



City of O'Fallon, Missouri

Economic Development Monthly Report

July 2018

PROJECT ACTIVITY (47 as of 07-31)	Starting Totals	New	Closed	New Totals
Business Expansion	13	1	1	14
Business Retention	4	0	0	4
Business Attraction	27	5	3	29

SOURCES for Business Attraction	July 2018	Total 2018	Previous Year
Responses Submitted to Requests For Information (RFI) *	1	11	14
Other (Brokers, Direct Inquiries, Media)	4	14	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	July 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 • Llywellyn's at Caledonia 	12	1	5
Estimated Value of Capital Investment	\$25M	\$100,000	\$6.65M
Estimated Number of Jobs	500	13	848

* = New this month

PROACTIVE OUTREACH	2018 Targets	July 2018	Total 2018
Business Attraction Packets/Mailings	100	6	37
Business Retention Calls/Meetings	180	19	121
Broker/Developer Meetings	60	5	27
Open in the 'O' Meetings (43 in 2017)	36	2	19



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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 To Date	4 th QTR 2018	
Retail	94.7%	95.4%	95.6%	-	95.3%
Office	91.98%	91.1%	90.9%	-	90.8%
Industrial/Flex	97.1%	96.7%	97.5%	-	95.9%

(Source: CoStar July 2018)

NEW BUSINESS LICENSE LIST – TOTAL: 7

Business Name	Business Category	Ward	# of Employees
Axes Physical Therapy 4273 Keaton Crossing Blvd	Physical Therapy	2	2 FT, 1 PT
Axiom Product Administration 1 Progress Point Pkwy Ste 101	Motor vehicle service contracts & warranties	2	28 FT, 0 PT
Conway Textiles Home Based	Printing, Marketing	5	2 FT, 0 PT
Gateway Aerial Imagery Home Based	Photography	4	2 FT, 0 PT
Hartman Digital Solutions 2173 West Terra Ln	IT – Industry	5	1 FT, 0 PT
JHooker Construction Services 991 Cool Springs Industrial Dr	Construction, Home Remodeling	1	3 FT, 2 PT
Precision Dent Removal 105 Elaine Dr	Auto Body, Repair	5	1 FT, 0 PT

* Participated in the Open in the 'O' Process

RIBBON CUTTINGS/GROUND BREAKINGS – TOTAL: 5

Business Name	Business Category	Ward	Date
St. Charles County Ambulance District Engine Station 5 (SCCAD) 8430 Mexico Rd.	Ambulance	1	7-11-2018
TAPERED 1165 Bryan Rd.	Men's Barbershop/Salon	4	7-23-2018
Tyke Town Development Center (ground breaking) 8368 Mexico Rd	Child Care	1	7-24-2018
Agan Chiropractic 1297 Bryan Rd	Chiropractic	4	7-25-2018
White Mountain Cyrotherapy 1120 Technology Dr, Suite 114	Health and Wellness Facility		7-27-2018



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BUSINESS CLOSINGS – TOTAL: 6

Business Name	Business Category	Ward	# of Employees
After Hours Pediatric Urgent Care 102 Laura K Dr	Medical, Physician	1	0 FT, 24 PT
Best Care Dental 310 East Elm St	Dental, Orthodontic	1	6 FT, 0 PT
Button Auto Machine Shop Service 1010 Bramblett Rd	Auto Body, Repair	1	2 FT, 0 PT
Little Caesars Pizza 614 North Main Street	Restaurant – Pizza	1	1 FT, 8 PT
St. Charles County Cab 5 Plackmeier DR	Taxi, Bus	5	1 FT, 2 PT
The Sparrows Nest 4132 Keaton Crossing Dr	Non-Profit	2	4 FT, 9 PT

Commercial Projects Under Construction & Review

Business/Subdivision	Location	Status
Alpha & Omega Café – Renovation	111 North Main St	Under Construction
Blue Iguana Car Wash – New Construction	1008 Highway K	Under Construction
Bryan Road Animal Hospital – New Construction (5,327 sf)	1290 Bryan Rd	Site Plan & Construction Plan Approved, Building Permits Under Review
Discount Tire – New Construction (8,192 sf)	101 O'Fallon Loop Rd	Conditional Use Permit & Site Plan Approved
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 Approved, Site Plan Under Review
Lou Fusz Jeep – Expansion (27,958 sf)	3470 Highway K -	Final Inspection Pending
Merric Millwork – Renovation	213 S Cool Springs Rd	Multiple Permits in Progress
MJSM, LLC – New Construction	1400 Grant Industrial Dr	Under Construction
Missouri Rush Sports Park Clubhouse – New Construction	901 Caledonia Dr	Final Inspection Pending
Nina's Café – Tenant Finish*	3752 Monticello Plaza	Conditional Use Permit Approved
O'Fallon Casting Expansion (33,500 sf)	600 Cannonball Ln	Final Inspection Pending



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Petrichor Brewing – Tenant Finish*	2900 Highway K	Conditional Use Permit Approved
Regions Bank - New Construction (4,310 sf)	3005 Highway K	Pending Final Inspection
Retail Center/Drive-Thru Restaurant – New Construction (5,169 sf)*	2181 W Terra Ln	Conditional Use Permit & Site Plan Under Review
Tru by Hilton – New Construction (56,750 sf)	Technology Dr & Crusher Dr	Conditional Use and Rezoning Approved, Permits Under Review
Tyke Town – New construction (5,860 sf)	8368 Mexico Rd	Site Plan & Construction Plan Approved

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 Council
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.	Construction Completed
The Landing @ O'Fallon (Assisted Living & Learning Center)	111	O'Fallon Rd & Highway K	KBE Building Corporation	Final Inspection Approved
Keystone Ridge	83	Guthrie Rd	Pinnacle Land Development	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 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 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**

Two of the eight service businesses recently opened and are pleased with the community reception they have received and both are growing customer activity. A new general manager at a third indicated customer activity was steady, but mentioned concerns about a competitor that just located into a newly remodeled, more spacious facility in O'Fallon. Half of the service businesses reported positive or increasing customer activity in 2018. Three of the firms are impacted by the I-70 outer road construction.

- **Manufacturing/Industrial**

Staff met with an operations manager of a production facility with a majority of its customers in the environmental services sector. The O'Fallon operation was purchased in 2016 by a European firm that is committed to keeping and growing its U.S. operations. The corporation's North American operations are moving toward more sustainable practices with an emphasis on recycling.

- **Retail**

Four of the seven retailers contacted in July reported strong 2018 sales activity; one has experienced slower than normal sales, primarily due to the higher than normal summer temperatures; another just opened its doors, but is receiving lots of attention; and the last reported steady sales despite a major competitor located nearby. A number of the retailers are located within or near the I-70 outer road project and expressed serious concerns about the impacts of construction activity on customers.

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

Two of the three office operations were pleased with the level of business activity. The third is located along East Terra and had difficulty in directing clients to their office due to the I-70 outer road construction. A recent posting of detour routes by City Staff alleviated some of the problems.