



**MINUTES OF THE MEETING OF THE LONG GROVE ECONOMIC
DEVELOPMENT COMMISSION
TUESDAY JANUARY 26, 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, Jay Levin, Irwin Steinberg, Minah Hall

Ex Officio EDC Members Present electronically: Bill Jacob, Village President.

Others in Attendance: Anne Kritzmire, Trustee, Jenny Michaud, Trustee; Rita O'Connor, Trustee;

Village Staff in Attendance: Denise Rosenquist, Administrative Intern

ACTION/DISCUSSION ITEMS

1. Motion to Approve Meeting Minutes of 01/12/2021 Commissioner Brown took roll call attendance. Commissioner Steinberg made a motion to approve the minutes of the 01/12/21 EDC meeting and Commissioner Hall 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)/ Lake County Partners. 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. Lake County Partners hosted a Webinar that Commissioner Brown attended January 25, 2021 regarding the (SBA) PPP Financing to small businesses which re-opened the week of January 11 for new borrowers and certain existing PPP borrowers. Commissioner Brown reported that second loans will only be available to businesses that can show a 25% quarterly revenue loss last year compared to 2019 and uses proceeds for authorized uses which have been expanded to include operating expenses during the covered period, interest payments on debt, accounting costs, software expenses but must include at least 60% for payroll. Sikich will likely have details on this SBA information but Commissioner Brown will send a link that can be posted on the EDC Microsite for highlights from Lake County Partners Webinar on SBA financing.

Commissioner Brown reported that Lake County Partners will hold its Lake County Partners Municipal Meeting topic being "Economic Development Incentives" on February 10th, 2021, from 11:30-12:30: Denise will post the link to Lake County Partners sign up for this Zoom meeting.

Update #2 Integration of economic information form the Sikich website to the Village's website

Denise has added the COVID-19 Business Resources page (Sikich) to the EDC micro-site:
<https://www.longgroveil.gov/bc-edc/page/covid-19-business-resources>

Update #3: Marketing Brochure for South Gateway TIF, report on research regarding possible publications, outlet or trade publicize the TIF. Commissioner Brown contacted the Business Department of the Schaumburg Public Library, Vernon Area 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. Both Schaumburg and the Vernon Area Library subscribe to Reference Solutions, a business database that we could use to compile a list of real estate brokers and developers within designated geographic area. Remote access is available through the libraries. Regarding publications, these librarians went in two directions for publicizing the TIF:

1. Web media/newspapers in the Chicago metro area where other communities noted news on their TIFS and financial incentives. They will provide Links for Real Estate Journals that cover - Commercial Real Estate News; For Chicago Commercial Real Estate News - Chicago Business Journal (bizjournals.com);

2. Broker and real estate associations as source for posting information on the TIF such as:

<http://www.naiopchicago.org/> NAIOP Chicago is a chapter of NAIOP, the Commercial Real Estate Development Association, the nation's leading trade association for developers, owners, investors, asset managers and other professionals in industrial, office and mixed-use commercial real estate.

<https://illinois-tif.com/> ITIA (Illinois Tax Increment Association) provides its members with numerous opportunities for professional dialogue, education, and information exchange.

Discussion proceeded regarding drafting a press release to send to media outlets regarding the TIF.

Trustee Michaud will discuss with the Board at the January 26th meeting having Teska Associates (Lee Brown) provide bullet points of general South Gateway TIF opportunities (to affect marketing of the South Gateway TIF). Commissioner Hall pointed out that the TIF in and of itself does not provide funding unless there is an agreement to monetize funding of infrastructure with the Village. Therefore, Jenny will pursue the Board seeking advice from Teska Associates regarding providing a more general description of benefits of the South Gateway TIF to publicize as a development opportunity to facilitate interest for future development and TIF money committed to infrastructure.

Trustee Michaud and Commissioner Brown suggested that once we get advice from Teska, that EDC assist with 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. Commissioner Hall will provide examples of links and economic incentive tools for EDC to review.

Commissioner Steinberg will look into “Last Mile” sales tax information/distribution model as a development opportunity

Update #4: Status of update of data/info on the “Connect to a Dynamic Lake County Marketplace” infographic
Denise has updated the infographic with current years and additional TIF.

Update #5: How’d You Do It? videos, editing costs, subjects: Chairman Goble reported on the Zoom interview conducted by Kevin O’Connor with Aaron Appell of Appell Dental on January 18th. The interview revealed why Dr. Appell chose Long Grove for his practice as well as his interaction with the Village in getting permits, water connections, etc. This interview may present an opportunity to highlight clips online as to why Long Grove is a good community for starting a business with his remarks as to his successful dental practice located in the Village. Chairman Goble and others will continue to find editing options for posting clip highlights of these interviews.

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 that she will contact.

Denise, Commissioner Hall and Trustee Kritzmire will be attending the Stevenson Collaborative meeting (marketing class) on January 28th to discuss creating video clips for the Village website

Update # 6: 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.

Update #7: Weiss Properties Inc. Marketing Materials: Denise will incorporate Link to Weiss Properties Inc marketing material to Long Grove’s Property search site (LOIS)

Working Session #1: 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. Jenny will request quotes/information from Vicarious and Weiss Properties regarding Long Grove drone footage editing and quotes for further drone footage- multiple sites (Sunset Grove, SG TIF, Dunkin Donuts area). Dr. Levin will look for before and after pictures of businesses (Sunset Grove) for possible Long Grove business development publicity

Working Session #2 Continuation of Meeting at the Reserve at Salem Lake Development discussed Weiss Properties plans for marketing and leasing the Salem Lake Office site (former CFA site):

New Business (5 min) – ALL

- Commissioners Hall continues 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 will be providing books for first selection of the newly created EDC Book Club
- February 9th, 2021 EDC meeting: Arlington Heights Toyota will be invited and The Reserve at Salem Lake tour: 9:00am following the meeting