



# City of O'Fallon, Missouri

## Economic Development Monthly Report

### January 2019

<b>PROJECT ACTIVITY (59 as of 1-31)</b>	<b>Starting Totals</b>	<b>New</b>	<b>Closed</b>	<b>New Totals</b>
Business Expansion	18	0	0	18
Business Retention	4	0	0	4
Business Attraction	35	5	3	37

<b>SOURCES for Business Attraction</b>	<b>January 2019</b>	<b>Total 2019</b>	<b>Previous Year</b>
Responses Submitted to Requests For Information (RFI) *	3	3	19
Other (Brokers, Direct Inquiries, Media)	2	2	28
Startups (1 <sup>st</sup> Business Location)	0	0	1

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

<b>RESULTS</b>	<b>2019 Targets</b>	<b>January 2019</b>	<b>Total 2019</b>
Project Successes -- Expansion, Retention, Attraction <ul style="list-style-type: none"> <li>Prairie Farm Dairy Distribution</li> </ul>	10	1	1
Estimated Value of Capital Investment	\$25M	n/a	0
Estimated Number of Jobs	250	18	18

\*\* = New this month

<b>PROACTIVE OUTREACH</b>	<b>2019 Targets</b>	<b>January 2019</b>	<b>Total 2019</b>
Business Attraction Packets/Mailings	100	4	4
Business Retention Calls/Meetings	180	15	15
Broker/Developer Meetings	60	6	6
Open in the 'O' Meetings (36 in 2018)	30	2	2



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### 2019 COMMERCIAL PROPERTY OCCUPANCY RATES BY PERCENTAGE

	O'Fallon				St. Charles County 1st QTR To Date
	1 <sup>st</sup> QTR 2019 To Date	2 <sup>nd</sup> QTR 2019	3 <sup>rd</sup> QTR 2019	4 <sup>th</sup> QTR 2019	
Retail	95.6%				95.9%
Office	92.2%				93.2%
Industrial/Flex	97.8%				96.1%

(Source: CoStar January 2019)

### BUSINESS CLOSINGS – TOTAL: 0

Business Name	Business Category	Ward	# of Employees
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### NEW BUSINESS LICENSE LIST – TOTAL: 4

Business Name	Business Category	Ward	# of Employees
Activist Supply Home Based	Printing, Marketing	3	1 Ft, 0 PT
AHAB Engineering Home Based	Engineering Consultant and Services	2	0 FT, 1 PT
Green Nature 808 Midpoint Drive	Retail Smoke Shop	5	1 FT, 0 PT
Prairie Farms Dairy 2 Commerce Drive	Wholesale	1	18 FT, 0 PT

\* Participated in the Open in the 'O' Process

### RIBBON CUTTINGS/GROUND BREAKINGS – TOTAL: 2

Business Name	Business Category	Ward	Date
Supercuts (New Ownership) 1306 Highway K	Hair Salon	1	1-14-2019
The Gallery 1094 Tom Ginnever Avenue	Artisans Gallery	1	1-15-2019



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<b>Commercial Projects Under Construction &amp; Review</b>		
<b>Business/Subdivision</b>	<b>Location</b>	<b>Status</b>
Alpha & Omega Café – Renovation	111 North Main St	Final Inspection Pending
Blue Iguana Car Wash – New Construction (4,745 sf)	1008 Highway K	Completed
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	Project Put on Hold
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
MJSM, LLC – New Construction (15,000 sf)	1400 Grant Industrial Dr.	Under Construction
New Outlot Construction – Retail Center (6,155 sf)	2181 W Terra Ln	Multiple Permits in Progress
Petrichor Brewing – Tenant Finish	7434 Village Center Dr.	Multiple Permits In Progress
Tyke Town – New Construction (5,860 sf)	8368 Mexico Rd	Under Construction

\*New this month

<b>Residential Projects Under Review &amp; Construction</b>				
<b>Business/Subdivision</b>	<b>Units</b>	<b>Location</b>	<b>Builder / Developer</b>	<b>Status</b>
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



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Keystone Ridge	83	Guthrie Rd	Pinnacle Land Development	Under Construction
Legends Pointe	114 single family lots, 2 commercial	Noahs Mill Dr.	Payne Family Homes	Under Construction
Renew O'Fallon Apartments	168	Tom Ginnever Ave & T. R. Hughes Blvd	FPA Multifamily, LLC	Under Construction
Shane Estates	6	Highway P	Ella Real Property Holdings, LLC	Multiple Permits In Progress
Streets of Caledonia	617 mixed use units; 100 acres of commercial	Highway DD & Interstate 64	Payne Family Homes	Area Plan & Preliminary Plat Under Review
Pearl Vista	46	Pearl Dr. & Tom Ginnever Ave	McBride Homes	Multiple Permits In Progress
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	Site Construction Plan Approved
Westleigh	57	Diehr Rd	Lombardo Homes	Under Construction

**RETENTION VISITS SUMMARY:** The comments expressed below are the opinions of 15 business owners or representatives with whom O'Fallon's Economic Development staff met during the month.

- **Service**

Seven of the ten service businesses contacted in January were experiencing growth with some doing better than others. Business had slowed in the three remaining businesses, but all expected activity to pick up in the spring.

- **Manufacturing/Industrial**

The two manufacturers were operating at full production and looking to hire. Both would expand second shifts before adding to their buildings.

- **Retail/Restaurants & Bars**

The retailer indicated that the business was doing very well since ending one product line and rebranding the other. The owner had received a number of inquiries about the store closing, but was not interested in selling the operations. The two restaurants contacted in January had a good holiday season and were ready to open their outdoor seating areas when the weather improves.