HUSCH BLACKWELL



# Ernesto R. Segura

**PARTNER**

ST. LOUIS, MO
PHONE: 314.480.1711
EMAIL: ERNESTO.SEGURA@HUSCHBLACKWELL.COM

**OVERVIEW**

## Ernesto counsels developers, investors, and public bodies on some of the most consequential real estate and public finance transactions in the country.

Based in St. Louis, Missouri, and active throughout the Midwest and beyond, Ernesto has guided hundreds of transactions and billions of dollars in capital investment into communities.

He primarily counsels developers and public bodies on all aspects of development, from land acquisition through the construction and leasing of all types of real estate. Applying his broad experience with real estate transactions in nearly every U.S. state, he has particular skill in navigating complex entitlement and project finance issues surrounding commercial, industrial and public infrastructure projects such as data centers, logistics centers, corporate campuses, greenway networks and professional sports arenas.

This “deal-making” versatility allows Ernesto to provide keen insights into helping clients achieve their goals, particularly when faced with challenging political or public headwinds. His work as counsel to a variety of public bodies allows Ernesto to guide projects with a holistic perspective on the issues that matter most to both public and private stakeholders. He regularly guides private clients through the structuring, negotiation, adoption and implementation of public financing tools and incentives, such as tax abatements, tax increment financing (TIF), public-private partnerships (P3), and state and federal tax credits, including Historic Tax Credits (HTC) and New Markets Tax Credits (NMTC). Ernesto negotiates commercial, office and industrial leases for landlords and tenants and has

## Industry

Real Estate, Development, & Construction

## Services

Arena & Stadium Development
Corporate Real Estate
Data Centers
Development Incentives & Tax Credits
Emerging Companies & Venture Capital
Land Use
Public Law
Public-Private Partnerships (P3)
Retail Real Estate

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extensive experience in drafting state and local legislation and assisting in its refinement and passage. Beyond transactional structuring, he is regularly engaged in troubled or stalled transactions—including distressed assets, recapitalizations, and projects facing regulatory or community opposition—where his public-side fluency and deal-structuring depth allow him to identify pragmatic paths forward.

Ernesto takes great pride in developing and managing his client teams. Having spent his entire legal career with Husch Blackwell, he leads his teams with a collaborative, relationship-first approach—bringing the right people to the table at every stage to drive complex transactions to a successful close.

Ernesto's work has been recognized by legal and real estate industry publications, and he is an active voice in the field, speaking regularly and authoring articles on a variety of real estate development topics.

## Featured Experience

### Redeveloped Logistics Center Is a Win for Client and Community

Ernesto and his team represented NorthPoint Development in the acquisition and redevelopment of a stalled, 165-acre industrial logistics center embroiled in multimillion-dollar litigation. The team unwound existing public financing incentives and negotiated and implemented new public financing incentives, including real property tax abatement and New Markets Tax Credits (NMTC).

The Hazelwood Logistics Center NorthPoint was a front-to-end massive undertaking that spanned several years. The St. Louis Business Journal awarded the project the 2018 Building St. Louis Award in the Public/Private Project More Than $10 Million category.

## Experience

#### DEVELOPMENT INCENTIVES & TAX CREDITS

- Represented client in multiple New Markets Tax Credits (NMTC) financing transactions for buildings in major industrial park in Kansas City, Missouri.
- Represented industrial developer in acquisition and development of 1.3 million-square-foot logistics optimization center leased to General Motors, including negotiation and adoption of real property tax abatement and creation of transportation development district to assist with financing and construction of related public improvements.

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## Experience

- Advised developers on numerous tax increment financing projects in Missouri, Illinois and Nebraska ranging from $5 million to $90 million in approved TIF funding.

### ARENA & STADIUM DEVELOPMENT

- Retained by owners of St. Louis Blues NHL franchise to structure and negotiate governmental incentives provided by City of St. Louis to support first phase of $140 million renovation of Enterprise Center, home of the Blues and a major downtown entertainment venue. Representation involved negotiation, adoption and implementation of public financing tools such as municipal revenue bonds, Community Improvement District sales tax and successful defense of litigation challenging the constitutionality of public financing.

### CORPORATE REAL ESTATE

- Represented developer in public financing for a new office tower, which consisted of $202 million Chapter 100 bond financing and $18.5 million transportation development district bond financing.
- Represented Fortune 100 publicly traded company in development of 225,000-square-foot facility costing in excess of $70 million. Financing included nearly $22 million of Missouri BUILD bonds, Chapter 100 bond financing and sales tax abatement.
- Counseled landlord in negotiation of office leases in 750,000-square-foot office tower.

### OTHER REAL ESTATE

- Counseled lenders and developers on real estate due diligence and title insurance matters in more than 30 states.
- Represented privately held company in all real estate aspects of $95 million sale of corporate assets, including six separate river terminals (fee-owned and leased property) in multiple states.

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## Recognition

- *The Best Lawyers in America®*
  - Land Use and Zoning Law, 2023 and 2024, 2026 and 2027
  - Project Finance Law, 2023-2027
  - Real Estate Law, 2021-2027
- *IFLR 1000 United States*
  - Real Estate (Missouri), Rising Star, 2019, 2022-2025
- *Missouri & Kansas Super Lawyers*
  - Real Estate, Rising Star, 2018
- *Missouri Lawyers Weekly*
  - "Up & Coming," 2017
- Regional Business Council, Leadership 100
- St. Louis Business Diversity Initiative

## Education

- J.D., Saint Louis University School of Law
  - *cum laude*
- B.A., University of Colorado Boulder
  - Environmental, Population and Organismic Biology

## Admissions

- Missouri
- Illinois

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## Community Leadership

When his nephew spent a month at St. Louis Children's Hospital, Ernesto saw firsthand what a hospital can do for patients and their families. He and his wife joined the hospital's Young Friends group and assist with the fundraising event Cocktails and Clowns. The money raised allows doctors and nurses to enter the hospital rooms dressed as clowns, helping kids form positive associations with hospital staff.

- University of Colorado Alumni Association




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