



**VILLAGE OF BARTLETT
ECONOMIC DEVELOPMENT COMMISSION**

MEETING AGENDA

**Meeting to be held at:
BARTLETT VILLAGE HALL
228 South Main Street, Bartlett, IL
February 10, 2020
7:00 PM**

1. Call to Order
2. Roll Call
3. Approval of the January 13, 2020 meeting minutes
4. Public Comment
5. Interactive Map-Based Dining Map
6. Video Gaming Revenues Report
7. Discussion on Scheduling of Meetings
8. New Business
9. Adjournment

**Minutes
January 13th, 2020
Village of Bartlett
Economic Development Commission**

1) Call to Order

S. Gandsey called the meeting to order at 7:01 pm.

2) Roll Call

Present: K Erickson, S. Gandsey, N. Gudenkauf, M Hughes, J. LaPorte, A. Lewensky, R. Perri,

Absent: G. Kubaszko, T. Smodilla

**Also Present: T. Fradin, Economic Development Coordinator
S. Skrycki, Assistant Village Administrator;
J. Dienberg, Management Analyst**

3) Approval of Minutes

A motion was made to approve the minutes from the December 9th, 2019 meeting.

Motioned by: R. Perri

Seconded by: N. Gudenkauf

Motion Carried

4) Public Comment

None

5) Economic Indicators Report

T. Fradin shared the economic indicators report with the EDC. He shared that four years ago, the EDC completed a Marketing Plan for 2016 through 2020, with the overall goals to guide marketing activities in an effort to continue growing the Village's economy via increasing private investment through the development and redevelopment of vacant land sites and the numerous vacant commercial spaces at the time.

The EDC recommended establishing a baseline, so elected officials, appointed officials and Staff had a reference point from which to base economic progress in the Village.

Through a combination of increased marketing efforts and a strong economy, the commercial vacancy rate, which stood at 19% in February 2016 per EMSI was reduced to 14.1% in 2017 per

CoStar and was further reduced by half to a healthy 7.2% in Q1 of 2018 as the Village's largest vacant space was filled along with multiple smaller ones.

The vacancy rate had increased to 8.2% as of last year due to the closing of multiple dry-cleaning businesses and a relocation of a 4,000 SF Amita/Alexian Brothers office at Oak & Hickory in the Cartland Building.

Following the completion of the Galleria of Bartlett, which has several vacant spaces, in 2019, the Village's overall amount of retail/commercial space is nearly one million square feet, only 65,000 of which is currently vacant, for a 6.6% vacancy rate.

Besides a +/- 22,000 SF portion of the former Bartlett Fresh Market space, vacancies are scattered throughout the community and are negligible.

Furthermore, three of the chronically vacant structures, the former Lucky Jack's building at Railroad Avenue and Oak, the former Tri-County Insurance building at 370 S. Main Street and the Bormann Building at 366-368 S. Main Street (since replaced by Balance Family Chiropractic) were demolished two years ago.

When the EDC completed and approved the 2016-2020 Marketing Plan, the Commission requested to track progress via annual or semi-annual key performance indicators including vacancy rates, number of businesses, sales tax figures, job creation, daytime population, new projects and more.

In an effort to keep members of the Village Board, EDC and residents aware of the progress of this Marketing Plan and to be aware of the Village's economic strengths, weaknesses and opportunities, the following is a brief summary of various reports that are attached.

T. Fradin then transitioned to sharing an overall summary of Bartlett's population. Until the results of the 2020 Census are released next spring, like most communities, the Village will continue utilizing population and demographics summaries from ESRI, Community Data snapshots from CMAP and other services to provide information to businesses and developers.

Keep in mind that numerous other types of reports are routinely requested and provided, such as drive-time and distance rings from particular locations, as most customer-oriented businesses are more concerned with trade area demographics than Village-wide statistics.

ESRI estimates the Village's population at around 41,156, nearly unchanged since the 41,208 from the last decennial Census. Since there have been few new residential developments since that time, ESRI's estimate seems accurate.

With some new homes at Bartlett Pointe West, the potential for an infill apartment project in the Downtown at Opportunity Site E and the potential for multifamily housing at Route 59 and Lake Street, the Village's population could increase somewhat, but unlikely by a significant amount prior to the Census.

ESRI and CMAP both estimate median household income in the Village as right around \$100,000 even, which reflects a per capita income of approximately \$41,000 based on the income received by all persons aged fifteen and over divided by the total population.

Daytime population remains a challenge, with ESRI estimating 9,847 (up 400 since last year) workers in the Village and 19,000 residents present during daytime hours for a total daytime population of 28,800. *JobsEQ* estimates **10,155** employees within the Village at the close of Q3 2019.

The Census Bureau's *OnTheMap* application provides greater detail on this metric, reporting 8,447 workers in the Village during daytime hours (up 1,300 from last year's report), 7,415 who come from elsewhere and 1,032 who both live and work in the Village. It shows 21,923 residents leaving the Village per day for work, resulting in a net loss of about 14,500 people from the Village.

While the Village still experiences a significant net loss of daytime population, please note that this metric has been steadily improving throughout the five years of staff reporting the Economic Indicators as the Village's business parks have continued developing.

Two things to keep in mind: (1) estimates by the Census Bureau are always several years behind, thus do not reflect some of the expanding businesses in Brewster Creek Business Park and Blue Heron Business Park and (2) that these numbers continue to reflect the "bedroom community" character of the Village prior to the development of these business parks.

With the Village Board's, EDC's and Staff's continued efforts to enhance the local economy and attract office, industrial and retail development, the balance of inflow/outflow of workers should continue to grow in terms of inflow.

This being the fifth year of this report, prior years showed a net loss of 15,800 people in 2015, 17,000 people in 2014 and 17,500 in 2013.

The race/ethnicity of the Village continues to skew primarily White alone at 78.6%, followed by 14.4% Asian and 8.6% Hispanic. It is worth noting that the Asian population, which includes those of Indian origin, has been rising steadily since we have tracked population demographics in the Village. The first demographics report that I obtained in July 2006 showed an Asian population of 10.5%.

The population continues aging, with a median of 39.2 (38.8 last year) and the housing is predominantly owner occupied at 83.8%. 71% of the housing stock is comprised of single family detached homes with another 17% single family attached (townhomes). The population aged twenty-five and older holding bachelor's degree or higher has increased steadily over the course of the past ten years and now stands at approximately 44% (32% Bachelor's and 12% Graduate or Professional). This is considered a key metric by some of the higher end grocers.

The Village's unemployment rate is currently at **2.5%**, by far the lowest measurement since prior to the Recession.

Further information on demographics, housing characteristics, educational attainment and much more is attached in multiple reports.

Business Summary

At present, there are over 300 licensed businesses in the Village, an increase over the past several years, through a combination of new business openings and increased effort in ensuring that all businesses obtain licenses. Some new ones over the past year include the Bartlett Tap, the Beef Shack, 2X20 Fitness, Orangetheory Fitness, Gambit's, Cherry on Top Ice Cream Shoppe, Armanetti's, and Squeaky G's car wash.

Coming soon businesses include 120 Live, who will be appearing before the Village Board next week for its BEDA grant application, One Taco Dos Tequilas at Streets of Bartlett, some new concepts to the Shoppes at Banbury Fair and MORE Brewing's free-standing brew pub at the former Lucky Jack's site on Railroad Avenue.

Staff also continues working with Manny Rafidia, who purchased the former Bartlett Plaza last year and has rebranded it Streets of Bartlett, to fill the remaining vacant spaces in the center. On the industrial side, we are working with multiple business prospects to fill the remainder of Brewster Creek Business Park as well as several considering sites in the Blue Heron Business Park.

There are still approximately three hundred Home Occupation permits in use.

Retail Occupancy

The most positive news in this summary is the dramatic decrease in the Village's commercial vacancy rate, alternatively viewed as an increase in the occupancy rate.

As staff continues working with property owners, their brokers, area entrepreneurs and others interested in starting or expanding their business, the occupancy rate has steadily improved on a year-to-year basis, from the mid-teens in 2016 and 2017, to 8.2% in Q4 of 2018 down to a low of 6.5% in Q4 of 2019 and **6.6%** at present.

Because the Village has few big-box retailers, we have not experienced major vacancies over the past few years as many have declared bankruptcy and closed stores. Per today's CoStar report, the Village's commercial and retail vacancies are scattered throughout strip centers in every area of the community from Lake Street to Army Trail Road.

We also continue engaging with potential single-use commercial uses, so there is potential for additional build-to-suit commercial projects to come online in the next year or two including a day care facility, a QSR and fuel stations.

As an active member of ICSC and Access O'Hare West (AOW), we will continue aggressively marketing the available spaces throughout the coming years to better position the Village as having a diversified economy not too dependent upon any particular business or sector.

Sales Tax Revenues

Sales tax revenues collected by the Village remained flat from last year after having increased for many years, with the Village receiving \$2,383,743 in disbursements from the State, indicating \$238.4 million in taxable sales from July 2018 through June 2019. The Village created a Home Rule sales tax in 2018 which began in October, resulting in an additional \$1,220,542 in sales tax collected over the final nine months of the same period.

Per the SIC Code reporting from the Department of Revenue, sales in the DuPage County portion of the Village continue to roughly triple those in the Cook County portion with the largest sales categories remaining Agriculture & All Others; Lumber, Building and Hardware; Automotive and Filling Stations; Food; and Drinking and Eating Places. Drinking and Eating Places is the largest sales tax generating category in the Cook County portion of the Village as reflective in the growth of that category in the downtown area, Westgate Commons and along Lake Street.

Industrial Occupancy

The Village's industrial vacancy rate has recently hit an all-time low. At only 3%, there are few available spaces currently available and I met with a potential tenant for one of the spaces on Hecht Court earlier today.

As the two new speculative buildings under construction by Logistics Property Company (LPC) are completed, over 400,000 SF of inventory will hit the market in the coming months with no tenant yet in place. As the former Main Steel building on Devon Avenue is completed, another 120,000 SF will become available, potentially adding half a million square feet of vacant space to the Village's inventory.

As I have previously reported, the Chicago area industrial real estate market remains hot, and the buildings in Bartlett are well-positioned to attract new and expanding companies. While the industrial vacancy rate may temporarily increase through late 2020 into early 2021, we expect the rate to fall back into the single digits by this time two years from now. It should also be noted that the Village Board recently approved "Project Oak," a new 400,000 SF facility for McKesson, on a 26-acre site in the Cook County portion of Brewster Creek Business Park. As that building will be fully occupied upon its completion, that will help boost the occupancy rate as well.

There remain three occupied buildings in the Blue Heron Business Park, all build-to-suit projects. A fourth building, a 102,000 SF facility for Cathay Industries, is nearing completion, and Staff is working on two additional projects for the business park – a landscaping business yard and a therapeutic school called Parkland Preparatory Academy which is relocating and expanding from a leased location in Streamwood to a build-to-suit facility in the Village.

Both staff and the owner of the Blue Heron Business Park are engaging with other prospective businesses and we anticipate several more coming in this year and next.

Office Occupancy

Since the Village does not have a large amount of office space, only 278,000 SF classified as such, the occupancy rate has fluctuated between 89% and 98% over the past five years. There remains only 16,000 SF or 8% of available office space at present, most of which is split between the Barrington Orthopedics building at 864 W. Stearns Road, the Woodland Hills Professional Center at 1110-1124 Schick Road and some spaces at the office portion of Westgate Commons.

Because there is no one single office user of major significance in the Village, this number should remain consistent through 2020 and beyond.

Summary

While there is no one metric by which developers or businesses select new locations, it is important for elected officials, appointed officials and staff to have a firm grasp of the economic indicators of the community we serve.

As a long-time economic development professional, I have been asked to provide information on traffic counts too many times to count, information on senior housing for housing developers and breakfast restaurants, daytime employment for a wide range of businesses, number and age of automobiles for an auto parts store, ethnic statistics for a number of restaurants, income and education level statistics for nearly every business and so on.

Bartlett is well-known as a safe, family-oriented community with a small retail and office base and a thriving, expanding industrial base. As the business parks continue to develop and as the Brewster Creek TIF expires in 2022, the Village will have boosted and diversified its tax base as well as significantly increased the daytime population from only a few thousand employees to well over 10,000.

As staff continues to implement the Downtown TOD Plan to increase the viability of the downtown area and the 2016-2020 Marketing Plan to attract investment to undeveloped areas throughout the Village, we anticipate reporting increased occupancy rates and decreased daytime population loss in the coming years.

Tony then walked the commissioners through the highlights of the different supporting documents in the packet and opened up the floor to questions from the commissioners.

S. Gandsey asked how the crime statistics are determined, and if it is specific to violent crime.

T. Fradin stated that those statistics are based on violent crime, as it does not necessarily include property crime. He stated that he will look into it and gather more information. He added that Bartlett is always ranked near the top in terms of safety.

R. Perri stated noted that the Village is in a period of dynamic economic activity that is also occurring throughout the state and the country. He stated that the economic tools that the President put into place have helped everyone and he personally is glad to have a President that knows a little bit about economics.

T. Fradin added that economics goes in cycles, and that at this time staff has capitalized on the all of the situations going on at the local, county, state and national levels and that staff is always trying to attract development. He added that there are challenges in being in three different counties, but staff is overall grateful to the current situation, as staff continues to try to position themselves as well as possible while we are in a time of good economic situations. He added that while he enjoys reporting these good numbers, that they will not last forever. He also added that the Chicago area market is very strong at this time.

S. Gandsey complimented staff on positioning the community well for any opportunity that arises. She added how important it is for staff to have the data on hand for any situation.

T. Fradin thanked Commissioner Gandsey for the compliment and added that staff is always doing everything they can to be prepared with the proper data and metrics.

M. Hughes stated that while things seem to be on the upswing and going well, it seems unusual that the sales tax has remained flat.

A. Lewensky agreed with Commissioner Hughes's statement and added that he was going to point out the same thing.

T. Fradin stated that he hasn't developed a specific theory on this, but added that the growth Bartlett has seen, hasn't necessarily been in retail. He added that staff views it as a positive that they are remaining relatively flat on sales tax production based on the fact that not many sales tax producers have been added. He added that in order to see a large jump, its more likely to see that when a "bigger fish" comes into town. He added that a new business like MORE Brewing is one that will bring residents from other communities, and can help see that number grow, where current businesses cater more to Bartlett residents and are not a huge draw to people outside of Bartlett.

K. Erickson added that there are so many people in Bartlett that work outside of Bartlett and spend their money buying gas, groceries, and other shopping in the communities they work.

T. Fradin also added that Amazon and other online shopping have affected this as well, as those sales tax dollars go to wherever the point of sale was, not necessarily to the community where the items were ordered.

R. Perri asked if the Village is pursuing a dealership to take advantage that type of sales tax revenue, or if the village does not have the necessary land available.

T. Fradin responded that it is becoming more challenging, but the Village has pursued dealerships very hard in the past and will continue to pursue them. He said that that was a main focus of the Village owned land at Lake and 59, but it did not pan out at that time. Tony added that Village is currently looking at bringing in an apartment developer to that site at this time. He added that many dealerships like to be in an "auto-row", and the village simply doesn't have an area like that that would appeal to those dealers.

J. LaPorte asked Tony to verify the total number of sales tax generated.

T. Fradin stated that it was roughly 238 million dollars in taxable sales. He stated that the Village collects 1% of a local sales tax, and another 1% in home rule sales tax. He stated that the total number of sales is roughly the \$238 million divided by one hundred. He also added that many grocery items are not taxed, and that that number does not fully represent the total sales in the village. He added that the RV dealership has been doing well in the last few years and that they are a large contribution to that total number.

N. Gudenkauf asked what the home-rule sales tax is.

T. Fradin stated that it is an additional 1% sales tax that the village levies as a part of their home rule authority granted by the state.

N. Gudenkauf asked if Bartlett has a transfer tax for when people move out of the Village.

T. Fradin stated that there is an exit tax.

S. Skrycki clarified that if you move, but stay in Bartlett, you do not pay the tax.

A. Lewensky asked if the Home-Rule sales tax has affected business recruitment in any way.

T. Fradin did state that some businesses struggled implementing it to their P.O.S. systems.

S. Skrycki stated that the Village is still much lower than surrounding communities who impose either a 1.5% or even 2%, adding that it actually gives the Village an edge in terms of recruitment.

6) New Business

T. Fradin stated that there isn't much to report in terms of new business, but added that in the coming meetings staff is looking to show off some projects on the website that are near completion and will also continue to recruit businesses to the BEDA program.

S. Gandsey asked how much of the BEDA money is left

T. Fradin stated that half will be left upon board approval of the \$50,000 120 Live application.

S. Gandsey asked if staff had an update on MORE Brewing.

S. Skrycki stated that the owners are almost finished with their Huntley location, and that they will shift their focus to Bartlett once that is completed. He added that Huntley should be open within a month or so.

S. Gandsey asked if there is a date that they have to start groundbreaking by.

T. Fradin stated that there is a date in the contract, but did not have it in front of him, but added that they recently went before the Village Board to have that date extended. He stated that they plan to close on the property late spring, early summer.

N. Gudenkauf asked if the Bartlett Tap is still open.

T. Fradin stated that there have been a few issues and inconsistencies with their hours, but as far as he knew they were still open.

J. LaPorte stated that they were closed for two weeks over the holidays for the owner's vacation.

S. Skrycki added that staff will be scheduling a meeting with the owner in the near future.

7) Adjournment

A motion was made to adjourn the meeting.

Motioned by: R. Perri

Seconded: J. LaPorte

Motion Carried. The Meeting Adjourned at 8:00pm

ECONOMIC DEVELOPMENT MEMORANDUM

DATE: February 3, 2020
TO: Chairman and Members of the Economic Development Commission
FROM: Tony Fradin, Economic Development Coordinator
RE: Map-Based Dining Guide 77

About ten years ago as the country moved out of the Recession, staff began issuing annual dining guides in print in an effort to support and promote eating and drinking establishments throughout the Village.

Staff distributes these printed dining guides throughout many public venues in the Village including at the Library, Metra station, community center, Village Hall and the Chamber of Commerce.

While we will continue to print and distribute these guides on an annual basis, the Village has more recently improved and updated an electronic version of this guide on the Village's website.

Because the print versions become inaccurate quickly as some establishments close and others open, we urge residents and visitors to visit the web-based dining guide which is more easily kept up-to-date.

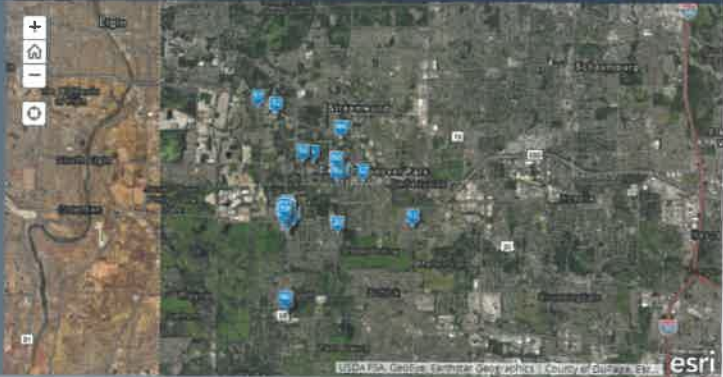
Steven Spradling is the GIS Specialist for the Village and has worked with me to develop the map-based dining guide. He will be present at the February EDC meeting to demonstrate the online guide and answer any questions.

Interactive Maps | Village of Bartlett x Village of Bartlett Dining Guide x


maps.vbartlett.org/portal/apps/MapTour/index.html?appid=90e4417feb54057ba4dad2115843ec











Village of Bartlett Dining Guide

View experience all the dining options in Bartlett in 45min



WELCOME This is an interactive app that allows you to click on each marker symbol to view restaurant details. Click the right arrow or any of the logos on the bottom for more information.



-  Sally's Transatlantic Grill
-  The Village Grill
-  Mizuki
-  Bannerman's
-  BAO
-  Bartlett Fish
-  Brewery
-  B
-  BS
-  Bull

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10:16 AM 2/24/2018

ECONOMIC DEVELOPMENT MEMORANDUM

DATE: February 3, 2020
TO: Chairman and Members of the Economic Development Commission
FROM: Tony Fradin, Economic Development Coordinator *TF*
RE: Video Gaming Analysis

The Village opted into allowing video gaming in late 2012 when the State of Illinois passed legislation allowing for it. The EDC hosted multiple public hearings on the matter, ultimately recommending in favor of allowing it to the Village Board as a strategy to help retain business by allowing an additional source of income as well as generating additional revenue for the Village.

Since that time, the video gaming machines have generated over \$1 million for the Village. Revenues for every establishment in the state are available to the public on the Illinois Department of Revenue website, and staff tracks it on a monthly basis.

When the Village Board adopted the BEDA program to offer financial incentives to businesses and developers in an effort to attract redevelopment of properties to sales tax generating uses, the program has been funded directly by this newer revenue stream.

As we begin looking toward the next fiscal year and several potential BEDA grant applicants, we will continue analyzing the data.

Management Analyst Joey Dienberg will be presenting the latest data on video gaming at the February meeting.

Memorandum

To: Scott Skrycki, Assistant Village Administrator
From: Joey Dienberg, Management Analyst
Date: 2/5/2020
Re: Video Gaming Analysis

Video gaming in Bartlett Started in November, 2012, currently the Village has seventeen (17) businesses with a total of 79 video gaming machines. Since 2012, the video gaming machines have generated \$1,051,553.14 for the Village. March 2019 was the highest revenue month for the Village (\$22,570.13). Fiscal Year 2018-19 has been the highest revenue year so far for Video Gaming with a total of \$221,171.77. The average revenue made per month in Fiscal Year 2018-19 was \$18,430.98. The businesses below were inspected by staff to ensure that the same number of terminals were there, that were claimed. Staff will continue to monitor these monthly and update the list accordingly.

Businesses and machine counts:

Bannerman's-----	5
Betty's Bistro-----	5
Bracht's Place-----	5
Cadillac Ranch Texas BBQ and Boot Bar, Inc. ---	5
McMae's Tavern and Grill-----	2
O'Hare Pub and Restaurant-----	5
Pasta Mia-----	5
Shelby's-----	5
Stella's Place-----	5
The Still-----	3
TL's Four Seasons-----	5
Wee-Dee's-----	5
Ambrosia-----	4
Olivia's Place-----	5
May's Lounge-----	5
Gambits-----	5
Bartlett Tap-----	5
Papa Pacino's-----	4
Platform 18-----	1
Sheep and Fiddle-----	3
Smokin' Pit BBQ-----	5
Tipsi Monkey-----	5
Tokyo Steakhouse II-----	5

Bracht's Place was one of two establishments to receive video gaming in November 2012. The average monthly revenue for the Village from Bracht's Place is \$1,606.05. The total revenue made by the Village from Bracht's Place is \$138,120.15.

Bannerman's Sports Grill (Friedman) was the other establishment to receive video gaming in November 2012. The average monthly revenue for the Village from Bannerman's Sports Grill is \$1,394.28. The total revenue made by the Village from Bannerman's is \$119,908.41.

Lucky Star (Cadillac Ranch Texas BBQ) was the 4th establishment to receive video gaming after Tipsi Monkey, in June 2013. The average monthly revenue for the Village from Cadillac Ranch is \$1,115.50. The total revenue made by the Village from Cadillac Ranch is \$88,124.79. The name was changed to Lucky Star, but has the same owners and LLC name.

McMae's Tavern and Grill (McCaffrey) was the 6th establishment to receive video gaming, after Sheep and Fiddle, in November 2013. The average monthly revenue for the Village from McMae's is \$271.28. The total revenue made by the Village from McMae's is \$20,074.95.

Stella's Place was the 7th establishment to receive video gaming, in January 2014. The average monthly revenue for the Village from Stella's Place is \$3,298.58. The total revenue made by the Village from Stella's Place \$204,512.27.

Betty's Bistro (Blackhawk) was the 8th establishment to receive video gaming, in March 2014. The average monthly revenue for the Village from Betty's Bistro is \$2,916.13. The total revenue made by the Village from Betty's Bistro is \$204,129.08.

O'Hare Pub and Restaurant (O'Hare and Vance) was the 9th establishment to receive video gaming, in May 2014. They moved to Downtown Bartlett and have stopped using their video gaming terminals as of September, 2016, but brought them back in January, 2017 with the addition of two (2) machines. The average monthly revenue for the Village from O'Hare Pub and Restaurant is \$664.89. The total revenue made by the Village from O'Hare Pub and Restaurant is \$42,552.69.

Shelby's (Brewster Creek) was the 12th establishment to receive video gaming, after Papa Pacino's, in April 2015. The average monthly revenue for the Village from Shelby's is \$2,328.47. The total revenue made by the Village from Shelby's is \$132,722.64.

The Still: (Tap Room Hospitality) was the 14th establishment to have video gaming. It installed three terminals in November 2015. The average monthly revenue for the Village from the Still is \$295.30. The total revenue made by the Village from The Still is \$14,764.98.

TL's Four Seasons: (T&L Evergreen, LLC) was the 15th establishment to have video gaming. They installed three terminals in August 2016. The average monthly revenue for the Village from TL's is \$153.72. The total revenue made by the Village from TL's is \$6,302.33.

Pasta Mia: was the 17th establishment to have video gaming. They installed three terminals in May, 2017. The average monthly revenue for the Village from Pasta Mia is \$433.45. The total revenue made by the Village from Pasta Mia is \$26,873.77.

Wee-Dee's: (PGPJK Restaurant Incorporated) was the 18th establishment to have video gaming. They installed five terminals in January, 2018. The average monthly revenue for the Village from Wee-Dee's is \$928.98. The total revenue made by the Village from Wee-Dee's is \$22,295.58.

Ambrosia Greek Eatery: (MT Foods Incorporated) was the 19th establishment to have video gaming. They installed four terminals in September, 2018. The average monthly revenue for the Village from Ambrosia Greek Eatery is \$109.50. The total revenue made by the Village from Ambrosia Greek Eatery is \$1,752.00.

Olivia's Place: (Blackjack's Enterprise) was the 20th establishment to have video gaming. They installed four terminals in March, 2019. The average monthly revenue for the Village from Olivia's Place is \$991.09. The total revenue made by the Village from Olivia's Place is \$9,910.92.

May's Lounge: was the 21st establishment to have video gaming. They installed five terminals in March, 2019. The average monthly revenue for the Village from May's Lounge is \$1,032.87. The total revenue made by the Village from May's Lounge is \$10,328.70.

Gambits: (Marvel One Management) was the 22nd establishment to have video gaming. They installed five terminals in October, 2019. The average monthly revenue for the Village from Gambits is \$953.03. The total revenue made by the Village from Gambits Lounge is \$2,859.10.

Bartlett Tap: (Castle Partners Group) was the 23rd establishment to have video gaming. They installed five terminals in November, 2019. The average monthly revenue for the Village from Bartlett Tap is \$141.48. The total revenue made by the Village from Bartlett Tap is \$282.97.

The last six (6) with Red headings no longer have video gaming machines

Tipsi Monkey was the 3rd establishment to receive video gaming, in February 2013. They took out their gaming machines in August 2014. The average monthly revenue for the Village from Tipsi Monkey was \$56.45. The total revenue made by the Village from the Tipsi Monkey was \$1,134.64.

Sheep and Fiddle (Staley Management) was the 5th establishment to receive video gaming, in October 2013. The restaurant closed soon after and the O'Hare Pub and Restaurant is now in its place. The average monthly revenue for the Village from Sheep and Fiddle was \$16.59. The total revenue made by the Village from the Sheep and Fiddle was \$33.17.

Tokyo Steakhouse II was the 10th establishment to receive video gaming, in June 2014. They took out their gaming machines in August 2014. The average monthly revenue for the Village from Tokyo Steakhouse II was \$31.98. The total revenue made by the Village from Tokyo Steakhouse II was \$95.93.

Papa Pacino's (Downtown Bartlett) was the 11th establishment to receive video gaming, after Tokyo Steakhouse II, in September 2014. The average monthly revenue for the Village from Papa Pacino's is \$230.00. Not on the list for July 2015, as they were restructuring their business mode, Platform 18 is now the title, and they have video gaming. The total revenue made by the Village from Papa Pacino's was \$2,300.03.

Smokin' Pit BBQ Inc. was the 16th establishment to have video gaming. They installed five terminals in October 2016. Smokin' Pit closed for business near the end of January. The average monthly revenue for the Village from Smokin' Pit BBQ is \$58.68. The total revenue made by the Village from Smokin' Pit BBQ is \$234.70.

Platform 18 (Formerly Papa Pacino's [Downtown Bartlett]) was the 13th establishment to have video gaming. It was previously Papa Pacino's until the owner closed down for renovations under a new name. They kept the old video gaming terminals and opened for business in August 2015. They recently went from 4 machines to 3 in September, 2016; then from 3 to 1 in February, 2017; Platform 18 closed its doors at the end of February, 2017. The average monthly revenue for the Village from Platform 18 is \$118.08. The total revenue made by the Village from Platform 18 is \$2,243.44.

Total Village Gaming Revenue by Fiscal Year

Total Village Revenue	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20
\$1,051,553.14	\$13,304.79	\$44,400.34	\$105,451.10	\$151,994.67	\$165,044.16	\$189,588.58	\$221,171.77	\$160,597.73

Neighboring Municipalities Gaming Revenue through December 2019

Municipality	Revenue Total	Number of Terminals	Average Monthly Revenue	Monthly Revenue Per Terminal
Hoffman Estates	\$2,022,872.57	135	\$22,987.19	\$170.28
South Elgin	\$1,356,175.79	87	\$15,769.49	\$181.26
Carol Stream	\$1,213,736.32	80	\$14,279.25	\$178.49
Bartlett	\$1,051,553.14	79	\$12,227.36	\$154.78
Hanover Park	\$866,150.22	46	\$11,396.71	\$247.75
Streamwood	\$914,979.43	84	\$12,533.96	\$149.21
Roselle	\$740,563.52	60	\$10,285.60	\$171.43
Bloomington	\$277,935.96	26	\$4,342.75	\$167.03

ECONOMIC DEVELOPMENT MEMORANDUM

DATE: February 3, 2020
TO: Chairman and Members of the Economic Development Commission
FROM: Tony Fradin, Economic Development Coordinator *TF*
RE: Scheduling of Meetings

The EDC has typically met on the second Monday night of months when a meeting is held. For decades, the meetings were scheduled for 7:30 PM and then were changed to 7 PM to better reflect the starting time of other Village meetings.

Over the past few months, several commissioners have inquired into the possibility of scheduling the meetings for an earlier time so as to reduce other conflicts. Staff then researched the Resolution establishing the EDC in 1980 and some minor amendments in 1999 and found no reference to when the meetings should be held; only that meetings be held on a regular basis.

Please be prepared to discuss potential meeting day(s) and time(s) to possibly change the regular EDC meetings to.