



**MINUTES OF THE MEETING OF THE LONG GROVE ECONOMIC
DEVELOPMENT COMMISSION
TUESDAY JANUARY 12, 2021 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. In order to comply with the Open Meetings Act, Chairman Goble stated that this meeting is recorded and Commissioner Brown took roll call attendance.

EDC Members Present electronically and via roll call vote confirming these members present: Pam Brown, Roger Goble, Irwin Steinberg, Minah Hall

Ex Officio EDC Members Present electronically: Jenny Michaud, Trustee; Anne Kritzmire, Trustee.

Village Staff Present: Denise Rosenquist, Village Intern

Others Present: Avi Dimarsky (Director of Operations / Weiss Properties), David Conroy and Justin Harris (Cawley Chicago / commercial real estate leasing agents) and Matt Quinn (Assistant Director of Government Relations and Communications for the Illinois Restaurant Association)

ACTION/DISCUSSION ITEMS

1. Motion to Approve Meeting Minutes of 12/08/2020 Commissioner Brown took roll call attendance. Commissioner Steinberg made a motion to approve the minutes of the 12/08/20 EDC meeting and Chairman Goble seconded the motion. Chairman Goble noted that pursuant to the Governor's State Distance Declaration and Guidelines for social distancing (Resolution 32) that public meetings will not be held in person at the present time but via video conference which are currently required to be recorded with the public invited. The EDC adopted such procedures for the time period required pursuant to this resolution.

Update #1: Int'l Council of Shopping Centers (ICSC). Commissioner Brown circulated a comprehensive summary prepared by ICSC of key Covid Relief Package provisions recently passed into law that EDC can make available on the website.

Update #2 Integration of Sikich Site. Commissioner Steinberg recommended that the Village link to the Sikich website (website that he uses in accounting practice) and Denise and Commissioner Steinberg will review information on the Sikich site and facilitate links to areas of the Sikich website that provide beneficial and appropriate research for the Village.

Update #3: Status of South Gateway TIF Lead: Rosenquist. Denise reported on the approval of the ordinance designating the South Gateway TIF district was adopted by the Board at the December 29, 2020 meeting.

Commissioner Brown will contact the Business Department of the Schaumburg Public Library as well as the ICSC and Lake County Partners to investigate effective publications and other media available to publicize the South Gateway TIF to the Developer and Commercial Real Estate Brokerage communities.

Denise will update the 2-pager marketing brochure for the Village found on the EDC microsite to incorporate appropriate reference to two TIF districts- IL 83/Downtown and South Gateway TIF.

Trustee Michaud recommended a one-page description of the TIF linked to several micro-sites.

Trustee Michaud and Commissioner Brown suggested possibly preparing a press release to distribute to trade magazines, title companies and regional real estate publications for the Board to possibly drop relevant information and description of the South Gateway TIF to appropriate audiences.

Update #4: Status of update of data/info on the "Connect to a Dynamic Lake County Marketplace" infographic
Denise will update EDC at the next meeting regarding this project.

Status Report #1: How'd You Do It? videos, editing costs, subjects: Chairman Goble contacted Lester Appell of Dental and they spoke about January 18th as possible date for Zoom interview with Appell. Commissioner Steinberg will contact Steven Wang of MAT Holdings and report on whether they will participate at the next EDC meeting.

Trustee Michaud contacted the Skycrest Veterinarian/owner and will follow-up with future dates that will work for her interview. Jenny mentioned that Jake Weiss would also be a good prospect for an interview.

Status Report #2: Review of Business Flow Chart draft. Comments from Village Planner and PCZBA as well as Trustee Kritzmire and Michael Sarlitto to be incorporated by Commissioner Elliott into the Business Flow Chart draft with report on progress of finalizing the Business Flow Chart at the next EDC meeting.

Status Report #3: Possible second round of telephone calls to Village businesses Leads. Commissioners Hall and Steinberg again reiterated that a periodic report in the Village Newsletter or email on progress of EDC and accomplishments may be a more expeditious vehicle to communicate with local businesses.

Status Report #4: Drone videos to enhance EDC presentations Leads: Trustee Michaud reported that she has located Paul Dobrik Photography who is willing to make the drone video for a reasonable (\$150.00) fee and she will take this up with the Board for approval.

Working Session #1: Restaurants, current status and ideas for next six months. Chairman Goble and Commissioner Brown invited Matt Quinn, Assistant Director of Government Relations and Communications of the Illinois Restaurant Association to participate in the meeting. Matt Quinn led a discussion regarding the Illinois Restaurant Association advocacy of Illinois Restaurants and the following:

- Financing opportunities available through the SBA
- Federal (Cares Act) new legislative initiatives including provisions regarding aid to restaurants
- The Illinois Restaurant Association's advocacy of indoor dining and statewide targeted relief on behalf of Illinois restaurants with Governor Pritzker and state officials as well as advocacy for restaurant interruption grants, Illinois sales tax relief and an ordinance limiting third party delivery fees

Working Session #2 Avi Dimarsky (Director of Operations / Weiss Properties), David Conroy and Justin Harris (Cawley Chicago / commercial real estate leasing agents) discussed Weiss Properties plans for marketing and leasing the Salem Lake Office site (former CFA site):

- Office leasing at gross rents that are competitive in the real estate leasing industry at \$20.00 per square foot with high end finishes
- Making office space available customized to office users needs from 4,000 to 120,000 square feet
- Providing for amenities customized to the office tenant users such as individual entrances, outdoor space,

Mr. Dimarsky mentioned that the Salem Lake office site is unique in that the property is the only property zoning office in Long Grove, offering lower rents than its competitors, willing to customize size of space and amenities packages for its office tenants and providing a covid friendly environment with outdoor space and customized amenities. They are working on mechanicals, utilities and designing spec space for build out to showcase to the public targeted at mid-2021 with a 12 to 18 months build out to suite tenants.

Mr. Dimarsky also mentioned plans to market the Salem Lake office site including a planned ice skating event and posting before and after photos for prospective projects.

There was a discussion of EDC members touring the Salem Lake office site possibly after the EDC January 26th of February 9th meeting.

Denise will post the Reserve at Salem Lake marketing brochure on the website

New Business (5 min) – ALL

- Denise will update data info on the “Connect to a Dynamic Lake County Marketplace” infographic with current Village Manager contact info, and any additional data points and relevant information such as zoning and South Gateway TIF
- Commissioners Hall and Brown continue to work on updating demographic data using Esri data obtained from Lake County Partners. This involves working with the most recent 2010 census data and updating with projections to 2020/2025 based upon 5/10/15 mile radius and/or drive times
- Denise will incorporate Reserve at Salem Lake office leasing brochure on the website
- Chairman Goble and Denise will set a date for the EDC to tour the Salem Lake office property following an EDC meeting
- Arlington Toyota reached out to the Board to discuss possibly locating a site in Long Grove and discussion followed about inviting them to EDC meeting to discuss possible plans

Adjournment: Chairman Goble adjourned the meeting at 8:33 a.m.