



**MINUTES OF THE MEETING OF THE LONG GROVE ECONOMIC  
DEVELOPMENT COMMISSION  
TUESDAY JUNE 9, 2020 AT 7:00AM  
3110 OLD MCHENRY ROAD, LONG GROVE, ILLINOIS 60047**

**CALL TO ORDER** Chairman Goble called the regular meeting of the Long Grove Economic Development Commission (EDC) to order at 7:01 A.M. with a quorum of the EDC present electronically. The web-based meeting was conducted through Zoom and accessible to the general public.

**OFFICIALS IN ATTENDANCE:**

EDC Members Present electronically: Pam Brown, Roger Goble, Rob Pipin, Irwin Steinberg, Mike Elliott., Minah Hall

Ex-Officio EDC Members Present Electronically: Bill Jacob, Village President; Rita O'Connor, Trustee, Jennifer Michaud

Village Staff Present: Denise Rosenquist (Village Intern);

Others Present: Michael Sarlitto

**PUBLIC COMMENT**

**None offered.**

**ACTION/DISCUSSION ITEMS**

**1. Motion to Approve Meeting Minutes of 5/26/20**

Commissioner Steinberg made a motion in favor of approving the minutes of the 5/26/20 EDC meeting. Commissioner Brown seconded the motion to approve the minutes of the 5/26/20 EDC meeting.

**2. Nominations were Open for Selection of Commission Secretary/Clerk from all Commission Members**

**Pam Brown was Nominated as Commission Secretary/Clerk**

**Motion was heard for Pam Brown to be Selected as Commission Secretary/Clerk**

The Motion for Pam Brown to be selected as Commission Secretary/Clerk was approved by the EDC members that were present by acclamation.

**3. Report on results of June 8 Webinar on the topic of reopening business.**

It was reported by Chairman Goble that two Speakers made presentations at the June 8 Webinar:

- Sam Toia, President of the Illinois Restaurant Association, spoke about restaurants reopening in Phase 3 of the Governor's Plan to restart business in the wake of Covid 19. He spoke to the status of the restaurant industry in Illinois at the present time and also spoke to the expectation that Illinois will enter Phase 4 on or about June 26 should levels of the virus remain at current levels.
- Lawrence J. Mackey/Director, Environmental Health Lake County Health Department, spoke about implementation of Phase 3 of Restore Illinois plan for reopening businesses. As of May 29, additional businesses were able to reopen following state safety guidelines, and Lawrence J. Mackey provided insight into Lake County Health Department Guidelines and explained the available resources available through the Lake County Health Department to facilitate this reopening.

Concerning the June 8 Webinar, Chairman Goble reported that while the feedback the EDC received suggested that the information presented with this Webinar was helpful, that nevertheless the Webinar was poorly attended and that attendees were primarily EDC members and Village officials and that the audience lacked targeted participants. Commissioner Steinberg suggested that the public is bombarded with emails and Webinars and that it is harder to grab folks attention. Commissioner Pipin suggested that the EDC consider using a more direct form of invitation to the public through Evite. Chairman Goble and Commissioners Steinberg and Elliott suggested that the EDC seek more contact with business owners on a regular basis through quarterly breakfasts or otherwise. Commissioner Brown will follow up with the public concerning the last EDC informational Webinar by making Mr. Mackey's slide presentation available to the public.

Michael Sarlitto would like to see EDC informational sessions recorded. However, Denise reiterated that there is a policy in place that prohibits recording Village meetings, which would need Board action to amend, so this will need to be discussed before any further meetings are recorded.

A discussion followed about ideas for promoting Long Grove for new businesses:

- Trustee O'Connor would like to see the Long Grove Website include a pitch for attracting new businesses.
- Commissioner Steinberg expressed that Zoom can be used to promote Long Grove and make contact with new businesses and include steps for new business owners regarding zoning, planning, and Village contacts
- Michael Sarlitto suggested the EDC follow through with creating a welcome packet for start up of new businesses with input from Joannie and Mike Marr to help walk through steps for starting new businesses

#### **4. Report on preparation list of leads for contact by the Village or the Commission.**

##### **Leads: Commissioner Pipin, Commissioner Elliott**

- Commissioner Pipin reported that he and Commissioner Elliott initially started to develop a top 100 list of prospective businesses for Long Grove. However, they are now focusing on a top 30 list of businesses on a more targeted basis to focus on specific businesses that would be most appropriate and most desired by the community to locate to Long Grove.
- Commissioners Pipin and Elliott pointed out that Village sponsorship of new businesses is helpful if we look to Mike Marr as an example. Mike Marr credited the Village's support and Michael Sarlitto in particular in walking him through the zoning and permitting process as to his reason for deciding to locate to Long Grove. Commissioner Pipin suggested that the EDC can adopt a team approach in recruiting new businesses focusing on top picks and working with contacts such as brokers to help.
- Commissioner Pipin pointed out that the Village should have informational points readily available for recruiting new businesses - demographics, traffic patterns, festivals, etc. for brokers and others. Chairman Goble stated this information should be available in different media formats - webinar, video, tear sheet and EDC members should also be available for face to face meetings.

- Michael Sarlitto stated that we need to get the property owners on board to meet the demand for new businesses and to assist with making sure rents and parking meet market demands.
- Commissioner Hall suggested that demographics hurt Long Grove's ability to attract new businesses unless we point to population, traffic patterns, etc. in the region as a whole. Commissioner Hall also stated that Long Grove must change the business community's perspective that Long Grove is difficult to work with. Trustee O'Connor suggested we analyze what we need to do to change this perception. Michael Sarlitto mentioned that we should communicate that Long Grove has improved its infrastructure and develop a welcome packet.
- Trustee O'Connor would like to see EDC use the bridge reopening at the end of August (highlighting it as part of our unique destination) as a marketing opportunity for Long Grove.
- Commissioner Pipin would like EDC to join organizations that can attract the types of businesses the Village is looking for such as the Illinois Restaurant Association.
- Trustee O'Connor suggested that we advertise in the E-Newsletter that the Village of Long Grove is looking for a breakfast restaurant to locate in the Village. Commissioner Pipin would like to see us advertise for a restaurant in working with the Illinois Restaurant Association.

**5. Michael Sarlitto led a discussion of the CFI Property and its recent acquisition by Weiss Properties.**

Mr. Sarlitto reported that he spoke with the Vice President of Development for Weiss Properties about potential redevelopment opportunities for the property highlighting the following possible uses:

- medical tech,
- bio tech
- urban agriculture
- CLC branch or branch of another educational institution
- theatre
- Class B office

Mr. Sarlitto would like to see a representative of Weiss Properties (he has spoken with Eric Flanagan) meet with the EDC to have a discussion as to how the EDC can help them with their redevelopment of the CFI property. Currently they are doing their due diligence regarding planning and redevelopment and are working with Jim Hogue in this regard.

Commissioner Hall suggested that the EDC should assist them with vetting what is allowed by the Village and what possible uses are desired by the communities surrounding the CFI site and how to overcome any hurdles

**6. Report on Grant Applications current status and potential future action.**

- Commissioners Hall and Brown advised that the Village submitted a grant application one week prior to this meeting for the resurfacing of Cuba Road through the Rebuild Illinois Fast-Track Public Infrastructure Program. The Fast-Track program is the 1st-round of funding for shovel-ready projects. This was the only Village project eligible.
- Commissioner Hall added that she and Commissioner Brown worked with the Village staff and the Village engineer on grant applications for the 2nd round of program funding, which is for non-shovel ready projects.
- A Grant was being pursued for 1 of the 3 priority projects approved by the Board on 5/12, and specifically, the Lake Michigan water connection to the water main at Thompson Blvd/Arlington Hts Rd in Buffalo Grove was the project selected to go forward with for a grant. Applications are due on June 30th.
- It was mentioned that former Commissioner Russell obtained a task-specific price proposal from Metro Strategies for grant research and a grant funding matrix for the 3 projects for consideration by the Board but Commissioner Hall had indicated that the Village has already applied for 2 of the 3 projects so this topic was tabled for further discussion at a later date.

7. **Commissioner Pipin discussed engaging S. B. Friedman for study and evaluation as to how best to develop largest available sites in Long Grove.** He suggested that prior to pursuing an engagement with S.B. Friedman Development Advisors, the Village should consider first reaching out to the owners of the 5 largest development sites to gauge interest in their participation in funding the consultant services.

**8. Adjournment.**

Chairman Goble adjourned the meeting at 8:35 AM with unanimous approval of members that were present.