

**THE CITY OF FAIRVIEW HEIGHTS
BUSINESS ALLIANCE COMMISSION (BAC)
Tuesday, April 16, 2019 – 1:30 p.m.
Meeting Room A
10025 Bunkum Road, Fairview Heights, IL**

Committee Members in attendance – Richard Avdoian, Don Barkley, Charles Daily, Bill Poletti, Roger Triplett

Committee Members absent – Samantha Carter, Michael Hagen, Van Johnson, Charles Kassly

Other Aldermen and Elected Officials in attendance – Pat Baeske

Staff in attendance – Paul Ellis

Recorder – Paul Ellis

Call to Order

Charles Daily called the meeting to order at 1:35 p.m.

Public Participation

Amy Kempfer

Approval of Minutes

Bill Poletti made a motion to approve the March 19, 2019 minutes. Seconded by Don Barkley. Motion passed on voice vote.

Economic Development Director's Report

Director Paul Ellis presented his report. The Commission discussed the following:

- Economic Development Strategy – On April 24th, there will be an Open House in the Lower Level of the Library from 5:00-7:30 p.m., at which time the i5Group and other consultants will present to the public.
- Sales tax revenues are considerably down again this month as a result of nearly 400,000 SF of prime retail space currently out of service; historically, the strongest months for sales at those locations were December and January (reported). Sales tax numbers should rise again once new tenants fill those vacancies in upcoming months.
- The Director is working with property owners and commercial real estate brokers to fill empty buildings formerly franchised to Steak n Shake and Smokey Bones.
- A new retail tenant has signed a lease for the former Here Today location and is expected to generate 2-3 times as much sales tax when in opens in November.
- Paul will be attending ICSC's RECON trade show in May to follow up with retail prospects and national property owners.
- The Metro East Business Incubator (MEBI) has been registered with the state and is moving forward with organizational development and fundraising. Partners in the new not for profit have requested that the City of Fairview Heights serve as fiscal agent for the NFP while it attains federal exempt status and authorize participation of City staff as required. Details will be worked out through an agreement between the City and the MEBI.

Monthly Revenue Reports

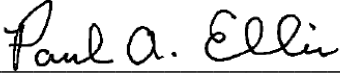
Director Ellis presented the sales tax report. The City is down for January -6.9%, or \$64,749.21 and year to date is up 0.01%, or \$64,137.24.

Since Ellis will be in Las Vegas participating in the RECON trade show next month, the next meeting was scheduled for June 18, 2019 at 1:30 p.m.

A motion to adjourn was made by Bill Poletti and seconded by Robert Triplett.

Adjourned at 2:40 p.m.

Submitted By:



Recorder