

**Committee Members:**

Charles Daily  
Bill Poletti  
Don Barkley  
Robert Triplett  
Charles Kassly  
Michael Hagen  
Samantha Carter  
Richard Avdoian  
Van Johnson

**CITY OF FAIRVIEW HEIGHTS  
BUSINESS ALLIANCE COMMISSION  
TUESDAY, FEBRUARY 18, 2020 – 1:30 P.M.  
MEETING ROOM A  
FAIRVIEW HEIGHTS CITY HALL  
10025 BUNKUM ROAD**

**AGENDA**

1. CALL TO ORDER
2. APPROVAL OF JANUARY 21, 2020 MINUTES
3. CITIZENS' COMMENTS
4. ECONOMIC DEVELOPMENT - DIRECTOR'S REPORT
5. MONTHLY REVENUE REPORTS
  - a. 1% MUNICIPAL
6. LAND USE AND DEVELOPMENT - DIRECTOR'S REPORT
7. SET NEXT MEETING - TUESDAY, MARCH 17, 2020
8. ADJOURN

**THE CITY OF FAIRVIEW HEIGHTS  
BUSINESS ALLIANCE COMMISSION (BAC)  
Tuesday, January 21, 2020 – 1:30 p.m.  
Meeting Room A  
10025 Bunkum Road, Fairview Heights, IL**

**Committee Members in attendance** – Charles Daily, Charles Kassly, Don Barkley, Michael Hagen, Van Johnson

**Committee Members absent** – Bill Poletti, Robert Triplett, Richard Avdoian, Samantha Carter

**Other Aldermen and Elected Officials in attendance** – None

**Staff in attendance** – Paul Ellis, Andrea Riganti

**Recorder** – Wendi Gorney

**Call to Order**

Charles Daily called the meeting to order at 1:33 p.m.

**Public Participation**

none

**Approval of Minutes**

Don Barkley made a motion to approve the November 18, 2019 minutes. Seconded by Michael Hagen. Motion passed on voice vote.

**Business Assistance Program (BAP)**

Would like to propose a method to make it more useful. Currently for BAC review only. The staff is still working on finalizing a draft. The BAP uses funds from the TIF fund for property improvements to generate jobs and sales tax revenue. Andrea Riganti added that the current process is quite extensive and that the review will be used to simplify the process and broaden the applicability to increase the usage of TIF funds. The BAP was originally approved by council, so any changes will also need to go through council for approval. Charles suggested getting rid of the employment factor because it is too much of a burden for small businesses to come up with those numbers. Van Johnson noted that just looking through the current application is too big of a hurdle. He suggested putting together a round table of 10-20 businesses to get their input on what is needed to make the process simpler. A discussion on the BAP & TIF programs continued as well as how the programs could also be layered with PACE.

**Economic Development Director's Report**

- Economic Development Strategy Report is complete and has been presented to Council for their approval.
- A new marketing campaign has begun with the tourism bureau and will combine marketing with O'Fallon and Swansea.
- The new All In marketing campaign is ready to launch. Privacy concerns are being evaluated.

- Paul Ellis will be the moderator for the Heartland States ICSC event in St. Louis in February.
- Paul is still working on a dashboard that will include sales tax, hotel tax, food & beverage tax, vacancy numbers, etc.
- Café Biz will hold an Open House January 24<sup>th</sup> and 25<sup>th</sup>.
- A contract for the Babies R Us location is pending.
- A developer is looking to buy around exit 12.
- Another developer is interested in buying 72 acres north of I-64.
- A recurring email Economic Development Newsletter is in progress.
- A PACE Kick off event will be held in the Lower Level of the Fairview Heights Library on February 19, 2020.

### **Monthly Revenue Reports**

Director Ellis presented the sales tax report. The City is up 3.8%, or \$21,280.12, and year to date is down -1.8%, or -\$61,601.26.

### **Land Use and Development** – Presented by Andrea Riganti, TIF Administrator

- Completed the recording of TIF Districts to the State.
- The Bunkum Road TIF has quite a bit of money left in it.
- Adult Recreational Use Cannabis: The city voted to allow sales in our community, however, we now need to implement zoning changes. This will be discussed at the January 28<sup>th</sup> Council Meeting.
- A discussion followed regarding zoning for cannabis retailers and liquor zoning.
- Old Ice Rink – the city will take ownership this week, then they will be looking for incoming destruction bids.

The next meeting is scheduled for February 18, 2020, at 1:30 p.m.

A motion to adjourn was made by Michael Hagen and seconded by Charles Kassly.

**Adjourned at 2:51 p.m.**

Submitted By: Wendi Gorney

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Recorder

# MEMORANDUM

TO: Elected Officials

FROM: Paul A. Ellis, Director of Economic Development

DATE: February 14, 2020

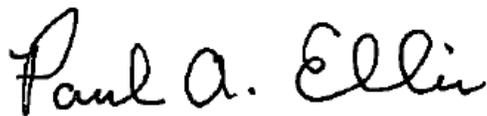
SUBJECT: Economic Dev. Dept. - Director's Report

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1. Now that the Economic Development (ED) Strategy has been adopted, the Director is working to implement its recommendations, especially those that will boost sales tax, hotel/motel tax, and food & beverage tax collections (see below).
2. Aspects of the ED Strategy are particularly interesting to investors, including potential property and business owners, and the Director is sharing the document widely to support interest from those quarters.
3. The Director is working with other City departments and outside agencies to assemble data for the dashboard, which should be available beginning next month, and will begin reporting progress towards goals established in the Strategy each month under items designated with a chevron (♥)
4. The Fource has launched the app for the "All In" Branding Campaign with more than 2300 copies downloaded and 24 offers tendered to date; more than 5200 people visited the website in this month alone (consultants will be on hand Wednesday night to provide a progress report and demonstrations).
5. In addition to the marketing derived from the campaign, the Economic Dev. Dept. is assembling big (aggregate) data which will enable the Director to provide more current and precise market information to brokers, developers and retailers looking to expand into Fairview Heights.
6. Negotiations continue with a developer who is looking to redevelop a large parcel around Exit 12; the Director is expecting to host a site visit in the next few weeks.
7. A national retailer not currently in the Metro East is now looking at other potential locations in Fairview Heights after determining that the former Babies 'R' Us location is too small.
8. The Director and the Director of Land Use & Development are reviewing a new promotional approach being deployed by the City of Hazelwood (MO) for potential incorporation into the Business Assistance Program (see attachment a, below).
9. The Director and the Director of Land Use & Development are also scheduled for a conference call with the Namdar Realty Group, the new owners of Fairview Heights Plaza, to review with that property owner the recommendations for future development included in the ED Strategy. ♥
10. Work continues with Bi-State Development to develop a program supporting food trucks and other "pop up" retail at the MetroLink station here; the Director is in touch with local restaurateurs and others to provide local vendors for this currently untapped retail market. ♥

*Economic Dev. Dept. – Director’s Report (continued)*

11. As the closest full service municipality to the facility, Fairview Heights has developed a highly visible partnership with the World Wide Technologies Raceway; the Director will be meeting with representatives from this venue next month to explore setting up shuttles from St. Clair Square to the raceway similar to the popular Red Bird Express. ♥
12. The Mid America Workforce Investment Board (MAWIB) is exploring how to establish a retail training center in Fairview Heights to serve the agency’s multi-county service area.
13. John Vitale, a Fairview Heights resident who helped facilitate the location of the Signature Tap House, is continuing to help the Director recruit restaurateurs to Fairview Heights through his affiliation with the Mid America Business Brokers Association.
14. The Director moderated a panel discussion on digital marketing earlier this month at ICSC’s Heartland States trade show in St. Louis, at which time he was able to promote the city’s new Branding Campaign to more than 200 retailers and real estate brokers.
15. The Director and the City’s Program Administrator, Tom Appelbaum, have set up a kick-off event to promote the PACE financing incentive with real estate brokers, developers, contractors and property owners on Wednesday evening, Feb. 19 (see attachment b).
16. The Director has been invited to brief brokers from the BARBERMurphy Group, the Metro East’s largest commercial real estate office, on PACE and other city initiatives on Friday, Feb. 21.



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Paul A. Ellis  
Director of Economic Development

Attachments:

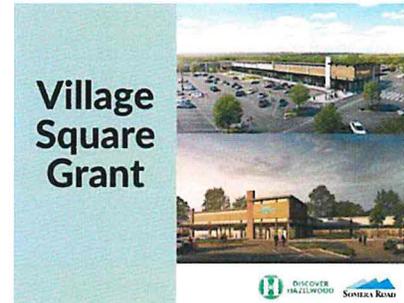
- a. [Somera Road Inc. Partners with City of Hazelwood to Award Grant to Local Businesses \[Hazelwood, MO Newsletter\]](#)
- b. [Flyer for PACE Financing Kick Off Event](#)
- c. [Community Contacts – Business Retention Visits](#)

## Economic Development

Posted on: January 22, 2020

### Somera Road Inc. Partners with City of Hazelwood to Award Grant to Local Businesses

**HAZELWOOD, MO, January 20, 2020** – [Somera Road](#) Inc., a New York-based commercial real estate firm, announces today a strategic partnership with the City of Hazelwood, Missouri, and the Hazelwood Industrial Development Authority to award a small business grant to local businesses seeking storefront space in Village Square Center. The office and retail property, located at the intersection of Lindbergh Boulevard and Interstate 270, is currently undergoing a significant redevelopment program to revitalize and re-tenant the mixed-use center.



“One of the most challenging expenses for any business - especially small business - is real estate costs,” noted Michael Ervolina, Somera Road. “The Village Square Small Business Grant will provide recipients a financial package to invest in their space and help them open for business at Village Square. Additionally, we are excited to provide the space at zero base rent, which will allow recipients the flexibility to focus on what’s most important – their business. There is enormous potential in Hazelwood and we are excited to tap into the ambitions of the local business community in partnership with City officials.”

Interested business owners and entrepreneurs are invited to apply using the [Grant’s website](#) and online application. The applicant deadline is February 28<sup>th</sup>, 2020, which will be followed by a ‘Shark Tank’ styled competition in April to select the final winners. Businesses such as restaurants, clothing boutiques, hair salons, among others may apply. The program is available for local individuals and businesses with small, existing operations or new endeavors looking for retail space.

Recipient will be awarded funds up to \$10,000 to be used for startup costs associated with building out their space at Village Square. Instead of a fixed monthly rent payment, rent will be based off a percentage of sales above a pre-determined threshold, which incentivizes all parties to improve sales and to have their business be successful.

“Village Square has been a shopping destination and staple of the Hazelwood community for many years and is currently undergoing significant and much-needed renovation efforts,” noted Rebecca Ahlvin, Community and Economic Development Coordinator for the City of Hazelwood. “We are inspired to see this center become the vibrant, exciting place it once was and we see this partnership and grant program as the vehicle to kick-start that initiative.”

To apply for the Village Square Small Business Grant, visit [www.villagesquaregrant.com](http://www.villagesquaregrant.com) and for more information about Somera Road Inc., visit [www.someraroadinc.com](http://www.someraroadinc.com).

#### Media Contact:

**Hope Wheeler**

**P:** 202-302-2906

**E:** [hope@collins-company.com](mailto:hope@collins-company.com)

# PACE Financing

Property Assessed Clean Energy

## KICK OFF

Wednesday, Feb. 19th

4:00 - 7:00 PM

Library Lower Level

10017 Bunkum Rd.

Fairview Heights



# FREE

Registration Requested  
by February 17th

TO RSVP OR  
FOR MORE INFO:

**CALL 618.489.2033**

[ellis@cofh.org](mailto:ellis@cofh.org)

## STOP BY & LEARN

PACE financing can be used for energy efficiency upgrades, disaster resiliency improvements, water conservation measures, or renewable energy installations as part of renovation or new construction of commercial properties. PACE financing is available now, for the first time in Southern Illinois, for projects within the city limits of Fairview Heights.



# Community Contacts

Business Retention (Current Businesses) - Jan/Feb 2020

Company Name	Contact	Name	Business Address (Street No. if in Fairview)	Ward	Purpose
Cafe Biz 618		Ke'Ira Lewis	10850 Lincoln Trail (Suite 16)	III	Leasing assistance and program support
CBD Kratom		David Palatnik	10300 Lincoln Trail	II	Chain owner; intro & campaign sign-up
Farnsworth Group		Brian Paul	391 Frank Scott Pkwy. E.	V	Branch manager; potential relocation
GaUCHO's Argentinian Steakhouse		Oscar Farina	823 Lincoln Hwy (Suite 105)	IV	Owner; intro & campaign sign-up
Lizzie Bobs Sweets From Scratch, LLC		Elizabeth Toepfer	823 Lincoln Hwy. (Suite 102)	IV	Owner; intro & campaign sign-up
Lou Fusz Alfa Romeo & Fiat of Metro East		Chris Williams	501 Salem Pl.	IV	Sales manager; intro & campaign sign-up
Olde World Jewelers		George Sharos	4614 N. Illinois St.	V	Following up on previous retention visit
Pyramid Electrical Contractors, Inc.		Ken Keeney	300 Monticello Pl.	IV	Owner; intro & campaign sign-up; PACE
Randall's Wines & Spirits		Todd Randall	10800 Lincoln Trail	III	Leasing assistance
Simply De'Cor Design		Tonya Clark	10234 Lincoln Trail	II	Opening a new business

**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	MAY 2017 - APRIL 2018	MAY 2018 - APRIL 2019	MAY 2019 - APRIL 2020	% CHANGE	CHANGE IN DOLLARS
MAY	\$ 601,011.50	\$ 584,713.94	\$ 586,147.75	\$ 632,285.33	\$ 571,553.40	\$ 553,114.13	\$ 490,116.91	-11.4%	\$ (62,997.22)
JUN	655,667.46	647,401.33	708,268.15	696,077.63	677,065.69	676,704.83	654,604.36	-3.3%	\$ (22,100.47)
JUL	574,119.26	578,345.95	563,612.88	576,220.16	599,877.49	555,320.85	572,195.98	3.0%	\$ 16,875.13
AUG	586,795.92	593,876.18	607,839.70	608,444.47	600,057.37	607,357.54	585,032.16	-3.7%	\$ (22,325.38)
SEP	610,055.28	579,381.42	653,462.36	679,234.60	613,965.54	623,578.60	610,349.55	-2.1%	\$ (13,229.05)
OCT	554,178.50	550,782.54	573,059.41	572,368.09	476,801.05	540,557.44	562,791.28	4.1%	\$ 22,233.84
NOV	574,589.49	579,500.49	642,921.78	599,121.43	575,354.24	570,594.16	561,747.98	-1.6%	\$ (8,846.18)
DEC	468,313.25	588,998.17	626,164.49	612,305.99	581,474.30	577,677.65	585,185.60	1.3%	\$ 7,507.95
JAN	589,088.14	580,475.99	627,103.06	570,540.96	564,056.46	560,273.13	581,553.25	3.8%	\$ 21,280.12
FEB	687,960.48	680,833.91	695,015.32	678,820.57	672,397.54	668,036.72	644,092.22	-3.6%	\$ (23,944.50)
MAR	969,659.49	1,028,593.77	1,041,010.81	974,290.59	935,340.51	870,591.30			
APR	458,225.94	528,428.24	519,339.92	488,717.27	528,625.80	457,194.13			
YTD TOTAL	\$ 7,329,664.71	\$ 7,521,331.93	\$ 7,843,945.63	\$ 7,688,427.09	\$ 7,396,569.39	\$ 7,261,000.48	\$ 5,847,669.29		\$ (85,545.76)
YTD CHANGE	-6.7%	2.6%	4.3%	-2.0%	-3.8%	-1.8%			
MONTHLY AVG	\$ 610,805.39	\$ 626,777.66	\$ 653,662.14	\$ 640,702.26	\$ 616,380.78	\$ 605,083.37			



# CITY OF FAIRVIEW HEIGHTS

10025 Bunkum Road ♦ Fairview Heights, Illinois 62208 ♦ Phone: (618) 489-2000 ♦ [www.cofh.org](http://www.cofh.org)

## INTEROFFICE MEMORANDUM

To: City Council  
From: Andrea Riganti, Land Use and Development Director  
Subject: Director's Report  
Date: February 13, 2020

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Following are the major action items or ongoing projects for the Department of Land Use and Development (LUD):

### Planning and Zoning

- The Planning Commission met on February 11, 2020 to consider zoning text amendments for recreational adult-use cannabis. This item will be discussed in more detail at the February 19 Community Committee meeting.
- Zoning Board of Appeals (ZBA) met on February 6 hear a variance request from Longacre Pond Apartments to allow additional signage on the property. The ZBA recommended approval of the request. It is being forwarded to Community Committee on February 19 for consideration.
- Staff is working with the U.S. Census Bureau on the Boundary and Annexation Survey, the Local Update of Census Addresses and other data to prepare for the 2020 decennial count.
- Staff continues to respond to questions and consult with developers, property owners, and residents on new development, annexation and zoning related matters.
- Staff continues to work with Economic Development Department on various efforts including encouraging joint meetings with potential developers, recommending the in-house development of an economic development packet (which could include an "Open for Business Guide", updated list of incentives, demographic information about the City, map, and other resources), the Economic Development Strategy, and Business Alliance Commission.
- Staff is reviewing the redevelopment plans for the existing Tax Increment Financing (TIF) districts to determine accomplishments and identify future projects.
- Staff continues to review the draft Development Code. Several issues with the draft have been identified, which will require revisions prior to bringing the code forward for adoption.

### Code Enforcement

- Staff continues to perform routine inspections of problem properties and "hot spots" for potential property maintenance issues. Staff also responds to complaint driven issues for same.

- A problem property list has been created for properties that have four valid complaints within 12 consecutive months. These properties are to be proactively inspected twice a month, rather than complaint driven.
- Staff continues to respond to animal control calls.
- During the winter months, staff will engage in property maintenance sweeps of commercial areas.
- Staff continues to establish a neighborhood preservation strategy. The Vacant Building Registration Program draft ordinance is being reviewed by the City Attorney.

<b>IDENTIFIED PROBLEM PROPERTIES - MONITORING REPORT</b>		
February 2020		
<b>ADDRESS</b>	<b>DESCRIPTION OF ISSUE</b>	<b>STATUS (CITED, COURT, ABATED)</b>
9329 Bunkum Road	Tree/junk-debris	Ready for new citations (pending by way of processing)
101 Circle Drive	Tree/junk-debris/grass	Show cause issued on 2-7-20 set for 3-5-20
1419 First Ave.		In compliance
9210 Highland Park Road	N/A	In compliance through January
9008 Hillside Ave	Inoperable vehicle	Court date on 3-5-20
9959 Holy Cross Road	N/A	In compliance through January
Huntleigh Drive Berm	N/A	In compliance through January
10251 Lincoln Trail	trash-debris	Citations sent scheduled for 3-19-20
10850 Lincoln Trail	trash-debris	Have been in contact with property manager about trash issues
1435 Magdalena St.	junk-debris/PM	Ongoing since 6-22-16 (no contact available) Suspicious Circumstance from P.D. ordered new board up of property on 2-5-20
9733 Old Lincoln Trail	grass	In compliance through January
1619 Pontiac Road	PM	(Change in ownership) In compliance
9902 South Road	grass	In compliance through January (recent change of ownership)
9951 South Road	numerous violations	citations dismissed by way of (A.H.)
9964 South Road	grass	In compliance through January
9966 South Road	Shed in disrepair	letter sent on January 29, 2020 to correct issue by March 1, 2020
9125 Summit Drive	numerous violations	Failed to appear/ Ex parte conviction on two citations for \$100.00 each
9123 Summit Drive	grass	In compliance through January
505 St. Clair Road	junk-debris	pending
1722 Sycamore Road	grass	No change through January (recent change in ownership)
70 Wilshire Drive	PM	Compliance letters sent out for roof & trash debris
305 David Drive	PM	Pending
208 Elvira	Junk/Debris	No issue at this time
205 Ashland	Unsafe/Vacant	No change
19 Orlando	Vacant	No change
16 Lexington	Vacant/Grass/weeds	No change
116 Richmond	Junk/Debris	Building permit
54 Potomac	Overgrowth, weeds, some d	Owner moved/vacant
8 Irma Lane	Junk/debris/vehicle issues	Work in progress
20 Hollandia Drive	Debris, items in street	Court actions pending-JW
112 Kassing Ave	Yard issues/vehicle issues	FORECLOSURE
115 South Ruby Lane	Vehicle/Barn/Pool/Occ issue	Court actions pending - EF
105 North Ruby Lane	structure & yard & other	Pending demolition
128 Susan Court	structure & yard & other	Tax Sale
Properties added to the problem property list have four valid complaints within 12 months.		
Properties should be proactively inspected twice a month, not complaint driven.		
If a warning letter is sent property shall be inspected the next business day after requested abatement. Citations shall be issued if no compliance.		

## Building Division

- Staff continues to perform plan review and building related inspections.
- There were thirty-eight building permits issued in the month of January, 2020 compared to 39 building permits issued in January 2019.
- Twelve commercial occupancy permits were issued in January 2020, compared to nine issued in January 2019.
- Building division staff is performing annual inspections of hotels and motels to ensure compliance with health, safety and building codes.

UNSAFE STRUCTURES					
As of FEBRUARY 2020					
TOP FIVE PRIORITY (In the demolition process)					
ADDRESS	OWNER	DESCRIPTION	DATE CONDEMNED	RECOMMENDATION (REPAIR/DEMOLISH)	STATUS
109 N Ruby	Vincent Thomas & orian Bauer	Single Family Dwelling	9/18/2018	Demolition	Contract for demolition issued
9716 Ridge heights	William & Nancy Scofield	Single Family Dwelling	3/14/2014	Demolition	Demolition order approved
9755 Greenridge Hgts	DIAMANTE CAPITAL	Single Family Dwelling	5/21/2013	Demolition or Repair	in court
25&27 Sharilane Drive	St Clair Count Trustee	Duplex	6/6/2016	Demolition or repair	citations issued
9770 Ridge Heights	Carol Smiley	Single Family Dwelling	4/16/2018	Demolition or Repair	citations issued
OTHER UNSAFE STRUCTURES					
9608 Old Lincoln Trail	AAFAB	Single Family	8/30/2013	Demo Or Repair	
10319 Lincoln Trail	Vista Securities	Commercial	2/18/2014	Demo or Repair	
128 Susan Court	St Clair County Trustee	Single Family	6/2/2014	Demo Or Repair	
34 Pine Trail	Keith & Linda Santamour	Single Family	4/20/2016	Demo Or Repair	
9210 Highland Park Rd	Richard Egbert	Single family	4/26/2017	Repair	
72 Bayberry Drive	DIAMANTE CAPITAL	Single Family	8/16/2012	Repair	
8921 Old Bunkum Rd REAR	1rst Alliance Real Estate Inc.	Mobile Home	1/30/2017	Demo or Repair	
8921 1/2 Old Bunkum Road	1rst Alliance Real Estate Inc.	Single Family	1/30/2017	Demo Or Repair	
1703 Pontiac Road	Shane Hale	Mobile Home & Access	10/27/2017	Demolition	
1435 Magdalena Ave	Kristina Johnson	Single Family	12/13/2017	Demo Or Repair	
66 Montclair	Jesse Henley	Single Family	3/28/2018	Repair	
9622 Old Lincoln Trail	Dwayne & Pamela Estes	Single Family	4/6/2018	Repair	
16 Lexington Drive	John & Deboral Burdell	Single Family	5/17/2018	Demo Or Repair	
8923 Old Bunkum Road	Dale & Nicole Cochran	Single Family	6/5/2018	Demo Or Repair	
9733 Old Lincoln	Frank Degenhardt	Single Family	6/11/2018	Repair	
8923 Bunkum Road	Gerald Stickland	Single Family	10/29/2018	Repair	
1513 Pleasant View Drive	Leo Fischer	Single Family	5/16/2019	Demolition	
205 Ashland	Patrick Wongler	Mobile Home & Access	9/11/2019	Demo Or Repair	
29 Lexington	Steven Atkinson	Single Family	12/3/2019	Repair	
8921 Old Bunkum Road	1rst Alliance Real Estate Inc.	Single Family	1/30/2017	Demo or Repair	
9122 Summit	Steven Galvez & Brittany farris	Single Family	1/29/2020	Repair	

Please let me know if there are questions or concerns

## FYE - DID YOU KNOW...ZONING ORDINANCES

- Zoning is an expression of the police power – the power to regulate activity by private persons for the health, safety, morals, and general welfare of the public
- Zoning is the primary comprehensive plan implementation tool
- Divides the municipalities into zoning districts which are shown on a map
- Each district is defined in the zoning ordinance by:
  - Permitted land uses, special uses
  - The size (bulk) of the building
  - Property line setbacks
  - Parking requirements
  - Lot size and building coverage
  - Landscaping standards
  - Development guidelines

