

**THE CITY OF FAIRVIEW HEIGHTS
BUSINESS ALLIANCE COMMISSION (BAC)
TUESDAY JULY 17, 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, Samantha Carter (arrived at 1:50 p.m.), Van Johnson (arrived at 1:37p.m.)

Committee Members absent – Charles Kassly, Richard Avdoian

Other Aldermen and Elected Officials in attendance – Pat Baeske

Public Participation

Amy Kempfer – Associated Bank

Approval of Minutes

Motion made by Chairman Daily to approve the June 19, 2018 minutes. Motion was seconded by Alderman Poletti to approve the June 19, 2018 minutes. The motion carried by voice vote and was unanimous.

Economic Development Director's Report

Director Ellis handed out amended Monthly Revenue Reports.

The Director discussed four Entrepreneur programs which will expand the scope of the City's Economic Development department:

- 1) The Business Incubation Program: to help new businesses within Fairview Heights get a good start with a focus on assisting minority and women owned businesses. There is a group of professionals that have been meeting to assist with this as partners.
- 2) Encore Entrepreneur Program: Workshop to be held August 30th, 2018 to showcase and assist business owners over the age of 50.
- 3) Metro East Startup Challenge: A business plan competition to identify, encourage and reward excellence in entrepreneurship in the St. Louis Metro East Region with cash prizes in the sum of \$20,000.00.
- 4) Southwestern Illinois Small Business Week: A week long recognition event held each year to honor entrepreneurs. The next event will be held May 2-14, 2019 during Small Business Week.

Chairman Daily asked who will be funding the \$20,000.00 prize for the Metro East Startup Challenge. Director Ellis responded that the money was raised through a variety of sources and that the program is through the Small Business Development Center. He stated it is not federal monies, it is raised through private sources.

Chairman Daily asked whether the Business Incubation Program will have a physical space and location or will the assistance provided be solely shared services. Director Ellis responded that the program will be a combination of both. Shared services are an important part of it but location will be too as many business owners need more space and a physical location. The partners in this program are currently assessing the needs of the business owners in the community. Fairview Heights will be the location but will serve local communities as well.

Chairman Daily asked if the Business Incubation Program will be a City of Fairview Heights Initiative. Director Ellis responded that the program is currently an initiative put together by a partnership between the City of Fairview Heights, the Urban League, and the Metro East Chamber of Commerce.

Director Ellis discussed the Economic Development articles attached in the agenda which addressed assisting disadvantaged entrepreneurs.

Director Ellis explained that Impact Strategies had found that they are sometimes unable to meet program requirements when they go out to do construction. This is due to having to show that they received at least three (3) bids from minority owned companies, however there are only two that exist currently. Impact Strategies held a workshop on July 26th, 2018 in Fairview Heights to discuss the need for more minority businesses that are registered and bonded with the State of Illinois.

Director Ellis reviewed the items listed in his report attached in the agenda.

Alderman Poletti asked whether the City will be able to hire the Urban Land Institute again for City properties and projects that are ready for establishment. Director Ellis responded "Yes".

Director Ellis mentioned that the US Bank property near the I-64 entrance is for sale. Also, that the ToysR'Us auction will be held off a couple of months.

The Director discussed the ICSC event to be held on August 14th from 11am-3pm at the Four Points by Sheraton. Director mentioned the event's guest list will include volunteer organizations, developers, retailers and roundtable discussions will be presented.

Monthly Sales Tax Report

Director Ellis has met with the City's Finance Director and she has gone through and reconfigured how they are going to be represented. Director says in the future he and the Finance Director will be resolving the way that the revenue figures are reported because it hasn't been reported transparently. He stated this is not due to the City concealing any information or doing anything improper but the City has not been taking into account how payments are actually made.

Director Ellis stated that the City's Sales Tax is doing well being that there is still no replacement for HH Gregg. The Director discussed that the Hotel/Motel payments have been coming from local hotels, however they are coming in late, and therefore they are being reported when the money is processed instead of when the stay at the hotel occurred.

Alderman Baeske asked how the City is going to begin receiving those figures on a timelier basis from the Hotels and Motels. Director says the City might have the capability to pressure those establishments into handing those figures over to the City on a timelier basis.

Alderman Poletti asked whether it is an issue of the Hotels and Motels not turning receipts in to the City or State receipts not being reported to the City on a timely basis. Director Ellis responded that those figures get turned in to the Clerk's office from the establishments and that the Finance Director will work with the Clerk's office to make sure these reports show the stay as it occurred not when the payments are processed through the Hotel or Motels books.

The Director stated that this applies to both the Hotel/Motel and the Food and Beverage report. The Food and Beverage report shows that 20 Restaurants have still not paid for the month of May 2018.

Alderman Poletti asked whether Director Ellis had any suggestions on how to speed up the process or Hotel/Motel Tax reporting from the establishments. The Director responded that he does not at this time.

Chairman Daily asked whether the State collects any money from the restaurants. The Director responded that the State collects a sales tax but the Food and Beverage Tax goes directly to the City.

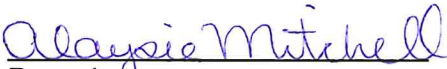
Commission continues to discuss reporting, details and models for Monthly Revenue Taxes.

Other discussion/announcements

None

Adjournment 2:32 p.m.

Submitted By:


Recorder