

**Committee Members:**

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

**AMENDED  
AGENDA**

**CITY OF FAIRVIEW HEIGHTS  
BUSINESS ALLIANCE COMMISSION  
Tuesday, August 18, 2020 – 1:30 P.M.  
Recreation Room at City Hall  
(Door entrance is on the south end of the City Hall Bldg.  
Parking behind the Police Department)  
10025 Bunkum Road  
Fairview Heights, IL 62208  
or  
Webinar or via conference call  
Phone Number: 1-650-215-5226 Access Code: 163 482 6432**

1. CALL TO ORDER
2. CITIZENS' COMMENTS
3. APPROVAL OF MINUTES – [June 16, 2020](#)
4. ECONOMIC DEVELOPMENT – [Director's Report](#)
5. MONTHLY INDICATORS REVIEW
  - [Introducing the Development Dashboard](#)
6. LAND USE AND DEVELOPMENT –
7. SET NEXT MEETING - September 15, 2020, 1:30 p.m.
8. ADJOURN

**THE CITY OF FAIRVIEW HEIGHTS  
BUSINESS ALLIANCE COMMISSION (BAC)  
Tuesday, June 16, 2020 – 1:30 p.m.  
Meeting Room A  
10025 Bunkum Road, Fairview Heights, IL**

**Meeting was held via conference call**

**Committee Members in attendance** – Chuck Daily, Bill Poletti, Samantha Carter, Van Johnson, & Charlie Kassly

**Committee Members absent** – Don Barkley, Robert Triplett, Michael Hagen, & Richard Avdoian

**Other Aldermen and Elected Officials in attendance** –

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

**Recorder** – Kathy Frawley

**Citizen's Comments**

None

**Approval of Minutes**

Bill Poletti made a motion to approve May 19, 2020 Business Alliance Commission minutes. Seconded by Charlie Kassly. Motion carried by voice vote and was unanimous.

**Business Assistance Program - update**

Director of Land Use and Development Andrea Riganti reported on the Business Assistance Program. The Commission discussed the following:

- Emergency Assistance Program
- Business Assistance Programs
- Percentage of contribution

**Economic Development Director's Report**

Paul Ellis presented his report and touched base on the following items:

- Re-openings
- Transitions
- Outreach
- Initiatives

**Monthly Revenue Report**

Director Ellis presented the sales tax report. Down 27%, year over year, this time last year, better than anticipated.

## **Land Use and Development Director's Report**

Director Andrea Riganti presented her report.

Major Department Activities:

- Residential Occupancy permits
- Building Permits
- Inspections
- New businesses
- Outdoor dining
- Code Enforcement

The next meeting is scheduled for Tuesday, July 14, 2020 at 1:30 p.m.

Charlie Kassly moved to adjourn the meeting. Seconded by Van Johnson. Motion carried.

**Meeting was adjourned at 2:16 p.m.**

Submitted By:

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Kathy Frawley, Recorder

# MEMORANDUM

TO: Elected Officials

FROM: Paul A. Ellis, Director of Economic Development

DATE: August 14, 2020

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

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## Addressing Economic Distress

1. The Director continues to orchestrate communications between agencies, local businesses, property owners, and other City departments so as to support recovery and long-term success for as many enterprises as possible.
2. Businesses in Fairview Heights have been successful in accessing financing and technical support from a variety of state and federal programs, and some have been successful winning resources from select private sources that the Director, in several cases, has helped identify and secure.
3. Every business from Fairview Heights that applied in June or July for assistance from St. Clair County has received funding.

## Transitions

1. A national fast casual restaurant chain is seeking approval to establish a new location (replacing Ruby Tuesday) in Fairview City Centre, just east of Fresh Thyme; this new addition to Fairview Heights' retail offerings is one of the top five sales tax producing chains in the nation.
2. Sweet Cravings, a startup ice cream shop, is now open in the Fairview Heights Business Campus along Lincoln Hwy. (across the street from Schnucks Market).
3. The Director is working with several entrepreneurs and has been assembling a support team of local investors to help leverage services that will soon be available through the Metro East Business Incubator (MEBI).

## Outreach

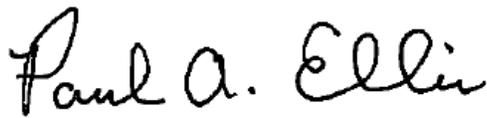
1. The Director has been focused the past two months on working closely with property owners—first, to address immediate problems resulting from the pandemic and lockdown; second, to identify (with the landlords' help) businesses that are struggling and then direct them to help; third, to encourage property owners to make new investment and recruit new tenants.
2. Retail recruitment continues despite potential roadblocks, with some property owners and some retailers pursuing more aggressive strategies than others; the Director continues to offer encouragement to property owners and brokers in order to increase the confidence in this market needed to get deals done.

## Initiatives

1. The Director is working with the Director of Land Use & Development as well as community partners to explore creation of an arts district on the west side of town; discussions are just beginning.

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

2. The Metro East Business Incubator (MEBI) is preparing to serve entrepreneurs and small businesses immediately via a virtual platform, Startup Space. ♥
3. As a member of the Mid America Workforce Investment Board (MAWIB), the Director is involved in establishing a retail and hospitality training center in Fairview Heights; the program is awaiting state approval. ♥
4. A staff team is working with local and regional real estate brokers to pursue interest from a big box retailer in the 72 acres across from The Fountains. ♥
5. The Director has worked with other department heads and outside experts to craft the first edition of the Development Dashboard, which is now available for review. ♥



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Paul A. Ellis  
Director of Economic Development

Attachments:

- a. Development Dashboard

# DEVELOPMENT DASHBOARD



Paul Ellis,  
Director

Sources

**Municipal Revenues**  
+ 24%

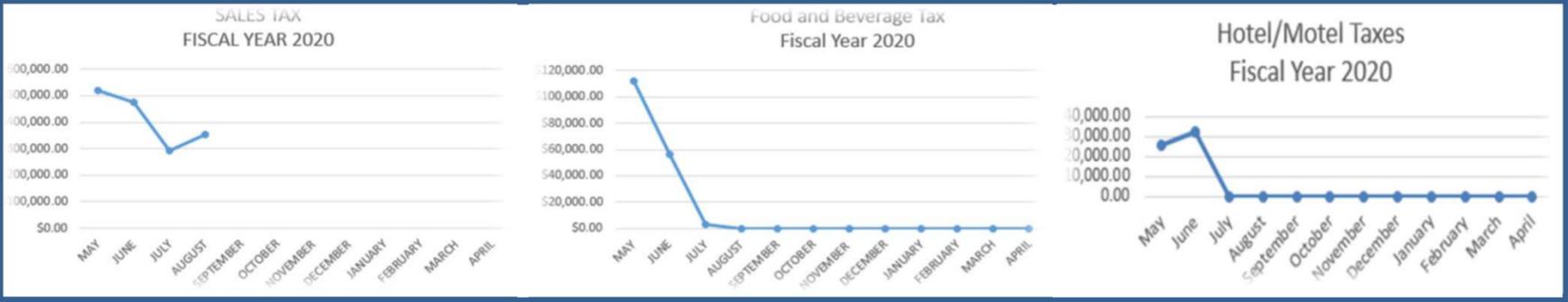
**Adv. Job Openings**  
- 32%

**Commercial Vacancies**  
Reporting Begins in Sept.

**New Businesses**  
+ 29%

**Online Activity**  
Reporting Begins in Sept.

**Hotel Occupancy**  
Reporting Begins Soon



Karen Kaufhold,  
City Clerk



## Top Advertisers This Month<sup>a</sup>



Vicki Niederhofer,  
IDES

**OFFICE** 12%

**RETAIL** 10%

**START-UP** NOW OPEN




Mike Durbin,  
BARBERMurphy



- Brow Bar** - 133 St. Clair Square
- Dive Bar** - 10234 Lincoln Trail
- Fairview Heights Fish & Chicken** - 10616 Lincoln Trail
- R & K Auto Solutions, Inc.** - 9101 St. Clair Ave.
- Sanitizer & Masks Wholesale** - 5900 N. Illinois (Suite 11)
- Vape Pluss, LLC** - 5200 N. Illinois
- Will & Co.** - 712 Lincoln Hwy.



Andrea Riganti,  
Director of Land Use & Dev.

**all in**  
FAIRVIEW HEIGHTS

**11,700 Website Visits**

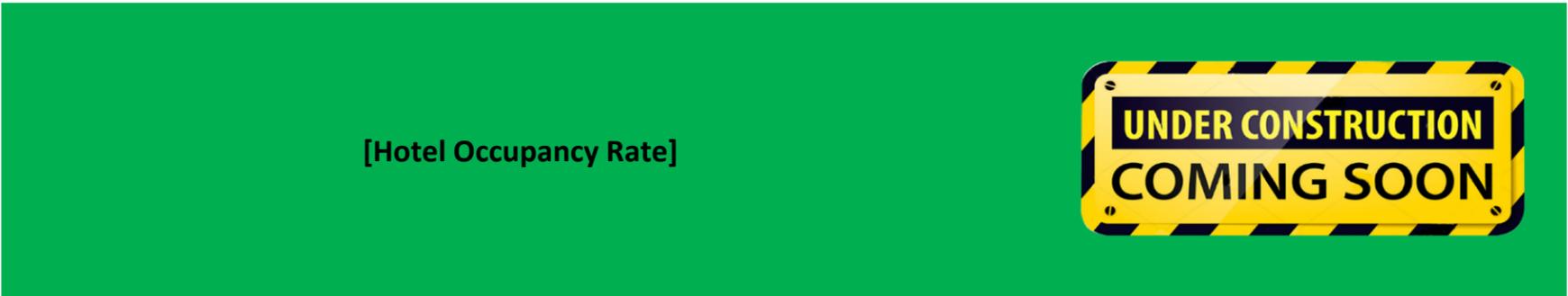


**9320 Apps**




Tom Faulkner,  
The Fource

[Hotel Occupancy Rate]




Christine Orr,  
Tourism Bureau IllinoisOUTH

<sup>a</sup> Monthly job listings for selected neighboring communities

Alton - 193; Belleville - 373; Collinsville - 109; E. St. Louis - 154; Edwardsville - 287; Fairview Heights - 188; Granite City - 159; O'Fallon - 190; Scott AFB - 146

