



THE REGIONAL BUSINESS COUNCIL

2013 & 2014 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



The members of the Regional Business Council are committed to the vitality of the St. Louis region and we direct our influence and resources to solving the region's most pressing issues. Over the past two years, the RBC has invested more than \$2 million and hundreds of hours of member time and energy to:

- ▶ *Recruit and retain diverse, professional talent in the St. Louis marketplace*
- ▶ *Advocate for pro-growth, pro-business public policy and K-12 education reforms*
- ▶ *Develop transformational teachers, principals, and schools*
- ▶ *Promote a more inclusive business community*
- ▶ *Give back to the region through strategic community engagement*

We take pride in our collective accomplishments while recognizing the work that still remains to be done. We are positive about the future and committed to doing our part to ensure St. Louis reaches its highest potential.

"The members of the RBC take a hands-on, outcomes based approach to each and every one of our investments and work every day for long term results for the entire community. There is no other business organization in the region with the capacity to do this work and the will to get it done."

-Jim Theiss, RBC Chairman 2013-2014



REGIONAL GOVERNANCE

Co-Chairs: **John Eulich**, Chairman and CEO, ASPEQ Holdings, Inc.; **John Stupp, Jr.**, President, Stupp Bros., Inc.

Liaisons: **Bruce Holland**, CEO, Holland Construction, *Illinois Initiatives*; **Mike DeCola**, CEO, HBM Holdings, *Transportation Initiatives*; **John Tracy**, CEO, Dot Foods, *Aviation Initiatives*; **Greg Smith**, CEO and Managing Partner, Husch Blackwell, *Intergovernmental Relationships*; **Bob O'Loughlin**, Chairman and CEO, Lodging Hospitality Management, *Intergovernmental Relationships*; **Tony Thompson**, Chairman and CEO, Kwame Building Group, *K-12 Education Reform*

Vision: Align the knowledge and influence of RBC members with elected and civic leaders to make Missouri and Illinois attractive for business growth.

Priority: Successful legislation, policies, and collaborations to support business-friendly public policy and initiatives that improve the overall quality of life in the region.

2013 & 2014 Highlights:

- ▶ Promoted the passage of the **Amateur Sports Tax Incentive Bill** by the Missouri Legislature that offers tax incentives for hosting sporting events in the state. This new tax credit was immediately beneficial to the St. Louis Sports Commission in recruiting significant NCAA, SEC, Missouri Valley Conference, and other events to the region.
- ▶ Collaborated with Civic Progress on efforts to improve the business traveler experience and overall customer service at **Lambert St. Louis International Airport**. Provided leadership in the creation of a strategic plan to address governance, financial stability, and the growth of passenger air service at the airport. (\$50,000)
- ▶ Successfully advocated for the passage of **Proposition P**, a 3/16 cent sales tax increase to fund improvements to regional parks and trail systems, with revenue directed towards the CityArchRiver project. The CityArchRiver project is a significant initiative of Civic Progress. (\$75,000)
- ▶ Funded the economic development work of the **Hawthorn Foundation** to recruit new businesses to the state and to also expand existing industry. In 2014, new business deals were announced resulting in 11,000 new jobs and \$278 million in annual payroll with an additional 58 recruitment projects in the pipeline. (\$40,000)



REGIONAL GOVERNANCE (CONTINUED)

2013 & 2014 Highlights Continued:

- ▶ Worked with state-wide coalitions including the **Missouri Transportation Alliance** in support of the **Amendment 7 Transportation Tax** ballot measure, a 3/4% state sales and use tax to fund road and bridge repairs and improvements throughout the state. Despite support from business, labor, and first responders, the amendment did not receive enough votes for passage. (\$75,000)
- ▶ Provided counsel to state lawmakers as they crafted education reform legislation which would require education officials to begin accrediting individual schools along with entire districts and put limitations on the ability of students to transfer out of unaccredited districts. In 2014, a bill was passed by the Missouri Legislature, then vetoed by Governor Nixon and not overridden.
- ▶ Partnered with the **Leadership Council Southwestern Illinois** on a number of economic development initiatives in Madison and St. Clair counties. Promoted the importance of southern Illinois institutions such as Scott Air Force Base to the region's vitality. (\$21,000)
- ▶ Supported the merger of city and county economic development agencies to form the **St. Louis Economic Development Partnership** and affirmed its implementation of a strategic regional approach to grow the economy. (\$15,000)
- ▶ Worked with business and civic leaders to identify quality candidates to be considered for appointments to local and statewide **boards and commissions**. Special focus was given to key boards including the Lambert Airport Commission and the Missouri Highways and Transportation Commission, among others.
- ▶ Provided leadership and financial support to the **St. Louis Police Foundation** to ensure city officers receive critical training and equipment not covered by local tax dollars. Since 2007, over \$3 million has been donated to provide officers with the tools and education they need and an addition \$3 million was secured in 2013 to relocate the SLPD to a new headquarters building. (\$10,000)
- ▶ Supported the educational and scholarship programs promoted through the **Black Caucus Foundation** to provide opportunities for minority and disadvantaged youth. (\$5,000)
- ▶ Endorsed the research of **Better Together** in collecting data regarding six areas of governmental fragmentation that impact economic development in the region. (\$50,000)



TALENT DEVELOPMENT: HIGHER-EDUCATION

Co-Chairs: Sue Graham, President and CEO, Elantas PDG; Wendy Henry, Managing Partner, BKD LLP

Liaisons: Joe McKee, CEO, Paric Corporation, *Mentor Network*; Kevin Demoff, Executive VP of Football Operations and COO, St. Louis Rams, *Fontbonne University*; Rodney Kinzinger, Managing Partner, Deloitte, *Harris Stowe State University*; Gary Douglass, Chairman and CEO, Pulaski Financial Corp., *Lindenwood University*; Jim Theiss, President and CEO, Centric Group, *Maryville University*; Jamie Auffenberg, President, Auffenberg Dealer Group, *McKendree University*; Joe Rupp, Chairman and CEO, Olin Corporation, *Missouri S&T*; Eric Brunngraber, President and CEO, Cass Information Systems, *Saint Louis University*; Tony Thompson, Chairman and CEO, Kwame Building Group, *Saint Louis University*; Todd Korte, President and CEO, The Korte Company, *SIUE*; Cassandra Sanford, CEO, KellyMitchell Group, *University of Missouri-Columbia*; Tony Gonzalez-Angel, Senior Managing Partner and Founder, Gonzalez Companies, *University of Missouri-Columbia*; Kei Pang, CEO, Nidec Motor Corporation, *UMSL*; Rick Oertli, Chairman and CEO, Guarantee Electrical Company, *UMSL*; Dann Adams, President, Equifax Workforce Solutions, *Washington University*; Joe Blomker, President and CEO, Maryville Technologies, *Washington University*; Rodger Riney, Founder and CEO, Scottrade, *Webster University*

Vision: Graduates of Missouri and Illinois colleges and universities choose to begin their career with St. Louis firms.

Priority: Recruit and maintain top business and engineering talent from regional colleges and universities to RBC companies and the St. Louis business community.

2013 & 2014 Highlights:

- ▶ Grew the **RBC's Mentor Network Program** to match more than 300 students with executive-level coaches in order to promote opportunities within the St. Louis business community and develop individual students for the regional workforce.
- ▶ Engaged more than **60 new executives and young professionals to serve as mentors** from RBC member and partner companies to increase the diversity of industry expertise available to participating students.
- ▶ Formed a partnership with the **Mosaic Project**, an organization working to increase the amount of foreign born talent retained in St. Louis, to include select international students in the Mentor Network and to educate students and companies about the logistics of hiring foreign born talent. More than 30 international students were matched with mentors at strategic companies to provide professional insight and possible career opportunities. (\$40,000)





TALENT DEVELOPMENT: HIGHER-EDUCATION (CONTINUED)

2013 & 2014 Highlights Continued:

- ▶ Hosted students from seven historically black colleges and universities to promote professional opportunities in St. Louis and convince them to being their careers here. Over the past eight years, **InSight St. Louis** has attracted dozens of minority students to internships or full time positions with St. Louis companies. (\$50,000)
- ▶ Increased **student awareness of RBC companies** and opportunities for career development within the St. Louis region; 84 percent of students responded that they were more aware of professional and career opportunities within RBC companies and other opportunities within the region after participating in the program.
- ▶ Developed specifically tailored **talent pipelines** for entry level positions within many RBC companies connecting Mentor Network students to internships and jobs.
- ▶ Developed **university specific programming** in collaboration with RBC members and university deans to educate students at Washington University, Saint Louis University, Maryville University, and Webster University regarding opportunities within RBC companies.
- ▶ Hosted **industry specific events** for small groups of students within the Mentor Network to showcase opportunities within specific business and engineering fields.

TALENT DEVELOPMENT: BUSINESS DIVERSITY



Co-Chairs: **Jim Castellano**, Chairman, RubinBrown; **Mike Zambrana**, President and CEO, Pangea Group

Liaisons: **Scott Wilson**, President, S. M. Wilson & Co., *Asian American Chamber of Commerce*;

Rick Oertli, Chairman and CEO, Guarantee Electrical Company, *Hispanic Chamber of Commerce*;

Carmen Jacob, President and CEO, NextGen Information Services, *Multicultural Outreach*;

David Steward, Founder and Chairman, World Wide Technology, *Urban League of Metropolitan St. Louis*

Vision: Establish St. Louis as a top destination for the attraction, retention, and development of diverse, professional talent.

Priority: Increase the number of globally diverse professionals within the region positioned for business, civic, and philanthropic leadership.

2013 & 2014 Highlights:

- ▶ Grew the membership of the **Young Professionals Network** to more than 2,800 diverse professionals and provided unique business, social, and community service opportunities in order to further develop the leadership capacity of these individuals. (\$100,000)
- ▶ Cultivated **Leadership 100** members, a group of emerging young leaders recognized for personal and professional accomplishments and potential, and deputized members to serve as ambassadors for the RBC in the community and to serve on nonprofit boards.
- ▶ Strengthened the programs offered by the **Hispanic Chamber of Commerce** to their 165 business members and helped elevate the Chamber's role as a voice for the Hispanic business community. (\$48,000)
- ▶ Provided foundational support to the **Asian American Chamber of Commerce** as they established their organizational goals, founding board, and membership. (\$40,000)
- ▶ Sponsored the participation of four mid-level professionals in the **Saint Louis Business Diversity Initiative Fellows Program**, which provides professional development opportunities for diverse leaders. (\$40,000)



TALENT DEVELOPMENT: BUSINESS DIVERSITY (CONTINUED)

2013 & 2014 Highlights Continued:

- ▶ Invested in the work of the **Urban League of Metropolitan St. Louis** by gifting first-year memberships to the Urban League Young Professionals and supporting the organization's leadership transition and the establishment of the Second Century Endowment Fund. (\$35,000)
- ▶ Convened quarterly meetings of the **RBC Human Resources Directors' Forum** providing opportunities for best practice sharing between RBC companies and updates on resources open to the local business community.
- ▶ Created the **RBC Business Diversity Resource Center** and continued to build the database with best practice diversity and inclusion resources as a service to our businesses and the community. (\$8,000)
- ▶ Provided leadership and support to **Casa de Salud** as they facilitate and deliver quality health services to thousands of new immigrants and refugees encountering barriers to service. (\$5,000)
- ▶ Sponsored the training of high school students on social justice principals through **NCCJSTL's** intensive summer leadership experience. (\$3,000)
- ▶ Convened civic and business leaders from minority and majority companies to plan for participation in various regional **Disparity Studies** and to continue to advocate for minority owned business as the implications of the studies are put into practice.

K-12 EDUCATION

Co-Chairs: Vic Richey, Chairman, President and CEO, ESCO Technologies Inc.; Tony Thompson, CEO, Kwame Building Group

Liaisons: Steve Walli, CEO, UnitedHealthcare-Heartland States, *Teach for America*; Kathryn Love, Partner, Bryan Cave, *Teach for America*; Andy Thome, President J. W. Terrill, *KIPP: St. Louis*; Peter Van Cleve, Partner, Bryan Cave, *KIPP: St. Louis*; Jerry Howe, CEO, Big River Telephone Company, *Arch Grants*; Dave Spence, Chairman and CEO, Legacy Pharmaceutical Packaging, *Saint Louis Public Schools*

Vision: Invest in the economic future of our region by supporting efforts to provide every child, especially disadvantaged youth, with the opportunity to learn and excel.

Priority: Ensure all students have access to an excellent education by developing strong leaders for every classroom and school, promoting high-performing school systems, and fostering quality governance at the state and local level.

2013 & 2014 Highlights

- Accelerated the expansion of the **KIPP: St. Louis Charter School Network** by funding a talent recruitment director to attract and hire exceptional teachers and school leaders. In 2014, KIPP St. Louis served 330 middle school students and 200 elementary school students at two campuses with plans for rapid expansion. (\$155,000)
- Supported the **Teach For America** Summer Experience that trained 73 incoming corps members at three Saint Louis Public summer school locations and provided leadership opportunities for 32 TFA alumni. (\$50,000)
- Fostered the development of a collaboration that was first of its kind between **New Leaders and the University of Missouri-Saint Louis College of Education** to revamp the college's teacher and school leader preparation program in order to better prepare college graduates for success in urban schools. (\$25,000)
- Funded the first education reform start-up company through **Arch Grants**, allowing Code Red Education to establish a programming curriculum for K-12 students and begin implementing it in all Saint Louis Public High Schools and other districts throughout the region. (\$50,000)





K-12 EDUCATION (CONTINUED)

2013 & 2014 Highlights Continued:

- ▶ Jumpstarted the implementation of a new principal recruitment strategy in **Saint Louis Public School District** that resulted in the hiring of a Chief Academic Officer and three high quality principals. This partnership spurred the revamping of the Human Resources and Talent Development office within SLPS with a focus on actively recruiting and retaining outstanding teachers and leaders. (\$50,000)
- ▶ Invested in **St. Louis Graduates High School to College Center**, an innovative community effort that helped 214 high school seniors accepted to college overcome barriers to enrollment in the fall. (\$2,500)
- ▶ At the request of the City of St. Louis Mayor's office, commissioned a follow up to the 2009 **IFF Study** mapping the location and academic performance of neighborhood, magnet, select, and charter schools in the City of St. Louis. (\$19,000)
- ▶ Hosted an **Urban Schools Tour** in order to educate a group of rural Missouri legislators on public, charter, and independent school options during the time the Missouri Legislature was considering education reform legislation that would have significantly impacted students the St. Louis metropolitan region.
- ▶ Sponsored annual **Kwame Foundation Golf Tournament** that raised more than \$150,000 for endowed scholarships awarded to minority students each year.
- ▶ Supported the work of Commissioner Chris Nicastro and the **Department of Elementary and Secondary Education** as they intervened in unaccredited and provisionally accredited districts in St. Louis City and County to improve academic outcomes for children while maintaining stability of these districts.

QUALITY OF LIFE

Co-Chairs: **Greg Twardowski**, President and CEO, Whelan Security; **Patricia Whitaker**, Chairman, Arcturis

Social Venture Partners Chair: **Anne Hill**, Executive Vice President, Agency Services, P.A.C.E. Equity

Liaisons: **Gene Diederich**, CEO, Moneta Group, *United Way*; **Peter Benoist**, President and CEO, Enterprise Financial Services Corp., *United Way*; **Ruth Saphian**, Managing Partner, Ernst & Young, *United Way Leadership Giving*; **Michael Staenberg**, President, The Staenberg Group, *It's Our Region Fund*

Vision: Give back to the region through strategic community engagement in order to make St. Louis a great place to live and work.

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



2013 & 2014 Highlights:

- ▶ **Social Venture Partners** provided capacity building grants and in-kind support to seven nonprofit organizations including Beyond Housing, Charter School Business Collaborative, Griffin Center, Innovative Concept Academy, Little Bit Foundation, Teach For America, and Southside Early Childhood Center. (\$200,000)
- ▶ Collectively raised more than \$20 million dollars in support of the **United Way of Greater St. Louis** and the 170 agencies they fund throughout the 16 county bi-state region.
- ▶ Developed new leadership level givers through the RBC's **Matching Gift Fund** for the United Way, building capacity for the future of local charitable giving. (\$100,000)
- ▶ Grew the **It's Our Region Fund "Small Change, Big Impact"** grant program that allocated funds for 52 capital improvement projects for small nonprofit organizations. (\$250,000)
- ▶ Provided leadership and financial support to **Forest Park Forever** as they worked to establish a new agreement with the City of St. Louis leveraging private and public dollars to take on new projects and maintain improvements. (\$7,500)
- ▶ Sponsored a public-private partnership with the City of St. Louis, Incarnate Word Foundation, and Greater St. Louis Community Foundation to train and employ 200 youth from high poverty neighborhoods through **St. Louis Youth Jobs**. (\$4,000)

QUALITY OF LIFE (CONTINUED)

2013 & 2014 Highlights Continued:

- ▶ Provided leadership and financial support to the **St. Louis Symphony Orchestra** during a time of executive transition to ensure the achievement of their mission of enriching people's lives through the power of music. (\$5,000)
- ▶ Through the generosity of Michael Staenberg, the RBC commissioned two pieces of artwork that illustrate the significant past, present, and future of St. Louis. The art is on long term loan to the **Convention and Visitors Commission** and displayed at the America's Center for viewing by nearly a million guests annually. (\$62,000)
- ▶ Provided leadership and funding to the **St. Louis Sports Foundation** in support of their work to attract, create, and manage major sporting events in the region and celebrate sportsmanship at all levels of competition. (\$5,000)
- ▶ Helped celebrate the 250th anniversary of the founding of the City of St. Louis through **STL250's** yearlong celebration of civic pride. (\$22,500)
- ▶ Hosted annual **Arts and Education Council** St. Louis Arts Awards Honoree Luncheon in recognition of the importance of arts and culture in our region and the nearly 70 organizations providing dynamic art experiences throughout the community.
- ▶ Supported the development of a mobile app to complement the redesigned museum exhibits that are part of the **CityArchRiver** project, a bi-state public-private partnership lead by Civic Progress that is making improvements to the Jefferson Expansion Memorial Grounds. (\$100,000)
- ▶ Organized the **Reinvest North County Fund**, an immediate business response to support small business owners and school children who were impacted by the civil unrest in the city of Ferguson and surrounding communities. In partnership with **North County Inc.** and numerous corporate donors, the fund provided grants to 23 small businesses and four school districts to provide stability, safety, and hope for the future. (\$400,000)
- ▶ In cooperation with Civic Progress, Deaconess Foundation, Urban League and United Way, engaged the **Dr. Martin Luther King Jr. Center for Nonviolent Social Change** to educate leaders from businesses, law enforcement offices, churches, schools, gangs, and student organizations in the principles of nonviolence as a means to address the conflict ignited in North County following the death of Michael Brown. (\$97,000)





REGIONAL
BUSINESS
COUNCIL

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