

Memorandum

To: Mayor Annette Kolis Mandel and City Council Members
From: Scott P. Haley, Co-Interim City Administrator 
Date: 12/04/98
Re: Discussion Regarding ArchCoal

Earlier this week I was invited to meet with representatives of the St Louis County Economic Council to discuss Creve Coeur becoming the home of ArchCoal's headquarters. Last year ArchOil acquired Inland Coal and formed ArchCoal. It is my understanding that ArchCoal is the second largest coal producing company behind Peabody Coal.

Since the acquisition, ArchCoal has been planning to consolidate a majority of their headquarter offices and upper management staff in one location. The Company has been considering leaving St. Louis for Louisville/Lexington because their holdings are larger in that region.

It has been indicated to the STL CO Economic Council that the only site they are considering in STL is in the recently approved CityPlace #3 office building. The Economic Council has stated that Koman has offered ArchCoal a very competitive lease arrangement. ArchCoal would occupy at least 50% (up to 67%) of the new building.

The Economic Council has approached the City to ascertain if there is any interest locally to keep ArchCoal in St. Louis. ArchCoal would have an \$11 million payroll, with an average salary of \$80,000 for the STL personnel. Employment figures for ArchCoal: 1995 – 99 employees; 1997 – 120; 1998 – 149 (+25 contract employees); 1999 165 (+35 contract employees). The Economic Council estimates the Company would generate over 450 night stays for Creve Coeur/St. Louis hotels.

The Economic Council is inquiring if the City is interested in working to keep ArchCoal in STL. We discussed various local incentives that may be "workable" for Creve Coeur. The most interesting incentive for the City to consider is what is called Chapter 100 Bonds. In very general terms, the Chapter 100 Bond option allows a City to issue a bond to purchase equipment, fixtures, large machinery, etc.; and then the Company would then lease it back from the City. The benefits to the

December 4, 1998

Company are largely two fold; 1) no upfront money necessary to purchase the equipment or machinery, and 2) the Company is able to avoid personal property tax on the equipment. Personal property tax has become a big issue for companies the last several years. Due to technology changes with computers, equipment, and machinery, companies can not rely on making "big" capital improvements and expect that capital investment to last or remain effective or efficient for ten or fifteen years like companies did previously. The capital turnover for companies nowadays is closer to three to five years. Preliminary estimates suggest ArchCoal may need approximately \$750,000 in new equipment, computers, etc.

The State is looking toward preparing a tax credit package similar to the MasterCard proposal to offer to ArchCoal. The credits would be based on number of new jobs, amount of investment in the area or State, etc. I have no exact details at this time. Our meeting was just to determine if there is an interest at the local level.

I anticipate discussion regarding our interest at the December 14th Council Work Session. Should have any questions ahead of time, feel free to contact me.

Cc: Kathleen Mansfield, Co-Interim City Administrator

W. Dudley McCarter, City Attorney

116/906

STEINBERG AND STEINBERG, L.L.C.
ATTORNEYS

ALAN J. STEINBERG
alanjesq@steinberglaw.com

LES A. STEINBERG
les@steinberglaw.com

LEGAL ASSISTANT
DEBBIE VOGEL

CREVE COEUR EXECUTIVE PARK
655 CRAIG ROAD, SUITE 338
ST. LOUIS, MO 63141-7171

TELEPHONE
(314)994-9400
FAX
(314)994-0003
visit our web site at:
www.steinberglaw.com

November 30, 1998

Ms. Vi Smith
Creve Coeur Olivette Chamber of Commerce
677 N. New Ballas Rd.
Ste. 214
St. Louis, MO 63141

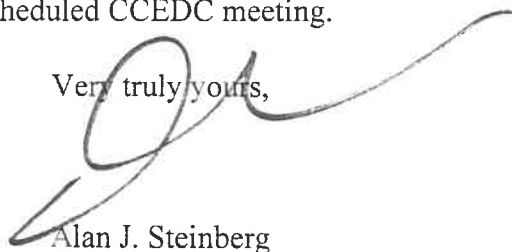
Dear Vi:

When I opened this morning's fax mail and saw the 1998 three minute survey, it prompted me to go in writing so that I can make certain that I understand the position of the Chamber of Commerce relative to the Creve Coeur Economic Development Commission's (CCEDC) request to review the Chamber's survey as to business satisfaction or related information.

In response to this request, I acknowledge receipt of your letter dated November 9, 1998. The only conclusion that can be drawn from these facts are that the Chamber desires to have knowledge of the CCEDC's response to your letter of November 9th before sharing the data requested.

If I have set forth the facts accurately, there is no need to reply and I will move to put your request on our agenda at the next scheduled CCEDC meeting.

Very truly yours,



Alan J. Steinberg

AJS:dv

Enclosure

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OFFICERS

Mark Stein
Trumair Bank
President

William Wyne
Wyne & Merritt, PC
President-Elect

Robert Boland
Boland Associates
Vice President

Frank Frawley
The Murphy Company
Vice President

Sue Sullivan
Kwik Kopy Printing
Vice President

Joan Berkman
Southwestern Bell
Vice President-Legislation

Stan Mengwasser
Birchler Mengwasser Martin Lall, PC
Vice President-Transportation

Tim Reuther
Reuther Jeep Eagle Chrysler Plymouth
Treasurer

Michael Wack
Mercantile Bank
Immediate Past President

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Creve Coeur Fire Protection District

Michael Christian
Custom SignWorks, Inc.

Vicky Church
Delmar Gardens

Dr. Barbara Ellzey
Missouri Baptist Medical Center

John Glascock
Courtyard Marriott

Al Greene
First National Bank of St. Louis

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Conner Ash, PC

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Tenneco Packaging

Ed Lindner
Kriegshauser Mortuary

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Metro Tele-Communications

Robert O'Connor
O'Connor Insurance Agency

Clark Parks
Greystone Construction

John Pellerito
Creve Coeur Post Office

John Russo
Russo's Gourmet Catering

Patti Silvey
Commerce Bank

Guy Tilman
Monsanto Company

Alfred Fleishman
Director Emeritus

John Smith
Executive Vice President

Richard Essman
Realty Services, Inc.
Local Government Liaison



Chamber of Commerce

November 9, 1998

Al Steinberg
Chairman
Creve Coeur Economic Development Committee
c/o Steinberg & Steinberg
655 Craig
Creve Coeur, MO 63141

Dear Al:

Thank you for your interest in the Chamber's ongoing surveys of the Creve Coeur business community.

In accordance with our recent telephone conversations, we would like to attend the next Creve Coeur Economic Development Committee meeting to discuss your proposed business retention surveys.

We would also like to discuss other EDC related issues, as mentioned on the telephone, and look forward to hearing from you soon.

Sincerely,

Vi Smith
Executive Vice President

STEINBERG AND STEINBERG, L.L.C.
ATTORNEYS

ALAN J. STEINBERG
alanjesq@steinberglaw.com

LES A. STEINBERG
les@steinberglaw.com

LEGAL ASSISTANT
DEBBIE VOGEL

CREVE COEUR EXECUTIVE PARK
655 CRAIG ROAD, SUITE 338
ST. LOUIS, MO 63141-7171

TELEPHONE
(314)994-9400
FAX
(314)994-0003
visit our web site at:
www.steinberglaw.com

November 9, 1998

Mr. Mike McDowell
Creve Coeur City Hall
300 New Ballas Rd.
Creve Coeur, Missouri 63141

Re: CCEDC

Dear Mike:

Could you please add the following to the agenda for the next meeting:

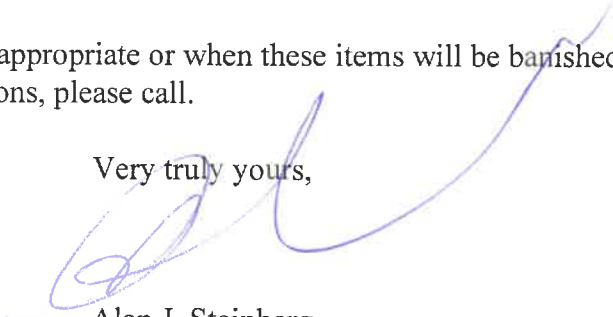
Working with Chamber of Commerce
Ms. Vi Smith wishes to appear before the EDC.

Both of the above stemmed from telephone conversations with Vi regarding the "survey".

In addition, I am wondering if the enclosed report from Bi-State could be distributed at the next meeting?

Let me know if the above are appropriate or when these items will be banished to Outer Mongolia. If you have any questions, please call.

Very truly yours,



Alan J. Steinberg

AJS:dv

Enclosure

F:\Deb\ajs\ccedc\mcdowell ltr re agenda items.wpd



CITY OF CREVE COEUR

300 North New Ballas Rd. • Creve Coeur, MO 63141 • (314) 432-6000 • Fax (314) 872-2539
Relay MO 1-800-735-2966

December 1, 1998

Alan Steinberg
Steinberg and Steinberg, L.L.C.
Creve Coeur Executive Park
655 Craig Road, Suite 338
Saint Louis, MO 63141-7171

Dear Alan:

In response to your November 19, 1998 letter, it is my opinion, and I am sure you will agree, that the City of Creve Coeur's Economic Development Committee (CCEDC) has adequate representation from the Creve Coeur/Olivette Chamber of Commerce. As you are aware there are various EDC members who are also members of the Creve Coeur/Olivette Chamber of Commerce.

In regards to the Chamber's existing business survey, it was the EDC's intention only to review this information so as not to duplicate questions or data on any future business related survey pursued by the EDC. I suggest the Chamber provide the EDC, as requested, the surveys and subsequent results. Should the EDC, upon receipt and discussion thereof, desire additional input from the Chamber regarding the survey, you, as Chair, may invite a Chamber representative to speak to the Commission.

Should you have any questions regarding this letter, please feel free to contact me.

Sincerely,

Scott P. Haley
Co-Interim City Administrator/
Director of Community Development

Subject: This letter went out today

Date: Wed, 02 Dec 1998 10:36:39 -0600

From: "Alan J. Steinberg" <alanjesq@steinberglaw.com>

To: alanjesq@steinberglaw.com, adelschen@aol.com, jnoce@bsda-transit.org, soloeth@aol.com, michael.f.wack@mercbcp.com, forfeiter@aol.com, City of Creve Coeur MO <crevcour@mvp.net>, jhp5472@aol.com

STEINBERG AND STEINBERG, L.L.C.
ATTORNEYS

THIS LETTER SENT TO YOU BY E MAIL WAS MAILED THIS DATE TO MS. VI SMITH ON THE LETTER HEAD OF THIS OFFICE. I HAVE SET THE ITEM "ON THE AGENDA" FOR DISCUSSION AT OUR NEXT MEETING WHICH WILL OCCUR IN DECEMBER.

Ms. Vi Smith
Creve Coeur Olivette Chamber of Commerce
677 N. New Ballas Rd.
Ste. 214
St. Louis, MO 63141

Dear Vi:

When I saw the "other days receipt of fax mail" and saw the 1998 three minute survey, it prompted me to confirm in writing what I believe from our telephone conversations and written correspondence to be the position of the Chamber of Commerce relative to the Creve Coeur Economic Development Commission's (CCEDC) request to review the Chamber's survey as to business satisfaction or related information.

In response to the above request and after a telephone call or two, I thereafter received and acknowledge receipt of your letter dated November 9, 1998. The only conclusion that can be drawn from these facts are that the Chamber desires to have knowledge of the CCEDC's response to your letter of November 9th before sharing the data requested.

If I have set forth the facts accurately, there is no need to reply and I will move to put your request on our agenda at the next scheduled CCEDC meeting.

Very truly yours,

Alan J. Steinberg

AJS:dv
Enclosure

>Alan J. Steinberg J.D. L.L.M.
>Steinberg & Steinberg L.L.C.
>Attorneys at Law
>655 Craig Road Suite 338
>Creve Coeur (St. Louis) Mo. 63141
>Tele: 314 994 9400 Fax: 314 994 0003

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STEINBERG AND STEINBERG, L.L.C.
ATTORNEYS

ALAN J. STEINBERG
alanjesq@steinberglaw.com

LES A. STEINBERG
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COMMUNITY DEVL

November 19, 1998

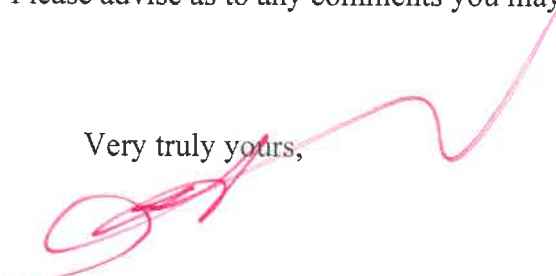
Mr. Scott Haley
Creve Coeur City Hall
300 New Ballas Rd.
St. Louis, MO 63141

Re: Creve Coeur Economic Development Committee

Dear Scott:

Enclosed please find a copy of a letter from Vi Smith of the Chamber of Commerce dated November 9, 1998, for your review. Please advise as to any comments you may have in this regard.

Very truly yours,



Alan J. Steinberg

AJS:dv

Enclosure

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1998 THREE MINUTE SURVEY

The Board of Directors would like your assessment on how it is doing.



Chamber Of Commerce

Indicate your agreement/disagreement with Chamber Policy Positions
"A" Agree "D" Disagree

CHAMBER SUPPORTS:

OSHA Regulation Reform _____
MO as a Right to Work state _____
Reducing gov't forms/regulations _____
Reducing size of federal gov't _____
Balanced federal budget _____
State Workers Comp. Reform _____
W-I-W Airport Expansion _____
Page Avenue Extension _____
Boats in Moats _____
Metrolink Expansion _____
Refund of excess state taxes collected under SB.380 _____

CHAMBER OPPOSES:

Concealed weapons _____
Collective bargaining _____
Taxes levied exclusively on business _____
Additional gov't mandated benefits _____
Push-button Strikes _____

Please Rate Importance:

1-5 (1 being the highest)

Issues Important to Business that Chamber Needs to Address:

Property Tax Relief _____
Sales Tax Relief _____
Personal Property Tax Relief _____
Public School Taxes _____
Tax Tuition Credits _____
Promoting Enterprise Zones _____

Incubators for emerging businesses _____
Maintaining Qualified Workforce _____
I-270 Olive Interchange _____
Dead End Streets vs. Thru Streets _____
Local Business Retention _____
Beautification of Community _____
Reycling _____
Child Care _____
Tax incentives for business expansion _____
Tax incentives TIF for Developers _____
Permit Process _____
Land Use/Zoning Changes _____
Signage _____
Responsiveness of local Government _____
Increase number of parks _____
Savvy the Tappaneyer Homestead _____
An overall citywide Master Plan _____

Circle Your Business Location:

Olive/Creve Coeur/Unincorporated _____

Any Specific Concerns You Have:

RATE CHAMBER PUBLICATIONS:

Service Directory/Free Listings _____
Business Monthly _____
Quality of Life Profile Book _____
Map _____
Web sites: _____
(www.shoredesigns.com/crevechamber)
(http://www.willageprofile.com)

Rate Chamber Special Events:

Annual Auction _____
Spring Golf Challenge Cup _____
Fall "Fun" Golf Tournament _____
Olympic "Fun" Challenge _____
Candidates Forum _____
Scholarship Luncheon _____
Creve Coeur Crime Fair _____

Rate Chamber Networking Events:

Monthly Luncheons _____
Business Expo _____
Business After Hours _____
Open Houses _____
Joint RCGA Business After Hours _____

Business Leads Explosions _____
Business Leads Groups _____

Rate Chamber Business Services:

Business Flyer Fax Service _____
Business Mailing Label Service _____
Sponsoring of Monthly Luncheon _____
Use of Conference Room _____
(New) Chamber Welcome Baskets _____
Free Chamber Website Listing _____
List of Potential New Residents _____
Services of SCORE Representative _____

Just For New Members 1997/1998
Indicate "Yes" or "No"

HAVE YOU ATTENDED.....

A New Member Reception? _____
A New Member Breakfast? _____
A Membership Luncheon? _____
A Business After Hours? _____

HAVE YOU RECEIVED.....

Your Membership Plaque? _____
Your Profile in the Newsletter? _____

DID YOUR AMBASSADOR.....

Keep in contact each month? _____
Remind you of Member Services? _____
Help you meet Chamber Members? _____
Did you find this service helpful? _____
When Did You Join Chamber? _____
Comments: _____

Indicate your Interest in (Check Marks)

Business Leads Groups _____
Auction Committee _____
Golf Committee _____
Olympic Challenge Committee _____
Business Expo Committee _____
Legislative Committee _____
Creve Coeur Council meetings _____
Transportation Committee _____
Greeter/Ambassador Program _____
Membership Drive _____
7-Day Cruise - Oct/Nov 1999 _____

List Your Participation in 1998 events:

Monthly Luncheons _____
Business Leads Explosion Luncheon _____
Complimentary Business After Hours _____

Complimentary Open Houses _____
Complimentary Candidates Breakfast Forum: Amendment 9 Boats in Moats _____
Legislative Trip to Jefferson City _____
Spring Golf Tournament _____
Fall Golf Tournament _____
Annual Auction _____
Olympic "Fun" Challenge _____
Business Leads Group _____

List Chamber Services you Used in 1998

Business Mailing Labels _____
Business Flyer Fax Service _____
Use of Chamber Conference Room _____
List of Potential New Residents _____
Services of SCORE representative _____
Assistance in finding office space in Business Monthly? _____

What type of business do you represent:

Service _____ Manufacturing _____
Professional _____ Retail _____
Education _____ Government _____
Other _____

Would you like an invitation to the next Business Leads Group Meeting? _____

The most important role of the Chamber _____

Rate the Chamber in its strength and effectiveness as a business advocate:

Excellent _____ Good _____ Fair _____ Poor _____

Comments: _____

Name _____

Company _____

Phone _____

I live in the City of _____

Fax _____

Fax to: 569-3073

or mail to

677 N. New Ballas

Stc. 214, 63141