



**MINUTES OF THE MEETING OF THE  
LONG GROVE ECONOMIC DEVELOPMENT COMMISSION  
Monday, November 12, 2019 at 7:00 A.M.  
3110 Old McHenry Road, Long Grove, Illinois 60047-9613**

**CALL TO ORDER**

Chairman Goble called the regular meeting of the Long Grove Economic Development Commission (EDC) to order at 7:00 A.M. with a quorum of the EDC present in person.

**OFFICIALS IN ATTENDANCE**

EDC Members Present in Person:	Pam Brown, Roger Goble, Rob Pipin, Eric Russell
EDC Members Absent:	Minah Hall, Jay Levin, Irwin Steinberg
Ex-Officio EDC Members Present Electronically:	Bill Jacob, Rita O'Connor
Village Staff Present:	Dave Lothspeich (Village Manger), Denise Rosenquist (Village Intern),
Others Present in Person:	Laurie Wilhoit (HDLGBA), Bridget Lane (BDI)
Others Present Electronically:	Michael Sarlitto

**PUBLIC COMMENT**

None.

**ACTION/DISCUSSION ITEMS**

**1. Motion to Approve Meeting Minutes of 10/22/19**

The EDC voted 4-0 in favor of approving the minutes of the 10/22/19 EDC meeting.

**2. Discussion on ICSC Chicago Deal Making Conference**

**Discussion Lead: Bridget Lane (Business Districts, Inc.), Dave Lothspeich**

Bridget Lane provided an overview of her attendance with Dave Lothspeich at the International Council of Shopping Centers' Chicago Deal Making Conference on October 16-17 at Navy Pier. The event matches property owners with businesses and provides opportunities to see who is looking, who is interested, and what other communities are doing. They brought the one-page marketing brochure with them as well as the subarea plans from the Comprehensive Plan. Learnings from the conference and other topics of conversation follow:

- Menards is having conversations on potential development of their outlots.
- Restaurants often start out as temporary pop-ups; culinary schools look for short-term space for product testing. Vacant units with kitchens offer opportunities for these types of use. The Village's temporary (3 month) sign ordinance should be publicized to attract these opportunities.
- Unique restaurants may be downtown Long Grove's greatest opportunity.
- Grocery is a challenging industry right now. Important to support Sunset Foods as much as possible. Grocers are also making efforts to keep customers in the store longer.
- Long Grove is known by the development community and has a reputation for high standards.
- Village Manager Lothspeich described the two municipal development processes: (1) Administrative Building Permit process and (2) Public Hearing process. All comments/concerns heard from developers related to relationships with property owners, rents, buildout fees, etc. and not the municipal process.

- Larger communities had booths at the conference, but it appeared most prospective tenants were circulating on the floor not in those booths. Taking a booth in the future would not be worth the expenditure.
- The Village had not been interested in a gas station in the past but may now consider one in the right location.
- Bridget Lane noted that business owners expect shared buildout costs with property owners, something Long Grove landlords have not been interested in doing. She added that the tenants are out there if property owners are willing to work with them.
- Village Manager Lothspeich indicated that a press release is being prepared for the opening of Robert Parker Coffin Road.
- Bridget suggested regional, city-wide press releases should also be prepared to taugth new business openings as well as the Lake Cook Road/IL 53 TIF district, if approved by the Village Board.

### **3. Discussion on Christkindlmarket Follow-Up Letter**

#### **Discussion Lead: Rob Pipin**

Commissioner Pipin distributed a draft of the follow-up letter to be sent to Christkindlmarket. It will be signed by Village President Jacob.

### **4. Discussion on Village Sales Tax Revenue Tracking**

#### **Discussion Lead: Roger Goble**

Chairman Goble displayed a chart trending sales tax revenue returned to Long Grove by the State of Illinois. Sales tax revenue comprises 40% of the Village's net income.

- Village Manager Lothspeich added that sales tax revenues have increased over the past 10 years and are the Village's primary single source of income. Prior to 2010, the Village's primary revenue source was from new home building permits. Those revenues ended with the recession.

### **5. Working Session #1: Marketing Brochure Status**

#### **Discussion Lead: Pam Brown**

Commissioner Brown advised that the marketing brochure has been wrapped up. She is looking to cross-reference it with the Village's website with assistance from Village Intern Rosenquist. Village Manager Lothspeich is listed on the brochure as the primary contact for the Village.

### **6. Working Session #2: Grant Investigation**

#### **Discussion Leads: Roger Goble, Rob Pipin, Pam Brown**

Commissioner Brown suggested that a list be prepared of projects for which grants are to be pursued. The list could then be provided to the Village Board for approval of a budget to retain a grant writing and research consultant.

- Village Manager Lothspeich mentioned several grants that the Village had pursued unsuccessfully in the past. He added that he has an example of a 1-2 page funding request proposal that the EDC can use as a guide when making requests of the Village Board or amending its previous \$3,000 request. The proposal could be added to the draft budget for the next fiscal year (May 1, 2020-April 30, 2021).
- Bridget Lane recommended the EDC also research local family foundations for grant opportunities.
- Commissioner Russell requested Village Intern Rosenquist work with Village Manager Lothspeich to create an initial list of projects and grants that the Village has pursued in the past or would like to pursue in the future. The EDC will then work to expand the list.

## **ADJOURNMENT**

Commissioner Goble adjourned the meeting at 8:38 AM with a unanimous vote of approval by the EDC.