



David G. Richardson

PARTNER

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OVERVIEW

A savvy and skillful advisor in the complexities of real estate incentives, David is sought out for his knowledge in financing, development and construction. He has made his mark on a number of well-known projects located in the Midwest.

David began his legal career exclusively representing cities, counties and other governmental bodies in land-use and development issues and uses this knowledge to get results for clients. He represents developers and municipalities in land use, real estate and related litigation matters. David's personal ties to this industry stem from his employment as a historic preservation planner prior to attending law school.

David advises clients on various development issues, including zoning, redevelopment, tax increment financing (TIF), annexation, public financing, economic development and incentives, and capital improvements and facilities financing. He has drafted subdivision, zoning, impact fee, growth management systems and other development regulations for more than two dozen municipalities. David is listed in the prestigious *Bond Buyer's*

"David has provided sound advice and takes a constructive approach to finding solutions."

— Chambers USA 2023

Industry

Real Estate, Development, & Construction

Services

Affordable Housing & Community Development

Arena & Stadium Development

Banking & Finance

Development Incentives & Tax Credits

Government Solutions

Hospitality

Land Use

Nonprofit Organizations & Religious Institutions

Opportunity Zones

Public-Private Partnerships (P3)

Startups

Tax

Municipal Marketplace (the "Red Book"). David's noteworthy accomplishments include:

- Advising the City of St. Louis, Mo., in a redevelopment project that could engulf more than 1,000 acres on the city's north side.
- Advised company in securing the first-ever state historic tax credit issued by Illinois for restoring historic hotel in Peoria, Ill.

David's broad knowledge comprises real estate transactions such as purchase, sale, leasing, construction and financing. He represents clients in the structuring, negotiation and documentation of secured and unsecured loan and credit facilities. David also handles a variety of tax credit matters, including state and federal historic tax credits, low income housing tax credits and New Markets Tax Credits. In addition to counseling clients, David frequently speaks on land use and real estate issues at conferences and seminars.

Experience

- Obtained and closed \$11.9 million tax increment financing (TIF), Chapter 100 bond sales exemption on construction materials, \$11.5 million in historic tax credits (HTC) and renewable energy tax credit (RETC) investments, and \$17 million in Missouri HTC and Brownfield Credits purchases on expedited timeline for significant downtown St. Louis historic rehabilitation \$92.4 million development project for publicly traded company office space.
- As key member of the firm's CARES Act resource team, advised clients on accessing COVID-19-driven financial assistance, including Paycheck Protection Program (PPP), Economic Injury Disaster Loans (EIDL) and Main Street Lending Program.
- Retained by the public-private economic development partnership coordinating response to a RFP for production of the Boeing 777x aircraft. Worked with representatives from the State, County, Municipal and private sectors to prepare incentives packages for three proposed scenarios, the largest of which entailed an investment of \$8.5 billion and the creation of over 7,000 jobs.
- Represented developer on the redevelopment of a former Chrysler auto plant in Fenton, Mo. into a multi-modal center and logistics park. Transaction involved multiple layers of state and local incentives.

Experience

- Assisted the city of St. Louis in successfully negotiating the complex acquisition, sale and financing of a 1,081-room convention headquarters hotel. The creative financing structure involved the federal Department of Housing and Urban Development, the St. Louis Area Enterprise Zone Board, the Missouri Department of Economic Development, the Missouri Development Finance Board, the city of St. Louis and several private lending sources.
- Retained to structure the governmental incentives provided by the city, county and state to support development of the \$400 million Busch Stadium and special development counsel to the City of St. Louis, Mo., with respect to the related Ballpark Village project, a \$600 million mixed-use district north of the new Busch Stadium. Transaction involved negotiation, adoption and implementation of a number of financing incentives. Assisted the city with \$18 million of Missouri Downtown Economic Stimulus Act (MODESA) bonds; transaction included clawback provision for risk management.
- Representation of non-profit organization on an \$8.2 million scattered site affordable housing project in St. Louis County, utilizing 9% Federal and Missouri LIHTCs along with Port Authority Funds.
- Represented McGowan Brothers Development Corp. in \$25 million residential redevelopment of a vacant building in downtown St. Louis, as well as the capitalization of two new businesses located in that building. Wide variety of public and private financing sources analyzed and secured for project.
- Counseled EM Properties in securing the first-ever state historic tax credit issued by Illinois for restoring the historic Hotel Pere Marquette in Peoria, Ill.
- Represented the City of St. Louis as special counsel in tax increment financing redevelopment project involving nearly 1,100 acres on the city's north side.

Recognition

- BL Rankings' *The Best Lawyers In America*®
 - Land Use and Zoning Law, 2007-2025
 - Real Estate Law, 2007-2025
 - Best Lawyers® Land Use and Zoning Law "Lawyer of the Year," St. Louis, 2012
- *Chambers USA*, Real Estate, 2020-2024
- *The Legal 500 United States*
 - Real estate, Recommended attorney, 2024
 - Real estate: Land use/zoning, Recommended attorney, 2024
- Lafayette Square Restoration Group President's Award, 2002
- Midwest Real Estate News CRE Hall of Fame, 2015 inductee
- Thomson Reuters' Missouri & Kansas Super Lawyers, Real Estate, 2009-2017
- *St. Louis Business Journal*, "40 Under 40," 2003

Education

- J.D., University of Kansas School of Law
 - *Kansas Journal of Law and Public Policy*, publications editor
- M.S., Columbia University
 - Historic Preservation
- B.A., Creighton University
 - *cum laude*
 - Classical Civilizations and History

Admissions

- Missouri
- Kansas
- Texas

Community Leadership

- Attorneys for Big Brothers Big Sisters, founder
- City of St. Louis, Board of Preservation, Commissioner
- Gateway Greening, Inc., Board of Advisors
- Grace Hill Settlement House, Presidents' Council
- Lafayette Park Conservancy, founder; Board of Directors
- Landmarks Association of St. Louis, Inc., Board of Counselors
- National Trust for Historic Preservation, Board of Advisors
- Old North St. Louis, Advisory Board
- Preservation Action, Board of Directors, Federal Historic Preservation Program Task Force
- St. Margaret of Scotland School, Board of Directors, President



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