



EXPRESS SCRIPTS®

Express Scripts Incorporated at the University of Missouri-St. Louis



1993 UMSL Master Plan

- Identified property acquisitions to support growth
- Included a business & research park to:
 - Generate student internships & jobs
 - Academic & research partnerships
 - Enhance economic growth
- But as of January 2005, UMSL had no tenants



Express Scripts Inc.

- Fortune 200 (\$18 B in 2005 revenue, \$40 B est today) company issued RFP to relocate its headquarters in January 2005
- UMSL determined that the company fit the criteria for the business & research park.
- Formally answered RFP - along with dozens of others



Several challenges

- Land acquisition (cost, eminent domain).
- Access road (\$10 million).
- Environmental issues, dump site, Brownfield redevelopment.
- Tax districts and financing.
- Relocation of baseball field.



So how did UMSL - with no money and numerous challenges - land the Express Scripts headquarters?



UMSL had unique amenities

- Central location with highway, metro and airport access.
- Opportunity for on-site employee education and development.
- Connection to faculty experts in information technology, health delivery and economics, communications and marketing, business logistics, etc.
- Enhanced recruitment of a diverse, best-in-class workforce [students/alumni].
- Shared values: quality, access, cost.



Most importantly, UMSL landed the Express Scripts headquarters because it offered not to be a landlord or developer, but to be its partner.



UMSL-Express Scripts

Partners in Progress

- Express Scripts and UMSL have created an anchor for economic development in north St. Louis County:
 - Jointly employ more than 6,600 in north county.
 - Largest business-university partnership of its kind in the country.
- Upscale development has created a ripple effect for other projects:
 - North Park [north of campus along I-70], including new Express Scripts distribution center.
 - IT Enterprises ... a UMSL facility promoting information technology start-ups.



UMSL-Express Scripts

Partners in Progress

- Established company's first internship program involving UMSL students as well as students from other area colleges.
- Created mentoring program at Cool Valley Elementary School, Normandy Middle School and McCluer South-Berkley High School
- Express Scripts became lead sponsor of UMSL's Bridge program that prepares disadvantaged high school students for college:
 - 100% of students completing the Bridge program over the past four years have matriculated to college.



UMSL-Express Scripts

Partners in Progress

- Created professional development program for Express Scripts employees with introductory courses in business, project management and legal issues.
- Established a Professional MBA program specifically for Express Scripts employees.
 - 1st cohort graduated in August 2010
- Joint research on call center employee retention , Student developed testing software and prescription drug price elasticity.



UMSL-Express Scripts

Partners in Progress

- Started a 2+2 program in January -- Express Scripts employees can obtain bachelor's degrees through St. Louis Community College and UMSL [focus on business and communication].
- Discussions underway about several other academic partnerships, including:
 - Establishing online courses for Express Script employees located outside of the St. Louis region.
 - Creating a multidisciplinary program focusing on behavior economics



UMSL goes public with its ... Gateway for Greatness campaign

- Gateway for Greatness initiative seeks to raise a minimum of \$100 million by July 2012.
- Silent phase began in July 2005.
- Initiated the public phase at the Founders Dinner in September.
- George Paz CEO of Express Scripts, is chair of the campaign.



Thirteen individuals and corporations have stepped forward with gifts of \$1 million or more

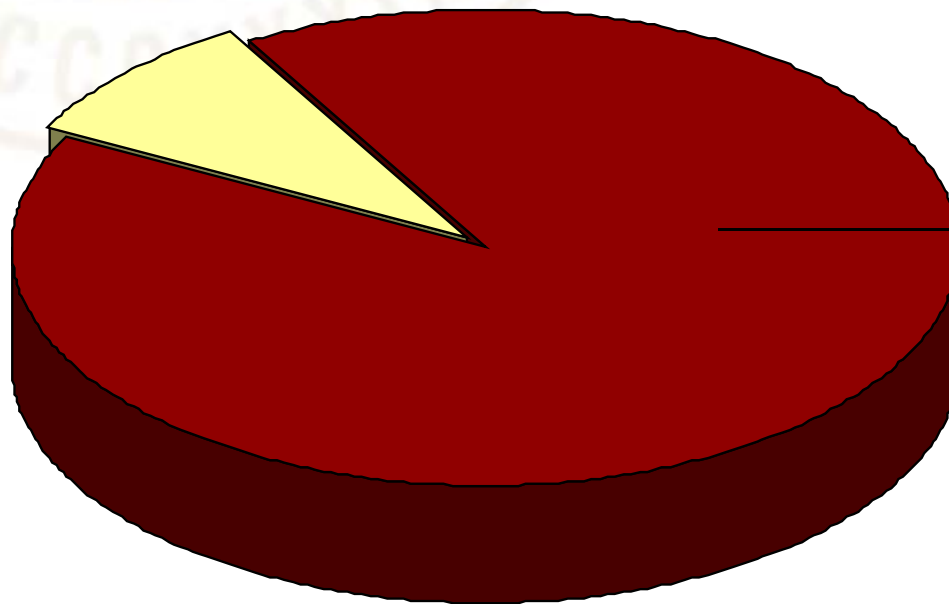
- The Express Scripts family has become the largest donor to the Gateway for Greatness campaign:
 - \$2.5 million from Express Scripts Inc.
 - \$500,000 from George and Melissa Paz.
 - \$1 million from Express Scripts Foundation.
 - Additional gifts are coming in.



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UMSL set its sights higher largely because of George Paz and Express Scripts

- Original campaign goal had been \$100 million over seven years.
- That now represents the minimum UMSL seeks to raise.



\$91.5 million to date





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