HUSCH BLACKWELL

Gregory R. Smith

SENIOR COUNSEL

ST. LOUIS, MO
PHONE: 314.480.1720
EMAIL: GREGORY.SMITH@HUSCHBLACKWELL.COM

OVERVIEW

As a recognized and trusted deal-maker, Greg has played a critical role in some of the biggest property transactions in the Midwest.

Greg's legal insights and multifaceted understanding of real estate markets were indispensable in these large-scale developments. He's known for his work with major league stadium deals and is consistently recognized as one of the top lawyers in his field.

Greg primarily works with real estate developers on incentivized development, helping private developers negotiate assistance through public incentives, such as the use of capitalized sales or real estate taxes, tax credits, retention of earnings tax credits and capital investment credits. He has represented parties in some of the most significant redevelopment projects in the St. Louis region. He also counsels public and private clients in all facets of real estate transactions, including corporate relocations, public infrastructure projects and public-private partnerships.

He attributes much of his success working on such significant deals to having a great team. For Greg, the practice of law is exciting, with no two days exactly alike. He has been with the firm since 1981

"Gregory has an incredible business mind and is an excellent advisor to bounce ideas off."

— Chambers USA 2025

Industry

Real Estate, Development, & Construction

Services

Arena & Stadium Development

Development Incentives & Tax Credits

Healthcare Providers

Land Use

Public-Private Partnerships (P3)

© 2026 HUSCH BLACKWELL LLP. ALL RIGHTS RESERVED

and served as the CEO and Managing Partner for six years, and led as Chairman from 2018 to 2021.

Featured Experience

Millions in Subsidies Secured to Redevelop Factory Site

When a real estate developer decided to redevelop 295 acres at the former Chrysler plant site in St. Louis County, Greg and his team represented the developer in the acquisition, development, construction contracts, leasing and sales of the $200 million multifaceted project. Negotiations resulted in $55 million in necessary subsidies from the county, city and state to create the road system, sewer system and electrical grid for the 2.1 million-square-foot business park.

Experience

ARENA & STADIUM DEVELOPMENT

- Advised Kiel Center Partners on $130 million renovation of Enterprise Center, home of the St. Louis Blues.
- Advised City of St. Louis in legal structuring and public financing of new $420 million ballpark for St. Louis Cardinals and $200 million Ballpark Village.
- Represented multiple public entities in the relocation of the then Los Angeles Rams to St. Louis in 1995, including all facets of the structured public financing and lease negotiations with the Rams. Continued to represent the Rams' Landlord, St. Louis Convention & Visitors Commission, for 19 years in all facets of the lease relationship.
- Advised regional public entities on retention of NFL football in St. Louis and on construction and financing of new NFL stadium.

DEVELOPMENT INCENTIVES & TAX CREDITS

- Represented Express Scripts Inc. in the planning, acquisition and development of 300,000-square-foot headquarters on the campus of the University of Missouri-St. Louis – the first Fortune 100 company to locate on a university campus. Express Scripts has expanded to three more buildings.

© 2026 HUSCH BLACKWELL LLP. ALL RIGHTS RESERVED

Experience

- Represented St. Louis County with financing and redevelopment of the 550-acre NorthPark industrial development adjacent to Lambert-St. Louis International Airport. Negotiations encompassed four cities, the State of Missouri and private developers, resulting in formation of a collaborative public and private redevelopment entity.
- Represented Peabody Energy Corp. as it selected a new corporate headquarters in downtown St. Louis. Guided company with package of public financing vehicles, including a 10-year personal property tax exemption and a sales tax exemption on construction materials. Project involved 250,000 square feet of leased space and construction improvements of $20 million.
- Advised developer in all facets of 356,000-square-foot regional power center anchored by national retailer and assisted by $50 million in tax increment financing.

Recognition

- *The Best Lawyers In America*®
    - Eminent Domain and Condemnation Law, 2007-2027
    - Land Use and Zoning Law, 2007-2027
    - Real Estate Law, 2007-2027
    - Best Lawyers® Land Use and Zoning Law “Lawyer of the Year,” St. Louis, 2017
    - Best Lawyers® Eminent Domain and Condemnation Law “Lawyer of the Year,” St. Louis, 2011, 2021
- *Chambers USA*
    - Real Estate, Senior Statespeople, 2024-2026
    - Real Estate, 2010-2023
- *Missouri Lawyers Media*, "Law Firm Leader," 2021
- *The American Lawyer*, Midwest Trailblazers, 2021
- *Missouri & Kansas Super Lawyers*, Real Estate, 2005-2018

© 2026 HUSCH BLACKWELL LLP. ALL RIGHTS RESERVED

Education

- J.D., Saint Louis University School of Law
  - *Saint Louis University Law Journal*
- B.A., Washington University in St. Louis
  - Political Science

Admissions

- Missouri

Community Leadership

Greg serves his community in leadership positions with regional business organizations. But where the citizens of St. Louis really see his impact is with the professional sports teams he has helped bring to the St. Louis area and the number of jobs he has helped to create by working on large-scale real estate developments. He feels blessed to have had such opportunities to make a positive difference in his hometown.

The Best Lawyers in America®

© 2026 HUSCH BLACKWELL LLP. ALL RIGHTS RESERVED