

THE CITY OF FAIRVIEW HEIGHTS

BUSINESS ALLIANCE COMMISSION (BAC)

Tuesday, January 23, 2018 – 1:30 p.m.

Meeting Room A

10025 Bunkum Road, Fairview Heights, IL

Committee Members in attendance – Chuck Daily, Michael Hagen, Don Barkley, Charlie Kassly (arrived at 1:34 P.M.)

Committee Members absent – Bob Triplett

Other Aldermen and Elected Officials in attendance – Pat Baeske, Brenda Wagner, Pat Peck, Bill Poletti

Staff in attendance – Paul Ellis & Alaysia Mitchell

Recorder – Alaysia Mitchell

Public Participation

Amy Kempfer-Associated Bank

Approval of Minutes

Motion made by Chuck Daily which was seconded by Michael Hagen to approve the November 28, 2017 minutes. The motion carried by voice vote and was unanimous.

Sales Tax Report

Commission reviewed the 1% sales tax report and discussed that former Director of Economic Development was optimistic that recent reopening stores might stabilize the downward trend. Michael Hagen stated that the Mall has reviewed comparative sales which were up 8% from December 2016 to December 2017. Commission discussed that contrary to media sources online sales have not exceeded sales of brick and mortar businesses.

Hotel/Motel Tax Report

Ellis stated that the Hotel/Motel Tax Report which was originally attached in the agenda packet was reported incorrectly due to a lag in reporting from contributing businesses. He provided corrected figures showing an increase in tax collections. Ellis stated that his goal is to get real time figures in the future by meeting with Hotel/Motel General Managers and Sales Managers.

Alderman Pat Peck posed the question of how to quantify figures from Hotels and Motels. Brenda Wagner mentioned that visitors might not want to report reasoning for their hotel stays which could make it hard to quantify figures, as well.

Don Barkley asked Paul Ellis about the accuracy of other Hotel/Motel Tax Reports since this one was incorrect. Paul stated they have been corrected and will remain accurate in the future.

Economic Development Director's Report

1. Paul has been moving forward with Economic Development strategy and will be bringing the scope of what that strategy is to include to the Community Development meeting in order to get input to bring to the next BAC meeting.
2. Director has now been moved into his official office and thanked staff and other colleagues for their continued support.
3. No new software has been implemented. ICSC database and LinkedIN accounts are in use. Director hopes to have high result of success on tracking retailers.
4. In regards to conveyances for Streetscape Phase 1; of the three (3) parties involved, one (1) has everything signed. We are still waiting on documents from the other two (2). All necessary documents will need to be signed and delivered to IDOT by January 25th, 2018. If this deadline is not met the project will move to the March letting which means the project will not begin until next year.
5. The City is seeking to hire a new Director of Land Use. Director has been involved in the hiring process.
6. There are Transit Shelters in storage purchased through TIF funding. Director is working with Public Works Director to talk to Metro Transit about stops frequently used. Metro Transit has federal monies to help with physical improvements. Commission discussed the TIF Committee from 2014-2015 and the possibility that the City had previously received approval from Metro Transit to begin this project.
7. Director will be attending ICSC Trade show in Omaha. Director will meet with retailers, brokers, etc. He will also discuss the trend analysis and the impact of online shopping then explore how to mix the two in order to be more helpful to the city.
8. Director has been attempting to work with Broker from Fairview Center, who has been unresponsive thus far. Director believes the Center will be on the market in the spring and has some potential leads.
9. Regarding Denny's, there is a sale taking place but Director cannot discuss the new owner. Owner says they will tear down or rehab Denny's but they need extra time. Director is optimistic, as it seems the buyer wants to invest in the property.
10. Director is still working on 72 acres project.
11. Home Décor has not moved. This is still in the works.
12. Director spoke with both brokers involved in the H.H. Gregg replacement space, they are still in moving space and still finalizing. Commission discussed seeing the owner's name in print somewhere. Director confirms the owner knows that but has still asked Director to be discrete. Director does not want to jeopardize the trust of business partners.

Attachments

Regarding the "Where the New Retail Space is Being Built" Article, Commission discussed bringing a combination of retail centers and housing closer together. Director is not suggesting that housing be built in any of the existing centers. He is suggesting a "stretch idea" to think about in the future. Director suggested the City may be over-retailed and thinks that housing may be another way to utilize the City's space. Commission discussed zoning and development for the City and stated that there is room and necessity in certain areas of the city for both small businesses and housing.

Business Incentive Camp

Economic Development Program for anybody who is a business or property owner in the Lincoln Trail District as well as potential owners. Director has invited local business owners, and financial professionals. The event is being advertised door-to-door, online on the COFH website and via a mailing. Director handed out flyers to Commission members to help get the word out.

Other Discussions

Michael Hagen stated the Mall is supposed to have a major retailer coming however it is still in the works. Hagen also stated there will be a large RV show in the parking lot of the mall which will attract news and radio attention to the City. Commission discussed other options and events to attract potential business and people to the City such as an acoustic performance and Wingfest.

Amy Kempfer asked about the remodeling of Movie Theater Werenberg 10. Paul stated that owners of both that and Applebee's are waiting on an ultimate disposition of Fairview Heights Plaza properties. Theatre falls in the Enterprise Zone and not in the TIF #5.

Chuck Daily mentioned the 60 acres on Frank Scott for auction and asked what Director knows of it, also whether it is in the City of Fairview Heights or not. Commission discussed the potential use and zoning of the aforementioned area.

Next meeting will be Tuesday, February 27, 2018 at 1:30 P.M.

Adjournment 2:32 p.m.

Submitted By:

Recorder