With this issue you will find information about the EDC Business and Community Partners’ interest in a small-business incubator/coworking space; our new businesses, which we welcome to our community; our Historic Downtown Wentzville activities; plus much more. We especially want to make you aware of the upcoming Wentzville Community Night at the Rascals ballgame! At the game, on May 17, you’ll have the opportunity to highlight your Wentzville business. Please see pg. 2 for more information.

The City of Wentzville Economic Development Department is prepared to assist you however possible. Feel free to contact us by phone at (636) 327-5101 or in person at our office in City Hall at 1001 Schroeder Creek Blvd.

Thank You!
International Council of Shopping Centers (ICSC)

The International Council of Shopping Centers is the global trade association of the shopping center industry. Every year, the association convenes RECon, The Global Retail Real Estate Convention in Las Vegas, Nevada. The event this year will be May 20-23 at the Las Vegas Convention Center. This is the world’s largest global gathering of retail real estate professionals. More than 37,000 industry professionals and 1,200 exhibitors will be on-hand. For more information on the event, please visit www.icsc.org.

Heartland Real Estate Business

The Heartland Real Estate Business magazine covers the multi-family, retail, office, healthcare, industrial and hospitality sectors in Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, Ohio and Wisconsin. They also publish a twice-weekly e-newsletter that covers the Midwest region. You can subscribe to the free e-newsletter by visiting the magazine’s website at www.rebusinessonline.com.

Business Retention and Expansion International (BREI)

This international organization is the leading professional association for business retention and expansion, a fundamental strategy for economic sustainability and growth. The organization represents professionals in the economic development field in order to educate, train and promote best practices for increasing economic activity and growth. More information can be obtained at www.brei.org.

Western St. Charles County Chamber of Commerce

The monthly Membership Meetings are held the second Thursday of every month from 11:15 a.m. to 1 p.m. The Chamber also hosts monthly business-after-hours networking opportunities and issues a bi-weekly email newsletter, The Chamber Voice. More information on the local Chamber can be found on their website at www.westernstcharlescountychamber.com or by calling (636) 327-6914.

Shopping Center News

According to the Shopping Center Business publication, there is a retail transformation change occurring in the industry. The brick-and-mortar store is far from dead. Rather, successful retail centers are repurposing and re-tenanting their centers. Some of the new tenants include gyms, medical offices and even housing. Retailers are adding special features like dedicated pick-up counters for online orders and kiosks for customized products. It is expected that retail will follow a different path in the future.

Small Business Journal

Dan Lang, the City’s Director of Economic Development was recently named one of the “100 St. Louisans You Should Know to Succeed in Business.” Dan was the only municipal employee in the St. Louis Metropolitan Area to receive this recognition.

Historic Downtown Wentzville

Infrastructure improvements are presently underway in Historic Downtown Wentzville — and more is yet to come. Linn Avenue is being reconstructed from Main Street to Fourth Street. When completed, the roadway will be similar in appearance to the recently reconstructed Main Street. The street will be concrete, have aggregate sidewalks and landscaping. Another infrastructure project is the Allen Street Watermain Replacement project. The waterline is being replaced along its entire alignment from Linn Avenue to the east. Lastly, a transportation study is currently being undertaken to determine how Pearce Boulevard and Allen Street might better function and have improved aesthetics. Watch for a Public Meeting sometime this summer to share your feedback.

Wentzville Night at the Ballpark

On Thursday, May 17, 2018 the City of Wentzville will have a “Wentzville Night at the Ballpark” during the River City Rascals game in O’Fallon. Wentzville businesses can rent a table for $300 where you can hand out information, collect data from the fans or provide pre-approved samples. The Rascals organization will provide a six-foot table along with chairs. For more information, please email dschmoll@rivercityrascals.com or call at (636) 240-2287, ext. 242.

SMART QUOTE: 

“Ideas are important, but they’re not essential. What’s essential and important is the execution of the idea.”

John Landis
Film Director, Screenwriter and Actor
SBA 504 Loan

The SBA 504 loan program is administered locally by the EDC Business and Community Partners. The loan program offers most types of small businesses affordable financing for real estate, machinery and equipment purchases and potential refinancing of existing debt. The principal advantages to the use of SBA 504 loans are:

- Low-Down Payment
- Long-Term Financing
- Fixed, Below-Market Interest Rates

To learn more about the SBA 504 Loan Program, please visit: www.edcsscc.com/pubs/EDC_504_Loan_Brochure_2011.pdf.

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**LARGEST SMALL BUSINESS ADMINISTRATION LENDERS**

**RANKED BY SBA LOAN PRODUCTION IN FISCAL 2017**

<table>
<thead>
<tr>
<th>Lender</th>
<th>Address and Phone</th>
<th>SBA Loan Production in Fiscal 2017</th>
<th>SBA Loan Production in Fiscal 2016</th>
<th>Number of SBA Loans 2017</th>
<th>Charter Net Loans and Leases</th>
<th>Total Assets</th>
<th>Holding Company</th>
</tr>
</thead>
<tbody>
<tr>
<td>EDC: Business &amp; Community Partners</td>
<td>5988 Mid Rivers Mall Dr., St. Charles, MO 63304 (636) 441-6880</td>
<td>$18.86 million</td>
<td>$8.62 million</td>
<td>37</td>
<td>NA</td>
<td>NA</td>
<td>St. Charles County Economic Development Center</td>
</tr>
</tbody>
</table>

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**Coming Soon!** These new businesses are making Wentzville their home.

**ATD Tool Corporation Expansion**

**Peine Ridge Elementary School Expansion**
The Biz newsletter is a publication of the City of Wentzville’s Economic Development Department. It is published quarterly and is sent to the 800+ brick-and-mortar and home-based businesses, which are the strength of Wentzville’s local economy.

Construction Underway

Left to Right:
- Wentzville Bluffs Retail Center
  Quartz Canyon Dr.
- Msfitz Salon & Marble Life
  508 E. Pearce Blvd.
- Gonwa Law Group and Synergy Chiropractic
  1015 Meyer Rd.

New Business Activity

Left to Right:
- King Edwards Chicken
  1126 W. Pearce Blvd., #116
- Red Wing Shoe Store
  1121 W. Pearce Blvd.
- Boost Mobile
  1123 W. Pearce Blvd.