



**JOINT WORK SESSION MEETING
AGENDA
CITY OF CREVE COEUR
CITY COUNCIL & ECONOMIC
DEVELOPMENT COMMITTEE
300 NORTH NEW BALLAS RD
NOVEMBER 12, 2024
6:00 PM**

CALL TO ORDER

ROLL CALL

DISCUSSION ITEMS

1. 39 North AgTech Innovation District Update

Summary: Emily Lohse-Busch, Executive Director of the 39 North AgTech Innovation District, will provide an update on progress and activities related to advancing the objectives outlined in the City's Economic Development services agreement with 39 North. Members of the Economic Development Committee have been invited to participate in the Work Session.

ADJOURNMENT

Pursuant to Section 610.022 RSMo., the City Council could, at any time during the meeting, vote to close the public meeting and move to closed session to discuss matters relating to litigation, legal actions and/or communications from the City Attorney as provided under Section 610.021(1) RSMo. and/or personnel matters under Section 610.021(13) RSMo. And/or employee matters under Section 610.021(3) RSMo. and/or real estate matters under Section 610.021(2) or other matters as permitted by Chapter 610.

Posted by: _____

Date/Time posted: _____

If you need special accommodations to attend a meeting, services may be arranged by contacting the Office of the City Administrator in advance.



SEMI-ANNUAL METRICS REPORT TO THE CITY OF CREVE COEUR

SEPTEMBER 27, 2024

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OVERVIEW

39 North AgTech Innovation District (39 North) is honored to continue to provide Economic Development Services for the City of Creve Coeur, MO. The following report provides to the Mayor and City Council an overview of economic development activities that 39 North has implemented over the past 6-month period (from late February through September 2024) that measurably advance the performance measurements laid out in our joint agreement passed through Resolution No. 1644.

Overall Highlights: September 2024

- In May, 2024, 39 North moved in to our new “Front Door” space in the EDGE@BRDG building. We named the space The Hub at 39 North, and it serves as our primary location to host community events for current and prospective tenants and investors as well as regional groups engaged in agtech-related activities.
- In August 2024, we received official notification that we had received an additional \$180,000 grant from the State of Missouri through the Missouri Technology Corporation (MTC) Infrastructure Grant Program to help fund operations at The Hub.
- We launched and completed two major real-estate study projects:
 - An Existing Conditions Analysis with PGAV to identify the current zoning, tenancy, usage, ownership, etc. within 39 North. PGAV also made recommendations about how 39 North and the City of Creve Coeur could continue to incentivize agtech development in the district.
 - A Graduation Space Study (in partnership with the Danforth Center, and funded through the St. Louis County Port Authority) that produced in-depth pre-construction plans on two Creve Coeur-based buildings within 39 North that could be converted to lab/office space for early-stage agtech companies.
- In June, we launched our monthly community event series to bring leaders from agtech and related sectors together monthly for connection and collaboration opportunities. We also activated our role as a “platform” for important discussions around agtech and agri-food tech to take place, and have hosted over 20 groups and discussions in The Hub from with participants from around the world.
- We are working closely with the City of Creve Coeur on exploring two major projects that have recently come online within 39 North:
 - The upcoming sale of 92 acres of land on the Bayer Campus south of the Olia Village development.
 - Potential agtech uses for Corporate Square.



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Economic Development Marketing

The City wants to develop appropriate marketing necessary to foster economic development opportunities for the City. The City will work to identify future development sites, and work to complete necessary task so that sites are more “ready” for immediate business opportunity availability.

Accomplishments toward key metrics:

- The [39 North website](#) has been updated and relaunched in July 2024, which expanded our ability to market the assets within the district. One relevant addition is the new [events page](#), which helps bring attention to events happening throughout the district and allows attendees to RSVP quickly and efficiently.
- As highlighted in the summary section, 39 North, in partnership with the Danforth Plant Science Center, completed pre-construction planning on three existing buildings within 39 North (two in Creve Coeur) that have been identified as potential “graduation space” opportunities for agtech/agri-food tech companies that are ready to leave the Helix BioTech Incubator and/or are too developed to be “incubator” companies. The final report produced by our chosen vendor, Lamar Johnson Collaborative, includes:
 - A full building condition assessment
 - Zoning confirmation
 - Environmental site assessment
 - Space programming/planning recommendations
 - Construction feasibility and estimated costs

This report will now be used to engage with developers, building owners, and investors to “pitch” potential projects in 39 North.

- In June, PGAV Partners completed an “Existing Conditions Analysis” of the entire 600-acre Innovation District, a project commissioned by 39 North using funds received through the Missouri Technology Corporation MOBEC program. The detailed report, which has been discussed with Mark Perkins and Jason Jaggi at The City of Creve Coeur and presented to both the 39 North Board of Directors and a group of Real-Estate Investors/Developers, includes details about:
 - Land use, zoning, age, ownership, size, tenancy, occupancy, of all properties within the 600-acre 39 North footprint.
 - Analysis of transportation networks and connectivity, topography, and environmental constraints.
 - An existing conditions assessment of land use policy (i.e., zoning) and potential economic constraints that exist in the area to provide a baseline understanding of potential tools and zoning modifications that could be used to facilitate mission fulfillment.
 - Recommendations on potential paths forward to develop the district further to meet the needs of agtech and agri-food tech companies.

39 North would be happy to report key findings to the Economic Development Committee of the City Council or any other group of stakeholders the City of Creve Coeur would like to assemble.

- The Hub itself has also become a critical tool for 39 North to use in marketing the district and creating more demand for development in the City of Creve Coeur. Through “memberships,” agtech companies from throughout the region have begun spending more time in 39 North, and have begun to inquire about moving more of their operations into Creve Coeur. This increase in demand, paired with the baseline studies mentioned in this report, position 39 North well to continue helping Creve



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Coeur to identify and act on development opportunities that increase business attraction, retention, and growth.

Business Retention and Expansion

The City wants to ensure existing businesses thrive and remain or expand in the City. 39N shall solicit regular feedback from existing businesses to determine how they can best be served and how programs can be developed to leverage their assets and the assets of other similar businesses and the assets of the City and the District. 39N shall develop concepts which promote existing business within the District.

Accomplishments toward key metrics:

- In our last report, 39 North called out the need for additional staff to help engage and support companies within the district. In April, 39 North hired its first Program Director. Dr. Rishi Masalia is a serial entrepreneur himself and a St. Louis transplant who moved his startup company to 39 North from California. When his startup decided to cease operations in Missouri, he wanted to stay and help build the community that had attracted him to this region, and was selected to join the 39 North team. Rishi brings a depth of knowledge on the scientific side as well as excellent marketing and community building skills. In August, 39 North added our third staff member, Community Manager Sarah LaPlante. Sarah is currently in the process of getting to know each of the businesses operating within the district so she can better understand their needs and help them to connect with one another and to resources available.
- Companies have indicated that one of the most significant values of 39 North is the proximity to and connection with peers and colleagues. To help maximize that benefit and ensure companies continue to see value in 39 North, we hosted several community events over the past several months:
 - May – Quarterly Food and Ag Leaders Lunch where 25 food and ag leaders from around the region convened at The Hub to discuss issues they're having within their companies and trends they see in the agricultural sector.
 - June – Coffee with Colleagues Event, where 60 individuals from companies and programs within 39 North convened for networking, conversation, and tours of The Hub.
 - July – Community Happy Hour, where 65 individuals from companies and programs within 39 North convened for networking and conversation.
 - August – Coffee with Colleagues Event, where 70 individuals from companies and programs within 39 North convened outside in the parking lot next to the EDGE@BRDG building for coffee, networking, and conversation.
 - September – Community Happy Hour, where 55 individuals from companies and programs within 39 North convened for networking and conversation.
 - September – Quarterly Food and Ag Leaders Lunch where 25 food and ag leaders from around the region convened at The Hub to discuss issues they're having within their companies and trends they see in the agricultural sector.
- As noted in the previous section, LCJ completed a final report this month outlining the pre-construction planning needs for three buildings within 39 North. In addition to the final report, one of the valuable deliverables that came out of the study was a survey that LCJ prepared and distributed to 39 North companies asking questions about their future needs in terms of equipment, space, lab, greenhouse, etc. This will be extremely valuable information for developers who express interest in working in partnership with 39 North and want to know what type of space is needed, and also helps ensure that growing companies know that plans are underway to continue to meet their needs as they evolve into their next stage.



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- In building out The Hub, 39 North also wanted to highlight companies working within the district to help promote existing companies and amplify their message. To do that, we created 3'x2' banners throughout the lobby of The Hub outlining each company's purpose, their logo, and including a QR code for visitors to The Hub to learn more.

Business Attraction

39N shall take steps necessary to ensure that the District competes at local, state, national, and international levels for prospective businesses. In addition, 39N shall actively promote the District at the state, national, and international levels, particularly to companies in the innovation and the agribusiness, agtech and agri-food sectors. 39N acknowledges the City desires to attract jobs with higher skills, higher wages, and higher benefits, and 39N will pursue companies in the targeted sectors that meet those goals.

Accomplishments Toward Key Metrics:

- 39 North continues to produce a monthly agtech/agri-food tech focused newsletter "39 North Neighborhood News" which has a subscriber base of approximately 1,750. In August, we audited the open and click-through rates for the newsletter and revamped it to increase those key metrics. As a result, we have seen:
 - Open rates have increased by 13% (from 38% to 43%).
 - Clicks have increased by 150% (from 4% to 10% overall).
- 39 North's Program Director did a deep dive on our social media strategy and relevant content and made changes to better reach our key audiences. His efforts have been immensely successful in increasing our reach:
 - From Q1 to Q2, we gained 338 followers on LinkedIn. 998 of our (total) followers are from St. Louis.
 - LinkedIn impressions went from 22,500 in Q1 to 31,500 in Q2.
 - Unique views on LinkedIn went from 14,500 in Q1 to 19,700 in Q2, and LinkedIn clicks went from 1,000 in Q1 to 3,000 in Q2.
 - On Instagram, we gained 46 new followers from Q1 to Q2.
 - Accounts reached on Instagram went from 20 in Q1 to 1,500 in Q2.
- 39 North attended the following conferences and convenings around the country to promote economic development in Creve Coeur in the past several months:
 - Served as moderator for a panel at the internationally acclaimed South by Southwest (SXSW) event in Austin, TX. Our panel was on Saturday, March 9, and also featured a 39 North company, Solis Agrosociences.
 - Served on a St. Louis-focused panel at World AgriTech in San Francisco on March 19-20. This conference drew over 2,500 attendees from the agtech sector from around the world.
 - Attended the XPRIZE Moonshot Workshop in Fort Collins, CO on August 20 to network with companies and scientists from around the world and talk about 39 North.
- We have been working closely with partners on two major events that will take place at 39 North in Creve Coeur, and will have participants joining from around the country:
 - On October 14-15 we're partnering with XPRIZE to host a Moonshot Workshop on the future of agriculture. This exclusive, invite-only event will bring 50-60 ag and plant science experts to Creve Coeur from around the world.



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- On October 21-22 we're partnering with the Association for Corporate Growth to host their AgTech Investor Conference at 39 North, which will bring 150-200 participants from around the country to Creve Coeur to learn about the future of ag and investment opportunities.
- 39 North is regularly featured on local and national media outlets. Some recent examples of press about 39 North and the companies in our District include:
 - [How the 39 North AgTech Innovation District is planning for the future of agriculture](#)
 - [How 39 North is keeping St. Louis at the forefront of agtech innovation](#)
 - [New Industries Position St. Louis as Gateway to Region's Future](#)
 - [Fire Awards 2024: 39 North moves quickly to advance agtech innovation district](#)

Strengthened Relationship with State and Regional Economic Development Organizations

These organizations are assets to the City's economic development efforts. Fostering relationships with these organizations will provide a competitive advantage at the state and regional level and ensure that the City receives feedback from prospective companies about what the City can do to provide an attractive business package. 39N shall serve as the primary point of contact for the City for economic development related purposes in the District.

Accomplishments Toward Key Metrics:

We have had success engaging on both the state and regional levels thus far, and will continue to enhance these relationships into 2025.

- We have now received two grants from the Missouri Technology Corporation, one through their MOBEC program and one through their Infrastructure Grant program. This continued investment strengthens our relationship with the State.
- We work regularly with partners at the World Trade Center (their Executive Director, Tim Nowak, is on the 39 North Board of Directors), Missouri DED, Greater St. Louis, Inc. (through both 39 North Board member Sam Murphey and Maggie Kost, GSL's Business Attraction Lead), and others on business attraction and retention. We are also working actively with each of these partners to help enhance the package available for agtech and agri-food tech companies.

Conclusion

39 North continues to expand rapidly in our reach and our impact. We have greatly appreciated our active partnership with the City of Creve Coeur and look forward to continuing to partner on opportunities related to business attraction, retention, growth, and economic impact.

Overview of 39 North

39 North AgTech Innovation District is emerging as a vibrant innovation district in the City of Creve Coeur, MO with an audacious goal to make St. Louis the region of choice for companies and innovators who are creating technology to feed, build, and fuel the future. The district plays a critical role for agtech and agri-food tech innovators by driving meaningful connections between scientists, start-ups, students, investors, and companies that help accelerate the pace of discovery, innovation, and growth.

39 North was formed with the strong belief that while St. Louis has had an immense impact on agriculture and agtech for decades, the opportunity for the region to be a global leader in the future of agtech and agri-food tech is even more promising. By leverage the region's proximity to farms and food producers, our world-



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class research institutions and our vibrant innovation sector, St. Louis can be a powerful force in creating, attracting, and retaining the most promising agtech and agri-food tech innovators and companies in the world. Ideas that are born and thrive in the 39 North community will continue to make the global agtech/agri-food tech sector more secure, agile and sustainable.

39 North exists to ORGANIZE, ACTIVATE, and BUILD a community of agtech and agri-food tech innovators in Creve Coeur, MO unmatched anywhere in the world. We are a part of a robust and thriving St. Louis ecosystem, and our role is to:

- Create a world-class innovation district in Creve Coeur, MO by building a full continuum of spaces, places, and connective tissue for agtech and agri-food tech creators.
- Tell the powerful story of St. Louis' vibrant and growing agtech and agri-food tech sectors to attract and retain talent and companies from around the world to call St. Louis home.
- Bring people together in Creve Coeur, MO through events and convenings to support a collaborative, vibrant environment within the district and encourage the exchange of ideas and opportunities.
- Create meaningful connections with and support the growth of companies within 39 North and throughout the region.
- Catalyze and support innovative and creative pilots and projects related to agtech/agri-food tech, both locally and in partnership with like-minded organizations around the world.

Report respectfully submitted on Friday, September 27, 2024 by Emily Lohse-Busch, Executive Director.

Signed 

RESOLUTION NO. 1644

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF CREVE COEUR, MISSOURI, AUTHORIZING THE EXECUTION OF AN AGREEMENT FOR ECONOMIC DEVELOPMENT SERVICES WITH THE 39 NORTH AGTECH INNOVATION DISTRICT.

WHEREAS, the City of Creve Coeur (hereinafter the "City") wishes to contract for Economic Development Services regarding the promotion and development of the 39 North District of the City, and;

WHEREAS, the 39 North Agtech Innovation District, a Missouri Benevolent Corporation (hereinafter, "39N"), wishes to provide such Economic Development Services to the City, and;

WHEREAS, the parties desire to memorialize the terms, covenants, and conditions for Economic Development Services in the Agreement (Exhibit 1).

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF CREVE COEUR, AS FOLLOWS:

Section 1: The agreement between 39N and the City for Economic Development Services for a total cost of \$50,000 in Year 1 with a 5% increase in Years 2 and 3, is hereby approved and the City Administrator or his designee are hereby authorized and directed to enter into and execute the agreement. The agreement as executed shall be consistent with the provisions and intent of this Resolution with such changes as are determined by the executing officer to be necessary, desirable, convenient or proper in order to carry out the matters herein authorized. The City Administrator and his designated representatives are hereby authorized and directed to take any and all actions necessary, desirable, convenient, or proper in order to carry out the intent of this Resolution, the matters herein authorized, and the rights and duties of the City under the agreement.

Section 2: This Resolution shall be effective upon adoption.

ADOPTED THIS 22ND DAY OF MAY, 2023.



DR. ROBERT HOFFMAN
MAYOR

ATTEST:



KELLIE HENKE
CITY CLERK



to help expand the District's job base and tax base.

- Provide all deliverables and performance measures outlined herein.

3. **Fees and Expenses.** The City agrees to pay 39N fees for the services outlined in this Agreement (the "Fee") pursuant to budgets as provided below, upon delivery of the approved services. The Fee shall be paid in quarterly payments to 39N. 39N shall submit an invoice within 15 days from the end of each calendar quarter. The Fee is subject to and conditioned on budget appropriation from the City Council and the Fee for each renewal term may be increased or decreased each year based on the budget appropriation from the City Council. Any reimbursement request not deemed by the City to be documented satisfactorily, consistent with the approved 39N line item budget, or otherwise appropriate shall not be reimbursed by the City. Provided, reimbursement approval will not unreasonably be withheld.

4. **Notices.** Any notice required to be given under this Agreement shall be served by certified mail, postage prepaid, hand delivery, or overnight courier.

5. **Applicable Law and Venue.** This Agreement has been made, and its validity, performance, and effect shall be determined, in accordance with the laws of the State of Missouri and venue for litigation between the parties shall be solely and exclusively in St. Louis County, Missouri, or the United States District Court for the Eastern District of Missouri.

6. **Entire Agreement.** This Agreement sets forth the entire agreement and understanding between the parties on the subject matter of this Agreement. Neither party shall be bound by any conditions, definitions, representations or warranties with respect to the subject matter of this Agreement other than those as expressly provided herein.

7. **Amendments and Waivers.** No modification of this Agreement shall be binding unless made in writing and executed by both parties. No waiver by either party or any breach or obligation of the other party under this Agreement shall constitute a waiver of any other prior or subsequent breach or obligation.

8. **Performance Measures.** 39N shall provide the following deliverables. Performance measures are included (with examples) for each item and will be used to evaluate the work performed throughout the entire term of the Agreement.

A. **Economic Development Marketing.** The City wants to develop appropriate marketing necessary to foster economic development opportunities for the City. The City will work to identify future development sites, and work to complete necessary task so that sites are more "ready" for immediate business opportunity availability.

Performance measures:

- Marketing materials directed toward innovation and agribusiness, agtech and agri-food related businesses and organizations.
- Creation and distribution of promotional materials.
- Real Estate Development – identify and market as needed sites & buildings ready for development or occupancy.

- Establish market Statistics & Demographics
- Develop Regional partnerships by working with the regional economic development council.
- Work with existing employers to develop workforce; attract quality employees to the City.
- Assess and advise City on needs for potential site development.

B. Business Retention and Expansion. The City wants to ensure existing businesses thrive and remain or expand in the City. 39N shall solicit regular feedback from existing businesses to determine how they can best be served and how programs can be developed to leverage their assets and the assets of other similar businesses and the assets of the City and the District. 39N shall develop concepts which promote existing business within the District.

Performance measure:

- Development of business community data
 - Retention rate for existing businesses
 - Existing employee headcount
 - Other data as reasonably requested by and coordinated with the City.
- Maintain market statistics and demographics for existing businesses and labor shed and market data for businesses interested in locating in the District.
- Provide technical assistance to existing businesses to assist them to retain jobs and/or expand.
- Bring, organize, or recommend appropriate seminars and training to the District, or offered within the region that would benefit District-based companies.
- Analysis of existing businesses by utilizing Business Registry Data to evaluate growth, decline, establishment, or closure of existing businesses within the District.
- Develop or recommend training & education opportunities to start-up businesses.
- Provide resources to entrepreneurs as requested.

C. Business Attraction. 39N shall take steps necessary to ensure that the District competes at local, state, national, and international levels for prospective businesses. In addition, 39N shall actively promote the District at the state, national, and international levels, particularly to companies in the innovation and the agribusiness, agtech and agri-food sectors. 39N acknowledges the City desires to attract jobs with higher skills, higher wages, and higher benefits, and 39N will pursue companies in the targeted sectors that meet those goals.

Performance measure:

- Conduct or partner to facilitate a minimum of 10 promotional or marketing visits annually.
- Evaluate, recommend, and attend a minimum of 2 trade shows or similar events annually.
- Measurement and tracking of number of businesses locating in the District
- Report on employee headcount, wages, and capital investment attributed to new businesses.
- Advise on number of business contacts made and status of pending projects.

- Maintain 39N website, adding new content on a regular basis.
- Report semi-annually on website activity.
- Maintain & review community profile with state and regional economic development agencies.

D. Strengthened Relationship with State and Regional Economic Development Organizations. These organizations are assets to the City's economic development efforts. Fostering relationships with these organizations will provide a competitive advantage at the state and regional level and ensure that the City receives feedback from prospective companies about what the City can do to provide an attractive business package. 39N shall serve as the primary point of contact for the City for economic development related purposes in the District.

Performance measure:

- Regular meetings with State and Regional Economic Development Organizations and other relevant organizations
- Documented efforts and participation in regional partnership
- Positive relationship with State and Regional Economic Development Organizations and appropriate communicated vision for the City

E. Reports and Presentations to the Mayor and City Council. 39N shall provide a written report for the Mayor and City Council on a semi-annual basis. Reports and presentations should outline the tasks accomplished and include statistics for each performance measure outlined herein.

Performance measure:

- Written report semi-annually to Mayor and City Council.
- Timely updates to City Administrator on potential and ongoing projects as necessary.

F. Performance Matrix. During the first year of the agreement, the parties will establish goals for job creation and new construction for years two and three of this Agreement.

9. Budget, Audit and Accounting. 39N shall submit a proposal identifying how City funds will be utilized by 39N during the next fiscal year. Said proposal shall identify programs and special projects and shall set forth a budget. Based upon the proposal submitted by 39N and upon approval by the City Council, 39N shall file annually, before July 1st of each year, a report with the City Administrator and the City Clerk outlining the economic development services and activities provided by 39N under this Agreement. The parties acknowledge that 39N may reallocate expenditures among the budget line items as necessary through the year so long as the total City appropriation is not changed. 39N shall give the City written notification of any reallocation. Payment of invoices will be contingent on 39N providing proper documentation for all expenses and the expenses being eligible expenses based on the approved proposal. 39N shall provide the City with a statement from the 39N Auditor, in a form approved by the City and the 39N Auditor, stating that City funds were used as intended. 39N will make its complete Audit available to the City to review, upon request. For this Agreement covering the initial term, the budget proposal is attached hereto and incorporated herein as Exhibit A.

10. **Missouri Sunshine Law.** City contracts and documents prepared for the City while performing city contractual work may be subject to the Missouri Sunshine Law. If a Sunshine request is presented to the City, 39N will assist the City to provide copies of Public Records generated by 39N as prescribed in the Missouri Sunshine Law. In such instance, only legally authorized photocopying costs pursuant to the Missouri Sunshine law may be assessed for this compliance.

11. **Independent Contractor Indemnification.** The parties to this Agreement agree that 39N is an independent contractor and shall not, under any circumstances, be deemed an employee, partner, agent or affiliate of the City. 39N shall indemnify, defend, and hold harmless the City, its officials, employees, and agents, from and against any and all loss, liability, or damage as a result of claims, demands, costs, or judgments arising by virtue of this Contract, of whatever nature, made by or on behalf of any person or persons for any act or omission arising from its operation under this Contract.

12. **Compliance with Law, Indemnification.** 39N shall abide by all federal, state and local laws, rules, regulations and ordinances, which may now or hereafter be in effect, applicable to providing services under this Agreement, and agrees to indemnify, defend, and hold harmless, the City, its officials, employees and agents, from and against any violation of said laws, rules, regulations and ordinances.

13. **Workers' Compensation Insurance.** 39N shall procure and maintain workers' compensation insurance for its employees in the amounts to be in full statutory compliance with Federal and Missouri State law. 39N shall also maintain Employer's Liability Insurance in the amount of \$1,000,000 and motor vehicle insurance pursuant to minimum State requirements for operation of any motor vehicles under its direction and control.

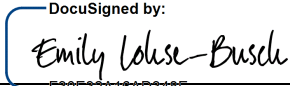
14. **Equal Employment Opportunity.** This Agreement is subject to all federal, state and local laws, rules and regulations pertaining to equal employment opportunities. 39N shall not discriminate or permit discrimination in violation of federal or state laws or local ordinances because of race, color, sex, age, disability, political or religious affiliations or national origin.

15. **Conflicts of Interest.** 39N agrees that no employee of 39N, or its designees or agents, shall have any interest, direct or indirect, in this Agreement other than in the direct course of his/her employment with 39N. All parties agree to abide by all applicable federal, state and local laws, ordinances and regulations relating to conflicts of interest.

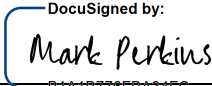
IN WITNESS WHEREOF, the parties have executed this Agreement on the date first written above.

FOR 39 NORTH

FOR THE CITY OF CREVE COEUR

BY:  DocuSigned by:
F30E32A10AD348E...

President

BY:  DocuSigned by:
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Mark Perkins
City Administrator

EXHIBIT A

**Economic Development Services
Annual Budget – July 1, 2024**

Amount	Budget Activity
\$32,500	Salaries <i>(to cover a portion of a staff member's time for direct programmatic work)</i>
	Conduct targeted business attraction activities.
	Identify and cultivate partnerships with developers and entities.
	Build relationships and advocate for the District and the City with national, state, and regional entities engaged in economic development and/or high-growth agribusiness, agtech and agri-food businesses.
	Hold events and conventions that market and promote the District and its role as an international innovation hub in the agribusiness, agtech and agri-food sectors.
	Assess issues of concern to 39N businesses and assist with promoting a healthy business climate within the District.
	Facilitate programs for business retention and expansion for existing businesses in the District.
\$2,500	Salaries <i>(to cover a small portion of a staff member's time for data/reporting)</i>
	Provide semi-annual market analyses on number of jobs, job sectors, and wages compared to state and national statistics.
\$5,000	Printing <i>(marketing materials)</i>
\$5,000	Design/layout <i>(marketing materials)</i>
	Produce materials that market and promote the District and its role as an international innovation hub in the agribusiness, agtech and agri-food sectors.
\$2,500	Travel
	Conduct targeted business attraction activities.
	Build relationships and advocate for the District and the City with national, state, and regional entities engaged in economic development and/or high-growth agribusiness, agtech and agri-food businesses.
\$2,500	Food/Beverage
	Hold events and conventions that market and promote the District and its role as an international innovation hub in the agribusiness, agtech and agri-food sectors.
	Identify and cultivate partnerships with developers and entities.
	Conduct targeted business attraction activities.
\$50,000	TOTAL

Annual budget shall increase by 5% in years 2 and 3.