

**THE CITY OF FAIRVIEW HEIGHTS
BUSINESS ALLIANCE COMMISSION (BAC)
TUESDAY AUGUST 21, 2018 – 1:30 p.m.
Meeting Room A
10025 Bunkum Road, Fairview Heights, IL**

Committee Members in attendance – Chuck Daily, Robert Triplett, Don Barkley, Charles Kassly (arrived at 1:53p.m.), Richard Avdoian, Samantha Carter, Van Johnson (arrived at 1:42p.m.)

Committee Members absent – Bill Poletti, Michael Hagen

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 (arrived at 1:35 p.m.)

Approval of Minutes

Motion made by Chairman Daily to approve the July 17, 2018 minutes. Motion was seconded by Mr. Avdoian to approve the July 17, 2018 minutes. The motion carried by voice vote and was unanimous.

Economic Development Director's Report

- a) Director Ellis discussed the Request for Proposals (RFP) for the City's Economic Development Strategy. The RFP will be sent out to Consulting Firms.

Chairman Daily asked whether the RFP will be sent out nationally or just in the Midwest. Director Ellis stated it will be sent out nationally.

Chairman Daily asked if there is a fixed budget for the RFP and Director Ellis stated that there is.

Mr. Avdoian asked if the City will be hiring a consultant. Director Ellis stated that the City will be hiring a consultant to look over what the City's overall strategy will be for all types of Economic Impact.

- b) Director Ellis discussed the Urban Land Institute Technical Assistance Panel (TAP)

The Director stated there has been a tremendous amount of activity in Fairview Heights Plaza which is held by a Real Estate Mortgage Investor. Which also means they cannot increase or decrease their assets. All or most of the tenants in the Plaza have now signed up for extended leases. There is a Letter of Intent on the old Sports Authority building which means a 40,000 sq. ft. retailer is getting ready to sign a lease there. There are 2 new restaurants that will be going into Fairview Heights Plaza as well.

Chairman Daily asked if lease rates at Fairview Heights Plaza had dropped in order to get tenants. Director Ellis stated that people should be comparing the lease rate at Fairview Plaza

to those of similar properties. However, he does not know what the lease rate is. The commission discussed more details on the property.

Director reviewed and briefly discussed his attached Director's Report.

Randy Pierce asked if Director Ellis could state the name of the Mexican Restaurant that is coming to Fairview Heights. The Director stated that he can but he does not disclose that information. Director Ellis stated the restaurant is a St. Louis chain restaurant opening soon.

The Director informed the commission that the HH Gregg replacement is imminent and that he was told the company will be physically taking possession of the property on August 21, 2018.

In regards to #9 on the Director's Report, Property Assessed Clean Energy Incentive (PACE), Chairman Daily asked whether the state will be contributing funds to the project. Director Ellis responded "no" and that the project is a financing incentive. The Director stated he would go into detail on the project at the next meeting.

Director Ellis stated he is working with Lindenwood University on an economic impact study for Salute to the Arts and Midwest Salute to the Arts.

The Director Announced the inaugural Encore Entrepreneurs Roundtable will be held on August 30, 2018.

Monthly Revenue Reports

- a) Director Ellis stated that in regards to the 1% Municipal Sales Tax the City is still doing well. The Director also stated he is anticipating a drop in sales tax in the community due to losing ToysR'Us and BabysR'Us and the empty HH Gregg location.

- b) Director Ellis handed out amended Hotel/Motel and Food and Beverage Tax collection summaries. The Director has kept Hotel and Motels in the loop of the events going on in the City and asked them to track their stays during those events. Mr. Avdoian asked the Director what, in his experience, are the events that bring people into hotels. The Director responded that he has started with beginning to meet with the Hotel/Motel General Managers to discuss ideas. The Director plans to communicate with the Clerk's office on an efficient way to report the Hotel/Motel and Food and Beverage Tax Reports.


Other discussion/announcements

Mr. Avdoian asked who owns the Ice Complex Arena. The Director stated it is owned by an entity that is not accessible for communication, however the entity is paying taxes and not violating any codes.

Chairman Daily asked what happened with Half Baked Cookie Dough which was supposed to open in Fairview Heights. The Director responded that an issue occurred between the owner and the leasing agency.

Adjournment 2:25 p.m.

Submitted By:


Recorder