



City of O'Fallon, Missouri

Economic Development Monthly Report

May 2018

PROJECT ACTIVITY (37 as of 05-31)	Starting Totals	New	Closed	New Totals
Business Expansion	11	0	0	11
Business Retention	3	0	0	3
Business Attraction	29	2	8	23

SOURCES for Business Attraction	May 2018	Total 2018	Previous Year
Responses Submitted to Requests For Information (RFI) *	2	6	14
Other (Brokers, Direct Inquiries, Media)	0	10	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	May 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 * 	12	2	4
Estimated Value of Capital Investment	\$25M	\$1.3M	\$6.55M
Estimated Number of Jobs	500	232	835

* = New this month

PROACTIVE OUTREACH	2018 Targets	May 2018	Total 2018
Business Attraction Packets/Mailings	100	6	25
Business Retention Calls/Meetings	180	11	85
Broker/Developer Meetings	60	2	20
Open in the 'O' Meetings (43 in 2017)	36	2	15



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2018 COMMERCIAL PROPERTY OCCUPANCY RATES BY PERCENTAGE

	O'Fallon				St. Charles County 2 nd QTR To Date
	1 st QTR 2018	2 nd QTR 2018 To Date	3 rd QTR 2018	4 th QTR 2018	
Retail	94.7%	95.3%	-	-	95.1%
Office	91.98%	91%	-	-	90%
Industrial/Flex	97.1%	96.9%	-	-	96.1%

(Source: CoStar May 2018)

NEW BUSINESS LICENSE LIST – TOTAL: 15

Business Name	Business Category	Ward	# of Employees
Best Care Dental and Vision (New Location) 214 Church St	Dental, Orthodontic, Vision	5	4 FT, 0 PT
Bloomberg Custom Homes Home Based	Construction, Home Remodeling	5	1 FT, 0 PT
Club Fitness (New Location) 2947 Highway K	Fitness, Nutrition, Athletics	4	3 FT, 5 PT
Good Day Café (formerly Ham & Egg) 2924 Highway K	Restaurant - Family	2	2 FT, 4 PT
Hitsquad O'Fallon (New Owner and Location) * 274 Ft Zumwalt Sq	Fitness, Nutrition, Athletics	5	0 FT, 0 PT
Liberty Church 709 Crestview Dr	Church	5	3 FT, 1 PT
Maker and Mine Home Based	Clothing, Accessories	1	0 FT, 1 PT
McAlister's Deli 8670 Veterans Memorial Parkway	Restaurant – Deli, Sandwiches	1	3 FT, 58 PT
O'Fallon Trophy & Engraving Home Based	Trophies, Awards	3	0 FT, 1 PT
Pho Happy Wok (formerly Happy Wok) 2942 Highway K	Restaurant – Asian, Indian	2	2 FT, 0 PT
R.E. Sales Solution (New Location) 119 E Elm St	Wholesale	1	6 FT, 0 PT
Retirement Time Insurance 1079 E Terra Ln	Insurance Agency	1	4 FT, 0 PT
Sharon Allmond Coaching & Consulting 1001 Boardwalk Springs Pl, Ste 111	Consulting	2	0 FT, 1 PT
Slyman Brothers of O'Fallon 52 Crossroads Plaza	Appliance	2	3 FT, 0 PT
ZRoyale Home Based	Clothing, Accessories	1	0 FT, 1 PT

* Participated in the Open in the 'O' Process



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RIBBON CUTTINGS/GROUND BREAKINGS – TOTAL: 4

Business Name	Business Category	Ward	Date
Kari's Sewing Room Home Based	Personal Embroidery, Sewing and Minor Alterations	4	5-1-2018
Franco's Smoke Shop 2441 Highway K	Smoke Shop	4	5-14-2018
McAlister's Deli 8670 Veterans Memorial Parkway	Restaurant – Deli, Sandwiches	1	5-29-2018
Washington Univeristy Orthopedics 20 Progress Point Parkway	Medical, Physician	2	5-30-2018

BUSINESS CLOSINGS – TOTAL: 10

Business Name	Business Category	Ward	# of Employees
After Hours Pediatric Urgent Care	Medical, Physician	1	0 FT, 24 PT
Best Care Dental & Vision (new location)	Dental, Orthodontic, Vision	1	1 FT, 0 PT
Color Perfect	Auto Body, Repair	5	1 FT, 0 PT
Ham & Egg (new owner and new name)	Restaurant – Family	2	0 FT, 12 PT
Happy Wok (new owner and new name)	Restaurant – Asian, Indian	2	2 FT, 1 PT
LuLus Hair Salon	Hair Salon, Supplies	2	3 FT, 5 PT
O'Fallon Grooming Salon	Pet, Supplies	1	1 FT, 0 PT
O'Fallon Trophy & Engraving (now home based)	Trophies, Awards	5	1 FT, 1 PT
Red Wing Shoe Store	Shoe, Boot Sales	5	1 FT, 1 PT
Renewal Therapy	Healthcare, Services	3	1 FT, 0 PT



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Commercial Projects Under Construction & Review		
Business/Subdivision	Location	Status
Alpha & Omega Café	111 North Main St	Under Construction
Blue Iguana Car Wash – New Construction	1008 Highway K	Under Construction
Discount Tire – New Construction (8,192 sf) *	101 O'Fallon Loop Rd	Site Plan Under Review
Knights of Columbus – Renovation and Parking Lot Addition	202 W Third St	Permit Under Review
Little Sunshine Playhouse and Preschool – New Construction (9,700 sf) *	4220 Highway K	Conditional Use Permit Approved, Site Plan Under Review
Lou Fusz Jeep – Expansion (2 nd Building – 27,958 sf)	3470 Highway K - adjacent to current location	Final Inspection Pending
Merric Millwork	213 S Cool Springs Rd	Multiple Permits in Progress
MJSM, LLC – New Construction	1400 Grant Industrial Dr	Under Construction
Missouri Rush Sports Park Clubhouse	901 Caledonia Dr	Under Construction
O'Fallon Casting Expansion (33,500 sf)	600 Cannonball Ln	Final Inspection Pending
Raising Cane's Chicken Fingers – New Construction (3,797 sf) *	8600 Mexico Rd	Conditional Use Permit & Site Plan Under Review
Regions Bank - New Construction (4,310 sf)	3005 Highway K	Under Construction
Tru by Hilton – New Construction (56,750 sf) *	Technology Dr & Crusher Dr	Conditional Use Permit and Rezoning Approved, Multiple Permits Under Review

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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	Construction Plan / Plat Review
Brookview *	77	Guthrie Rd	McBride Homes	Site Plan Approved with Conditions by P&Z and City Council
Cobblestone Crossing	288	Highway 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 Review
Hillman Place Senior Living (Phase 2)	98	Near SE Corner of Mexico Rd and Bryan Rd	JES Development, Inc.	Construction Completed
The Landing @ O'Fallon (Assisted Living & Learning Center)	111	NE Corner of O'Fallon Rd & Highway K	KBE Building Corporation	Pending Final Inspection
Keystone Ridge	83	Guthrie Rd	Pinnacle Land Development	Under Construction
Streets of Caledonia	617	Highway DD & Interstate 64	Payne Family Homes	P&Z Commission Rezoning Request (TABLED)
Pearl Vista	46	Pearl Dr & Tom Ginnever Ave	McBride Homes	Final Plan Approved by City Council April 2018
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	Preliminary Plat Under Review
Wabash Woods Phase 2	44	Wabash Woods	McBride Homes	Construction Nearly Complete

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RETENTION VISITS SUMMARY: The comments expressed below are the opinions of 11 business owners or representatives with whom O'Fallon's Economic Development staff met during the month.

- **Service**

Half of the service businesses contacted in May were struggling with slow or declining sales. The digital economy is not only impacting retailers, but local service providers, too. One service business owner is considering an expansion and a second is experiencing a growing demand for its services.

- **Manufacturing/Industrial**

The two industrial operations reported strong sales and more opportunities with a growing economy. Both are re-evaluating their space needs to achieve greater efficiencies. One indicated some challenges in recruiting and retaining workforce.

- **Restaurant/Bar**

One of the two restaurants contacted had just held its ribbon-cutting ceremony and was expecting big crowds during its opening months. The restaurant's new general manager lives in O'Fallon and is looking forward to getting the restaurant connected to the community. The other restaurant has been open for more than five years and reported business as good. In addition to the O'Fallon location, the owners recently opened a third restaurant. The other locations are in St. Louis County.

- **Retail**

The O'Fallon retailer contacted in May has been in business for ten years and also owns a store in the City of St. Louis and one in St. Louis County. Business has been steady in all three locations. The retailer's specialty products appeal to a smaller, but loyal customer base.