

THE CITY OF FAIRVIEW HEIGHTS
BUSINESS ALLIANCE COMMISSION (BAC)
Tuesday, March 27, 2018 – 1:30 p.m.
Meeting Room A
10025 Bunkum Road, Fairview Heights, IL

Committee Members in attendance – Chuck Daily, Bill Poletti, Robert Triplett, Michael Hagen, Samantha Carter, Don Barkley and Charles Kassly (arrived at 1:51 P.M.)

Committee Members absent –

Other Aldermen and Elected Officials in attendance – Pat Baeske, Karen Kaufhold

Staff in attendance – Paul Ellis & Alaysia Mitchell

Recorder – Alaysia Mitchell

Public Participation

Amy Kempfer-Associated Bank
Randy Pierce- Fairview Heights Tribune

Approval of Minutes

Motion made by Chuck Daily which was seconded by Michael Hagen to approve the January 23, 2018 minutes. The motion carried by voice vote and was unanimous.

New Member Appointment

Commission introduced and welcomed Samantha Carter as a new BAC member.

Monthly Sales Tax Report

Paul Ellis stated that, while the City is struggling due to some projected business openings not occurring, we are still doing reasonably well. The Hotel/Motel Tax is now being reported more accurately. Ellis is going to arrange quarterly meetings with all of the hotel/motel General Managers. The Food and Beverage Sales Tax has increased.

Alderman Pat Baeske asked what indicated more accurate Hotel/Motel figures. Ellis stated that after doing internal research he found that some of the facilities were stretching reporting periods which skewed reported figures. Ellis is optimistic that future quarterly meetings with hotel/motel general managers and sales managers will assist with reporting accurate figures in the Hotel/Motel Tax Report.

In response to a question from Alderman Bill Poletti, Ellis noted that hotel/motel grants were recommended for \$45,000 to Salute to the Arts and \$40,000 to Wingfest.

Samantha Carter asked whether there has been any exposure for Fairview Heights lodging online. Alderman Poletti responded that there had been a project going in which the Belleville

News Democrat and the City had agreed to share the cost of ads and hotel/motel promotion. However, the project was unsuccessful due to the inability to track and accurately report results. Commission further discussed options for Hotel/Motel ads and exposure. Robert Triplett mentioned the Shriners Ball was coming up the second weekend in April. It had usually been held in O'Fallon, IL and was held in Fairview Heights this year. The Four Points by Sheraton is booked for that weekend which will also help hotel/motel revenues.

Economic Development Director's Report

1. Lincoln Trail Streetscape Project: featured in the Belleville News Democrat early June through November 1st, 2018 completion date.
2. Toys R Us and Babies R Us have been listed in the Top 10 sales tax revenue for Fairview Heights. The property is very popular in the market as there is much interest from retailers from the closure of the two stores. However, the difficulty lies in a long legal process for acquisition of the property.
3. NE Capital group had purchased Crossroads Center and they are in the process of demolishing the old Denny's.
4. Fairview Heights City Centre sale was expected to be closed by the end of the week. KIMCO is getting rid of their properties that are not along the coasts nation-wide.
5. Director attended a meeting with top executives from the Urban League, which has interest in renovating their property and establishing a business incubator.
6. The HH Gregg replacement announcement is still a couple months away.
7. The BND has recently announced that the Half Baked cookie dough shop is coming to Fairview Heights.
8. Urban Land Institute is an association of developers will be attending a day-long panel activity here in Fairview Heights. The results will consist of a developmental analysis, reports and plans for the possible development of Fairview Heights. Event will be held on May 8, 2018 to kick off the Economic Development Strategy.

Other Discussions

Chuck Daily asked if there are any plans for Phase II of the Streetscape Project. Ellis stated Phase II will be the start of the roundabout at Marketplace and Commerce Lane

City Clerk Karen Kaufhold asked whether the construction will affect the shopping season. Ellis responded that contractors have been chosen however there is no detailed contractor schedule that has been submitted currently.

Charles Kassly asked whether the NE Capital group is receiving any TIF funds for their project. Ellis stated that the firm received \$40,000.00 from Brixmor in the sale of the property and so far there has been no request for incentive from NE Capital group.

Kassly also asked whether Ellis has spoken with Fresh Thyme about sales since its opening. Ellis stated that he had not yet spoken with any management from Fresh Thyme regarding sales.

Commission discussed tax rebates regarding KIMCO and Fairview City Centre. KIMCO will be selling Fairview City Centre and the tax rebates will go to the new owner. Chuck Daily inquired about the 65.52 acre vacant land auction along Frank Scott Parkway to the West of Target. Ellis stated that there was no buyer at the auction. City Clerk Kaufhold stated that the Shriners Ball will be held April 6th and 7th.

Next meeting will be held Tuesday, May 1, 2018 at 1:30 p.m. in Meeting Room "A" at City Hall. Starting in May, the BAC will meet every month on the third Tuesday, beginning with Tuesday, June 19, 2018.

Adjournment 2:48 p.m.

Submitted By:


Recorder