

Lotus Development Group



MEET THE TEAM



Keith Furtado



Hope Mullane



Raj Mitalya



Matt Polo



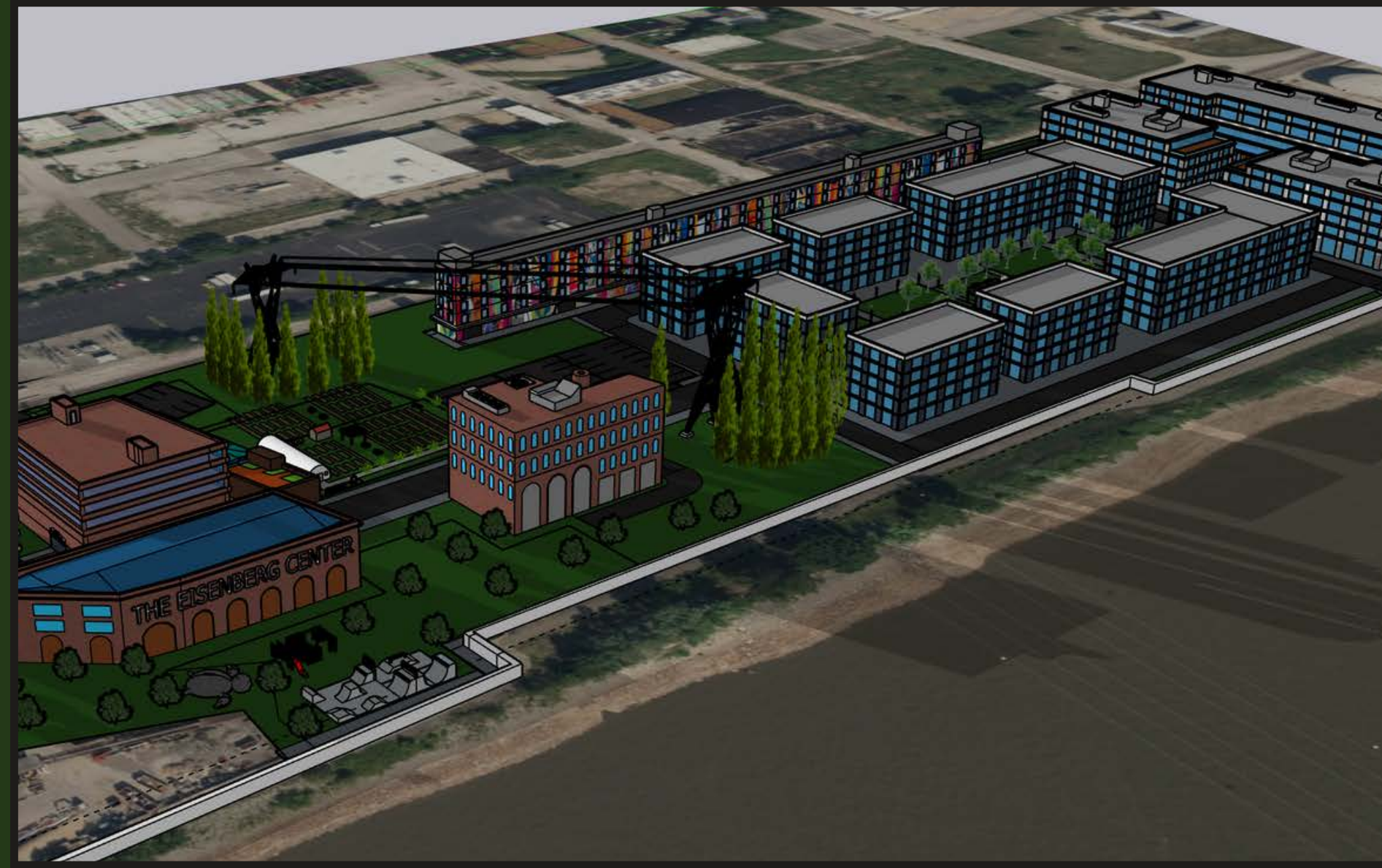
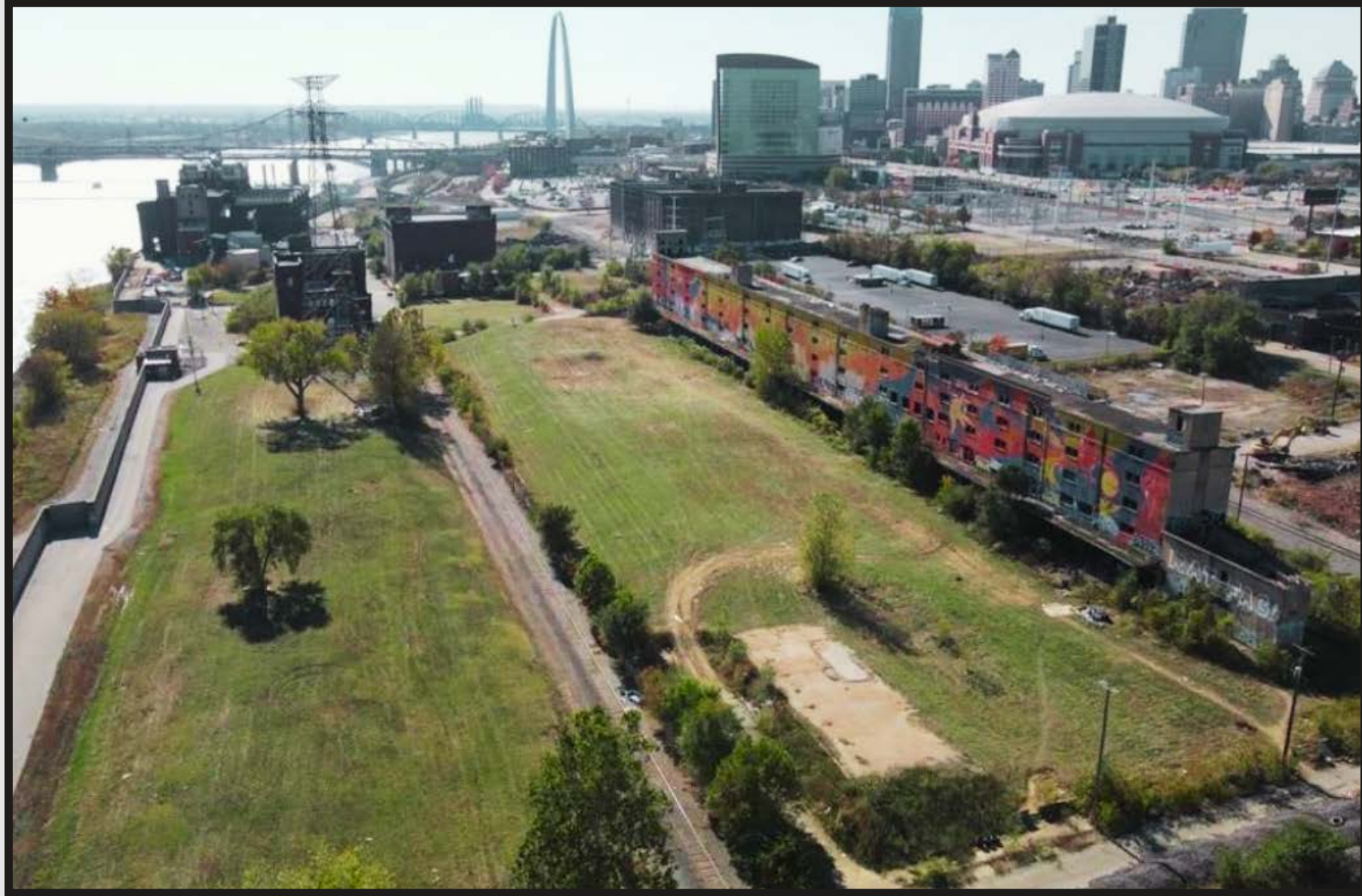
Sahil Doshi

Project Overview

Arc of Innovation

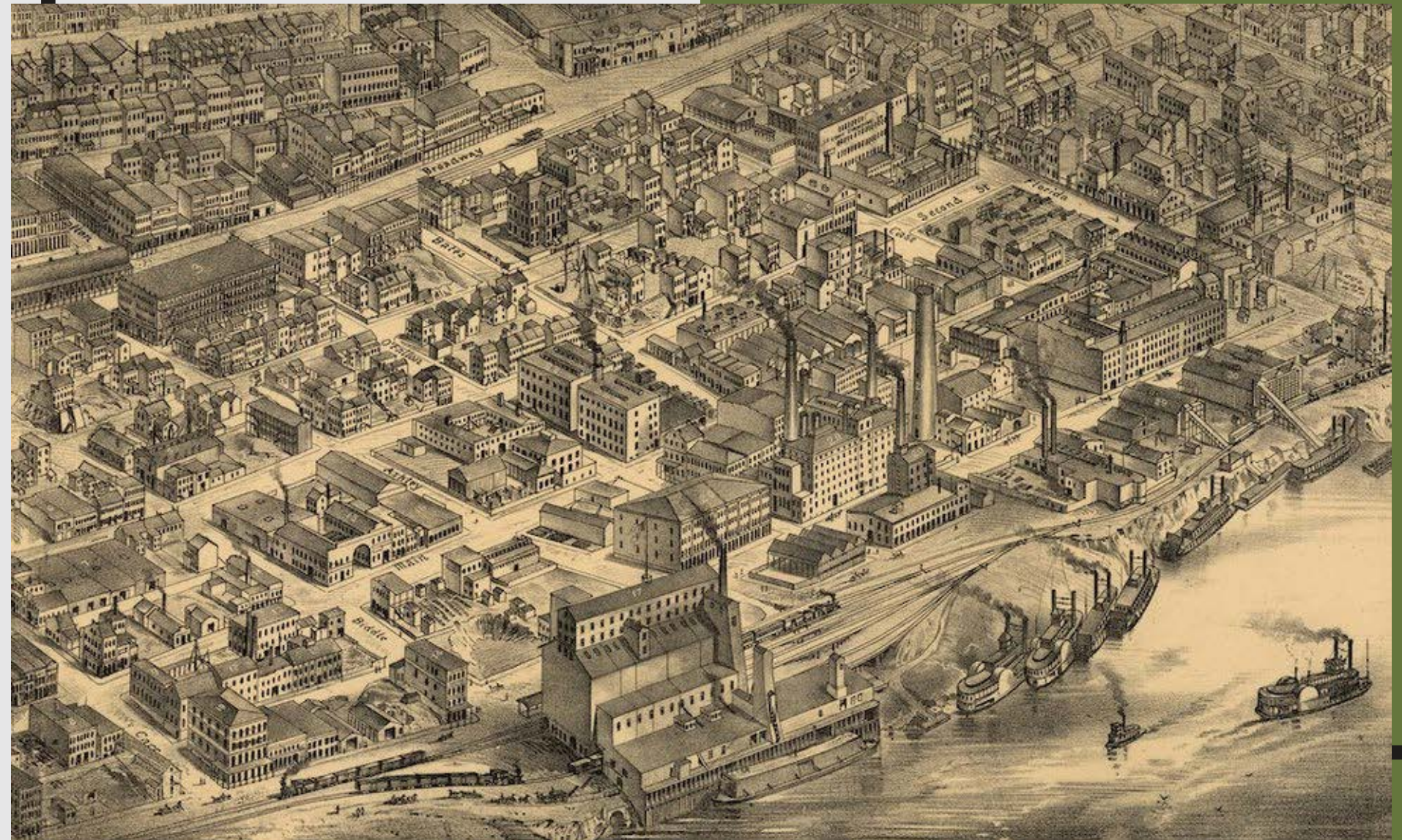


BEFORE & AFTER



SITE BACKGROUND

- Prospered during the 1900s age of industry
- Contains an active rail line running 5 trains per day
- Laclede Power Generation Building sits on hazardous environmental conditions
- Cotton Belt Freight Depot Building has become a home for individuals in the homeless community





UNION STATION
ST. LOUIS

CITY OF ST. LOUIS

SAINT LOUIS UNIVERSITY
Washington University in St. Louis
HARRIS-STOWE STATE UNIVERSITY

NGA

Enterprise CENTER

STIFEL THEATRE

CITY MUSEUM

BALLPARK VILLAGE
BUSCH STADIUM
SAINT LOUIS

ST. LOUIS PUBLIC LIBRARY

THORNTON SPEAKEASY

Europe NIGHT CLUB

Rooster

Rosalita CANTINA

THE DOME
at America's Center

Neighborhood Background

Laclede's LANDINGS
RIVERFRONT DISTRICT

Greencubator

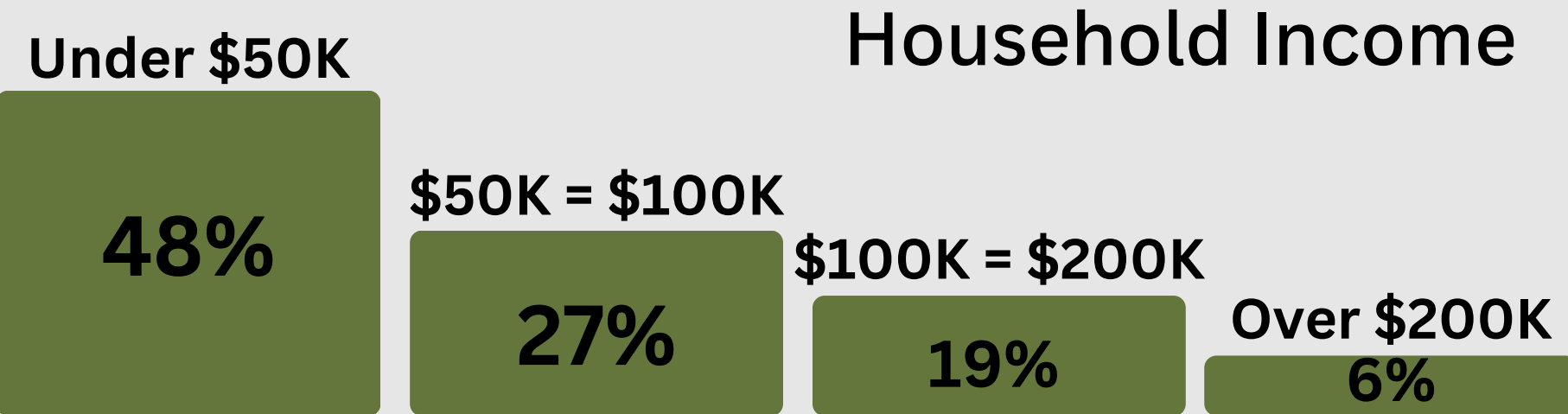
SITE

GATEWAY ARCH

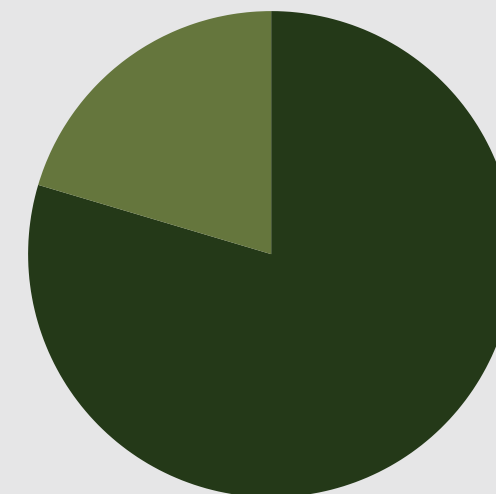
DEMOGRAPHICS



- Total Population = 286,578
- Median Age = 36.8
- Unmarried Households = 62%
- Population with a Bachelor's Degree or Higher = 41.9%
- Poverty rate is 1.5 times the rate of the U.S. at 20.4%

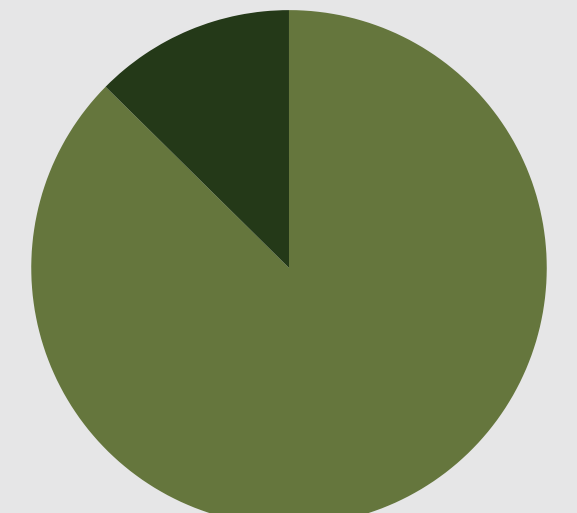


St. Louis Poverty
20.4%



Non-poverty
79.6%

U.S. Poverty
12.6%



Non-poverty
87.4%

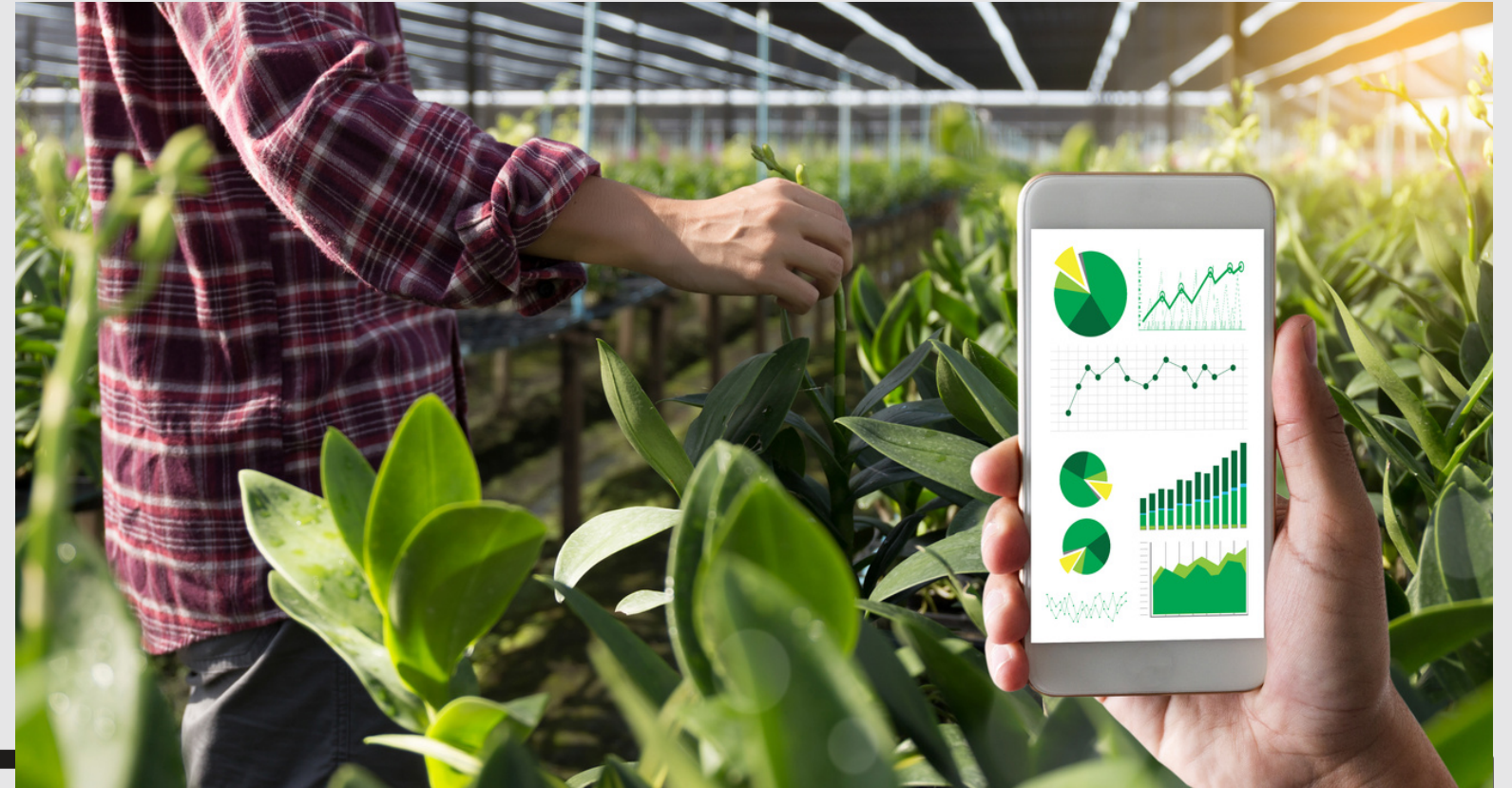
ST. LOUIS OUTLOOK

Emerging Industry

Recent attraction & advancements occurring in agricultural technology, health sciences, advanced manufacturing

Increased Diversity

Individuals from across the globe have been relocating to the city due to education and industry drivers



TAPESTRY SEGMENTATION



01 Metro Renters

With an average age of 32.5 and a median household income of \$67,000, these ambitious individuals strive for success and progress within their community by producing quality work and creating a vibrant and social city culture.

02 City Commons

Predominantly single-parent and single-person households with a median household income of \$18,300 and a mix of educational backgrounds, these residents embody resilience and aspiration, contributing to the dynamic fabric of urban life.

03 Emerald City

With a youthful and mobile demographic, the median age and household income are 37.4 and \$59,200. These individuals predominantly rent and boast higher education and professional occupations. Their lifestyle is characterized by a strong connection to technology and a penchant for eco-friendly choices.

04 Modest Income Homes

These individuals have a median age of 37 and a median household income of \$23,900. Despite facing challenges in job availability, they rely on wages and salaries as their primary income source, supplemented by public assistance. These households thrive, supported by modest rents and accessible public transportation.

COMPARABLE PROPERTIES



Laclede's Landing

Known for being a historical gem and one of St. Louis' entertainment hubs, Laclede's Landing is filled with restaurants has been the home to the Big Muddy Blues Festival, the largest blues festival in Missouri. The historical site is also filled with apartments and living spaces.



City Foundry

City Foundry is the heart of the city, a part that is constantly changing and adapting, which includes new technologies and forms of entertainment. The Foundry has a food hall with 17 different options with events every week., including live music at the bar.



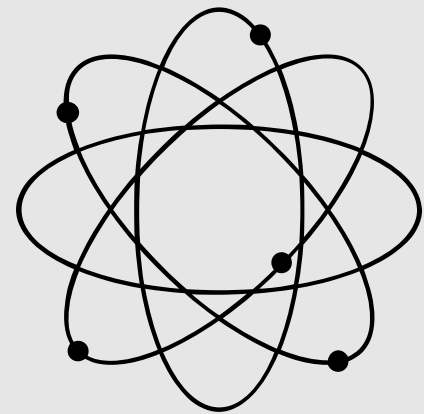
Benson Hill Headquarters

Benson Hill focuses on agricultural technology and is one of the premier companies in St. Louis. The company is publicly traded with a market cap of over \$41 million. Benson Hill uses AI and technology to find information, which as accelerated its growth.





LIFE SCIENCES



- Lab spaces tailored for major life science businesses shaping the economy and legacy of the city.
- We provide cutting-edge classrooms equipped with lab facilities for local universities at the forefront of life sciences education.





VERTICAL FARMING



- Promotes sustainable agriculture practices by reducing environmental impact
- Promotes job growth by contributing to the AgTech industry boom in the regional area
- Ethical food source for local restaurants and will simplify their supply chain

AEROFARMS®





CONVENTION CENTER



- Increase tourism and promote job growth
- Focal point for community events, cultural activities, and business opportunities, enriching the local community and fostering civic pride





HOTEL



- Increase tourism and promote job growth
- Focal point for community events, cultural activities, and business opportunities, enriching the local community and fostering civic pride





OFFICE & MAKERSPACE



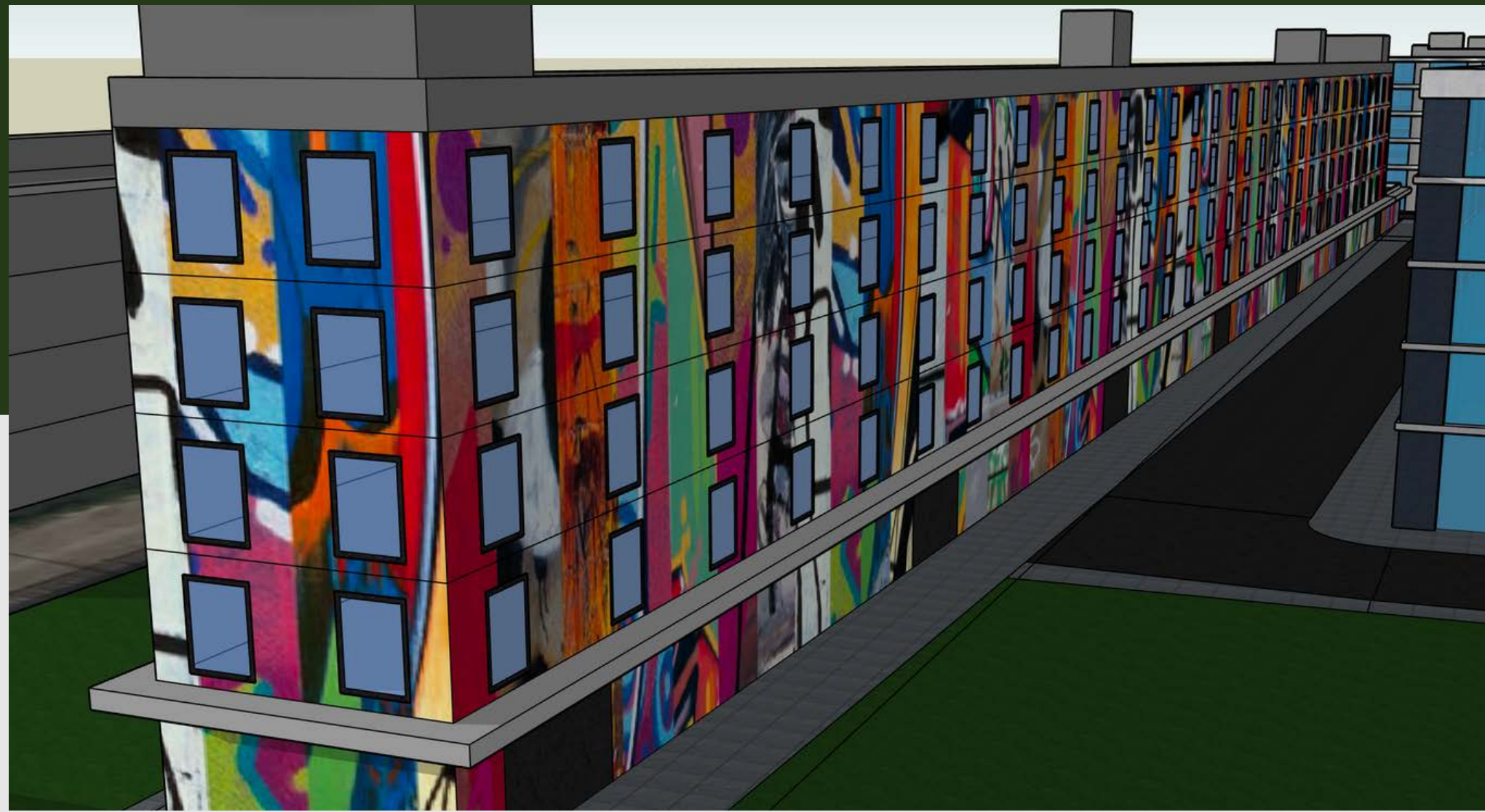
- Modern office space catered to flexibility, diverse work styles, and collaboration
- Access to technology for students, startups, etc.
- Supports community creativity and culture in a new age of industry in the city

servicenow



SAINT LOUIS
UNIVERSITY.

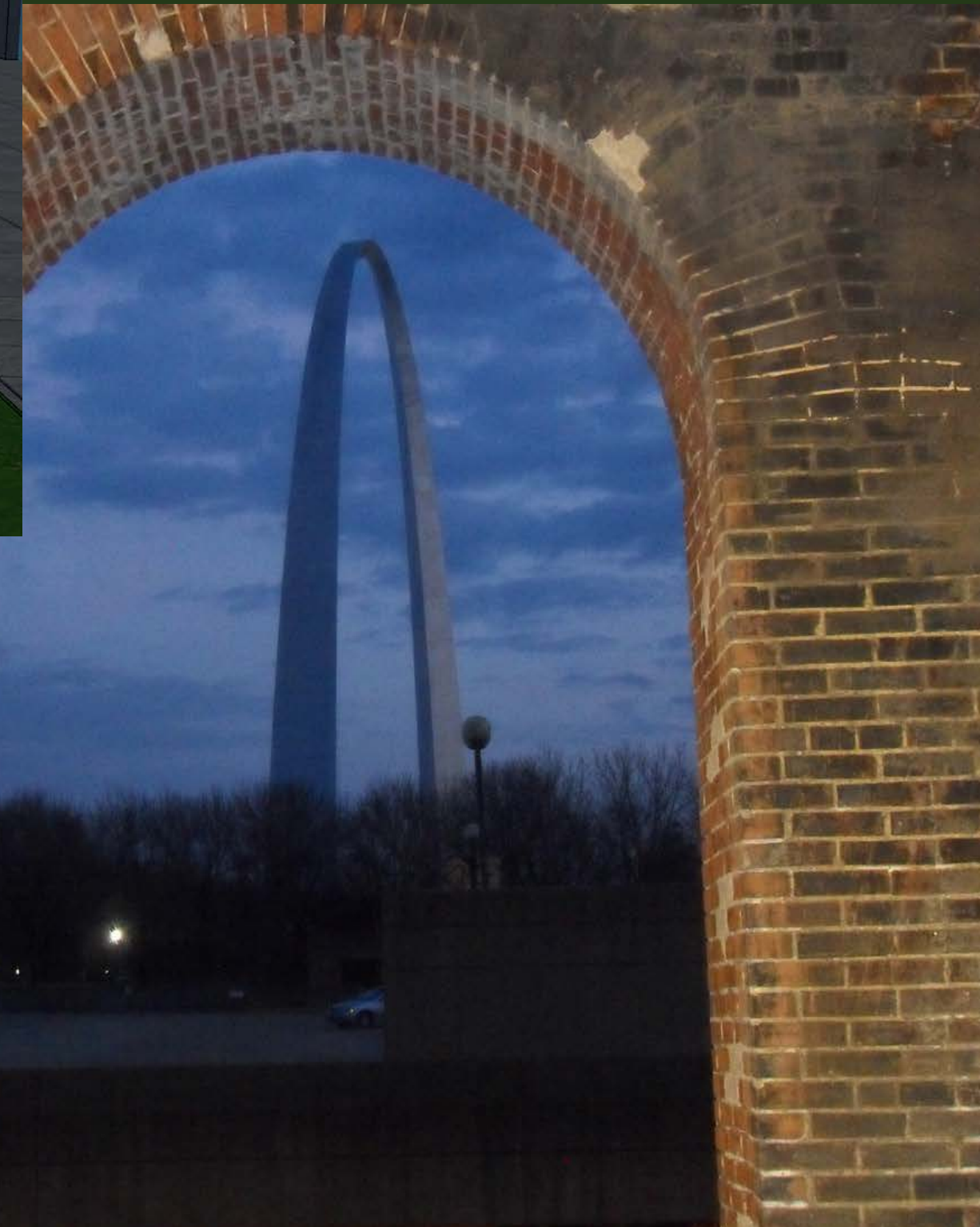




AFFORDABLE HOUSING

- Making room in the future for those from the past
- 100% Affordable (With an allocation for previously homeless)
- 9% LIHTC Credits





MULTIFAMILY HOUSING



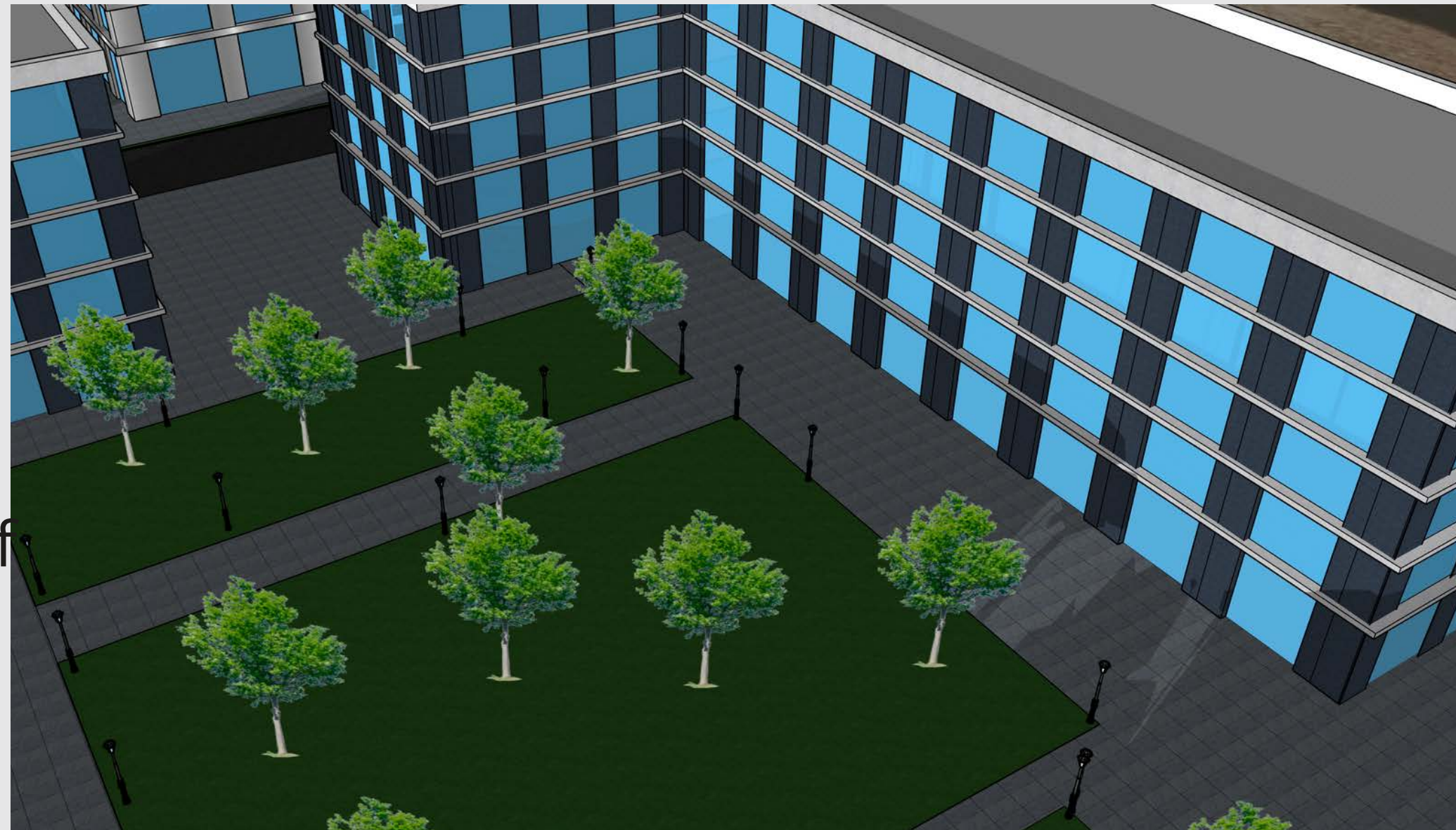
- Living space for Metro Renters & Emerald City citizens
- Close to train station, 2 airports, and major highway
- Convenient for university students, AgTech and Life Science workers



RETAIL

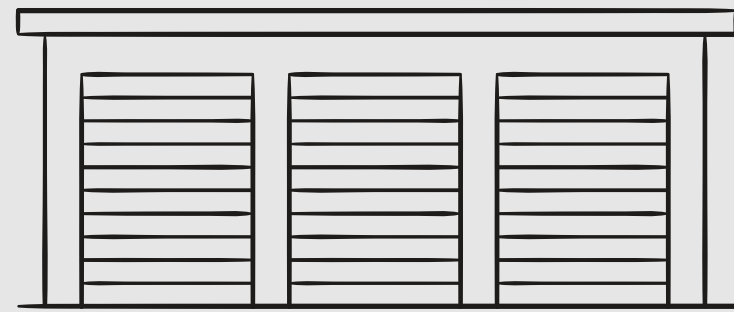


- Increased foot traffic
- Restaurants/ bars by the river
- Economic growth & stronger sense of communtiy





SELF STORAGE

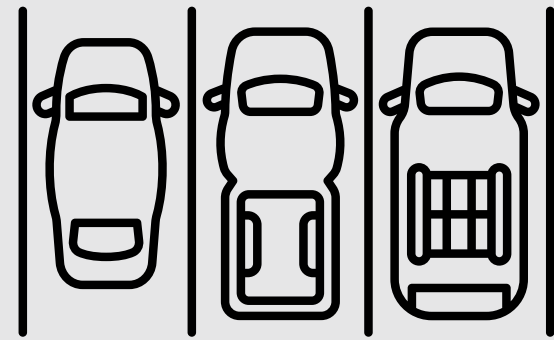


- Optimizes space for tenants living in our multifamily units
- Convenient for many renters in the city
- Supports local businesses and further economic growth

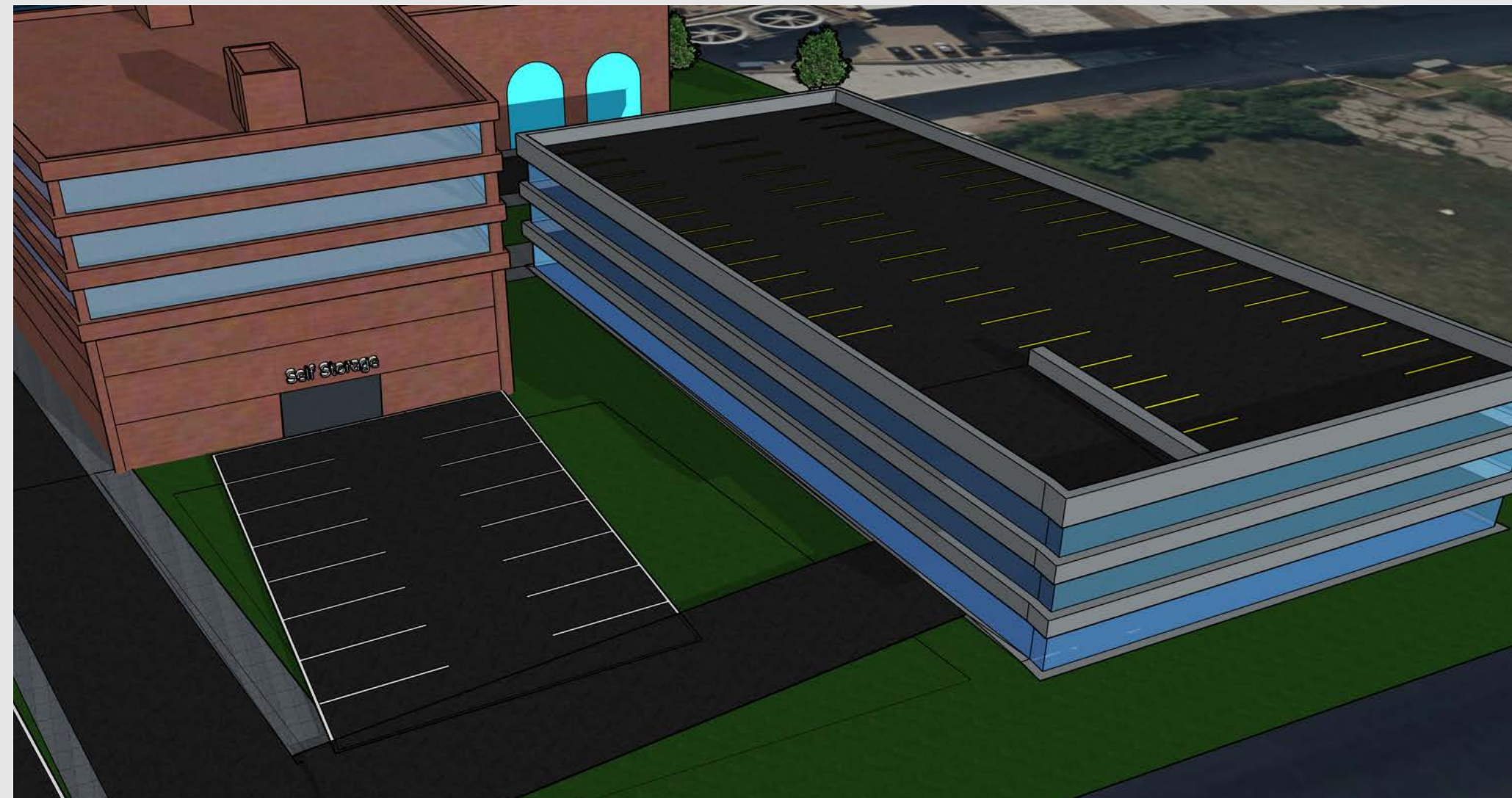




PARKING

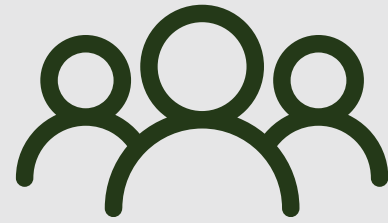


- Parking deck on 2nd story of plaza district
- Inside of Life Science buildings
- Ground floor parking in affordable
- Parking deck/lots in historical district



COMMUNITY SPACE

- Walkable community
- Rootwad park
- William A. Kerr Foundation
- Community garden
- Enhances connectivity and culture

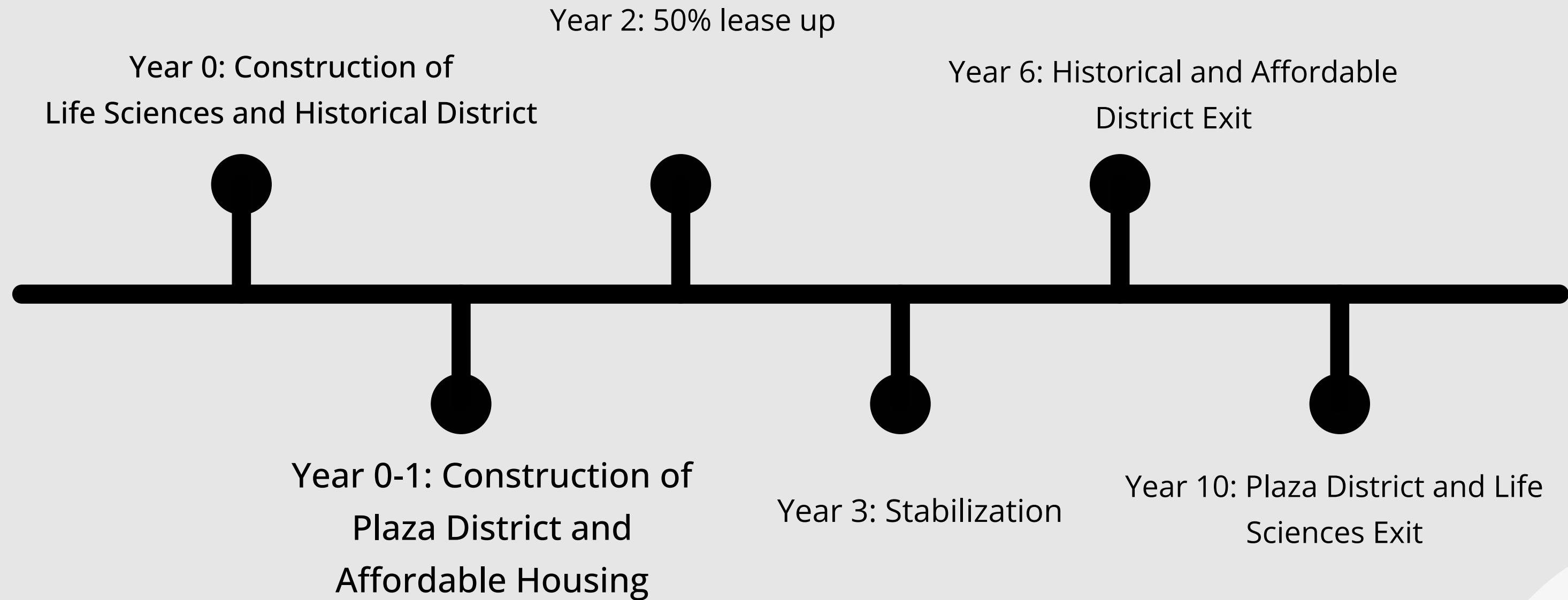


PRIVATE-PUBLIC PARTNERSHIP

- Local incentives to promote the revitalization of the downtown area
 - PILOT
 - \$1 Land Sale
 - City covers remediation costs
- In exchange:
 - Public amenities
 - Economic growth and fight population decay



TIMELINE



FINANCIAL SUMMARY

DEVELOPMENT BUDGET

Plaza			
<u>Sources</u>	<u>Total</u>	<u>PRSF</u>	<u>% Total</u>
Debt	\$115,843,932	\$357.98	65.00%
Equity	\$62,377,502	\$192.76	35.00%
Total Sources	178,221,434	\$550.75	100.00%
<u>Uses</u>	<u>Total</u>	<u>PRSF</u>	<u>% Total</u>
Interest Reserve + Loan Fees	\$14,764,216	\$45.62	8.28%
Acquisition / Land Purchase	\$50,001	\$0.15	0.03%
Soft Costs	\$6,125,000	\$18.93	3.44%
Hard Costs / FF&E & OS&E / Mark	\$126,500,000	\$390.91	70.98%
Financing Costs	\$18,782,218	\$58.04	10.54%
Contingency	\$12,000,000	\$37.08	6.73%
Total Uses	178,221,434	\$505.12	100.00%

Life Science			
<u>Sources</u>	<u>Total</u>	<u>PRSF</u>	<u>% Total</u>
Debt	\$100,705,432	\$503.53	65.00%
Equity	\$54,226,002	\$271.13	35.00%
Total Sources	154,931,434	\$774.66	100.00%
<u>Uses</u>	<u>Total</u>	<u>PRSF</u>	<u>% Total</u>
Interest Reserve + Loan Fees	\$14,764,216	\$73.82	9.53%
Acquisition / Land Purchase	\$50,001	\$0.25	0.03%
Soft Costs	\$5,350,000	\$26.75	3.45%
Hard Costs / FF&E & OS&E / Mark	\$106,000,000	\$530.00	68.42%
Financing Costs	\$18,317,218	\$91.59	11.82%
Contingency	\$10,450,000	\$52.25	6.74%
Total Uses	154,931,434	\$774.66	100.00%

DEVELOPMENT BUDGET

Historical			
<u>Sources</u>	<u>Total</u>	<u>PRSF</u>	<u>% Total</u>
Debt	\$38,841,032	\$554.87	65.00%
Equity	\$20,914,402	\$298.78	35.00%
Total Sources	59,755,434	\$853.65	100.00%
<u>Uses</u>	<u>Total</u>	<u>PRSF</u>	<u>% Total</u>
Interest Reserve + Loan Fees	\$14,764,216	\$369.11	24.71%
Acquisition / Land Purchase	\$50,001	\$1.25	0.08%
Soft Costs	\$1,190,000	\$29.75	1.99%
Hard Costs / FF&E & OS&E / Mark	\$27,800,000	\$695.00	46.52%
Financing Costs	\$13,821,218	\$345.53	23.13%
Contingency	\$2,130,000	\$53.25	3.56%
Total Uses	59,755,434	\$1,493.89	100.00%

Affordable			
<u>Sources</u>	<u>Total</u>	<u>PRSF</u>	<u>% Total</u>
Debt	\$42,812,402	\$171.25	65.00%
Equity/Tax Credits	\$23,052,832	\$92.21	35.00%
Total Sources	65,865,233	\$263.46	100.00%
<u>Uses</u>	<u>Total</u>	<u>PRSF</u>	<u>% Total</u>
Interest Reserve + Loan Fees	\$14,764,216	\$59.06	22.42%
Acquisition / Land Purchase	\$50,001	\$0.20	0.08%
Soft Costs	\$1,660,754	\$6.64	2.52%
Hard Costs / FF&E & OS&E / Mark	\$32,215,084	\$128.86	48.91%
Financing Costs	\$14,103,670	\$56.41	21.41%
Contingency	\$3,071,508	\$12.29	4.66%
Total Uses	65,865,233	\$263.46	100.00%

OVERALL METRICS

Unlevered Metrics

Return Metrics	
Profit	\$5,182,461,398
IRR	28.6%
Equity Multiple	12.7x

Levered Metrics

Return Metrics	
Profit	\$1,094,244,717
IRR	35.8%
Equity Multiple	3.4x

MARKETING & BRANDING



- Preservation of historic exterior and Rootwad Park
- Community plaza/ park where school-aged citizens can spend time by the Mississippi river
- Walkable community

Future Statement

The Arc of Innovation offers a comprehensive solution to rejuvenate St. Louis, fostering a diverse community by integrating residential, commercial, and recreational spaces with a focus on sustainability and inclusivity. We aim to attract businesses, residents, and visitors, revitalizing the city's economy and creating a vibrant hub for growth and prosperity amidst the emerging boom of innovation. Together, let's build a brighter future for St. Louis.



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