Welcome to the winter issue of The Biz newsletter! As you know, it has been a roller coaster of weather here in Wentzville.

This newsletter is intended to make a connection from the City of Wentzville to its business community. The Biz offers useful information on the happenings around the City. It also contains data that we hope will help your business to become more successful. We appreciate you being a vital part of the City’s growth and development.

The City’s 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!

With the approach of spring, the City of Wentzville would like to ask for your cooperation in our efforts to improve the community. The appearance of your business and its surroundings are critically important to the residents and your workforce. This is especially true if you are a retail or service business. Businesses that are “neat and clean” convey a sense of pride. Your customers will respond by visiting your establishment.

These spring-cleaning efforts might include picking up trash and debris; general repair of windows, doors and other exterior features; or repainting and other exterior and interior improvements. We encourage you to work on your properties and buildings to help them be clean and attractive places to visit and work.

The City of Wentzville would like to welcome the following businesses that became a part of our community in 2018.

Welcome New Businesses

Thank you for being a part of our community.

ACCENT DENTAL
NIKE AIR MANUFACTURING
A LOVING HEART HOMECARE
NORTHSTAR INSURANCE ADV.
ARC LOCKSMITH SERVICE
THE PRIME MEAT CO.
CAPTAIN D’S
RED WING SHOE STORE
CREDIT INFORMATION CORP.
ST. LOUIS CONSOLIDATORS
CROSSFIT LSL
SIX + CYPRESS
DETOX YOGA LLC
THE SOURCE FARMACY
DUKE’S BBQ SHACK
SPARTAN TRANSPORTATION LLC
E3 GORDON STOWE
STAR CREST CLEANERS
FRIEDRICH’S PHYSICAL THERAPY
THE STATION BEAUTY SUITES
FS LABEL MANUFACTURING
HOMETOWN BAKERY
SWIFT COUNSELING
KING EDWARD’S CHICKEN
TEXAS ROADHOUSE
LENDNATION
TOWN SQUARE ANTIQUE MALL
MARCO’S PIZZA
MAX AIR TECHNOLOGY INC.
TRACY RATCLIFF AGENCY
(ALLSTATE INSURANCE)
TROPHY OUTLET

MISFITZ SALON
VAPOR 100
MORGAN SCHOOL
WORLD OF COMMUNICATIONS
(BOOST MOBILE)
STAY TRUE BOUTIQUE
HEAR WELL STL
STOVER DIAGNOSTICS LABS
NATURAL CHARM GENERAL STORE
International Council of Shopping Centers (ICSC)
The ICSC has as its mission “to ensure the retail real estate industry is broadly recognized for the integral role it plays in the social, civic and economic vibrancy of communities across the globe...” The organization recently released a report indicating that it is expected retail sales will grow between 3.8 percent and 4.4 percent in the coming year, according to the National Retail Federation (the statistics do not include restaurant, auto and gasoline sales). To learn more, please visit www.icsc.org.

Heartland Real Estate Business
As stated in its Heartland Real Estate Business publication, “despite economic jitters and political strife, mortgage bankers expect healthy deal volume in 2019 thanks to strong property fundamentals and an abundance of capital.”
Heartland Real Estate Business publications are produced by France Media Inc. France Media publishes 11 free e-newsletters. These newsletters cover commercial real estate by region or with a focus on specific property types, including retail, student housing and senior housing. For more information on these available FREE newsletters, and to get a subscription, please email newsletters@francenewsletters.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.

With all of the organizations that exist to support industry and economic development, why choose BREI for membership and involvement? The answer is in the focus. Business Retention & Expansion International is laser-focused on BRE. They provide two certifications designed to provide grass-roots training for implementing a BRE program, complete with survey tools and methodologies for implementing these tools. They provide a huge number of BRE-specific resources and a wealth of institutional and professional knowledge on the subject.

BREI is not an economic development association that teaches everything plus BRE. They ONLY teach BRE, and they provide in-depth knowledge. You will not find this anywhere else but BREI. To learn more, please visit www.brei.org.

Western St. Charles County (WSCC) Chamber of Commerce
The Chamber’s 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. The WSCC Chamber of Commerce supports businesses in Dardenne Prairie, Flint Hill, Lake St. Louis and Wentzville. They place focus on three key objectives – increasing your reach, improving your business and impacting your community. The Chamber is approximately 750 members strong and continues to grow. More information on the local Chamber can be found on its website at www.westernstcharlescountychamber.com or by calling at (636) 327-6914.

2018 Citizen of the Year
The City recently recognized Wentzville resident and business owner Donna-Marie Pierre as the 2018 Citizen of the Year. The award recognizes outstanding residents and business owners whose actions and accomplishments make life better for others.
Donna-Marie is actively serving in her second term as the president of the Wentzville Rotary Club. She is also a member of the Wentzville Downtown Business Association and the Western St. Charles Chamber of Commerce. Additionally, she serves as the chair of the Wentzville Downtown Business Association’s annual Christmas Parade, and has been in this role since the parade’s inception.
Donna-Marie also owns her own Wentzville business – Windows and The Works – which is located in Historic Downtown Wentzville. The business has been part of this community since 1972. Although active in the business community, she often diverts her attention to the resources and causes of others. She recently organized a fundraiser sponsoring school children and mothers in Rwanda. Congratulations, Donna-Marie!
Nominate your favorite Wentzville resident or business owner for the 2019 Citizen of the Year. Applications can be completed year-round at bit.ly/wentzvillecoty.

SMART QUOTE: “Many of life’s failures are people who did not realize how close they were to success when they gave up.”
Thomas Edison, Inventor
“These new businesses are making Wentzville their home.

The first application period for the City’s Façade Improvement Grant program is April 1-30. Eligible properties in Historic Downtown Wentzville should have received a letter from the City of Wentzville informing them about the program. The purpose of the program is to rehabilitate the exterior of structures 50 years or older in the HD-1, HD-2 and HD-3 zoning districts. A 50-50% matching grant for up to $10,000 can be obtained from the City with approval of the Downtown Committee. Eligible projects include such things as roofing, tuckpointing, awnings, windows and doors. If you are eligible, we would encourage you to apply.

You are invited to attend Wentzville’s Downtown Committee meetings. The Downtown Committee meets on the fourth Tuesday of each month beginning at 6 p.m. at City Hall (1001 Schroeder Creek Blvd).

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

Midtown Home Improvements | Builder’s Resource Park

Urshan College | Former CenturyLink Campus
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.

New Business Activity

- **Batteries + Bulbs**
  1163 Wentzville Pkwy.

- **CBO Kratom**
  12682 Veterans Memorial Pkwy.

- **Accent Dental**
  853 Medical Dr., Suite 114

- **Six + Cypress**
  205 E. Allen St.

- **Wentzville Family Diner**
  403 Luetkenhaus Blvd.

- **One Nation Nutrition**
  1127 Wentzville Pkwy.

Business-to-Business Spotlight

- **Business Name:** Credit Information Corporation
- **Business Address:** 408 E. Pearce Blvd.
- **Business Owner:** Ray Warren
- **What year did you open?** 1989, relocated to Wentzville in July 2018.
- **What influenced you to locate your business in Wentzville?** Already owned the building.
- **What do you feel you bring to Wentzville by having your business here?** Allow for specialized business services in the Wentzville area.
- **What products/services does your business offer?** Employment and tenant screening; employment credit reports; criminal conviction reports; drug testing; employment verification; commercial credit reports; financial statement reviews; pro forma and balance-sheet review.
- **What’s your favorite thing about Wentzville?** The people in this ever-growing community.
- **What’s next for your business?** Could expand to the adjacent location, if needed.
- **What do you hope Wentzville will evolve into five years from now?** Continued growth in Historic Downtown Wentzville.
- **Any comments, advice or news you would like to share?** I remain involved in the Wentzville community.