

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

**THE CITY OF FAIRVIEW HEIGHTS
BUSINESS ALLIANCE COMMISSION (BAC)
TUESDAY JUNE 19, 2018 – 1:30 p.m.
Meeting Room A
10025 Bunkum Road, Fairview Heights, IL**

Committee Members in attendance – Chuck Daily, Bill Poletti, Robert Triplett, Don Barkley, Michael Hagen, Richard Avdoian, Van Johnson

Committee Members absent – Charles Kassly, Samantha Carter

Other Aldermen and Elected Officials in attendance – Pat Baeske

Staff in attendance – Paul Ellis & Alaysia Mitchell

Recorder – Alaysia Mitchell

Public Participation

Randy Pierce: Fairview Heights Tribune

Approval of Minutes

Motion made by Chairman Daily to approve corrections to the May 1, 2018 minutes. Motion was seconded by Alderman Poletti to approve the May 1, 2018 minutes. The motion carried by voice vote and was unanimous.

New Member Introduction/Seating

Commission introduced Van Johnson as a new BAC member.

Economic Development Director's Report

1. Director Paul Ellis recapped his participation for the City in ICSC RECON. Director met with Retailers and their Brokers as well as getting to know Real Estate Investment Trust in order to discuss opportunities for adding retail space to the City.
2. Director discussed the preview of the ULI TAP. ULI was set to present a report of the organization's recommendations for Fairview Heights Plaza and adjacent property at the Community Committee meeting on Wednesday June 20th, 2018 at 7pm. The report will also include information regarding the City's real estate development, assets, liabilities and opportunities for diversification. A written report will also become available and be posted to the City's website.

3. The Director will prepare a Request for Proposals for professional services to help the city following the written report given by the ULI (TAP).
4. Hennes & Mauritz (H&M) has announced they will be coming into the mall in 2019. Michael Hagen stated that H&M is going under an expansion. Hagen stated that he's asked shoppers what retailer they would like to see in the mall and H&M is always at the top of the list. Hagen stated H&M is also one of the stores the City of Fairview Heights loses a lot of traffic to due to the St. Louis market. Hagen stated that typically what happens is the retailer gets into the mall and has a one level store and within a few years it will expand to a two-level store which is the main prototype for H&M.
 - a. Randy Pierce asked whether Hagen could speak on where the location of the store would be in the mall. Hagen responded that at this time his organization is not releasing the location of H&M because other retailers have not informed their staff yet and they do not want to cause panic or make any retailers believe they will be leaving the mall because that is not the case. Hagen stated that at this point the mall will not be losing any of its retailers, they will only be moving and re-shifting some.
 - b. Chairman Daily asked if there would there be more vacant space or would the mall's physical property be expanded to accommodate two floors. Hagen stated that they would have to evaluate the situation at that time. He doesn't believe the mall would expand the property for the retailer but they would try to accommodate if that were the retailer's wishes.
5. The Director stated that the City's Business Assistance Program was given an award from the American Planning Association for "Outstanding Best Practice". The Director stated that proved to be recognition of a great program and that he has been getting calls from around the region from municipalities that would like to model the City's Business Assistance Program. The Director presented to the APA Conference on the Business Assistance Program as well as the Illinois City Managers Association.
6. The Former Denny's was torn down.
7. The City purchased the former Trailways Restaurant building which will be demolished. The Director stated that the idea of this purchase is for the City to assemble some property in the area and eventually turn it over to the developer and get more happening in the area.
8. The Director is working with Bob Cat of St. Louis. The Director stated they are looking for a 20 acres that has I-64 visibility and improved roads. The Director is looking for a property to fit their needs.
9. Chairman Daily asked what Bicycle Trail the Director was referring to in his report as item #9. Director Ellis responded that it is still the current project that the City has been trying to get through. Director Ellis stated the City brought plans to the Caseyville Township and the Township tabled the issue responding that they were not interested in a bike trail. Chairman Daily asked what part of the plan Caseyville Township needed to approve. The Director stated the land which the bicycle trail would run through belongs to Caseyville Township. The Commission discussed the original plan which ran through the sewage

treatment plant in Caseyville and liability issues. Robert Triplett asked whether the City of Fairview Heights has any other conflicts with Caseyville Township. The Director stated there were none that he knew of. The Commission further discussed whether there were prior conflicts between the City of Fairview Heights and possible reasons for the tabling of the Bike Trail plans.

10. Director Ellis has been meeting with the Urban League which is also working with other partners to establish a business incubator. The Director met with the Dean of the Business School at SIUE and the campus President for Lindenwood. The Director stated they will all soon meet with a representative from the county to discuss funding sources.
11. The Lodging roundtable with local Hotel/Motel managers was set to occur on Thursday, June 24, 2018. Also the Belleville News Democrat has updated the recent article published which listed the incorrect amount of hotels here in Fairview Heights.
12. The Director stated he is trying to multiply the number of applications the City gets for Business Assistance Programs. The Director plans to train Bankers to help clients with the Business Assistance Program application process.
13. The Director announced that the International Council of Shopping Centers will host a local event. Director Ellis will be organizing the event to be held on August 14, 2018 at the Four Points by Sheraton.
14. The Director stated that he found out the BabyR'Us and ToysR'Us buildings will be auctioned in August 2018. He stated he was notified of instructions on how the auction will proceed and he will try to make people aware of it. Also, the Director stated interested persons could contact him with any questions about what the City knows in regards to the auction.

Monthly Sales Tax Report

Chairman Daily stated there was no BAC meeting last month and that the month before, the Sales Tax was up then it went down a little bit for the Month of May.

The Director stated that the City is still doing well considering the HHGregg replacement store not coming in yet. The Director stated the Realtor for the Tenant at the previous HHGregg location has been dismissed but stated it is not related to anything going on with that Tenant. The Landlord's Tenant feels the process is moving slowly but the Tenant is still moving forward with the permitting process.

The Director believes Dick's Sporting Goods along with a few other new stores are doing better than projected and there was a general upturn in Sales Tax.

Commission discussed the Hotel/Motel tax increase, Hotel/Motel marketing, and competition.

Other Discussions

The Commission held discussion on the articles attached in the agenda regarding retail sales-brick & mortar versus online, customer service, unemployment rates, training and the need for workers.

Next meeting will be held Tuesday, August 21st, 2018 at 1:30 p.m. in Meeting Room "A" at City Hall.

Adjournment 2:44 p.m.

Submitted By:

Alexis Mitchell
Recorder