Welcome to the summer issue of The Biz newsletter. This newsletter is intended to make a connection from the City of Wentzville to its business community. This newsletter offers useful information on the happenings around the City. It also contains data which 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 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!

Do you own a “green-minded” business in Wentzville? Whether you do a little or a lot to “go green,” we want to hear from you! Green business practices help reduce operating costs and protect our natural resources. Please share your input. Complete our online survey for a chance to be featured in The Vision newsletter, which is distributed to all Wentzville households. This is a chance to brag about how your business employs green practices. To complete the short survey, please visit bit.ly/wentzvillegoesgreen. Thank you for your time!

Marco’s Pizza
1000 Quartz Canyon Dr.

Town Square Antique Mall
15362 Veterans Memorial Pkwy.

The Prime Meat Company
1004 Quartz Canyon Dr.

Credit Information Corporation
408 E. Pearce Blvd.

Stay True Boutique
1002 Quartz Canyon Dr.

The Station Beauty Suites
24 W. Main St.

LendNation
1433 Wentzville Pkwy.

Crossfit LSL
1074 Crosswinds Ct.

Captain D’s
708 S. Church St.

Nike Air Manufacturing Innovation
1250 Interstate Dr.

Detox Yoga
1155 Wentzville Pkwy., #109

FS Label Manufacturing
100 Hamilton Industrial Ct.

Friedrich’s Physical Therapy
1015 Meyer Rd.

Vapor 100
1201 Wentzville Pkwy., #105

Swift Counseling
508B W. Pearce Blvd.

Hometown Bakery
714 W. Pearce Blvd.

Thank you for being a part of our community.
International Council of Shopping Centers (ICSC)

According to the publication *SCT Shopping Centers Today*, most retail investors are looking to purchase anchored shopping centers (48%), followed by strip retail centers (23%). This information was provided through a survey conducted by the firm Real Capital Markets. The survey further concluded that there is a pent-up demand for purchasing such properties, but sellers are putting fewer properties on the market. Nearly 40 percent of the survey respondents said that big-box vacancy represents the greatest threat to retail property investment.

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 which covers the Midwest region. You can subscribe to this free e-newsletter by visiting the magazine’s website at www.rebusinessonline.com.

In a recent publication, the industrial sector was called, “the investment darling of commercial real estate.” Nationally, the industrial market tightened with only a five percent overall vacancy rate. The industrial market in Wentzville has experienced this same situation with a higher demand than available properties.

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. The organization recently held its annual Awards Program, and deserving applicants were announced. The 2018 Award Recipients include:

- The State/Province/Territory Award was awarded to Newfoundland and Labrador Organization of Women Entrepreneurs (NLOWE) for its work on the Women’s Economic Forum Drivers of Growth project.
- The Outstanding Single Community with a Population Under 20,000 was awarded to Athens Economic Development Corporation for its work on the Freeport Tax Exemption project.
- The Outstanding Multi Community with a Population Over 50,000 was awarded to the municipality of the District of Digby for work on the Investment Readiness Project.
- And finally the organization’s largest award of the year for creating significant change, the IMPACT Award, was awarded to the Athens Economic Development Corporation for the work on the Freeport Tax Exemption project.
- Dan Lang, Wentzville’s Director of Economic Development is a member of the professional awards committee.

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.

According to information published by the St. Louis Business Journal, the Western St. Charles County Chamber is the third largest Chamber in the entire St. Louis Metropolitan Area with 717 members. The Greater St. Charles County Chamber has 740 members. The St. Louis Regional Chamber is the largest with 963 members. The Western St. Charles County Chamber would like to attain the number two ranking – so please consider joining. The Chamber represents the communities of Wentzville, Dardenne Prairie and Lake Saint Louis.

Shopping Center News

As reported in the *Shopping Center Smart Brief*, retailers gave U.S. job creation a boost, adding an average of 12,000 new jobs per month in the first seven months of 2018, according to the U.S. Labor Department amid a rise in consumer spending.

International Economic Development Council (IEDC)

The International Economic Development Council is a non-profit membership organization serving economic developers. According to a recent survey by OI Global Partners, the Top Five Challenges Employers Faced in 2017 were:

- Adapting to change (56%)
- Employee engagement (47%)
- Attracting and hiring talent (45%)
- Manager’s lack of coaching skills (42%)
- Retaining talent (37%)
You will start seeing some improvements to several buildings in the Historic Downtown. The City’s Downtown Committee recently approved several Facade Improvement Grant requests from eligible buildings (at least 50 years old and located in Historic Downtown Wentzville). The buildings receiving grant monies include the following:

<table>
<thead>
<tr>
<th>ADDRESS</th>
<th>WORK TO BE UNDERTAKEN</th>
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</thead>
<tbody>
<tr>
<td>109 W. Pearce Blvd.</td>
<td>Tuckpointing</td>
</tr>
<tr>
<td>300 W. Pearce Blvd.</td>
<td>Window replacement</td>
</tr>
<tr>
<td>408 E. Main St.</td>
<td>Door and window replacement</td>
</tr>
<tr>
<td>510 W. Pearce Blvd.</td>
<td>Window replacement and awnings</td>
</tr>
<tr>
<td>513-517 W. Pearce Blvd.</td>
<td>Door replacement</td>
</tr>
<tr>
<td>910 E. Pearce Blvd.</td>
<td>Window replacement</td>
</tr>
<tr>
<td>1009 E. Pearce Blvd.</td>
<td>Painting</td>
</tr>
</tbody>
</table>

The Downtown Committee meets on the fourth Tuesday of each month beginning at 6 p.m. at Wentzville City Hall. You are invited to attend!

Heartland Women’s Healthcare

McAlister’s Deli

New Wentzville High School

These new businesses are making Wentzville their home.
Construction Underway

Left to Right:
- Playtime Party Center, Highway A
- The Boulevard Senior Living and The Morgan School, Highway Z at Stone Meadows

New Business Activity

Left to Right:
- Captain D’s 708 S. Church St.
- Wentzville Bluffs Retail Center 1000-1006 Quartz Canyon Dr.
- 909 Public House 909 Main Plaza Dr.

Comments or questions about The Biz? Please email ecodev@wentzvillemo.org. Thank you!