



NEWS RELEASE

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For Immediate Release

CargoBay Renovates K-Mart Store in Hazelwood and Opens for Business

Hazelwood facility chosen as first introduction in St. Louis Market

Hazelwood, Mo., (April 14, 2009) – The city of Hazelwood is the **first municipality** in the St. Louis market to have the newest CargoBay location in America. A **grand opening and press conference**, involving **St. Louis County Executive Charlie A. Dooley, Hazelwood Mayor T.R. Carr and CargoBay CEO Case Lawrence**, is scheduled for **Tuesday, April 21, at 10:30 a.m.** The event will be held at the former K-Mart store located at **7220 N. Lindbergh Blvd. in Hazelwood.**

CargoBay, a California-based company, spent millions of dollars converting the old K-mart building into a state-of-the art facility with contemporary loft-style architecture and advanced technology solutions. It has the potential to be the business address for up to 150 small businesses, providing each of them with office and storage space.

“This is a significant step for economic growth and development in the St. Louis area,” said Case Lawrence, CEO of CargoBay. “We’ve turned an empty big box retail store into a place where people can make their career dreams come true. Everyone has thought about starting up their own business at one point in their life, but let that dream slip away due to high overhead costs.”

Lawrence continues by saying that his company’s new business incubator concept is an innovative experiment for communities like Hazelwood. “We hope that the CargoBay opening in Hazelwood will be a positive, optimistic message to those who may have lost their jobs recently. Making it affordable for them to become their own boss is one good way of stimulating our economy. Small businesses produce far more jobs than any other sector of the economy,” Lawrence added.

The new CargoBay facility in Hazelwood offers attractive and affordable office space for small businesses of all sizes. Those just starting out can use a one room office with the option of trading up to a bigger one when the time comes to expand. Each unit is fully equipped with a

CargoBay Opens Facility in Hazelwood, Add One

self-contained telephone system and wiring capabilities to set up a company intranet system with security features. The facility also showcases the following amenities: multiple conference rooms equipped with the latest teleconferencing and audiovisual functionality; 6 work bays; 40 virtual offices; and a shipping and fulfillment hub. In addition, CargoBay provides 30 P.O. Boxes and over 200 storage units enabling business owners to maintain product inventory, office supplies and file storage under the same roof.

“This is a new day for small businesses in the St. Louis area. Office space at CargoBay is well designed and affordable. No leases are involved. It gives tenants all the benefits, efficiencies and resources they would normally find in a bigger company on a much more cost-effective scale,” Lawrence responded.

“We’re excited to welcome CargoBay to the local business community in Hazelwood,” said David Cox, Economic Developer of Hazelwood. “It’s definitely a plus factor for us to add CargoBay to our diverse mix of industrial, retail and service businesses. What’s good for Hazelwood is good for the entire North County area since we are a major ‘economic engine’ that powers growth and development in the region. Furthermore, it’s a competitive advantage for CargoBay tenants to be in Hazelwood since the cost of doing business here is low.”

The recent company bankruptcies of Circuit City, Value City and Linens ‘n Things produced the closing of more than one thousand retail stores nationwide. There’s a growing concern on what to do with a glut of these “temples of consumption,” a phrase coined by writer Joel Garreau to describe big box retail stores, which now sit dormant all over the country. In all, 148,000 stores of all sizes closed last year, according to the International Council of Shopping Centers. It predicts 73,000 more by July.

The weak economy has worsened the effects of a growing problem with retailers who have a tendency to relocate to newer digs and more shoppers. According to Ellen Dunham-Jones, an architecture professor at Georgia Tech, the business model of most retailers is to treat their stores as essentially disposable. “A typical Wal-Mart is only expected to last five years. After that, they expect to do a ‘consolidation,’ which is really closing the store,” Dunham-Jones said. “Planned obsolescence is built into the model.”

CargoBay’s creative reuse of the empty K-Mart store in Hazelwood is one way of resolving this problem.

About CargoBay

CargoBay is a campus and incubator for small businesses that incorporate 1 to six employees. CargoBay offers office space, premium storage solutions, and a shipping and fulfillment hub, all at the same location. Tenants can take advantage of conference rooms, hot desking, document storage and the latest technology solutions. The company has two locations in Clovis, Calif., and one in Idaho. The facility in Hazelwood is the fourth location. Expansion plans include Fresno, Calif., Denver, Colo., Gilbert, Ariz., Fremont, Calif., and Austin, Texas. For more information, visit www.cargobay.com.

About Hazelwood, Missouri

With a population of nearly 27,000 residents covering 17 square miles in northwest St. Louis County, the city of Hazelwood offers all the amenities of big city living with the family-friendly charm of suburban life. Hazelwood’s close proximity to Lambert St. Louis International Airport and access to major transportation routes throughout North America gives companies a competitive edge. Home to more than 1,000 businesses, the city of Hazelwood offers a business climate that stimulates growth because of the low cost of doing business. For more information, call the City Hall at (314) 839-3700 or visit www.hazelwoodmo.org.