



City of O'Fallon, Missouri

Economic Development Monthly Report

October 2018

PROJECT ACTIVITY (53 as of 10-31)	Starting Totals	New	Closed	New Totals
Business Expansion	15	1	0	16
Business Retention	4	0	0	4
Business Attraction	34	6	7	33

SOURCES for Business Attraction	October 2018	Total 2018	Previous Year
Responses Submitted to Requests For Information (RFI) *	2	15	14
Other (Brokers, Direct Inquiries, Media)	5	22	n/a
Startups (1 st Business Location)	0	1	n/a

*Business attraction project RFIs received from the Missouri Partnership, St. Louis Regional Chamber, and/or the EDC Business & Community Partners of Greater St. Charles.

RESULTS	2018 Targets	October 2018	Total 2018
Project Successes -- Expansion, Retention, Attraction <ul style="list-style-type: none"> • ArtVan (formerly Rothman Furniture) • Cenlar FSB • NRRM (dba CarShield) • McAlister's Deli • Llywelyn's at Caledonia • Little Sunshine's Playhouse & Preschool • Alpha & Omega Roasting & Coffee Bar ** 	12	1	7
Estimated Value of Capital Investment	\$25M	\$209,000	\$9.26M
Estimated Number of Jobs	500	2	870

** = New this month

PROACTIVE OUTREACH	2018 Targets	October 2018	Total 2018
Business Attraction Packets/Mailings	100	10	55
Business Retention Calls/Meetings	180	12	165
Broker/Developer Meetings	60	8	39
Open in the 'O' Meetings (43 in 2017)	36	2	30



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2018 COMMERCIAL PROPERTY OCCUPANCY RATES BY PERCENTAGE

	O'Fallon				St. Charles County 3 rd QTR To Date
	1 st QTR 2018	2 nd QTR 2018	3 rd QTR 2018	4 th QTR 2018 To Date	
Retail	94.7%	95.4%	95.5%	95.7%	95.7%
Office	91.98%	91.1%	91.5%	91.5%	90.9%
Industrial/Flex	97.1%	96.7%	97.7%	97.6%	96.9%

(Source: CoStar October 2018)

NEW BUSINESS LICENSE LIST – TOTAL: 2

Business Name	Business Category	Ward	# of Employees
Flamingo Fleet Home Based	Signs	4	1 FT, 0 PT
TH Tech Home Based	Office Supplies, Computer	4	0 FT, 1 PT

* Participated in the Open in the 'O' Process

RIBBON CUTTINGS/GROUND BREAKINGS – TOTAL: 9

Business Name	Business Category	Ward	Date
The Maids of St. Charles County 88185 Veterans Memorial Pkwy	Residential Cleaning	5	10-1-2018
Attentive Adult Day Center 822 W Terra Ln	Adult Day Care	5	10-3-2018
Regions Bank 3005 Highway K	Financial, Tax	4	10-10-2018
Best Care Dental and Vision 214 Church St	Dental and Vision Care	5	10-10-2018
St. Louis Pizza & Wings 1266 Bryan Rd	Restaurant – Pizza	4	10-17-2018
The Landing of O'Fallon 1000 Landing Circle	Senior Apts with Assisted Living Services	2	10-18-2018
McDonald's K&N – Grand Re-Opening 2915 Highway K	Fast Food Restaurant	4	10-24-2018
My Kids' Dentist & Orthodontics 3009 Highway K	Dentist	4	10-25-2018
Lou Fusz Jeep 3470 Highway K	Auto Sales	2	10-29-2018



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BUSINESS CLOSINGS – TOTAL: 5

Business Name	Business Category	Ward	# of Employees
J and J Tree Service Home Based	Landscape, Irrigation, Lawn, Snow	1	0 FT, 0 PT
Ragan's Jewelry 34 Crossroads Plaza	Jeweler	2	2 FT, 0 PT
Shop 'N Save – O'Fallon #4540 3740 Monticello Plaza	Grocery, Pharmacy	2	27 FT, 2 PT
Shop 'N Save – O'Fallon #4555 1421 Mexico Loop Rd E	Grocery, Pharmacy	1	26 FT, 3 PT
Sorelle 315 East Elm Street	Frozen Treats	1	1 FT, 0 PT

Commercial Projects Under Construction & Review		
Business/Subdivision	Location	Status
Alpha & Omega Café – Renovation	111 North Main St	Final Inspection Pending
Blue Iguana Car Wash – New Construction	1008 Highway K	Final Inspection Pending
Bryan Road Animal Hospital – New Construction (5,327 sf)	1290 Bryan Rd	Multiple Permits in Progress
Discount Tire – New Construction (8,192 sf)	101 Fallon Loop Rd	Construction Plan Under Review
Knights of Columbus – Renovation and Parking Lot Addition	202 W Third St	Under Construction
Little Sunshine Playhouse and Preschool – New Construction (9,700 sf)	4220 Highway K	Under Construction
Lou Fusz Jeep – Expansion (27,958 sf)	3470 Highway K -	Completed
Mercy Go Health Urgent Care – Tenant Finish*	2991 Highway K	Multiple Permits Completed
MJSM, LLC – New Construction	1400 Grant Industrial Dr	Under Construction
New Outlot Construction – Retail Center (6,155 sf)	2181 W Terra Ln	Under Review
Dance Pizazz – Tenant Finish	6700 Highway N	Multiple Permits in Progress
Petrichor Brewing – Tenant Finish	7434 Village Center Dr	Multiple Permits In Progress
Tru by Hilton – New Construction (56,750 sf)	Technology Dr & Crusher Dr	Project on Hold
Tyke Town – New Construction (5,860 sf)	8368 Mexico Rd	Multiple Permits in Progress



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Residential Projects Under Review & Construction				
Business/Subdivision	Units	Location	Builder / Developer	Status
Altair at the Preserve (WingHaven Pointe Apt.)	304	Technology Dr & Phoenix Pkwy	Rolling R Investment	Under Construction
Brookside Forest	90	East of Brookside Subdivision	McBride Homes	Under Construction
Brookview	77	Guthrie Rd	McBride Homes	Construction Plans Under Review
Cobblestone Crossing	288	Hwy P & Koch Rd	McBride Homes	Under Construction
Muirfield Manor	35	Feise Rd	McKelvey Homes	Under Construction
Fallon Crest Townhomes	32	339 J Mark Ct	T.S. Banze Construction	Construction Plan / Plat Under Review
Hillman Place Senior Living (Phase 2)	98	Near SE Corner of Mexico Rd and Bryan Rd	JES Development, Inc.	Completed
The Landing @ O'Fallon (Assisted Living & Learning Center)	111	O'Fallon Rd & Highway K	KBE Building Corporation	Completed
Keystone Ridge	83	Guthrie Rd	Pinnacle Land Development	Under Construction
Legends Pointe	114 single family lots, 2 commercial lots	Noahs Mill Dr	Payne Family Homes	Under Construction
Renew O'Fallon Apartments	168	Tom Ginnever Ave & T. R. Hughes Blvd	FPA Multifamily, LLC	Construction Plan Under Review
Streets of Caledonia	617	Highway DD & Interstate 64	Payne Family Homes	P&Z Commission PUD Discussion Nov 1st
Pearl Vista	46	Pearl Dr & Tom Ginnever Ave	McBride Homes	Construction Plan Approved
Villages @ Shady Creek	338	Highway N	Lombardo Homes	Under Construction
Villages @ Montrachet	137	South Outer Rd	McKelvey Homes	Under Construction
Villas at Keaton Woods	66	Keaton Corporate Pkwy	Bridgewater Communities	Construction Plan Under Review
Westleigh*	57	Diehr Rd	Lombardo Homes	Under Construction

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RETENTION VISITS SUMMARY: The comments expressed below are the opinions of 12 business owners or representatives with whom O'Fallon's Economic Development staff met during the month.

- **Service**

Three of the five service businesses were opening locations in O'Fallon. Staff discussed the Keep it in the 'O' program and how to better connect to the community through the O'Fallon Chamber. One business owner was in the process of selling the business to a similar user. The growing number of competitors, including one under construction nearby, was a primary reason for the sale. The fifth service business provides social services and has noticed a growing need by its clients. The operation also takes in donations and expressed appreciation for the number of citizens and organizations that supported its efforts.

- **Manufacturing/Industrial**

The manufacturer had recently completed an expansion and was pleased with the end result. The building addition improved product flow, better organized shipping and receiving, and created a larger and more attractive break area for employees. The company expressed appreciation for the cooperation from the City's Building Inspectors during the long and complex construction period.

- **Retail/Restaurants & Bars**

Staff met with three retailers and one restaurant owner in October. The first retailer is a family-owned business that has been in operation at its current location since the early 1980's. The company recently hired one employee and would consider hiring more in the future. The second retailer plans to close its O'Fallon location due to expensive rent and the fact that more of its business is moving to on-line sales. The third retailer was purchased by a larger retailer last year and has benefited from the rebranding. The company had temporarily moved its administrative offices out of the city, but was in the process of locating the office staff back into O'Fallon. The restaurant was relatively new to O'Fallon and in the process of finishing renovations and training staff. Early customer feedback has been positive.

- **Office (General, Medical/Dental, Banking, Real Estate, Insurance)**

The two office operations had both recently opened at new locations and were excited to show customers their updated facilities. Both were interested in the Keep it in the 'O' program.