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**

has created this newsletter to educate business leaders about the recent growth in the industrial market and how the region is poised for further expansion.

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**THEFREIGHTWAY.COM**
This market report showcases the St. Louis regional industrial landscape and focuses on the freight, logistics, and distribution market. The St. Louis Regional Freightway wants to put a spotlight on the hot spots within the market and highlight the region’s capacity to deliver a job-ready workforce.

EXPLORE THIS NEWSLETTER to find out why the St. Louis region industrial market is a prime location for freight operations!
BULK DISTRIBUTION BUILDINGS
OVER 250K SF

St. Charles County
Total Inv: 3.5 MSF
Avail %: 17.1%

North County
Total Inv: 12.3 MSF
Avail %: 26.6%

Mid County
Total Inv: 0.69 MSF
Avail %: 0%

City of St. Louis
Total Inv: 1.7 MSF
Avail %: 30%

South County
Total Inv: 0.78 MSF
Avail %: 55.3%

West County

Madison County
Total Inv: 19.5 MSF
Avail %: 12.1%

St. Clair County
Total Inv: 1.09 MSF
Avail %: 49%

Jefferson County
Total Inv: 0.51 MSF
Avail %: 0%

Franklin County
Total Inv: 0.71 MSF
Avail %: 0%

Monroe County

Source: CoStar – St. Louis MSA; Existing industrial buildings over 250,000 SF, over 24’ Clear; Single Story
*Monroe Co, IL and West County, MO do not have inventory fitting the parameters on CoStar.
ST LOUIS REGIONAL FREIGHTWAY

INDUSTRIAL REAL ESTATE MARKET INDICATORS

AVERAGE NNN WEIGHTED ASKING RENTAL RATES

<table>
<thead>
<tr>
<th>County</th>
<th>Average Weighted Rental Rate PSF</th>
</tr>
</thead>
<tbody>
<tr>
<td>North County</td>
<td>$3.76</td>
</tr>
<tr>
<td>Madison County</td>
<td>$3.73</td>
</tr>
<tr>
<td>St. Charles County</td>
<td>$4.29</td>
</tr>
<tr>
<td>St. Clair County</td>
<td>$3.75</td>
</tr>
<tr>
<td>City of St. Louis</td>
<td>$4.13</td>
</tr>
<tr>
<td>TOTAL MARKET</td>
<td>$3.75</td>
</tr>
</tbody>
</table>

INVENTORY BREAKDOWN (BY BUILDING SF)

<table>
<thead>
<tr>
<th>County</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>North County</td>
<td>3%</td>
</tr>
<tr>
<td>Madison County</td>
<td>4%</td>
</tr>
<tr>
<td>St. Charles County</td>
<td>8%</td>
</tr>
<tr>
<td>South County</td>
<td>30%</td>
</tr>
<tr>
<td>City of St. Louis</td>
<td>48%</td>
</tr>
<tr>
<td>Monroe County</td>
<td>3%</td>
</tr>
<tr>
<td>West County</td>
<td>2%</td>
</tr>
<tr>
<td>Jefferson County</td>
<td>2%</td>
</tr>
<tr>
<td>Mid County</td>
<td>2%</td>
</tr>
</tbody>
</table>

TOTAL INVENTORY SIZE

+40.8 MSF

Source: CoStar – St. Louis MSA; Existing industrial buildings over 250,000 SF, over 24' Clear; Single Story

*Only reported NNN asking rents were used.
## ST. LOUIS REGIONAL ADVANTAGES

### ST. LOUIS COMPARISON

<table>
<thead>
<tr>
<th>City</th>
<th>Inventory Size (MSF)</th>
<th># of Bldgs</th>
<th>Population (M)</th>
</tr>
</thead>
<tbody>
<tr>
<td>St. Louis</td>
<td>40.8</td>
<td>80</td>
<td>2.8</td>
</tr>
<tr>
<td>Kansas City</td>
<td>46.6</td>
<td>85</td>
<td>2.1</td>
</tr>
<tr>
<td>Indianapolis</td>
<td>85.3</td>
<td>165</td>
<td>2.0</td>
</tr>
<tr>
<td>Memphis</td>
<td>82.7</td>
<td>149</td>
<td>1.4</td>
</tr>
<tr>
<td>Louisville</td>
<td>35.9</td>
<td>73</td>
<td>1.3</td>
</tr>
<tr>
<td>Nashville</td>
<td>54.7</td>
<td>103</td>
<td>1.9</td>
</tr>
</tbody>
</table>

### NNN ASKING RATE

- St. Louis: $3.75
- Kansas City: $3.89
- Indianapolis: $3.43
- Memphis: $3.06
- Louisville: $3.80
- Nashville: $3.98

### REGIONAL RESIDENT POPULATION

- St. Louis: 2.8M
- Kansas City: 2.1M
- Indianapolis: 2.0M
- Memphis: 1.4M
- Louisville: 1.3M
- Nashville: 1.9M

Source: *CoStar Regional MSA; Existing industrial buildings over 250,000 SF, over 24' Clear; Single Story;**Resident Population – U.S. Census Bureau, Annual Estimates of the Resident Population: April 1, 2010 to July 1, 2018
The St. Louis region has people ready and excited to work with you to find the best location! The site highlights the industrial real estate sites in locations that are ready for you and your business.
CONSTRUCTION & DEVELOPMENT TRENDS

TOP INSTITUTIONAL GRADE OWNERS

Source: Colliers International; CoStar (Total construction numbers include industrial buildings over 250,000 SF)

TOTAL CONSTRUCTION

Source: Colliers International; CoStar (Total construction numbers include industrial buildings over 250,000 SF)
MAJOR NATIONAL INSTITUTIONAL GRADE OWNERS BY SUBMARKET

Source: CoStar, Colliers International
CONSTRUCTION & DEVELOPMENT TRENDS

**Developers** (Past 24 Months by $ Market Investment)

- 4.0%
- 20.4%
- 51.8%
- 23.7%

**Buyers** (Past 24 Months by $ Market Investment)

- 10.7%
- 7.6%
- 29.1%
- 11.1%
- 41.5%

**Activity Since 2016**

Source: Colliers Comps, Real Capital Analytics, CoStar

Only buildings over 250,000 SF
Hot spot Spotlight: North I-270 Corridor

85% OF ALL INDUSTRIAL CONSTRUCTION since 2014 has been in the North I-270 Corridor

70% OF THE NEW MAJOR INDUSTRIAL PARKS since 2014 has been in the North I-270 Corridor

The St. Louis regional industrial market is amid a historic surge in new construction. Speculative buildings continue to be delivered to the market with large blocks of space available for lease, making it the perfect market for companies to expand production or to enter the St. Louis regional market for the first time. Over 18 million square feet of new industrial space hit the market over the last five years. The epicenter of this construction boom is the northern I-270 corridor running from Missouri to Illinois. This is a major logistics corridor with national manufacturers, suppliers, and distributors.
HOT SPOT SPOTLIGHT: NORTH I-270 CORRIDOR

NEW CONSTRUCTION IN LAST FIVE YEARS

- 3MSF
- 3.2M SF Total
- Completed

- 1.3MSF
- 1.4M SF Total
- Planned

- ±4MSF
- ±4M SF Total

- 1.8MSF
- 1.8M SF Total

- 2MSF
- 2M SF Total

- ±6MSF
- ±6M SF Total

NATIONAL DEVELOPERS

- Duke Realty

Source: Colliers International
HOT SPOT SPOTLIGHT:
NORTH I-270 CORRIDOR

10-MINUTE DRIVE TIME

DEMOGRAPHICS

±12,000
BUSINESSES*

±200,000
EMPLOYEES*

Source: Colliers International; CoStar (Tenants over 100,000 SF); Demographics - ESRI
*Data includes all business types.
## Industrial Job-Ready Workforce Statistics

### Occupational Employment & Wage Estimates

<table>
<thead>
<tr>
<th>Occupation</th>
<th>ST. LOUIS MSA</th>
<th>Annual Mean Wage</th>
<th># Workers</th>
</tr>
</thead>
<tbody>
<tr>
<td>All Occupations</td>
<td>$50,250</td>
<td>1,363,160</td>
<td></td>
</tr>
<tr>
<td>All Transportation &amp; Material Moving Occupations</td>
<td>$38,310</td>
<td>90,000</td>
<td></td>
</tr>
<tr>
<td>Transportation, Storage, &amp; Distribution Managers</td>
<td>102,540</td>
<td>1,270</td>
<td></td>
</tr>
<tr>
<td>Logisticians</td>
<td>79,490</td>
<td>2,360</td>
<td></td>
</tr>
<tr>
<td>First Line Supervisors of Helpers, Laborers, &amp; Material Movers</td>
<td>65,010</td>
<td>5,530</td>
<td></td>
</tr>
<tr>
<td>Laborers, Freight Stock &amp; Material Movers</td>
<td>57,380</td>
<td>3,380</td>
<td></td>
</tr>
<tr>
<td>All Production Occupations</td>
<td>$34,050</td>
<td>26,390</td>
<td></td>
</tr>
<tr>
<td>First Line Supervisor, Production &amp; Operating Worker</td>
<td>40,780</td>
<td>81,540</td>
<td></td>
</tr>
<tr>
<td>Assemblers and Fabricators, All Other, Including Team Assemblers</td>
<td>37,700</td>
<td>7,890</td>
<td></td>
</tr>
<tr>
<td>CNC Machine Tool Programmers (Metal &amp; Plastic)</td>
<td>64,820</td>
<td>280</td>
<td></td>
</tr>
<tr>
<td>CC Machine Tool Operators (Metal &amp; Plastic)</td>
<td>42,540</td>
<td>1,690</td>
<td></td>
</tr>
<tr>
<td>Machinists</td>
<td>48,680</td>
<td>3,960</td>
<td></td>
</tr>
<tr>
<td>Welders, Cutters, Solderers &amp; Brazers</td>
<td>41,080</td>
<td>2,610</td>
<td></td>
</tr>
<tr>
<td>Helpers/Production Workers</td>
<td>31,820</td>
<td>2,030</td>
<td></td>
</tr>
</tbody>
</table>

### MSA Comparison

- **Total Number of Workers**

MEAN AVERAGE WAGE COMPARISON
ST. LOUIS, MO-IL VS NATIONAL

ECONOMIC ACTIVITY IN 8TH FEDERAL RESERVE DISTRICT

HERE’S A CLOSER LOOK AT THE TOP THREE DRIVERS OF GROWTH from the perspective of private industry representatives with first-hand knowledge of the St. Louis region.

1. AVAILABILITY OF SPACE & SPEED OF DELIVERY
2. AVAILABILITY OF JOB-READY WORKFORCE
3. EXCEPTIONAL FREIGHT ASSETS

ECONOMIC CONDITIONS INDEX
The economic activity index measures average economic growth in the metropolitan area. It is computed using a dynamic factor model that includes 12 variables measuring various aspects of economic activity in the MSA. The index is calibrated to Gross Metropolitan Product (GMP) growth and variance to allow for comparison across metro areas.

HISTORIC ECONOMIC CONDITIONS
INDEX FOR ST. LOUIS, MO-IL

Source: Federal Reserve Bank of St. Louis
AMERICA’S THIRD LARGEST INLAND PORT
Northernmost lock-free/ice-free access on the Mississippi River to and from the Gulf of Mexico, making the region the 7th largest port for domestic tonnage.

FOUR INTERSTATES WITH NATIONAL ACCESS
The St. Louis region’s system of interstates (I-70, I-44, I-55, and I-64) allow for one-day drive or less to major cities such as Chicago, Memphis, Nashville, Kansas City and Columbus.

FIVE AIRPORTS WITH CAPACITY
The region includes two international cargo airports (St. Louis Lambert International Airport and MidAmerica St. Louis Airport) with rail access, foreign trade zones, and developable land.

SIX CLASS I RAILROADS
National railroads providing connection to regional and global markets, including BNSF, CN, KCS, NS, CSX and UP, utilizing a single switching carrier through the Terminal Railroad Association of St. Louis.

RECENTLY FUNDED PROJECTS INCLUDE:
$220 MIL I-270 Mississippi River Bridge (MO/IL)
$250 MIL I-270 improvements along northern corridor (MO)
$23 MIL I-270 interchange at IL Rte 111 (IL)
$53 MIL I-255/Davis Street Ferry Road interchange

RECENTLY FUNDED PROJECTS INCLUDE:
$200 MIL TRRA Merchants Rail Bridge over the Mississippi River (MO/IL)
$72 MIL TRRA MacArthur Rail Bridge over the Mississippi River (MO/IL)
LEVERAGE

**JOB-READY WORKFORCE**
The St. Louis region has the largest number of workers employed in manufacturing among comparatively sized Midwestern cities.

**SPECIALIZED INDUSTRY**
The bi-state area is home to international companies, leaders in aerospace, agriculture, metal manufacturing and recycling, logistics, chemical manufacturing, and the automotive industry.

**LOGISTICS & MANUFACTURING**
The region features a diverse range of companies such as Amazon, Boeing, AB InBev, Hershey’s, Walgreens, Monsanto, ADM, Procter & Gamble, Unilever, World Wide Technology, Dial Corporation and General Motors.

**AMPLE UTILITY CAPACITY**
Both Missouri and Illinois enjoy competitive supply and access to electricity, water and gas, as well as regulated utility rates often below the national average.

Source: Federal Reserve Bank of St. Louis