costs and access to a plentiful, well-trained workforce, while financial incentives are motivators for many customers. A real estate tax abatement offered by Madison County has brought the center much attention, as tenants save more than \$1 per square foot per year over the Missouri side of the river.

In 2013, Gateway Commerce Center will break ground on a 569,160-square-foot building. The building is expected to

more than double in size in coming years – a good indicator of expected growth.

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