



REGIONAL
BUSINESS
COUNCIL



2009 & 2010 OUTCOMES REPORT

Focus • Engagement • Investment • Catalyst

MISSION



TO UNITE AND ENGAGE MEMBERS
TO ACT ON HIGH-IMPACT BUSINESS,
CIVIC AND PHILANTHROPIC INITIATIVES
FOR THE BETTERMENT OF
THE ST. LOUIS REGION.

FROM THE CHAIRMAN: MIKE DeCOLA

I am honored to have served as the Regional Business Council's Chairman for the past two years. Global economic turmoil that began in late 2008 challenged all of us and our businesses, yet you and other members of the Regional Business Council remained focused on improving the civic and economic quality of life for the bi-state region. Our individual members and collective voice are truly the heart of what makes our region, and the Regional Business Council, special.



The Regional Business Council was established in 2000 to harness the energy and power of mid-cap companies throughout the bi-state region. There was a need to pool our resources to address key business, civic and philanthropic issues limiting the region's development. That need still exists today and I am amazed by the commitment of our members to tackle tough issues and forge ahead for the growth of our community.

The RBC represents a variety of industries and companies both in Missouri and Illinois. We cover the 16-county region and work in collaboration with leaders in both states. The RBC has invested in transportation and aviation infrastructure, was integral in furthering much needed school reforms, advanced business friendly public policies in Missouri and Illinois, increased talent attraction and retention, funded programs for the underserved and enhanced the quality of life for our citizens. We are about action and focus, taking an entrepreneurial approach to our investments.

The following pages outline the RBC's priorities and outcomes over the past two years. We would not be where we are today without the leadership and investment of our members' time and resources as well as the commitments from our many community partners. Partnerships with organizations such as Civic Progress, Leadership Council of Southwestern Illinois, the Kansas City Civic Council and many, many more have played a vital role in transforming ideas into action.

The outcomes delineated in this report are the result of years of work, strategy, passion, and collaborations. I am proud of what the Regional Business Council has accomplished. You should be, too. By working together we accomplish more than we ever could by acting alone.

Thanks for your passion and commitment to the region.



HIGHER-EDUCATION INITIATIVE: TALENT DEVELOPMENT

Chair: Rodney Kinzinger, Managing Partner, Deloitte
Mentor Network Chair: Joe McKee, President and CEO, Paric Corporation
Civic Partners: Missouri and Illinois Colleges and Universities

PRIORITIES:

- > *Attract and retain a highly skilled and diversified workforce*
- > *Support higher education's role in economic development*

2009 & 2010 HIGHLIGHTS:

- > Expanded the **Mentor Network** to include engineering as well as business students at 14 of the bi-state region's colleges and universities (\$60,000)
- > Paired more than 200 diverse business and engineering students with RBC executives to stimulate their interest in the St. Louis market and develop the next generation workforce
- > Increased student awareness of RBC companies and career opportunities in the region by 86% and increased retention of **Mentor Network** students in the St. Louis workforce
- > Connected 100 minority students with top business and civic leaders thru the **African American Corporate Network** and provided job readiness programs
- > In cooperation with partnering university and college Deans, developed a series of programs to retain an increased number of their students in St. Louis upon graduation
- > Placed RBC members on Boards and advisory committees of the partnering colleges and universities in order to better connect the needs of business with academic programs
- > Matched **Young Professional Network** members with **Mentor Network** students for career coaching and networking opportunities
- > Partnered with the **Civic Council of Greater Kansas City** to strengthen Missouri's **Higher Education System** allocating \$25,000 to seed fund the efforts

Attract and retain a diversified workforce and support the role of higher education institutions in the economic development of the region.



K-12 EDUCATION INITIATIVE

Co-Chairs: Steve Jones, Partner, Armstrong Teasdale

Tony Thompson, President and CEO, Kwame Building Group

Civic Partners: Civic Progress, St. Louis Community Foundation, Black Leadership Roundtable

PRIORITIES:

- > Ensure all students have access to a quality education
- > Foster and maintain stability of governance within the St. Louis Public School System
- > Provide support to schools/organizations that have a track record of success

2009 & 2010 HIGHLIGHTS:

- > Allocated \$75,000 to attract and open St. Louis' first KIPP School. In addition, members provided over \$250,000 in funding
- > Improved student academic achievement among KIPP students at more than twice that of the national average
- > Invested \$100,000 in Teach For America increasing Teach For America corps members to 190 teachers. Members contributed an additional \$300,000
- > Invested \$50,000 through Social Venture Partners establishing the Non-profit Leadership Development Forum to train emerging leaders in the skills required to drive community-based reforms
- > Underwrote the Black Leadership Roundtable's report on African American student achievement
- > Funded research for the Special Advisory Committee to DESE to evaluate the current governance structure of the St. Louis Public School District.
- > Allocated \$50,000 to initiate two leadership programs for teachers and principals within the St. Louis Public Schools in order to accelerate student performance
- > Funded the successful passage of Proposition S to bond \$155 million for educational facility improvements in St. Louis Public Schools (\$75,000)
- > Launched and funded a year round recognition program highlighting successful St. Louis Public School teachers and principals (\$10,000)
- > Provided financial assistance for administrative support for the St. Louis Public School District Special Administrative Board

Help secure the long-term future of our region by supporting efforts to provide every child, especially disadvantaged youth, with the opportunity to learn and excel.

REGIONAL GOVERNANCE INITIATIVE

*Co-Chairs: George Roman, Vice President State & Local Government Operations, Boeing
Greg Smith, Partner, Husch Blackwell, LLP*

Civic Partners: Forward Metro St. Louis, Private Infrastructure Council

PRIORITIES:

- > *Support public policy that will grow the economy*
- > *Support the development of a 21st century infrastructure system*
- > *Expand air service opportunities at the region's 5 airports*
- > *Engage in specific issue campaigns that improve the quality of life and business environment in the 16-county region and Missouri and Illinois*

2009 & 2010 HIGHLIGHTS:

- > Successfully passed **Proposition E911** in **St. Louis County** for disaster communications (\$75,000)
- > Successfully defeated efforts to place **Anti-Affirmative Action** language on the ballot (\$40,000)
- > Funded **Missourians For Responsible Government** (\$30,000)
- > Recognized as the trusted partner with **Southwestern Illinois** elected officials and civic leaders on issues to grow the economy and build infrastructure
- > Mobilized RBC members to advocate for business-friendly public policy with legislators in both Missouri and Illinois through the **Partners in Governance** program
- > Led with Civic Progress the establishment of the **Missouri Transportation Alliance (MOTA)** to develop statewide consensus around a comprehensive transportation plan and funding strategy (\$70,000)
- > Partnered with the **Hawthorn Foundation**, allocating \$40,000, to support state-wide business recruitment efforts
- > Expanded partnerships with **Scott Air Force Base** by supporting and funding community outreach initiatives
- > Actively worked with airline carriers on expansion of flight service to the St. Louis market
- > Established the **Business Experience Advisory Committee** to work directly with the **Lambert-St. Louis International Airport** Director to improve the airport experience for the business traveler
- > Led the startup of the **St. Louis Police Foundation** and allocated \$20,000 to support police officers in the St. Louis Metropolitan Police Department. Members donated an additional \$250,000
- > Increased RBC member involvement on Boards and Commissions
- > Publicly endorsed and supported the successful passage of the **Metro tax** initiative with RBC member companies providing funding



Educate, align and enable RBC members to work effectively with elected and other civic leaders for the betterment of the St. Louis region.



BUSINESS DIVERSITY INITIATIVE

Chair: Scott Wilson, President and CEO, S. M. Wilson & Co.

Construction Task Force Chair: Rick Oertli, President and CEO, Guarantee Electrical Company

*Civic Partners: Civic Progress, Urban League of Metropolitan St. Louis,
Minority Business Council, St. Louis Business Diversity Initiative*

PRIORITIES:

- > *Support development of an inclusive business climate*
- > *Increase hiring, promotion and retention of minorities*
- > *Strengthen minority-owned companies*
- > *Expand leadership opportunities for minority professionals in the workplace*

2009 & 2010 HIGHLIGHTS:

- > Expanded the **Young Professionals Network** to 800 minority professionals and implemented a board placement strategy connecting them with professional, civic, and nonprofit agencies (\$30,000)
- > Funded and supported the **Urban League Young Professionals'** growth to the largest auxiliary group in the nation and supported the development of the **United Way's** outreach to young diverse professionals
- > Partnered with **Civic Progress** on diversity issues and sponsored RBC minority mid-level professionals in the **St. Louis Business Diversity Fellows Program** providing professional development opportunities (\$10,000)
- > Partnered with 7 **Historically Black Colleges and Universities** to promote the economic opportunities in the region. Hosted 100 students in St. Louis through **InSight St. Louis** and contributed \$70,000 to attract talented minority students to the St. Louis workforce
- > Allocated \$20,000 to sponsor the **Minority Business Council's Business Opportunity Fair** connecting minority suppliers and the business community
- > Contributed \$30,000 to develop programming and expertise that will strengthen the region's minority businesses through partnerships with the **Hispanic Chamber of Commerce of Metropolitan St. Louis** and the **St. Louis Bosnian Chamber of Commerce**
- > Allocated \$80,000 to create a specialized curriculum at the **Construction Careers Center** and transitioned minority high school students from the classroom to the workforce
- > Allocated \$40,000 to foster the growth and development of MBE & WBE construction firms through the **Regional Union Construction Center**

Support the economic advancement of ethnic minorities and diversify the supplier base within St. Louis businesses.



Increase the involvement of RBC members in high impact, philanthropic and entrepreneurial initiatives that enhance the region's quality of life.

QUALITY OF LIFE INITIATIVE

*Co-Chairs: Steve Roberts, President, The Roberts Companies
Pat Whitaker, CEO, ARCTURIS*

Social Venture Partners Chair: Deanna Daughhetee, President and CEO, American Equity Mortgage, Inc.

*United Way Chairs: Bill Shaner, President and CEO, Save-A-Lot Ltd.
Jim Theiss, President and COO, Centric Group, LLC*

PRIORITIES:

- > *Increase involvement and investment of RBC members in philanthropic initiatives*
- > *Support high-impact initiatives that improve the quality of life in the region*

2009 & 2010 HIGHLIGHTS:

- > Invested \$300,000 in capacity building grants and in-kind services through **Social Venture Partners** to six area non-profit agencies: **Aim High**, **College Bound**, **Ready Readers**, **Springboard**, **St. Louis Charter School**, and **Teach For America**
- > Raised nearly \$20 million for the 200 agencies served by the **United Way of Greater St. Louis** over the past two years, and more than \$60 million since 2000
- > Invested \$85,000 in the **RBC Matching Gift Program** generating 250 new leadership donors to the **United Way**
- > Worked closely with the City of St. Louis on a source of funding to maintain over \$100 million of investments in **Forest Park**. Launched a community-based communication strategy to promote the importance of maintaining **Forest Park**
- > Allocated \$100,000 for regional infrastructure and improvements to 12 parks in Missouri and Illinois through the **It's Our Region** fund
- > Launched the second **It's Our Region** project allocating \$300,000 to **Lambert-St. Louis International Airport** to improve airport signage
- > Allocated \$20,000 to **The Regional Arts Commission** to develop a community database for the region's arts organizations, streamlining communications, maximizing outreach and increasing ticket sales for these organizations
- > Worked with the **Convention and Visitors Commission**, **St. Louis Sports Commission**, and the **Governor's office** on attracting visitors and conventions to St. Louis

THE REGIONAL BUSINESS COUNCIL

KATHLEEN T. OSBORN, EXECUTIVE DIRECTOR

MEMBER COMPANIES

Alpha Packaging
Alter Trading Corporation
American Equity Mortgage
Anthem Blue Cross and Blue Shield in Missouri
ARCTURIS
Armstrong Teasdale LLP
Ascension Health
Auffenberg Dealer Group of Illinois
Bank of Washington
Big River Telephone Company
BJC HealthCare
BKD, LLP
Bodley Group
Brinkmann Constructors
Build-A-Bear Workshop, Inc.
Bunge North America
Bush O'Donnell
Cass Information Systems, Inc.
Cassidy Turley
CB Richard Ellis
Centric Group L.L.C.
CitiMortgage, Inc.
Coin Acceptors, Inc.
Color Art Integrated Interiors
Correctional Medical Services, Inc.
Coventry Health Care/GHP
CSI Leasing, Inc.
Deloitte
DHR International

Dot Foods, Inc.
East County Enterprises, Inc.
Elantas PDG, Inc.
Enterprise Financial Services Corp.
Ernst & Young
ESCO Technologies Inc.
Fabick CAT
First Bank
First National Bank of St. Louis
Fred Weber, Inc.
Gateway Packaging Company
GKN Aerospace
Guarantee Electrical Company
Hager Companies
Harbour Group Ltd.
Hermann Companies, Inc.
HOK Group, Inc.
Holland Construction Services
Husch Blackwell LLP
IBM - St. Louis
INDEECO
Insituform Technologies, Inc.
Isle of Capri Casinos, Inc.
Kellwood Company
KPMG LLP
Kranson Industries
Kwame Building Group, Inc.
Lewis, Rice & Fingersh, L.C.
Lockton Companies of St. Louis

Lodging Hospitality Management
Luxco, Inc
Major Brands Premium Beverage Distributors
Maryville Technologies
McCarthy Building Companies, Inc.
Mississippi Lime Company
MiTek, Inc.
Murphy Company
Nidec Motor Company
Olin Corporation
Pangea Group
Paric Corporation
Plaza Motor Company
Plaze Incorporated
PNC Financial Services Group
Polsinelli Shughart PC
PricewaterhouseCoopers LLP
Pulaski Financial Corp.
R.P. Lumber Co., Inc.
Regions Bank
RubinBrown LLP
S. M. Wilson & Co.
Sabreliner Corporation
Sachs Properties, Inc.
Save-A-Lot Ltd.
SAVVIS
Scottrade, Inc.
SSE
SSM Health Care St. Louis

St. Louis American
St. Louis Blues Enterprises
St. Louis Business Journal
St. Louis Post-Dispatch
St. Louis Rams
Stupp Bros., Inc.
Sun Security Bank
The Boeing Company
The Korte Company
The Millstone Company
The Regional Business Council
The Roberts Companies
THF Realty, Inc.
Thompson Coburn LLP
UMB Bank
United States Transportation Command
UnitedHealthcare - Missouri & Central/Southern Illinois
Vantage Credit Union
World Wide Technology, Inc.





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