

**CITY OF FAIRVIEW HEIGHTS
BUSINESS ALLIANCE COMMISSION (BAC)
TUESDAY, JUNE 28, 2016 – 1:30 P.M.
MEETING ROOM A
FAIRVIEW HEIGHTS CITY HALL
10025 BUNKUM ROAD**

AGENDA

1. CALL TO ORDER
2. CITIZENS' COMMENTS
3. APPROVAL OF APRIL 26, 2016 MINUTES
4. SALES TAX REPORT
5. ECONOMIC DEVELOPMENT DIRECTOR'S REPORT
6. DISCUSSION OF 2016 HOTEL/MOTEL APPLICATIONS AND NEED FOR REVISIONS
7. DISCUSSION OF ROUNDABOUT IN PHASE II OF STREETScape PROJECT
8. NEXT MEETING – JULY 26, 2016 AT 1:30 P.M.
9. ADJOURN

THE CITY OF FAIRVIEW HEIGHTS
BUSINESS ALLIANCE COMMISSION (BAC)
Tuesday, April 26, 2016 – 1:30 p.m.
Meeting Room A
10025 Bunkum Road, Fairview Heights, IL

Committee Members in attendance – Chuck Daily, Michael Hagen, Don Barkley, Marty Bausano, Bill Poletti & Charlie Kassly

Committee Members absent – Brandon LaMarque & Elroy Philip

Other Aldermen and Elected Officials in attendance –

Staff in attendance – Mike Malloy & Tim Tolliver

Recorder – Becky Short

Public Participation

None

Approval of Minutes

Motion and second were made by Bill Poletti/Don Barkley to approve the March 22, 2016 minutes. The motion carried by voice vote and was unanimous.

Sales Tax Report

Commission reviewed the sales tax report. The city is down this month 1.7%, but up 4.3% overall for the fiscal year.

Economic Development Director's Report

Malloy announced he is working on a new development on the 72 acres. Malloy discussed several projects in the works – a grocery store, Hoyleton, NAPA Auto parts, a private school, White Barn Candle, Encore Shoes, and the new Recreation Center.

Status of Proposed Infrastructure Improvements at St. Clair Square East Parking Lot – Michael Hagen

Water, electric, and phone have been pulled on the St. Clair Squall Mall parking lot. They are going through the required inspections this month. The commission discussed 2017 festivals that would benefit from having these amenities on site.

Proposed Development Code Revisions – Tim Tolliver

Tolliver briefed the commission about the proposed development code revisions. The Subcommittee of the Planning Commission have been going over current and proposed changes to Chapter 14 of the Development Code. They are trying to make the code more business friendly. The next Development Code meeting will be on Thursday, April 28th at 10:00 a.m.

Next meeting will be May 24, 2016 at 1:30 p.m.

Adjournment 2:19 p.m.

Submitted By:

Recorder

DRAFT

CITY OF FAIRVIEW HEIGHTS, IL
SALES TAX REPORT
State 1% Municipal Tax Portion

DISTRIBUTION MONTH	MAY 2013 - APRIL 2014	MAY 2014 - APRIL 2015	MAY 2015 - APRIL 2016	MAY 2016 - APRIL 2017	% CHANGE	CHANGE IN DOLLARS
MAY	\$ 601,011.50	\$ 584,713.94	\$ 586,147.75	\$ 632,285.33	7.9%	\$ 46,137.58
JUN	655,667.46	647,401.33	708,268.15	-		
JUL	574,119.26	578,345.95	563,612.88	-		
AUG	586,795.92	593,876.18	607,839.70	-		
SEP	610,055.28	579,381.42	653,462.36	-		
OCT	554,178.50	550,782.54	573,059.41	-		
NOV	574,589.49	579,500.49	642,921.78	-		
DEC	468,313.25	588,998.17	626,164.49	-		
JAN	589,088.14	580,475.99	627,103.06	-		
FEB	687,960.48	680,833.91	695,015.32	-		
MAR	969,659.49	1,028,593.77	1,041,010.81	-		
APR	458,225.94	528,428.24	519,339.92	-		
YTD TOTAL	\$ 7,329,664.71	\$ 7,521,331.93	\$ 7,843,945.63	\$ 632,285.33		\$ 46,137.58
YTD CHANGE	-6.7%	2.6%	4.3%			
MONTHLY AVG	\$ 610,805.39	\$ 626,777.66	\$ 653,662.14	\$ 52,690.44		

MEMORANDUM

TO: Elected Officials

FROM: Mike Malloy, Director of Economic Development

DATE: June 17, 2016

SUBJECT: Development Committee Agenda Overview

Economic Development Director Report:

1. There are eight (8) items on the June 22, 2016 Development Committee agenda for consideration. Four (4) of the items relate to the creation of the Ludwig Drive TIF. The other four (4) items relate to the creation of the State Route 159 North TIF.
2. The former Hobby Lobby space in the Crossroads Shopping Center will soon be the home of two (2) new tenants to the City. Sky Zone has signed a lease with Brixmor, owner of Crossroads Center, to utilize a portion of the former Hobby Lobby space for an Indoor Trampoline Park. The balance of the former Hobby Lobby space has been leased to a grocery store chain. Both the grocery store and Sky Zone anticipate to open in early September.
3. Outlet Max has leased 4,000 sq. ft. at Crossroads Center.
4. Sweet Pleasure Cupcakes and Cookies and a Touch of Bulgaria have recently opened in St. Clair Square.
5. Ruby's, an eatery and gaming establishment, opened June 14th in Winchester Plaza. A ribbon cutting is scheduled for Friday, June 24th at 11:00 a.m.
6. Staff successfully negotiated Intergovernmental Agreements with taxing districts in the Ludwig Drive TIF and the State Route 159 North TIF.
7. Staff continues to work with a developer concerning the placement of a large scale development project on a portion of the 72 acres, which is in process of being TIF'd
8. Staff is working with two (2) separate businesses considering placement in the proposed Ludwig Drive TIF.
9. Staff, in conjunction with the Park's Director, made a presentation to Caseyville Township concerning placement of a portion of the proposed Sothern Corridor Trail on Township property.
10. Staff obtained Sales Tax Exemption certificates from the IL Department of Revenue for the Perfect Finish and NAPA Auto Parts Store projects.
11. Staff developed the Program Agenda for the Downstate ICSC Alliance meeting to be held in Fairview Heights on August 25th at the Four Points by Sheraton.

12. Worked with Illinois South Tourism to develop a marketing program for the City for 2017.
13. Staff successfully concluded the sale of city property at 10408 Lincoln Trail to Jim McKay to construct a NAPA Auto Parts store.
14. Staff is working with a realtor to allow construction of a grocery store on Lincoln Trail.
15. Staff continues to work on individual site characteristics for the proposed Recreation Center.

Mike Malloy
Director of Economic Development



([HTTP://WWW.SKYZONE.COM](http://www.skyzone.com))



WHAT IS SKY ZONE?

Sky Zone is the world's first indoor trampoline park. We're the inventors of "fun fitness" and the makers of trampolines as far as the eye can see. We give you one of the greatest workouts ever combined with awesome, healthy fun. We've been voted the number one "out of the box" workout and the "best party ever." Experience WOW - the weightlessness of bouncing, flipping and landing in a pit filled with 10,000 foam cubes.

We are dedicated to providing you with the pure joy that comes with flying. We are sky lovers, thrill seekers and people who believe that jumping is freedom. We believe fitness can be fun and play can be smart. We are healthy and bursting with energy. We fly high and keep it safe. We are Sky Zone.

[BOOK NOW \(/LOCATIONS\)](#)

[BIRTHDAY PARTIES \(/BIRTHDAY-PARTIES\)](#)

[ACTIVITIES & PROGRAMS \(/ACTIVITIES-PROGRAMS\)](#)

[GROUP EVENTS \(/GROUP-EVENTS\)](#)

[FRANCHISE \(/FRANCHISE\)](#)

[SKY ZONE INDOOR TRAMPOLINE PARK](#)



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**FY 17 Marketing Proposal
City of Fairview Heights**

FY 17 Commitment **\$10,000**

Ruby Membership **\$2,500**

Bureau Editorial:

- Visitors Guide: Fairview Heights attractions, parks, restaurants, lodging, golf, shopping, etc.
- Bureau website: inclusion in content and logo banner ad
- Monthly E-newsletter
- Submission of events, attractions, lodging to enjoyillinois.com & Illinois Travel Guide
- *Tourism Times*: Calendar of Events, seasonal inclusion in articles

Advertising/Promotion:

- Full page ad in 2016 Visitors Guide (115m) – 50 % discount **\$2,612**
- Brochure & map creative update/Craig Simon **\$500**
- Brochure reprint **\$2,549**
- Tear off maps reprint (10m) **\$664**
- • KMOX radio drive time Campaign, promoting August 2016 Midwest Salute to the Arts & Midwest Wingfest **\$1500** — do together
- FY 16 Carry over **-\$325**

TOTAL: **\$10,000**