



**ST LOUIS REGIONAL
FREIGHTWAY**

ST. LOUIS REGIONAL INDUSTRIAL REAL ESTATE

**MARKET INDICATORS &
WORKFORCE STATISTICS**

Q2 2023



**ST LOUIS REGIONAL
FREIGHTWAY**

*The St. Louis Region has the industrial space,
the available workforce, and is ready to help
you find the space you need.*

THE ST. LOUIS REGIONAL FREIGHTWAY

is proud to present this newsletter as a resource to stay informed about the industrial market in our region. Our goal is to provide valuable insights into recent growth trends, as well as to highlight the many advantages that make the St. Louis area a prime location for businesses looking to expand.

THEFREIGHTWAY.COM

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ST LOUIS REGIONAL FREIGHTWAY

Discover the thriving industrial landscape of the St. Louis region with this comprehensive market report, which provides a detailed analysis of the freight, logistics, and distribution market. The St. Louis Regional Freightway is shining a spotlight on the market's hotspots, highlighting the region's unmatched capacity to deliver the spaces and resources needed for businesses to thrive.

INTERACTIVE NEWSLETTER OUTLINE

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Explore this newsletter to stay informed with insights on the industrial market driving economic growth and opportunities for businesses.



ONE LOCATION. GLOBAL ACCESS.



ST LOUIS REGIONAL
FREIGHTWAY

WHY THE ST. LOUIS REGION FOR SITE SELECTION?

THE ST. LOUIS REGION CONTINUES TO
STRENGTHEN ITS POSITION AS A
WORLD-CLASS FREIGHT HUB OFFERING
ONE LOCATION. GLOBAL ACCESS.

We are committed to reinforcing our freight network, with notable recent investments including **\$222M** for the replacement of the Merchants Bridge, a vital rail artery linking Missouri and Illinois near downtown St. Louis that celebrated its grand reopening in September 2022; **\$496M** for the replacement of the Chain of Rocks Bridge over the Mississippi River in a thriving industrial corridor, which got underway in Q1 of 2023; partial funding of the **\$120M** I-70/I-64 interchange improvements in Wentzville, Mo.; **\$42M** for the I-255/Davis Street Ferry Rd. interchange in Dupou, Ill., and **\$233M** for improvements being made to I-55 from Rte. Z to U.S. Rte. 67 in Jefferson County, Mo.

These investments are occurring across our bi-state region and are fueled by the unique, nationally recognized collaboration that is helping to add the capacity and redundancy needed for our region to continue to grow.



RAIL ACCESSIBILITY

THE ST. LOUIS REGION HAS **11 LOCATIONS** WITH **15 LAND SITES** OVER **20 ACRES** AND RAIL POTENTIAL READY FOR DEVELOPMENT

THE ST. LOUIS REGION IS WHERE TRANSPORTATION AND LOGISTICS MEET.

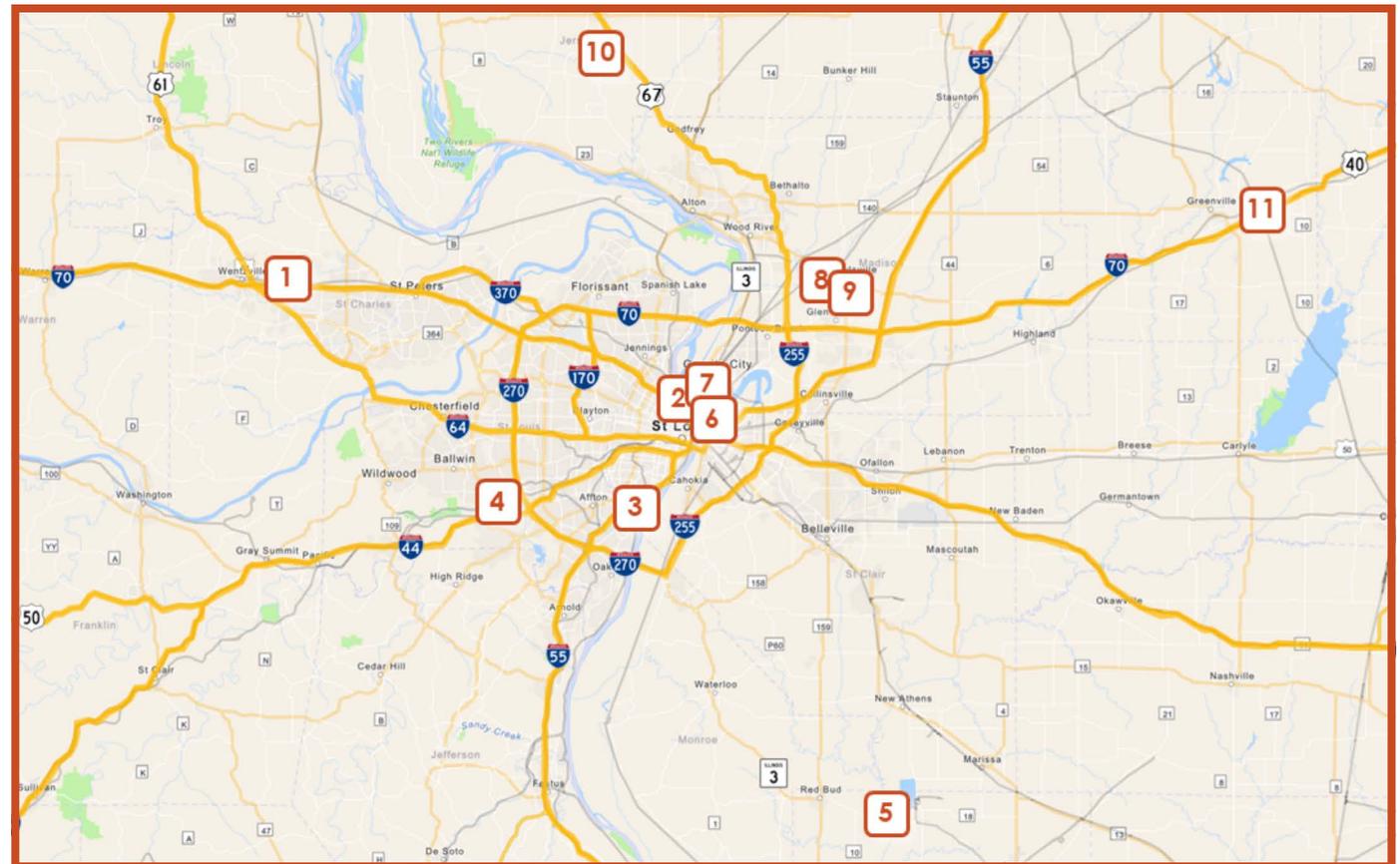
These sites can handle heavy industry and are ideal for end-users ready to take advantage of the strong rail infrastructure in the bi-state area.

If you're looking for a versatile and efficient way to move your goods across the country, our intermodal capabilities are exactly what you need.

Our rail facilities are particularly impressive, with multiple Class I railroads serving the region and direct access to major ports in the Gulf of Mexico and the Great Lakes. This means you can move your goods across the country or around the world, with ease and efficiency.



CLICK ON THE MAP OR VISIT: THEFREIGHTWAY.COM TO EXPLORE THE ST. LOUIS REGIONAL FREIGHTWAY!



70 MILES ON THE 70S CORRIDOR

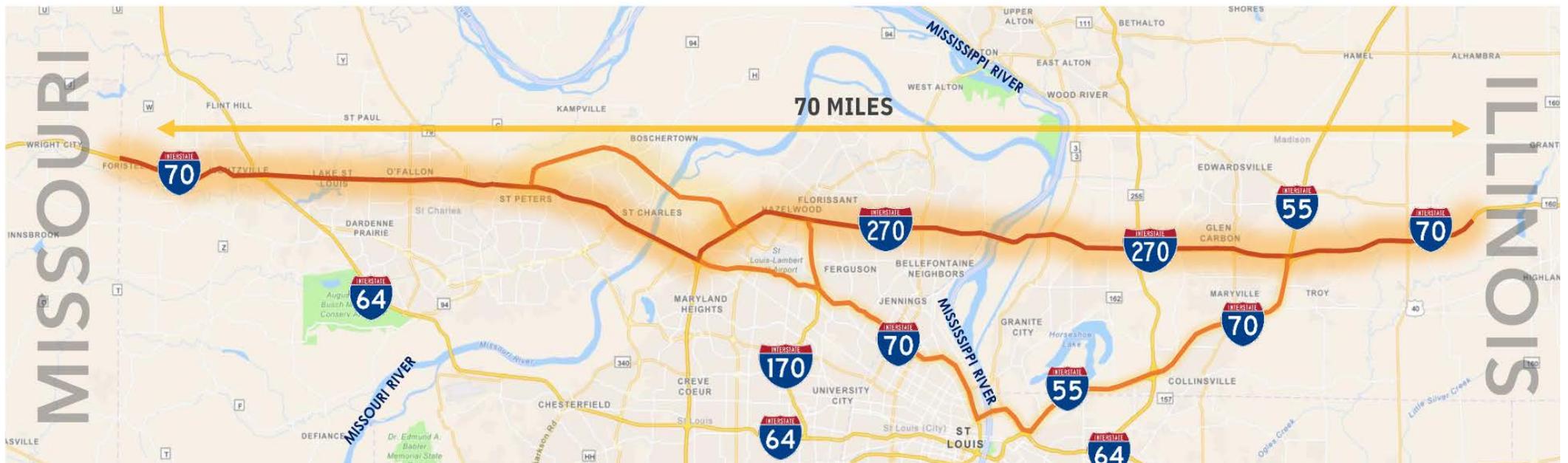
A VITAL LINK BETWEEN ILLINOIS AND MISSOURI

The 70s interstate corridor is a key part of the national freight distribution system* spanning over 2,150 miles and connecting the Midwest to the coasts. The Bi-State region relies heavily on this essential corridor of interstates as a crucial transportation thoroughfare, with numerous companies having locations on both sides of the Mississippi River and conducting business with suppliers and customers across state lines. This results in a constant flow of goods and materials.

There are 70 miles between Foristell, MO and Marine, IL, along the 70s corridor (including I-70, I-170, I-270, and I-370) running through several major logistics hubs and distribution centers. The corridor is adjacent to St. Louis Lambert International Airport, making it an ideal location for freight distribution. This location's easy access to major highways, interstates, and rail and water transportation networks makes it a strategic location for companies looking to move goods efficiently and cost-effectively.

FREIGHT POWERHOUSE

**I-70 HANDLES OVER
36,000 TRUCKS
DAILY**



70 MILES ON THE 70S CORRIDOR

A VITAL LINK BETWEEN ILLINOIS AND MISSOURI

KEY FACTS ABOUT THE 70 CORRIDOR

EASILY ACCESSIBLE

The 70s corridor is a major east-west artery for the region and the nation. It's a vital connection between Missouri and Illinois, and connects the St. Louis region to other major markets across the country.

ATTRACTS MAJOR INVESTMENTS

The top owners of industrial buildings along this corridor are institutional grade developers, including NorthPoint Development, EQT AB, GIC Real Estate, Panattoni Development Company, and Plymouth Industrial REIT.

AVAILABILITY OF SPACE

The high level of construction along the corridor provides the space that growing companies need. The 70s corridor attracts growth, whether at existing companies or by drawing new companies to the region.



90% of all industrial construction in the St. Louis region in the last 5 years has been along the 70s corridor.*



Material Moving Worker is the #1 occupation within the 70 miles on 70s corridor.**

These are the people hired by organizations like Amazon to stock, handle, and ship goods in warehouses.



Manufacturing is the 2nd-largest industry* along the corridor at 11.6% of total employment.**

This is largely due to large companies like General Motors, Boeing, and Procter & Gamble.

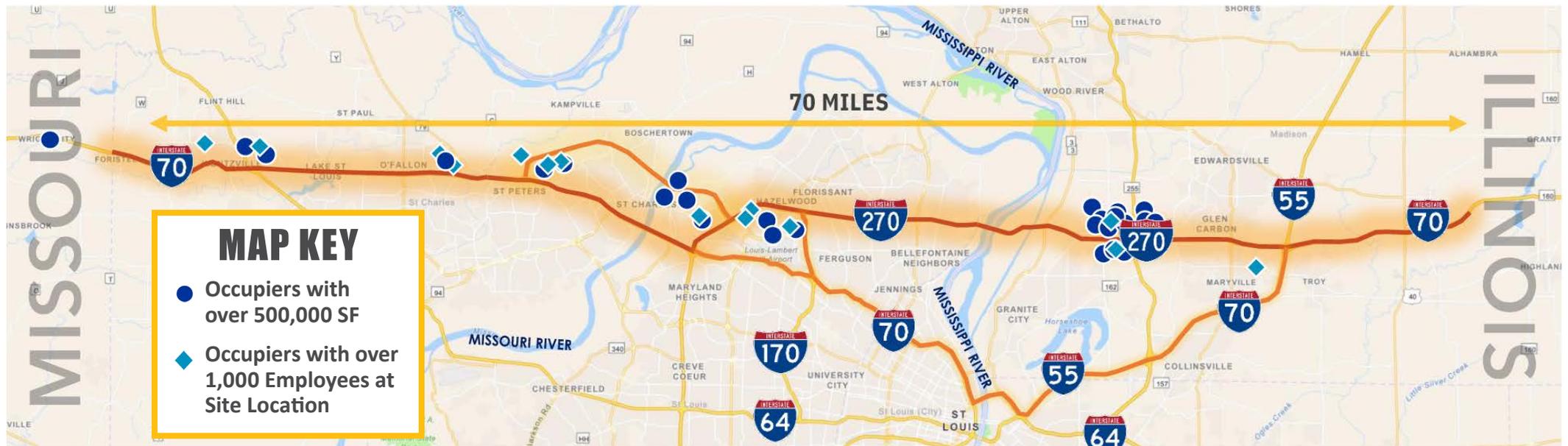
70 MILES ON THE 70S CORRIDOR

A VITAL LINK BETWEEN ILLINOIS AND MISSOURI

OCCUPIER ACTIVITY

CONCENTRATION OF MEGA INDUSTRIAL USERS

- 70% of the St. Louis Region's industrial occupiers that have more than 500,000 SF* of space are located within a 10-minute driving time of the highlighted 70s corridor.
- Over 75% of the St. Louis Region's industrial occupiers with more than 1,000* employees are located within a 10-minute driving time of the highlighted 70s corridor.
- The top 6 leases signed in 2022 were all signed with companies along the 70s corridor.**
(Gilmour, Reaction Auto Parts, Inc, Spectrum Brands, Tesla, Tempur Sealy, & Trane)
- The St. Louis Region has full service industrial real estate brokerage focused offices including CBRE, JLL, Colliers International, and Cushman Wakefield, as well as additional national, regional and local brokerage offices focusing on serving industrial clients.



REGIONAL COMMITMENT TO INFRASTRUCTURE

The St. Louis Regional Freightway's 2024 Priority Projects List includes more than 25 projects representing a total investment of almost **\$3.7 billion** underscoring the ongoing commitment to improving freight infrastructure in the bi-state region.

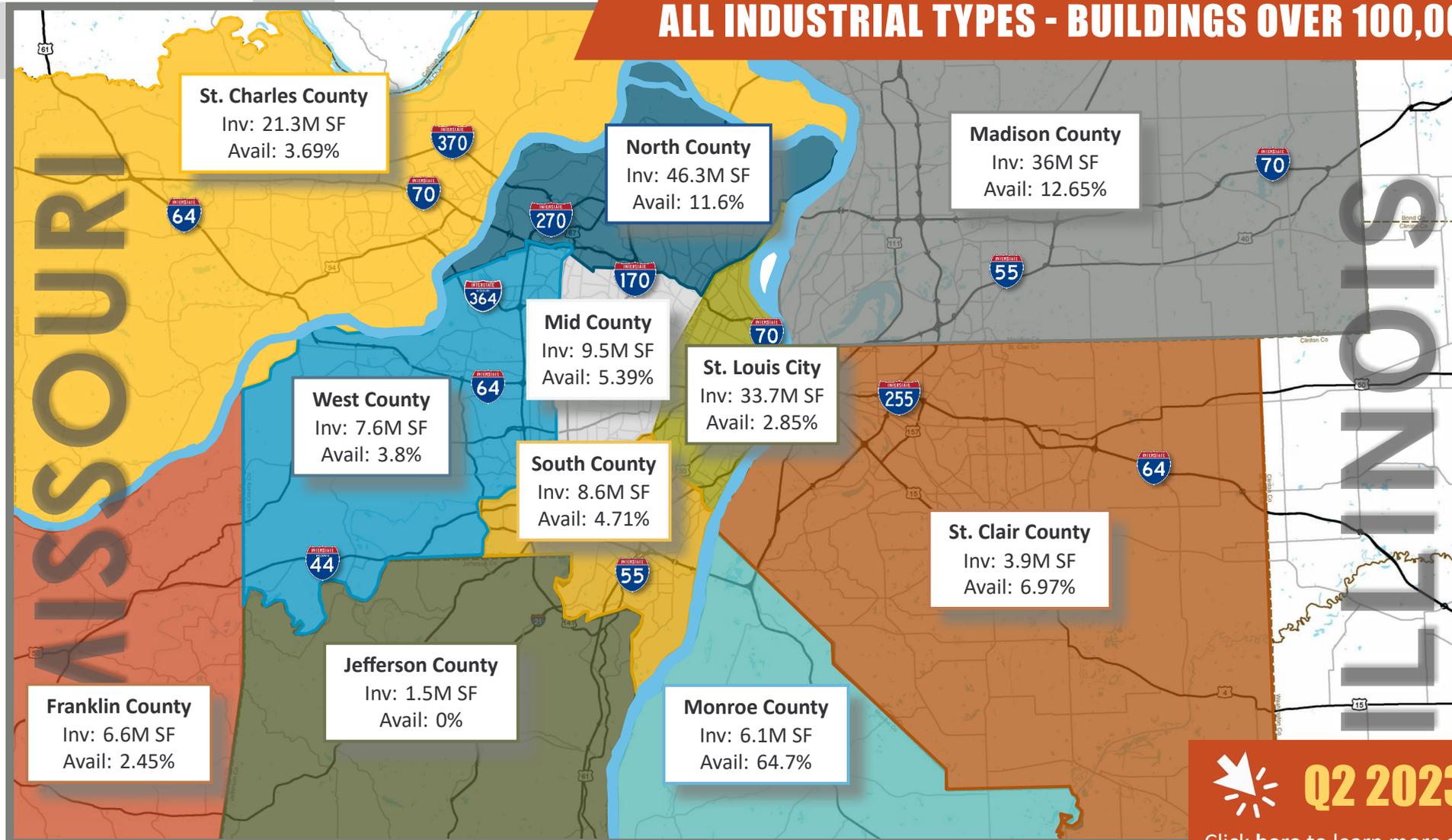
More than \$2.7 billion of this year's total covers infrastructure projects that have recently been completed, are already funded and under construction or expected to start in 2023/2024, or are at least partially programmed for construction. That's up from \$2 billion a year ago, a reflection of the progress being made securing funding and advancing major projects through the development pipeline.

Projects such as the recently completed \$222M replacement of the Merchants Rail Bridge linking Missouri and Illinois near downtown St. Louis and almost \$500M in partially funded improvements to Interstate 70 represent landmark investments in integral components of the region's freight network. Other projects are supporting critical first mile/last mile connections that serve our region's thriving industrial parks.

Overall, the list represents the infrastructure needs of the manufacturing and logistics industries in the Eastern Missouri and Southwestern Illinois area, and includes a range of projects that will strengthen critical roads, bridges, rail infrastructure, and port and airport facilities regionwide. These investments are supporting multimodal connectivity, adding capacity to our freight network and providing global access to shippers and carriers throughout the world.

REAL ESTATE MARKET INDICATORS

ALL INDUSTRIAL TYPES - BUILDINGS OVER 100,000 SF



Q2 2023
Click [here](#) to learn more about available industrial sites.

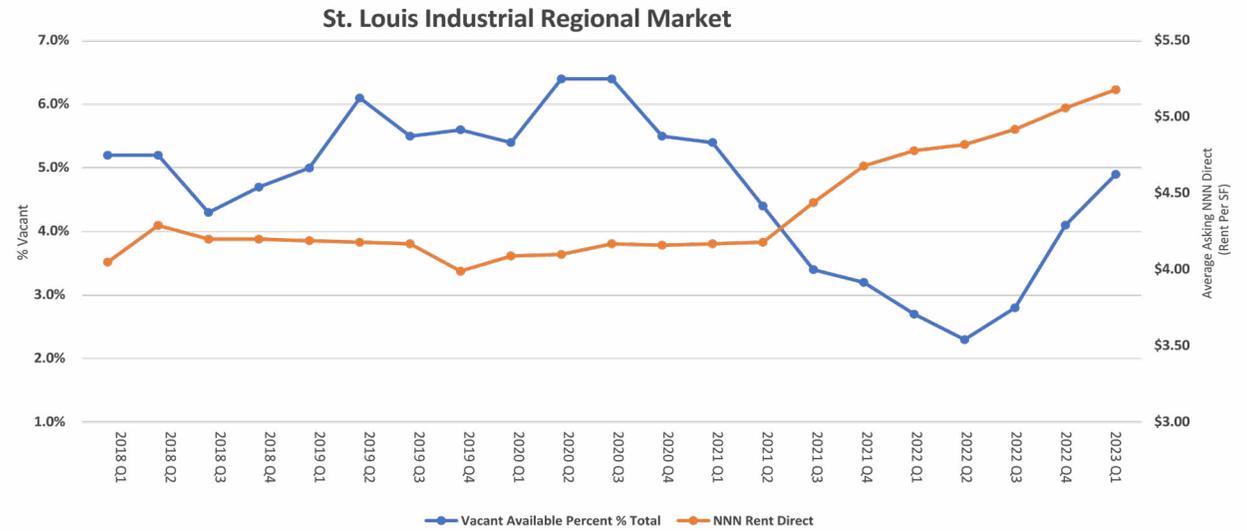
ALL INDUSTRIAL TYPES - BUILDINGS OVER 100,000 SF Q2 2023

ST. LOUIS REGIONAL INDUSTRIAL MARKET

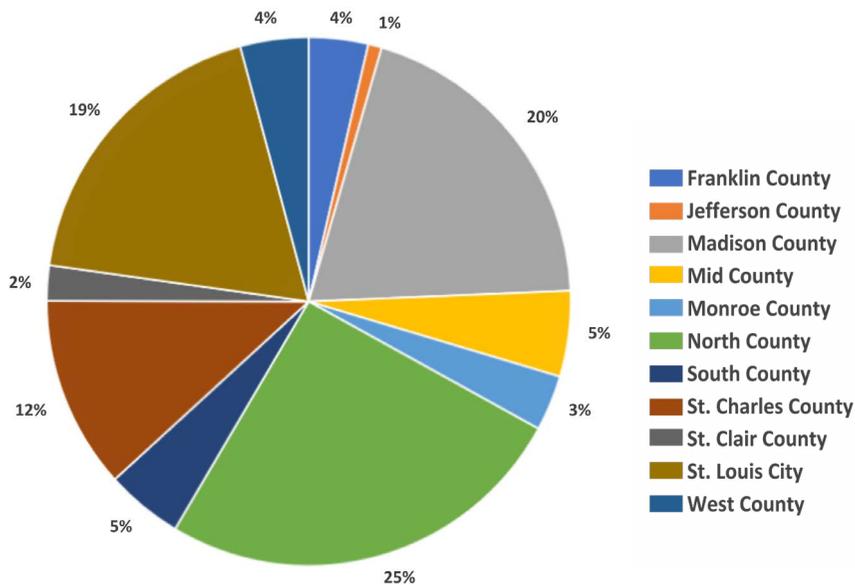
±182MSF

Total Inventory Size
Industrial & Flex over 100,000 SF

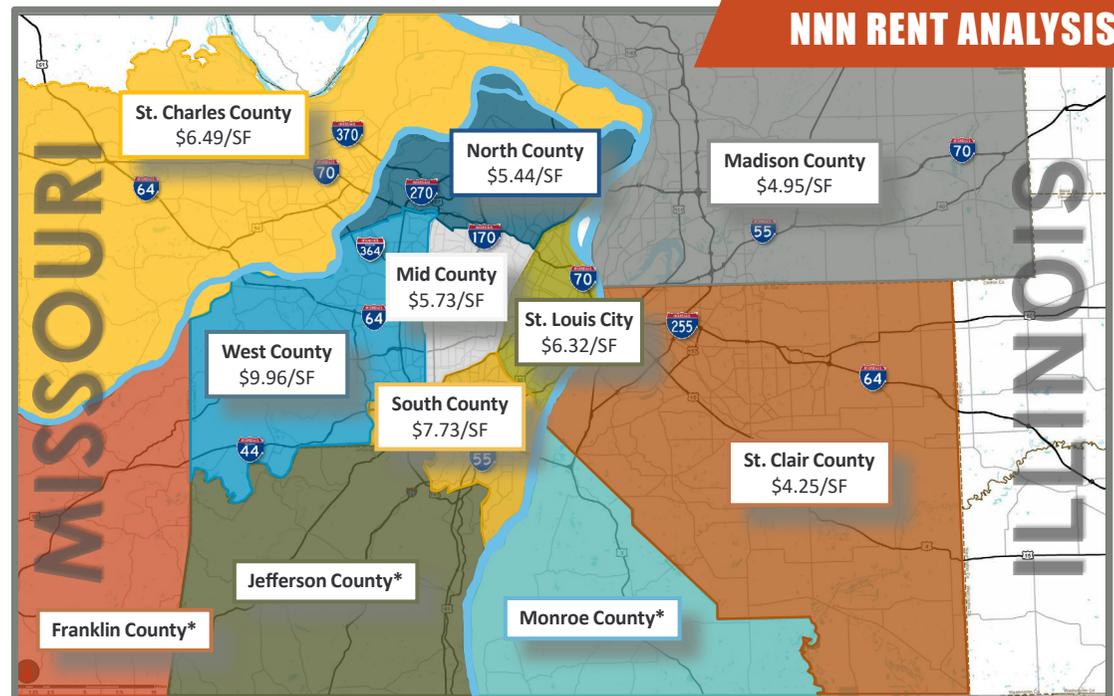
REAL ESTATE MARKET INDICATORS



Inventory Breakdown by Total Building SF



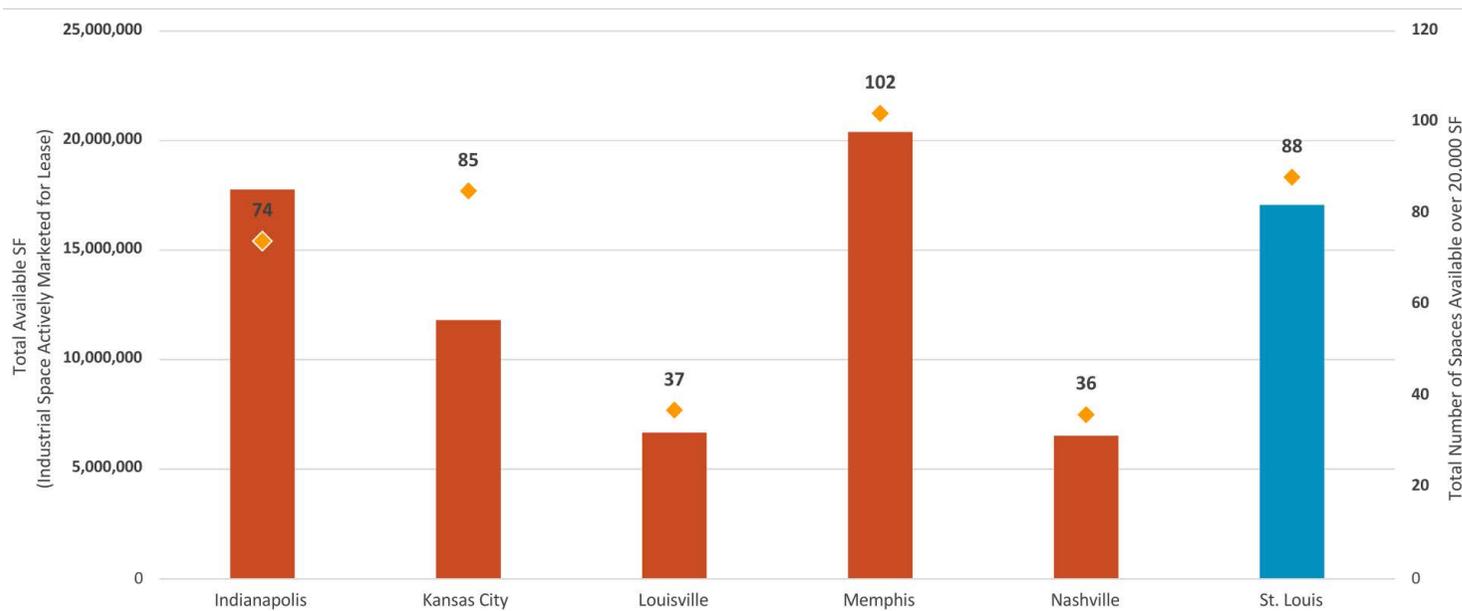
NNN RENT ANALYSIS



Source: CoStar – St. Louis MSA; Existing industrial building over 100,000 SF *Only reported NNN asking rents were used

REAL ESTATE MARKET INDICATORS

MIDWEST COMPARISON - BUILDINGS OVER 100,000 SF



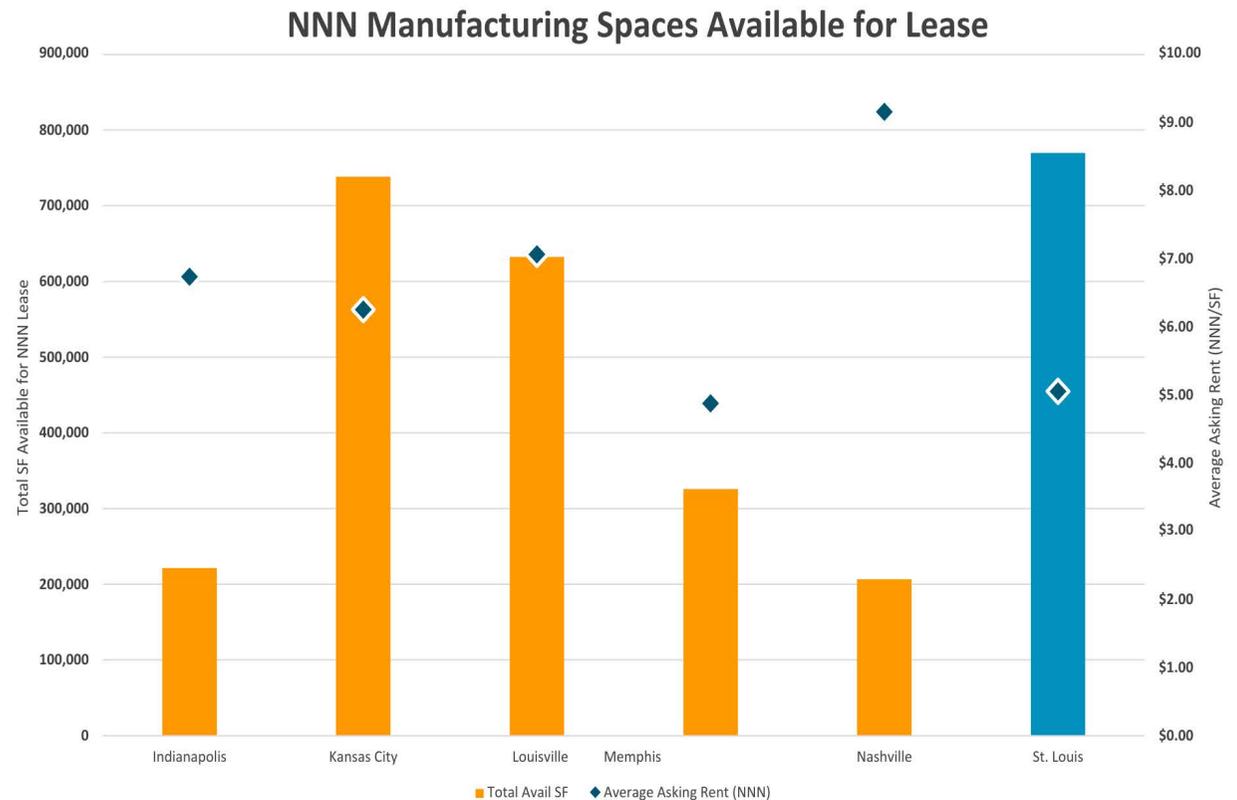
- Within comparable Midwest cities, St. Louis has the **2nd highest number of availabilities** for companies looking for leasable space over 20,000 SF within industrial buildings.
- The availability of industrial space provides companies with the flexibility, affordability, location, and customization options they need to establish and grow their operations.
- **The St. Louis market is here to help attract new businesses to the area and support economic development.**

ST. LOUIS HAS THE SPACE YOU NEED TO DEVELOP, GROW AND EXPAND.

REAL ESTATE MARKET INDICATORS

MIDWEST COMPARISON - MANUFACTURING BUILDINGS

- According to the SIOR Metro Market Forecast, the top leases signed last year were all companies within manufacturing industries.
- Compared to other Midwest cities, St. Louis has the highest level of manufacturing space available with also one of the lowest asking NNN rents.
- Manufacturing is the 4th largest employer within the St. Louis MSA.
- Workers within the manufacturing industry in the St. Louis MSA produced an average of \$687K in output annually per worker vs the national average of \$600K for the output per worker. This data shows manufacturing employees in St. Louis are nearly 15% more productive than the average employee.



CONSTRUCTION & DEVELOPMENT TRENDS

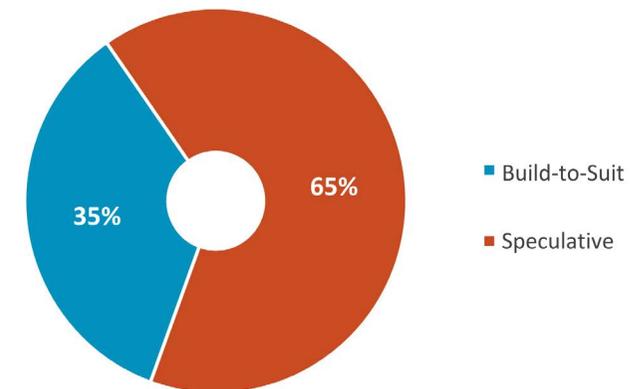
Total Construction over 100K SF

St. Louis Regional Industrial Market - Historic Activity

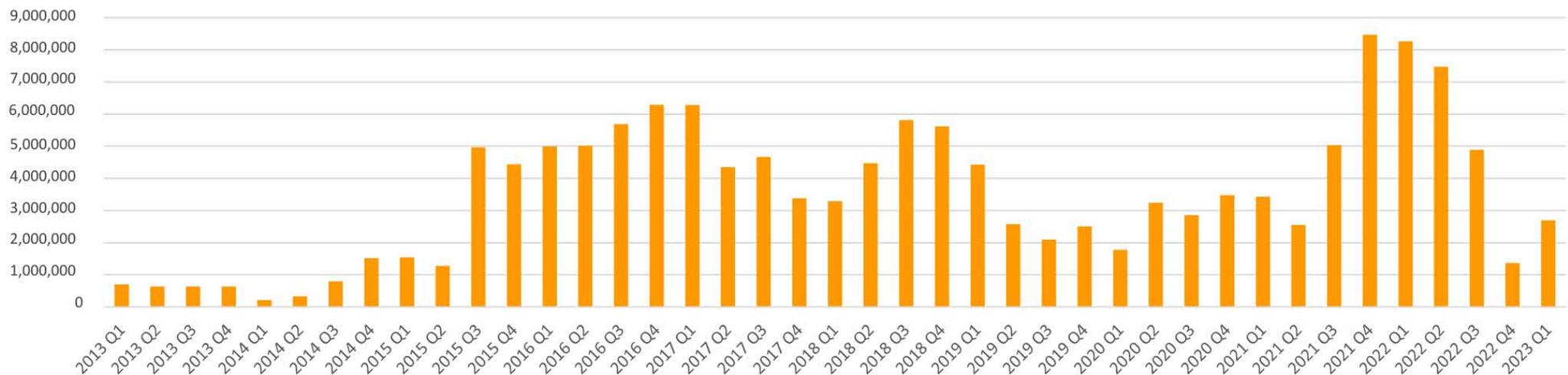


Speculative Development

Construction Starts Since 2019
Buildings over 100K SF

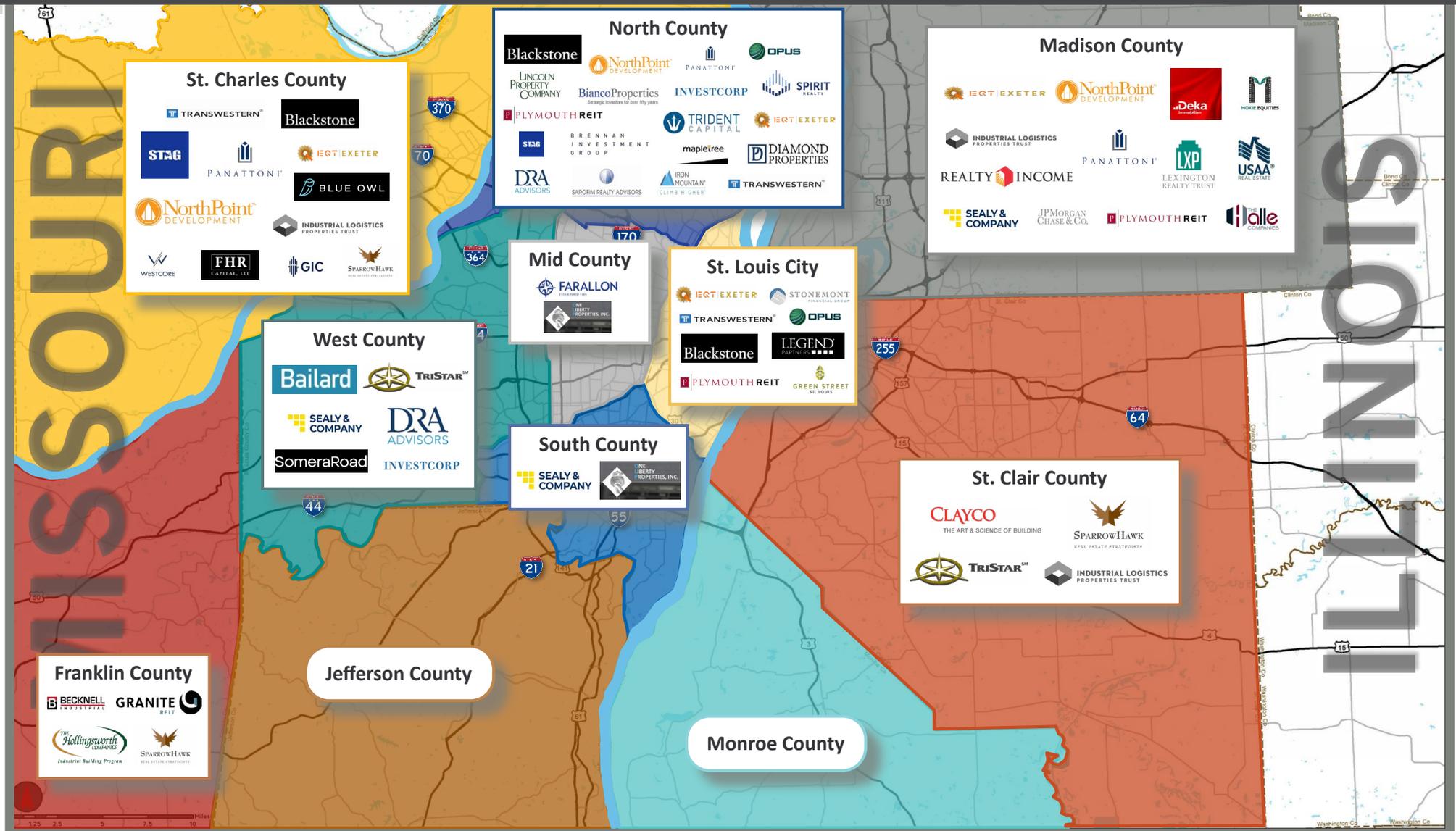


St. Louis Regional Industrial Market - Under Construction History over 10 Years



CONSTRUCTION & DEVELOPMENT TRENDS

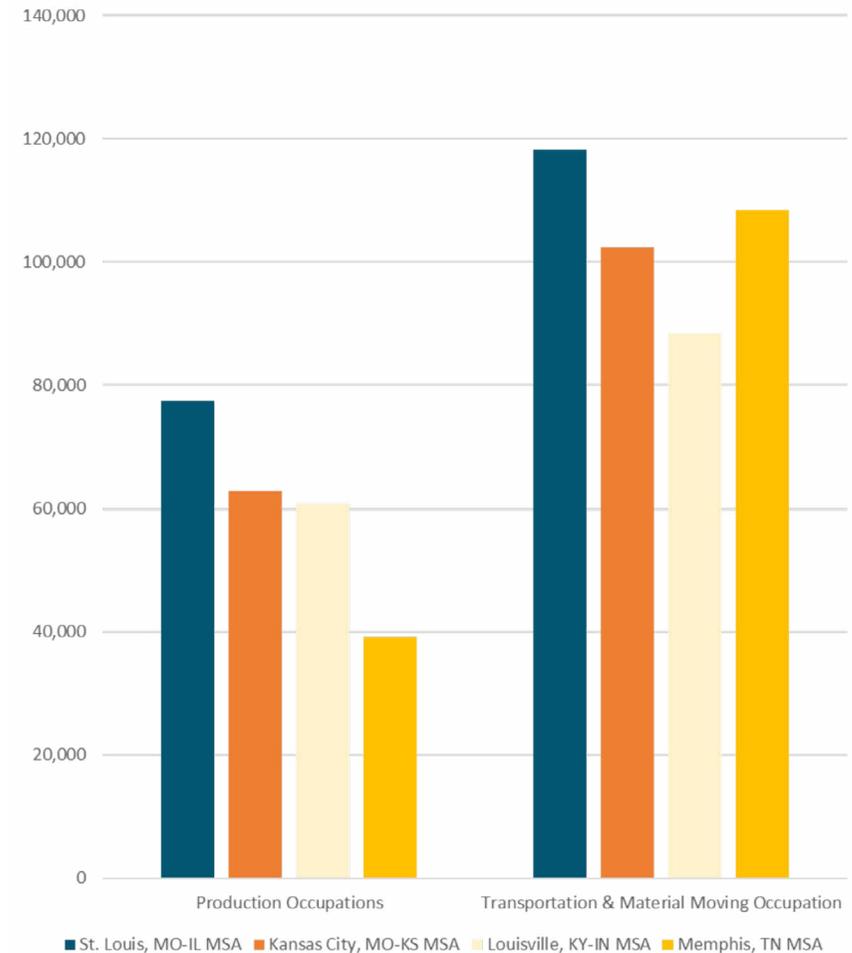
MAJOR NATIONAL INSTITUTIONAL GRADE OWNERS BY SUBMARKET



JOB-READY WORKFORCE STATISTICS

Occupational Employment & Wage Estimates	# Workers St. Louis MSA	Annual Mean Wage St. Louis MSA
All Occupations	1,309,400	\$58,560
Production Occupations	77,490	46,640
First-Line Supervisors of Production and Operating Workers	6,010	69,400
Machinists	2,050	54,530
Packaging and Filling Machine Operators and Tenders	4,250	40,030
Computer Numerically Controlled Tool Operators	2,760	46,810
Computer Numerically Controlled Tool Programmers	350	64,850
Production Workers, All Other	2,200	42,100
Transportation and Material Moving Occupations	118,230	43,530
First-Line Supervisors of Transportation and Material Moving Workers	4,290	60,970
Heavy and Tractor-Trailer Truck Drivers	16,870	54,650
Light Truck Drivers	9,190	47,680
Industrial Truck and Tractor Operators	7,080	45,900
Laborers and Freight, Stock, and Material Movers, Hand	25,370	39,330
Stockers and Order Fillers	28,250	37,110

Regional Comparison
Total Number of Workers per Occupation





ONE LOCATION.

GLOBAL ACCESS.

This unrivaled access from anywhere in the bi-state area is exactly what the St. Louis region offers, thanks to the abundance of advantages that contribute to our positioning as a global freight hub and a reliever during times of supply chain disruption. The multimodal offerings here provide the flexibility and optionality that shippers need, no matter which coast they are trying to reach.

That connectivity and the continued focus on strengthening the freight infrastructure in this region is a direct result of the unparalleled collaboration between the public and private sectors on both sides of the Mississippi River and across eight counties that comprise the region's freight district. The St. Louis Regional Freightway has begun developing profiles on each of those counties to illustrate why they should be on the radar screen for those in the manufacturing, logistics, and distribution sectors who may be looking for a business site location and/or a community where their employees may want to live.

The Freightway continues to add to its library of maps that showcase the many advantages of the bi-state St. Louis region. They are all [available for download](#) and use by site selectors, brokers, industrial real estate professionals, and others who want to promote this region and attract new projects to the available sites.

MODES OF TRANSPORTATION

America's Third Largest Inland Port



- ✓ Most efficient inland port system (USACE)
- ✓ 3rd highest volume inland port

Four Interstates with National Access



- ✓ Low congestion when accessing our exceptional multimodal offerings
- ✓ Toll free interstates

Five Airports with Capacity



- ✓ 2 international cargo airports with rail access

Six Class I Railroads



- ✓ 6 class I railroads
- ✓ One of the nation's highest volume rail hubs

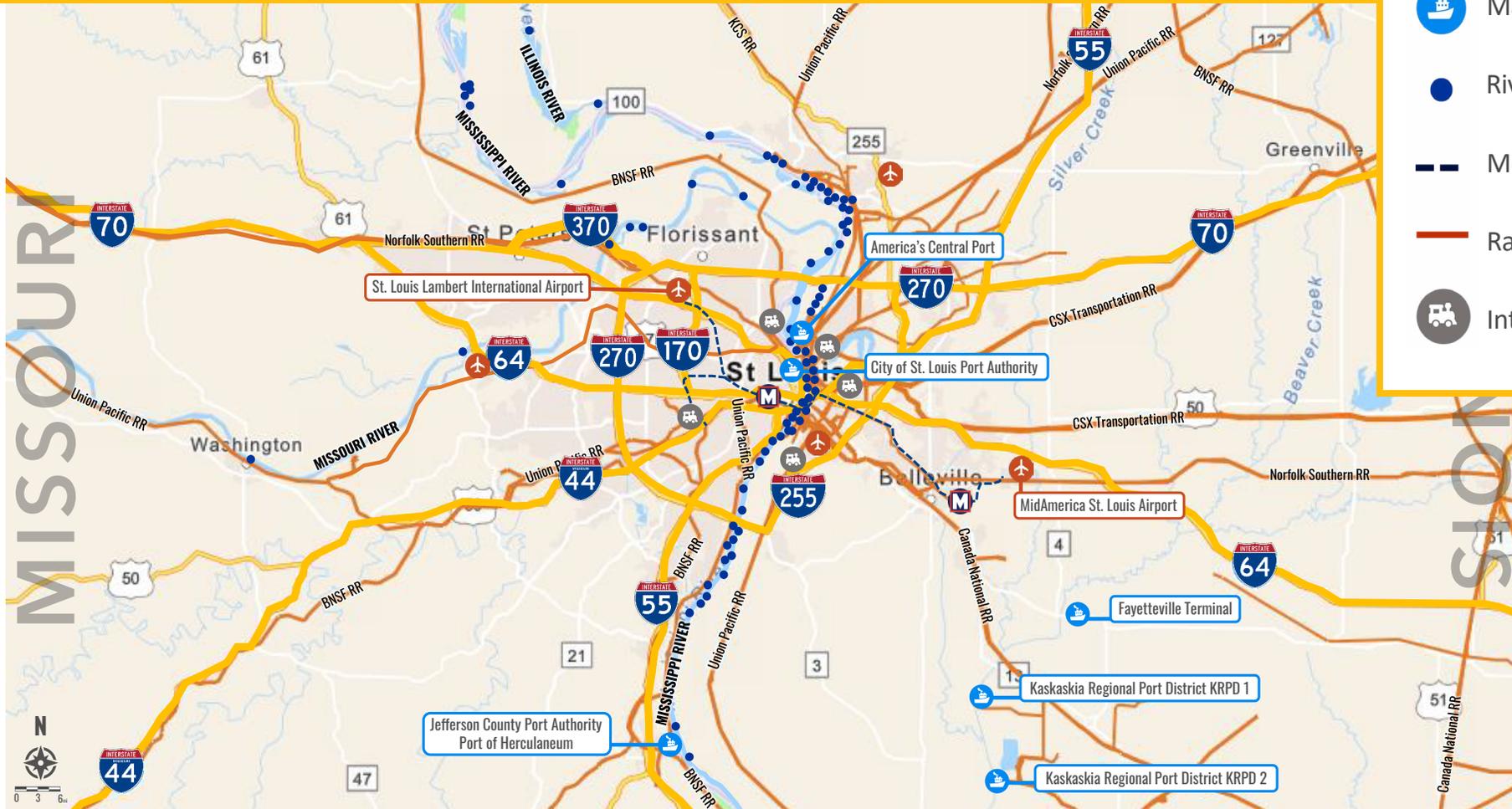
The St. Louis Regional Freightway is working to advance more than **\$3.7 billion** in priority infrastructure projects to further strengthen the bi-state region's freight network.

REGIONAL ADVANTAGES

➔ [CLICK HERE TO LEARN MORE ABOUT THE BI-STATE'S REGIONAL ADVANTAGES](#)

REAL ESTATE MAP

-  Airports
-  Marine Highway Ports
-  River Terminal Operators
-  MetroLink Light Rail
-  Railroad Lines
-  Intermodal Sites





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