

## TABLE OF EXPERTS

ST. LOUIS  
BUSINESS JOURNAL

# CHESTERFIELD DEVELOPMENT

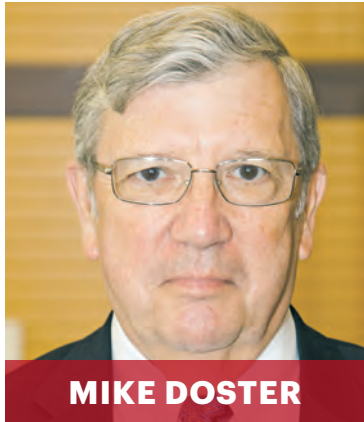


SPONSORED BY





## MEET THE EXPERTS



MIKE DOSTER

Mike Doster, a native of Akron, Ohio, received his B.A. in economics from Case Western Reserve in Cleveland. He received his juris doctor degree from Washington University School of Law in St. Louis in 1973. After practicing with a downtown St. Louis firm for two years, he joined two other attorneys and started a practice in Chesterfield in 1975, 13 years before the incorporation of the city of Chesterfield. Real estate law has been a significant part of his practice for most of his career, and that area of practice includes transactional, development and land use law. Doster has worked on many of the major residential, commercial and institutional developments in Chesterfield, and has been active in many community organizations, including the Chesterfield Chamber of Commerce (past chairman), Progress 64 West (past board member), Chesterfield Kiwanis (past president) and Chesterfield Valley Coalition (past president). He was the first municipal judge of the city of Chesterfield. Doster is a member of the law firm of Doster, Ullom & Boyle LLC.



RICK CLAWSON

Rick Clawson is a partner with ACI Boland Architects and is a graduate of Washington University. He has over 25 years of design experience, including the last 18 years with ACI Boland Architects. Clawson is managing partner of the St. Louis office, which is celebrating its 41st year of providing excellent design services to its commercial, industrial, retail, senior living and health care clients. Clawson is a St. Louis native and enjoys involvement in several civic and professional organizations, including service in the Chesterfield Architectural Review board, Pulaski Bank Advisory board, Progress 64 West as well as ministry projects with his church.



JIM MELLO

Jim Mello, partner in law firm Armstrong Teasdale's public finance practice group, has a rich history of representing municipalities and development entities in structuring deals to finance cash flow borrowings, infrastructure projects and redevelopment projects. His work has resulted in the financing or refinancing of many private-public development and governmental finance projects, including the Chesterfield Valley Redevelopment, Northwest Plaza Redevelopment, West County Center, CORTEX, Deer Creek Shopping Center, Lumière Place Casino, the Convention Center Hotel and Grand Center Project. Mello accumulated extensive public management experience formerly serving as the chief administrative officer in the cities of Ferguson and Perryville, Missouri; and Walpole, Massachusetts. Mello and the firm's attorneys provide a unique set of services to Armstrong Teasdale's clients, having an in-depth knowledge of redevelopment law in the state of Missouri, and a high level of experience in a variety of public finance mechanisms.



JEFF SCHINDLER

President Jeff Schindler joined McBride & Son Cos., the region's largest home builder, in 1998. Showing great leadership and impressive growth, Schindler was promoted to general manager of the St. Charles County division in 2003. As general manager in St. Charles, Schindler oversaw all operations in the company's largest and most profitable division. In 2009, at the age of 33, Schindler was named president of McBride & Son Homes where he oversees all homebuilding operations. Schindler's even-handed management, youthful exuberance and guidance are invaluable to the company. Schindler was past president of the Home Builders Association. He is on the advisory board of the Construction Management School at Missouri State University. Schindler is active with Partners for Progress of Greater St. Charles. He is also a supporter of Camp Wyman.



BILL HARDIE

Bill Hardie is president and co-founder of Keystone Construction Co. Established in 1987 with his father John Hardie, Keystone has become a design/build leader headquartered in Chesterfield. The Keystone process was recognized by Harvard University's Graduate School of Design and used in a course study on "How To Do Design/Build Right." Hardie oversees corporate strategy and business development while playing an active role in successful project delivery for each of Keystone's clients. Keystone's focus has been on the construction of office, industrial, retail and health care facilities throughout the region and nationally. Recent accomplishments include MiTek's corporate headquarters, Burlington Coat's new prototype, STC Warehouse and Schnucks Infusion Pharmacy. Hardie also is a board member and past president of Progress 64 West, board member of Chesterfield Valley Coalition, advisory board member of First State Bank of Chesterfield and on the city of Chesterfield's Community Development Advisory Committee.

## ROUNDTABLE

## Chesterfield development

PHOTOS BY  
DILIP VISHWANAT | SLBJ

► **TALK ABOUT THE EVOLUTION OF RESIDENTIAL AND COMMERCIAL DEVELOPMENT IN CHESTERFIELD SINCE ITS INCORPORATION.**

**Mike Doster:** I went out to Chesterfield in 1975 when they were first grading for the mall. So from my perspective, the first major development in Chesterfield, before it was incorporated, was the Chesterfield Mall. A lot has happened since then. The mall has gone through a couple of life cycles. And maybe it needs to go through another one. We have a lot more retail in Chesterfield now than we did then. Most of it in Chesterfield Valley as a result of what happened after the flood in 1993.

**Rick Clawson:** The flood of '93 had

a huge impact on the Chesterfield area and could have been devastating. The improvements that were implemented to the Monarch Levee and the vision of the new opportunities was the starting point for the development of Chesterfield Valley and turning it into the economic engine it is today. Chesterfield already had established residential communities, many class A office buildings along highway 40 as well as industrial buildings in the Valley. What was missing were retail, parks and sports facilities. Since 1993, we have watched the retail, restaurants and infrastructure develop rapidly, which made Chesterfield more inviting to business and sparked new office and industrial development in the Valley.

► **WAS RESIDENTIAL DEVELOPMENT**

**AHEAD OF COMMERCIAL INITIALLY?**

**Jim Mello:** The timing of everything was amazing because the city was not incorporated until 1988. Armstrong Teasdale was retained as special development legal counsel in 1991. What was interesting is when the city became incorporated, they began the process of coming up with their master plan, and controls on development. Chesterfield officials had a blank slate to work with in a lot of ways. So when the flood of 1993 hit, it was only five years or so after they had been incorporated, and they had just begun to get their planning and development strategies in place. A crisis presents opportunities. That's when the city and its partners, the levee district and the business community, came together and created the impe-

tus for the type of master planning that took place. We're still seeing the successful build-out and results of that today.

**Mike Doster:** I would agree with that, but with just one footnote. Prior to the incorporation of the city of Chesterfield, there was a master plan – if you want to call it that – in what was called the Chesterfield Village area up on the bluff. And that was a result of the assemblage of at least 1,400 acres by Sachs Properties and its affiliates. They obtained approval of a concept plan and the zoning that goes with it from St. Louis County prior to incorporation. So when the city was incorporated, the city inherited that plan up on the bluff in the Chesterfield Village area.

► **AND SACHS WAS A DOMINANT**





## OWNER OF PROPERTY IN AND AROUND CHESTERFIELD AT THE TIME?

**Mike Doster:** In the Chesterfield Village area, that's true.

**Jim Mello:** When you talk about the evolution of Chesterfield, the flood was definitely a major event. But to Mike's point, you already had some bones there with what Sachs was doing, you had the airport, you had I-64. You had the open space on top of the hill in terms of what could evolve as residential. The bones were there and the flood had an effect on the community in terms of how they went forward.

**Jeff Schindler:** Residential and commercial development have complemented each other over the years, but as we said, there were residential communities there before the flood, and we were corporate citizens in the mid-'80s. To see what has happened to the Valley after the flood with some forward thinking, planning and the levee has been remarkable. Everything that Chesterfield has to offer with the restaurants, the retail and the school districts has been great for residential.

**Bill Hardie:** When you talk about Chesterfield, you are talking about two different areas: One being Chesterfield Valley, and the other being the rest of Chesterfield. Pre-1993, the Valley was not necessarily considered Chesterfield. People didn't see it as Chesterfield because at that time it was just the airport and some small businesses. There were a couple of restaurants, like Annie Gunn's, some small retail businesses, some light industrial, but it was nothing like today. The

flood triggered what I would say is the biggest evolution in Chesterfield, which is the development that's taken place in Chesterfield Valley.

## ► AFTER THE FLOOD, WHAT WAS THE FIRST MAJOR INITIATIVE?

**Jim Mello:** From my perspective in working for the city, I think the first response was, of course, the temporary emergency actions that had to be taken, and the millions of dollars that were spent by state, federal and local government to mitigate the damage that was done. But then the second approach was, how were they going to rebuild and improve the levee? And one of the things I find interesting, I don't know if you all agree with me or not, but there's always a controversy about development in a flood plain. But in Chesterfield, there were already industrial facilities in the Valley, and an airport that was operated by St. Louis County. There was already a major highway – Highway 40/64 that went through the Valley. How are you going to protect those assets that are already in place? So city officials responded along with the levee district, county and state. They weren't going to sit back and wait 20 years for the federal government by itself to come up with a plan to be implemented. They took the initiative working with the Corps of Engineers. There were a lot of entities involved, but the city established the TIF district, which is unique because it was the city as the developer. It wasn't a commercial developer that was doing it to build a shopping center. It was the city saying, "We're going to do this whole area as a TIF and use that money to cooperate with the levee district to build the levee with the Corps of Engineers. We're going to use that money to

build the infrastructure that we need for internal storm water control, for streets and roads, and we're going to enter into strategic agreements with certain companies for specific projects." But those projects were only for infrastructure related to their site. The city did not fund the typical private redevelopment cost. They funded the infrastructure. So when the improvements took place and the TIF revenue was generated, those were all done without state money, county money or city taxpayer money. It was done by the development. They had some luck, too, because of their location. The location was good and people were willing to make the investment. But city officials had to be assured that the levee was going to be built and the internal infrastructure was going to be there before they would invest. That's how the city and the levee district recovered their investments.

**Mike Doster:** The first redevelopment agreement that Jim referred to was one that people don't think about. It was with Old Smokehouse Investment Group. What happened as a result of that development was Baxter was extended down into the Valley. And now residents primarily enjoy that infrastructure because it provides them with very easy access to Highway 40 without having to circumvent their way through other areas to get there. So there were benefits that flowed from those agreements to the residential community, not just the commercial community.

**Rick Clawson:** While they were looking at that opportunity to redevelop Chesterfield Valley, there was also the continued residential growth in St. Charles County. There was a lack of commercial and retail

growth along the Highway 40 corridor at the time. There were a lot of rooftops on both sides of the Missouri River and the Valley was an underdeveloped hole in the middle. I think the Valley's success is from both the St. Louis County side and from the St. Charles side.

**Jim Mello:** If the city had not acted in the manner that it did, the commercial development would have occurred in Weldon Spring. So one of the advantages I believe was that by the city doing what it did, and then the private development community coming into the Valley, was the city's generation of local tax revenue. Last year, just on the local sales tax alone, they generated \$14 million, of which \$7 million was captured and distributed to other jurisdictions in St. Louis County. Most of that sales tax revenue would have been in St. Charles County if the development hadn't occurred in Chesterfield Valley. The private investments resulting from the TIF-funded infrastructure weren't just retail. There's commercial and office and so forth. Millions of dollars are going to the Rockwood School District today that would not have been there if the Valley had not been repurposed after the flood.

**Jeff Schindler:** Some of the redevelopment, including recreational amenities such as the Monarch Trail on top of the levee and River's Edge Park, benefits the residential segment from a homebuilder standpoint. It adds to the desirability of the area.

**Jim Mello:** The city of Chesterfield, through the elected officials and the staff over the years, has taken a mixed-

CONTINUED ON NEXT PAGE



## TABLE OF EXPERTS

CONTINUED FROM PREVIOUS PAGE

use approach. It isn't just about retail. They're not out to maximize retail. That's an important component, but they've done work to encourage the expansion of Monsanto. Opus is building a new office building. MiTek is building there. It's having an effect, which is good and it gets to the mixed-use component. Not just down in the Valley, but all through the community, the recreational opportunities and commercial uses are there. I represent a fair number of cities, but I also represent developers. And the thing that is unique

about Chesterfield is that dynamic mix of land uses. City officials have done a really good job. They've achieved a great balance of complimentary uses within the community.

► **SO WHERE IS DEVELOPMENT NOW?**

**Jeff Schindler:** From a homebuilder standpoint, the location, schools, access to Highway 40, shopping, the airport, all makes Chesterfield a desirable area. Our most recent developments have been higher-end developments, and we've done very well. Arbors at Wildhorse Creek is one, the Arbors at Kehrs Mill is another one that's currently under construction. Both of those were higher-end communities, anywhere from \$800,000 to \$1.2 million. But we've gotten a lot more interest and requests from residents for all types of construction, whether it be villas or move-up homes. That's really what makes a community. As much as Chesterfield has to offer, we'd really like to be able to afford that opportunity to people at all different stages of their life.

**Rick Clawson:** We're beginning to see the market turning around and getting stronger. As design professionals, we're beginning to see more opportunities for office development in the Valley as well as outside. We have seen more corporate owner occupied projects like MiTek's new world headquarters and we had the honor of designing RGA's new building. This year, we are involved in the design of several speculative office and warehouse projects that have not been contemplated for many years.

► **ARE YOU SEEING SPEC DEVELOPMENT?**

**Rick Clawson:** The speculative office projects we are involved with and hear about are located around Chesterfield and Clayton, which are viewed as the economic engines of St. Louis County. Chesterfield, back in 1987, probably wasn't as competitive to draw in major corporations. But due to the developments throughout the city and the addition of the cultural opportunities that have taken place over the years, it's seen as competition for Clayton.

► **SO THERE'S STILL A LOT OF OPPORTUNITY?**

**Rick Clawson:** Not sure how strong the speculative market is to say there is a lot of opportunity yet. The demand for more space seems to be building. There are definitely more properties ready for development and we would love to help design them.

**Jim Mello:** What is interesting is you're still seeing a different type of development in Chesterfield than you're seeing it in Clayton and in the city of St. Louis in the Cortex district. We represent Cortex on state and local incentives and we do some work in Clayton. There are three different approaches to commercial development. And all three have a certain

Office

Industrial

Retail

Healthcare

*Building structures with unparalleled quality for every client.*



**MiTek Industries**  
Office



**Newco Enterprises**  
Industrial



**Burlington**  
Retail



**Missouri Heart Care**  
Healthcare

**KEYSTONE**  
QUALITY DESIGN/BUILD CONSTRUCTION

636-519-7900

[Linkedin](#)/[Twitter](#)/[Facebook](#)
[keystone-stl.com](http://keystone-stl.com)



set of unique benefits depending on the user. MiTek, for instance, is a good fit for Chesterfield Valley because of what they do and their good manufacturing components. And then you have Centene in Clayton creating an urban environment. And then you have the Cortex district where you have the startups, more of the intellectual development-type operations that need smaller and more interactive space. It's interesting to watch that development. That's why I think each one of those areas is going to do well over the next period of time because they're a little bit different markets. That probably applies to the residential components, which are also varied in these submarkets.

**Bill Hardie:** The interesting thing that I've noticed within the last year or so is the diversity of project types. As a contractor we have always built what has come to Chesterfield, which has traditionally been office, retail and industrial product. In the last year, we have just completed an office headquarters for MiTek Industries, and industrial facility for Chesterfield Fence & Deck and a new Burlington retail facility. But we are beginning to see a lot of unique projects coming to the area. The first example is multifamily projects. There are two apartment projects that are in the works currently at the city. The second example is what I'll call sports-related/entertainment projects that have been announced recently, such as Topgolf and iFly. There is also a new hockey facility that's on the drawing board. In reference to speculative development, it has within the last year or so, begun to really take off. We are currently breaking ground on a 35,000-square-foot speculative flex office warehouse condo building in Spirit Valley Business Park at the west end of the Valley. We're about to finish construction on a project called The Place, which are speculative super-luxury garage condos for guys and gals to store their toys. We'll be delivering that in July, and there will be a lot of unique buyers and users there. So, quite a bit of activity going on that is relatively new to the area.

**Mike Doster:** If I can go back in history a bit, looking at the incorporation of the city of Chesterfield, the primary impetus behind the incorporation was the disappointment of the citizens with some zoning decisions made by St. Louis County. And so from that came the incorporation and a desire to regulate development more closely than they perceived it to have been regulated in the past. And in the early years, I used to hear complaints from developers about how difficult it was to get through the city of Chesterfield's process – the regulations were strict and stringently applied. But what has happened as a result of that regulation is the quality of the development that the city has been able to obtain. And some of the developments that these gentlemen have mentioned are what I call signature developments. They're developments that a lot of communities would love to have, and they're the kinds of developments that make a statement about the community. The developers of



those signature developments don't complain about the regulations. They comply. And the developers I'm talking about include Reinsurance Group of America, MiTek (both headquarter facilities) and



*We've been able to attract and attain headquarters facilities that provide a lot of jobs throughout the region.*

**MIKE DOSTER,**  
Doster, Ullom & Boyle LLC

Mercy with its virtual care center. I can name a host of others, and there are some on the way that we can't talk about, that will make an even bigger statement about what you can achieve with good regulations that are properly enforced. I don't

hear those complaints so much anymore.

► **DO YOU ALL AGREE WITH THAT AS FAR AS THE REGULATORY ENVIRONMENT?**

**Jim Mello:** I agree. We talked about how the city officials handled the flood, for example. They managed the crisis very effectively. Sometimes cities are very good at crisis. But then sometimes they're not so good at managing success. The city of Chesterfield has evolved, its elected leadership has evolved, the staff has been in place a long time, and they've evolved with those changes. I think they've learned and grown over time. The city is managing success very well, and is building on its successes. I do a lot of development work throughout the state and the city of Chesterfield has demonstrated that it wants to effectively build out the community with the needed public infrastructure. They see opportunities for partnerships with private entities, but understand that the city does not have to be giving incentives just to be giving incentives. They are very focused on how it benefits the community, and how it helps build out the infrastructure that's needed to support the long-term development and betterment of the community. They've transitioned over time as things have been built and progressed. They have not been creating regulatory barriers just to be creating them but to build a superior community.

**Mike Doster:** I would agree with that. That's not to say that there aren't friction points. There are friction points. But Jim, and the other people at the table, have alluded to this, it is the success of the public-private partnership. That's an ongoing dynamic. If there are friction points, then you sit down, you figure out what they are, and what you can do to address those friction points, and compromise. And I can't think of any exceptions to that process now. There are a lot

of companies and developers that want to be in Chesterfield, but there's a benefit beyond Chesterfield. I think the benefit beyond Chesterfield is that we've got RGA's international headquarters in Chesterfield, we have MiTek's international headquarters in Chesterfield; Mercy is a multistate system and they have their virtual care center in Chesterfield. Chesterfield can be proud of that, but that's a regional benefit. Where would these facilities be if they didn't locate in Chesterfield? I don't know. I do know that at least two of the three I just mentioned were looking elsewhere. So, it's an example of how we've been able to attract and obtain headquarters facilities that provide a lot of jobs throughout the region.

**Jeff Schindler:** From a regulatory standpoint, we've always gotten along great with Chesterfield. I think they take the absolute right approach. They want to partner with residential, and I assume with commercial, and want to make a quality city. We love working with Chesterfield. What buyers are looking for are changing and sometimes I think you have to look at what some of those regulations are. You can build good communities and still get your diversity of product line. You have people who live in Chesterfield now who have kids who are growing up and moving out and they want a villa. You've got kids who have grown up in Chesterfield who want to stay in Chesterfield who might not be able to afford to stay in Chesterfield if it's all million-dollar homes. From a 30,000-foot view, not necessarily Chesterfield, the New National Association of Home Builders study shows that on average, government regulations account for 24.3 percent of the final sales price of a new home. As we've come out of the downturn and things are heating up again, there was a lot of regulation that continued to add costs to new homes. Almost 15 percent of the final sales

CONTINUED ON NEXT PAGE



CONTINUED FROM PREVIOUS PAGE

price of a home is due to regulation during the development of the lots, and then an additional 10 percent during the actual construction of the home. So it is something that we have to certainly take into account.

**Rick Clawson:** I get to wear two hats in Chesterfield. The first and most important is as an architect/design professional, the second as a member of the Architectural Review Board for Chesterfield. So my answer may differ a little depending upon

which hat I'm wearing when you ask me. The regulations that some people complain about in Chesterfield have been put together and are pretty well thought out. There are a lot of them. But it also gives a very clear picture of their expectations. So as a design professional coming in with an owner or a developer on a property in many cities, it can be rather vague what the municipal expectations are. In Chesterfield, it's pretty clear. There are a lot of steps to go through, but they're clear steps and they build upon each other. I think a lot of that comes back to what Mike talked about with Louis Sachs and Sachs Proper-

ties starting with a vision of what it could be. Louis put together design regulations on his development even before Chesterfield was incorporated.

**Jim Mello:** One thing the city has done well is public infrastructure, because some of the areas were lacking infrastructure – and some still are lacking infrastructure. So there's the minimal, short-term solution to a sewer issue that might let a subdivision development go forward, and then there's a more master plan-type approach that is, in the long run, better economically for your devel-

opment as well as surrounding developments. Over the years, the city has done "forward funding agreements," which is unique in my experience. Say there's an area of eight acres that needs a lateral gravity sewer line. And you can't build it on the three acres you want to develop, so you'd have to put in a pumping station. What city officials have done is look at putting in the gravity sanitary line. You pay your share on day one, and then the other property owners sign an agreement



MiTek Industries Corporate Headquarters | Chesterfield, MO



*We've been around for the explosion of development in the Valley since that point, and probably built somewhere between 25 and 30 buildings there since then.*

**BILL HARDIE,**  
Keystone Construction Co.

that when they build, they will pay the difference. And so the city leads a little bit with that, but they consider that a long-term investment for the community. Over time, developers will build out and pay the costs and then the city will recover that investment, all for the betterment of the community.

► **DO YOU SEE THAT IN OTHER AREAS?**

**Jim Mello:** No. I think that is very unique to the city of Chesterfield. Some people think "private-public" means the government gives you money and the private developer takes it. That's not the way a responsible municipality or government looks at a private-public partnership. Chesterfield, through its leadership over the years, has been very responsible, deliberate, and protective of the taxpayer in looking at and implementing these arrangements. So, it's unique. And the other thing I'll mention is that some of the subdivisions that were built before the city was incorporated – the streets

## ACI BOLAND ARCHITECTS

ACI Boland Architects is celebrating 40 years as a nationally recognized full service Architecture Planning and Interior Design firm.

We have earned client's trust through honesty and ongoing communication, proving that we are truly an asset to any organization. You will find that our design professionals, through creativity, focus, practicality and efficiency yield results exceeding our clients' expectations.



17107 Chesterfield Airport Rd, Suite 110 | Chesterfield, MO | 314.991.9993 | aciboland.com



and their subdivision were not up to current standards. So when the subdivision wants to redo those streets and bring them up to city standards, the city will work with them to create a neighborhood improvement district on their subdivision. Then the city will finance the street improvements. The city will design, bid and oversee construction. The residents pay the cost of those improvements over 20 years. The lawyers and bond counsel, like me, don't make a lot of money on it, but these arrangements are very friendly to the residents, and, again, improve the city's public infrastructure.

**Rick Clawson:** We are involved in developments though out the midwest and many places are convinced that TIF is a dirty word, because there's been many instances where TIF has been abused. As Jim's talking about here, there are many times when TIF and the neighborhood improvement districts have been put together and used where it does benefits the community as a whole. So you hate to just throw TIF in the trashcan instantaneously. When you hear about these type incentives being proposed it is important to see how it's going to be applied and who is using it.

► **TALK ABOUT THE INFRASTRUCTURE IN CHESTERFIELD. WHAT ISSUES STILL NEED TO BE ADDRESSED?**

**Mike Doster:** Infrastructure is always a big issue. I think Chesterfield has been fortunate because of many of the things we've already talked about. For example, we have multiple transportation development districts in the Valley. The TDD and TIF have been used in the Valley with good effects in terms of providing protection infrastructure with the levee and roadways. Examples include the bridge, the extension of Baxter that I mentioned earlier and the improvement of Long Road. All of those improvements have occurred with those vehicles. Going up on the bluffs, you have to hearken back to when Louis Sachs, through Sachs Properties and its affiliates, developed Chesterfield Village and the parkway was constructed all the way around the village area. That was really done with a lot of foresight. But there's going to be pressure on the roads that we have. Even though there was foresight, the city and the rest of us who do development work have to continue to look forward because there's more traffic coming. There's no way to stop that. You're going to have people coming and going from these office buildings during peak traffic periods, and we need to keep looking forward and figure out how we are going to handle that traffic. There are some developments coming in the Valley that I can't mention here, but hopefully they will result in an increased revenue stream in the existing TDDs where we can begin to look forward to completing the long-term vision down in the Valley with respect to road improvements. And if you have an area

*The city of Chesterfield has demonstrated that it wants to effectively build out the community with the needed public infrastructure. They see opportunities for partnerships with private entities, but understand that the city does not have to be giving incentives just to be giving incentives.*

**JIM MELLO,**  
Armstrong Teasdale



DOSTER ULLOM  
& BOYLE, LLC  
ATTORNEYS AT LAW

YOUR LAWYERS FOR PERSONAL COUNSEL  
AND SERVICE TO ACHIEVE YOUR GOALS.



Michael J. Doster



John G. Boyle



Jess W. Ullom



William B. Remis



Gregory D. Willard



Joy D. McMillen



Jeffrey B. Hunt



Timothy W. Jones



Laurel Pope Boone



Alec L. Moen



Daniel T. Manning



Gayle Evans

A rapidly changing business environment presents new challenges. At Doster, Ullom & Boyle, LLC, we know that now more than ever, in all facets of individual and corporate life, meeting challenges and achieving goals requires preparation and then execution of your ideas and plans. We will help you prepare so you can achieve them.

BUSINESS LAW  
REAL ESTATE  
ESTATE PLANNING

(636) 532-0042 | [dubllc.com](http://dubllc.com)



## TABLE OF EXPERTS

CONTINUED FROM PREVIOUS PAGE

like Chesterfield that's attracting good, quality development, there are going to be cars. And those cars have to get on and off the roads somehow.

► **HOW MUCH DEVELOPABLE LAND IS STILL AVAILABLE IN CHESTERFIELD?**

**Bill Hardie:** If I had to guess, I would say it's upwards of 1,000 acres in the Valley, maybe more than that. The majority of the west end of the Valley is still undeveloped and there is still property on the north

and south of I-64 as well as property still remaining around the airport. Most of this property does have infrastructure in place so it is primed for the future. With that much ground still available there will be new commercial development happening in the area for at least the next 20 years.

**Mike Doster:** But there's a fair amount of available property in the Chesterfield Village area. For many years, Sachs Properties and its affiliates were very careful about what they developed and what they allowed others to develop. And as a result, there's zoned land in Chesterfield Village that hasn't been built on. And some of

it probably would have to be rezoned in order to accommodate new developments. But there's an area in Chesterfield Village called Downtown Chesterfield. It's a very unique zoning that applies to about 100 acres that originally was envisioned as an area that would include the mixed-use, residential, retail and other uses like recreational and entertainment all in a nostalgic, old-town setting around a lake that exists today. That hasn't happened. I don't know if it will happen. But something's going to happen in that area. It's available to be developed by somebody for some purpose.

**Jim Mello:** We talked about private-public partnerships. What's interesting is where the amphitheater and the St. Louis County Library are located was owned by Sachs Properties. Sachs controlled that and there was a charitable basis for what he did in terms of how he dealt with the city to allow those improvements to go in. Sure, those projects might help him down the road in terms of a village or in terms of other commercial development, but he could have kept the property for his own development. And where would the city have put its amphitheater? It would have been much more difficult to place that on top of the main area of Chesterfield. There are a lot of redevelopments occurring now at malls. So you can't totally discount the

## Live the Life You've Always Wanted in the home of your dreams



**We're Missouri's largest home builder and we would be honored to be yours!**

- 35+ locations across Metro St. Louis you'll love
  - Distinct floorplans to suit any lifestyle
- Over 100 inventory homes for a quick move in
- Homes starting from \$100,000 to over \$2 million

**MCBRIDE  
& SON  
HOMES**  
"A Company Owned by its Employees"

REGISTER ON OUR WEBSITE FOR MORE INFORMATION  
**McBrideHomes.com**



*We've been doing a lot of multifamily housing, because student housing and senior living have become a big part of our design portfolio throughout the area.*

**RICK CLAWSON,**  
ACI Boland Architects

fact that at some point in time, there will be some kind of a reconfiguration of the purpose of Chesterfield Mall. What it's going to be, I have no clue. But you've seen what happened in Crestwood and West County Mall in Des Peres, which we worked on, and was maintained as a mall. But many other malls that have been redeveloped have gone to more of a mixed-use idea.

**Rick Clawson:** The trend we're seeing across the country for typical mall facilities is to incorporate more event, restaurant, activity, specialty retail and destination-type attractions. One project that recently came through Chesterfield Architectural Review Board was the iFly project proposed at Chesterfield Mall, which is an indoor skydiving facility. They're changing the outside faces of the mall. I think that's probably some of the change you will continue to see as the mall continues to evolve with more activ-



SALES OFFICES OPEN DAILY FROM 11AM TO 6PM



## TABLE OF EXPERTS

ities, more events, more things bringing people in and retail shops will benefit from the traffic.

► **WHAT ARE SOME OF THE MORE RECENT CHESTERFIELD DEVELOPMENTS IN ADDITION TO WHAT YOU MENTIONED?**

**Jeff Schindler:** On the homebuilding side, we've had several successful projects in Chesterfield over the years. Paddington Hill, Nooning Tree, Kendall Bluffs, Brunhaven, Arbors at Wildhorse Creek, the most recent one, and the ongoing Arbors at Kehrs Mill, which is at the corner of Kehrs Mill and Strecker Road. We recently opened our display and we've already sold 18 of the 26 homesites. From a residential standpoint, I think Chesterfield is more attractive today than it ever has been. We do have a couple other projects in the works that we're excited to share with Chesterfield shortly. From a land standpoint, there's still ground out there. You've got to be a little bit more creative but there's still plenty of opportunities.

► **THERE'S ALSO A LOT OF SENIOR HOUSING GOING UP AS WELL?**

**Mike Doster:** I worked on The Grove at Chesterfield, which is on the parkway, and they are under construction now. One of the things that restricts that type of development in any community is the Certificate of Need process. There are only so many beds that get awarded. So, I don't know how much of the senior living you're going to see. These senior living developments usually have a mix



ing recently, including student housing, senior living and memory care. The zoning regulations for the Chesterfield Valley area we have been discussing here will not allow housing due to the proximity to Spirit of St. Louis Airport.

► **WHY IS ALL OF THIS TAKING PLACE IN CHESTERFIELD?**

**Jeff Schindler:** McBride & Son has been a resident of Chesterfield since the mid-

there is a lot of the same things we talked about previously in the interview. Most of our design staff lives in the Chesterfield and St. Charles areas. They have an easy commute in to and from work. We have many clients that have an office in Chesterfield, but we also have many of clients who are St. Charles and Clayton and the city of St. Louis. We have easy Highway 40 access and can get to their offices quickly. We've also discovered and added benefits since moving to Chesterfield, we have a lot of clients who live in Chesterfield who would prefer to stop by our office in the morning or in the afternoon for that meeting on their way to or from their office. And the accessibility to many great restaurants to have meetings or coffee has been an extra boom for our location in Chesterfield that I hadn't really planned on.

**Bill Hardie:** The first project that we built in Chesterfield was an office building in 1988 when the city was incorporating. We built another building in 1991 in the Valley, which we rebuilt after the flood. We also had just completed airplane hangars for Spirit of St. Louis Airport that were finished on the same day that the flood struck. Keystone moved to Chesterfield in 1996. We had a client that engaged us to build a speculative office service center in the Valley and asked if we would be a tenant in that building. We agreed with some reservation obviously. It was still relatively fresh off of the flood and although there was some new development taking place, the levee system was far from what it is today. Looking back 20 years now, this worked out to be one of the best decisions that we made. We've been around for the explosion of development in the Valley since that point, and have built somewhere between 25 and 30 buildings there since.

**Jim Mello:** After the flood of 1993, the assessed value in the Valley was \$18.5 million. And last year, the assessed value was \$283 million. It's amazing to see the

kind of recovery that's occurred. Also, the number of employees working in the Valley before the flood was about 4,000, and as of a couple years ago, it was more than 40,000. And again, it's not only the retail and the offices and facilities that are operating there but also the recreational and entertainment activities, including the soccer complex, the trails, the amphitheater, just the total mix of activities and uses for the community.

► **AS YOU DRIVE DOWN HIGHWAY 40, THEY CALL IT THE "HEALTH CARE HIGHWAY." WHAT BUSINESS SECTORS DO YOU BELIEVE WILL BE DRIVING THE GROWTH IN THE FUTURE? WILL IT BE MORE HEALTH CARE OR WILL IT BE SOMETHING ELSE?**

**Mike Doster:** Mercy owns about a 40-acre campus in the southeast quadrant of the 40/Olive/Clarkson interchange. And the first development in that acreage was the virtual care center. When they will do more, I don't know. But I expect that there will be more happening in that quadrant at some point in the future. We expect to see more health care in the corridor, but I don't know how much more. Your major health care providers are already in the corridor now. BJC, Mercy, Delmar Gardens. St. Luke's is not right on the corridor, but it's close to the corridor. And they have yet to build out the rest of their buildings in the western portion of their campus. So, I don't know how much more we'll actually see in the corridor. I don't think you'll see it in the Valley. You might see something like an urgent care center, which St. Luke's just opened up in a location that used to house a restaurant.

**Rick Clawson:** I think we will continue to see more corporate offices along the Highway 40 corridor. We are involved with the redevelopment of the old jail site design and it is currently approved



of independent living, assisted living and memory care. That seems to be the prevailing model these days. I know there are developers who would like to build more of that model in Chesterfield. But they have the issue with the state in terms of obtaining a Certificate of Need.

► **AND MULTIFAMILY HOUSING IS A RELATIVELY NEW PHENOMENON IN CHESTERFIELD AS WELL.**

**Rick Clawson:** It's been a growing market segment for us nationwide. We've been designing more multifamily hous-

'80s, before the flood. The area has great access to Highway 40, the airport and, from a homebuilding standpoint, there is a lot of growth out in the St. Charles area. So again, it's easy access to those developments. You hop on 40 and you can basically get anywhere. That's what attracted us first to Chesterfield. Even when we decided to move buildings a few years ago, we looked all over the city, and quite honestly, we didn't find anywhere else that offered the same things that Chesterfield did.

**Rick Clawson:** We moved there last year, so we haven't been there very long, but part of the attraction for us to locate

CONTINUED ON NEXT PAGE



CONTINUED FROM PREVIOUS PAGE

for two, four-story office buildings, one at 120,000 square feet and the other at 140,000 square feet. We're just waiting for the right developer, the right owner, the right user. On the other side of the highway, we're in the early stages of planning a sizable speculative office building for another developer. There's still a lot of that demand and interest.

► **SO NOT JUST ONE SECTOR?**

**Rick Clawson:** The mixed-use success of Chesterfield has made the area so suc-

cessful. And that's what draws people to it. There are new homes that they can move into, new office and industrial buildings they can move into. There are new restaurants coming soon and new sporting activities they can get their kids involved in. The hotels, there's two or three hotels that are under construction or will be soon, and that comes back to the weekend hockey, baseball and football tournaments as well as the outlet malls.

**Mike Doster:** I think you're going to see more signature developments in all of these areas. And by signature developments, I mean a name that you would

look at and say, "Wow, they're locating here?" And I hearken back to something we've all talked about already, namely the RGA buildings themselves, signature buildings. I think they fit with the community, but to see that modern look is a real statement in the community that they made the decision to locate here and the city approved that kind of development. And when you see those kinds of developments coming in, you say, "Well, that tells you something about the community."

**Jim Mello:** Chesterfield gets it. That's why we are all sitting here talking about

the mixed-use theme. For example, you've got the two outlet malls that came into the Valley in the past few years. They are not stand-alone projects like the outlet mall in Warrenton. It did not make it, in part, because it didn't have regional attractions nearby. In Chesterfield, the success of the outlet malls is also tied to the hotel industry and the recreation infrastructure. Then there are other events like the Chesterfield Jazz Festival and the St. Louis Air Show. And the city is doing a good job of promoting all of these great events. If you go to their event calendar, the recreational department is promoting constantly. But there are a lot of moving pieces. My prediction is that there will be some more offices and development is going to tend to be more signature projects. But there will be more retail, but it's not going to be volume-type retail. It's going to be niche retail that's going to be filling in these

# INNOVATIVE LEGAL SOLUTIONS FOR YOUR DEVELOPMENT NEEDS

*Serving municipalities, special tax districts, developers, investors and lenders to build our best St. Louis*



## CORTEX DISTRICT

Cortex is a major innovation hub and technology district in our region. The firm represented Cortex in connection with a \$167 million TIF project and \$20 million in related state incentives to create this 200-acre development. Cortex attracts business with customizable lab and office spaces, proximity to world-class research institutions, availability of a highly-trained workforce, and access to venture capital.



## CITY OF CHESTERFIELD

Recognized for a thoughtful approach to mixed use developments, the City of Chesterfield partnered with Armstrong Teasdale and developers to bring two premier outlet malls to the area. The projects involved special development districts and comprehensive development agreements that funded public improvements, including recreational facilities and road enhancements.



## OPUS

Working together with Opus, the firm handled development and incentive work to bring upscale residential developments to our area. The Central West End Luxury Apartments project and the 25 North Central Development in Clayton will offer desirable locations with upscale living and retail space. With easy access to MetroLink, these projects offer a new lifestyle option for vibrant urban living.

314.621.5070 // [armstrongteasdale.law](http://armstrongteasdale.law)  
MISSOURI KANSAS COLORADO NEVADA ILLINOIS SHANGHAI



Armstrong  
Teasdale

*The choice of a lawyer is an important decision and should not be based solely upon advertisements.*



*From a residential standpoint, I think Chesterfield is more attractive today than it's ever been.*

**JEFF SCHINDLER,**  
McBride and Son Cos.

spots, because they're trying to play off the synergy that's been created. I think city officials understand that and that's part of their plan going forward.

► **WHAT ROLE DOES CHESTERFIELD PLAY IN THE FUTURE GROWTH AND BETTERMENT OF THE REGION?**

**Rick Clawson:** As Chesterfield grows over the next 10 years and begins to fill the balance for the space, you're going to begin to see more development continuing west along Highway 40 as well as redevelopment east along Highway 40. You can see the beginning of this with the Meadows development has happened out in Lake St. Louis, Wing Haven, MasterCard and Cortex to the East.