



**VILLAGE OF BARTLETT
ECONOMIC DEVELOPMENT COMMISSION**

MEETING AGENDA

**Meeting to be held at:
BARTLETT VILLAGE HALL
228 South Main Street, Bartlett, IL
September 14, 2020
7:00 PM**

1. Call to Order
2. Roll Call
3. Approval of the August 10, 2020 meeting minutes
4. Public Comment
5. September Broker Blast
6. Development Update
7. New Business
8. Adjournment



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1. CALL TO ORDER

Commissioner Kirsten Erickson called the regular meeting of June 10, 2020 of the Economic Development Commission to order on the above date at 7:02 p.m. and is broadcasting live via Zoom Meeting video conferencing and NOTICE IS HEREBY GIVEN pursuant to Section 7(e) of the Open Meetings Act as set forth in Senate Bill 2135 signed by Governor J.B. Pritzker on June 12, 2020, making it effective upon said signing ("SB 2135"), that the regular meeting of the Economic Development Commission scheduled to be held on August 10, 2020 at 7:00 p.m. at the Bartlett Municipal Building, 228 South Main Street, Bartlett, Illinois, may be conducted by audio or video conference without a physical quorum of the members of the Village Board present because an in-person meeting is not practical or prudent due to a disaster, that being COVID-19 pandemic and the applicable restrictions imposed under various laws rules, restrictions, Executive Orders and/or announcements issued by Illinois Governor J.B. Pritzker and/or Ngozi O. Ezike MD, Director of the Illinois Department of Public Health, including without limitation "Restore Illinois: A Public Health Approach to Safely Reopen Our State", which currently limits gatherings to the lesser of 50 people or 50% of the capacity of the meeting room as a public health measure.

2. ROLL CALL

PRESENT: Commissioners Kirsten Erickson, Michelle Hughes, Stephanie Gandsey, Joe LaPorte, Robert Perri

ABSENT: Commissioners Nan Gudenkauf, Gerald Kubaszko, Tracy Smodilla, Adam Lewensky

ALSO PRESENT: Economic Development Coordinator Tony Fradin, Assistant Village Administrator Scott Skrycki, Senior Management Analyst Sam Hughes, Network Administrator John Peebles

3. APPROVAL OF MINUTES

Commissioner Perri moved to approve the Economic Development Commission Minutes from June 8, 2020 and that motion was seconded by Commissioner Gandsey.

AYES: Commissioners Kirsten Erickson, Michelle Hughes, Stephanie Gandsey, Joe LaPorte, Robert Perri

NAYS: None

ABSENT: Commissioners Nan Gudenkauf, Gerald Kubaszko, Tracy Smodilla, Adam Lewensky



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MOTION CARRIED

4. PUBLIC COMMENT - None

5. BROKER BLAST

Before discussing the broker blast, Scott Skrycki announced that this will be Commissioner Gandsey's final meeting as an economic development commissioner. She has been named as a Trustee to fill the vacancy on the Village Board.

Tony Fradin stated that Ms. Gandsey has been a great commissioner, full of helpful ideas and knowledge and will be missed on the EDC. However, he knows that she will be a great asset on the Village Board and knows that she will do a tremendous job. He added that there are a lot of development projects in the pipeline and that Commissioner Gandsey, now Trustee Gandsey, will be seeing a lot of projects on the Board agendas in the coming months and years.

Commissioner Gandsey thanked staff and her fellow commissioners. She expressed her sorrow in the passing of the late Trustee Camerer and wishes his family and friends well.

She stated that she has learned a lot about development and how the village operates while serving on the EDC over the past three years. She loves Bartlett and looks forward to serving the village as a trustee.

The commissioners congratulated Trustee Gandsey, citing her positive attitude, and wished her much success in her new role as a Trustee.

Regarding the broker blast, Tony noted that in-person meetings, trade shows, and conferences have been put on hold during the pandemic. He has not been attending ICSC events, industrial trade shows, Choose DuPage meetings or Access O'Hare West meetings. These are some of the venues in which he typically markets the village and learns of and meets with business prospects.

Therefore, the marketing of the village has been largely done through digital means including emails and email blasts that go to every business in the town. In terms of sending information to retail and industrial brokers, Tony sent out an email blast to about three hundred recipients last week.

The content of the blast is in the packet and includes information about new businesses coming soon, like Culver's, as well as some that opened recently, like One Taco Dos Tequilas.



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This is a targeted piece to retail, commercial, and industrial brokers, so the information also highlights some properties available for development, like the acreage along Lake Street that the Village owns, and vacant spaces such as the large remaining space in the Streets of Bartlett.

We sent this out through Mailchimp, so we could measure the various rates including that about 85% of the emails were delivered, over 40% were opened, and there were clicks on various sites on the maps. Tony stated that we will resume sending these out on a more regular basis, just to keep the village in the minds of the brokers who are most active in our area.

Commissioner Perri commended Tony, agreeing that most of the deals in this area are broker-driven. He agreed that it is a good move to send these out periodically because you never know when a broker looking for sites for a client gets one of these blasts and can find a site in the Village. Tony thanked him and replied that is one of the reasons we are doing this.

Commissioners Gandsey and Erickson also made positive comments about the layout and appearance of the email blast and encouraged staff to continue sending these out.

Tony replied that it will become a bigger part of the economic development team's marketing efforts and it will help in the branding of the village as well.

6. INDUSTRIAL DEVELOPMENT UPDATE

Tony Fradin shared an update on industrial development in the Village. As reported at the June EDC meeting, industrial real estate development including both new buildings and incoming tenants has continued throughout the pandemic.

Because many of these projects take months or perhaps years to come to fruition, some of these were already in the works before this past March. Others have taken shape since that time and should help position the Village to continue its expansion for the rest of the year and into the future.

Since last reported early this year, three new buildings have been delivered including Logistics Property Company's (LPC) two identical 207,575 SF buildings at Stearns and Munger Roads.

Fastenal has leased the easternmost third of LPC's facility on Lot 1, and I met with a German-based light manufacturer with interest in another portion of the same building earlier this week.



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The buildings are represented by two of the top brokers in the Chicago area industrial market with Newmark Knight Frank, and we anticipate working with them to entirely fill both buildings in the upcoming months.

802 E. Devon Avenue is nearing completion and is a 120,270 SF facility that is being divided into three units. I have been working with an athletic use business with interest in one of the spaces and expect to report progress on this in the coming months as well.

Overall, the all-time low of 3.0% that the Village attained in Q4 of 2019 has increased to 9.4% due to the newly delivered inventory of 451,279 SF this year.

I am additionally working with a major institutional developer with plans for a large speculative industrial building that would occupy much of the remaining land in the Cook County portion of Brewster Creek Business Park. This project, too, would increase the vacancy rate due to being the largest building in the Village.

Due to the Village's strength and ideal positioning for logistics companies looking to serve the western and northwestern suburbs, we anticipate these speculative buildings attracting tenants in the near future, once again lowering the industrial vacancy rate to the low single digits.

Commissioner Perri asked about what percentage of Brewster Creek Business Park has been built out. Tony replied that he could not name an exact percentage off of the top of his head, but there are no longer any very large twenty-acre-plus sites left in the DuPage County portion to accommodate an additional 200,000 square foot or larger building, for instance. There are some infill sites along Hardt Circle and in the northeast corner of the DuPage portion where some buildings will locate.

There is also an asphalt facility that may be relocated elsewhere to make room for an additional DuPage County site, like what was done fifteen years ago to create the site where Auto Truck is located.

7. SALES TAX AND UNEMPLOYMENT REPORT

Tony Fradin stated that two of the metrics that the EDC typically reviews and discusses early each year while reviewing the Village's economic indicators and progress on developing a resilient, balanced economy are the sales tax revenues and unemployment rate.

Only seven months ago, at the January 13th meeting, I was pleased to report the Village's unemployment rate at a historic low during my tenure, while sales tax revenues had been flat since the prior year, but had grown at a robust pace for over ten years to the point



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where the Village collected \$2.38 million from July 2018 through July 2019 in municipal tax only.

Directly due to the pandemic, both metrics have declined significantly over the past several months; however, with a slight improvement in sales tax revenues from May to June.

The Village put forth great effort to assist businesses by promoting and assisting with federal, state, and county loan and grant programs as well as by directly making nearly \$74,000 in grants to twenty-two small businesses, mostly restaurants, with the Small Business Emergency Relief Program.

With the reopening of bars and restaurants, manufacturing, retail, personal care, and manufacturing during Phase 4 of the Restore Illinois plan, we hope that this trend back towards the revenues posted prior to the pandemic continues.

Staff will continue monitoring these and will provide a thorough summary of the economic indicators early next year so as to better understand the challenges that the business community and residents are facing while making recommendations and marketing strategies in the future.

Tony stated that it is important for the commissioners to bear these statistics in mind as we continue expanding the village's economy and that he would not necessarily report these numbers every month, but perhaps every other month or quarterly to gauge the progress in these metrics.

Commissioner Gandsey inquired as to what the sources are for these numbers. Tony replied that they both come from the state. The unemployment numbers come from the Illinois Department of Employment Security, or IDES, and the sales tax numbers are reported by the Illinois Department of Revenue.

Commissioner Gandey asked if the unemployment numbers reflect jobs within the village or the population. Tony replied that is a great question and the unemployment figures pertain only to village residents. The number comes from the address of person filing for unemployment. Regarding the loss of jobs within the village, it could take some time until those figures are tabulated and may be indicated in next year's economic indicators report. Anecdotally, we know that there were some steep job losses in the eating and drinking establishments from conversations that we had and applications for the Small Business Emergency Response Program, where we gave out twenty-two grants.

Some of the businesses completely shut down during the lockdown period, like O'Hare's and Tokyo Steakhouse. Others laid off many employees, however many of them are



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coming back due to less restrictions and a combination of PPP, EIDL, county grants and the village's grants.

Commissioner Perri asked how the village's unemployment rate compares with other communities. Tony replied that he does not have the other communities' statistics in front of him; however, Bartlett's unemployment rate is comparable to our surrounding communities like Carol Stream, Hanover Park, Streamwood and Elgin.

Tony mentioned that is one of the reasons why we strive to diversify the economy, specifically in our industrial areas. We do not want to become too dependent upon any one industry or specific business so we can better weather difficult economic times.

8. NEW BUSINESS

Scott Skrycki took a moment to congratulate Commissioner Gandsey on her appointment to the Village Board of Trustees.

Commissioner Gandsey thanked Mr. Skrycki, and stated that she was excited to continue her work for the residents of Bartlett, and looking forward to her new opportunity.

Commissioner Hughes asked if there was any update on MORE Brewing.

Mr. Skrycki responded that a closing date is scheduled, and they will soon own the property.

There being no further business to discuss, Commissioner Perri moved to adjourn the regular Board meeting and that motion was seconded by Commissioner Gandsey.

ROLL CALL VOTE TO ADJOURN

AYES: Commissioners Erickson, Hughes, Gandsey, LaPorte, and Perri

NAYS: None

ABSENT: None

MOTION CARRIED

The meeting was adjourned at 7:50 p.m.

Joseph Dienberg
Management Analyst

[View this email in your browser.](#)



New Industrial Buildings Now Available

Logistics Property Company has recently completed its two speculative industrial buildings at the intersection of Stearns and Munger Roads in Bartlett.

Both at 207,575 square feet, these facilities feature 32 feet clear, 28 exterior docks, and two drive-in doors each. 81,452 square feet remains available at Stearns Road and the entire 207,575 square foot building at 1560 West Stearns is available. These buildings are both in DuPage County, where the tax is lower than other neighboring counties.

Contact Adam Marshall or Mark Deady at Newmark Knight Frank or [click here](#) for details.

15,298 square feet at the busiest intersection in town!

Several years ago, Amita Health came to town in the former Dominick's Finer Foods location in Stearns Crossing shopping center at the southeast corner of Stearns Road. The \$40 million-plus health care facility took most of the former grocery space, leaving just over 15,000 square feet to sublease.



Contact Anthony Gamez at David King & Associates for further [leasing details](#).

More Rooftops, Fuel Stations and Industrial Coming Soon

Residential development is heating up in Bartlett and we are also now working with not one, not two, but three fuel stations expanding into our community

- Pulte is going through the approval process to construct 27 new homes at Army Trail Road and Petersdorf, near Bartlett High School.
- We are working with two developers for high-end rental apartment projects, one in downtown and the other at the intersection of Route 59 & Lake S
- The Village is working with 7-Eleven, Bucky's and True North to build new facilities in the coming months, all of which will feature modern conveniences as well as fuel pumps.
- We are also doing business with numerous industrial developments and users including multiple projects coming to Blue Heron Business Park in the portion of the Village and several build-to-suit projects coming to Brewster Creek Business Park in the DuPage County portion.



Contact Bartlett's economic development coordinator, who will do his utmost to find the optimal Bartlett location for you or your clients whether it be a 1,200 square foot strip center space, a 400,000 square foot industrial space or one hundred acres of land.

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ECONOMIC DEVELOPMENT MEMORANDUM

DATE: September 9, 2020
TO: Chairman and Members of the Economic Development Commission
FROM: Tony Fradin, Economic Development Coordinator *TF*
RE: Economic Development Update

As reported at the past few meetings, the village has continued attracting new development throughout its three primary business sectors as well as throughout all geographies within Bartlett.

Currently, we have projects in various stages of due diligence or the approval process from the north end of town, where Gateway Development Partners continues pursuing a high-end residential apartment project to the south end of town, where Pulte Homes is pursuing the development of a subdivision comprised of 27 single-family homes.

In between, the village's industrial area continues their expansion and vacant commercial spaces continue filling throughout the shopping centers.

Residential

We continue working with apartment building developers on two sites currently owned by the village, Site E of the Downtown TOD Plan (at Railroad and Berteau Avenues) and 6.7 acres of the +/- eleven-acre site at the southwest corner of Route 59 & Lake Street.

Pulte Home Company has plans for a small subdivision called Eastfield at the northwest corner of Petersdorf and Army Trail Road. The site is currently unincorporated and up for final vote at the September 15th meeting of the Village Board of Trustees.

Convenience Stores with Fuel

Also scheduled for vote at tomorrow night's meeting is the village's first diesel fuel station. True North Energy has been pursuing the southeast corner of West Bartlett Road and Route 25 for some time. Their project consists of a 5,000 square foot convenience store with eight fuel pump islands, totaling sixteen pumps, on a 3.28-acre site.



7-Eleven is also coming to the site of the former Marathon station at the northeast corner of Lake Street and North Bartlett Road. They plan an attractive 3,500 square foot convenience store on the 0.9-acre site with five pump islands, totaling ten total stations. It will be open 24/7.



We are additionally in the earlier stages with another C-store with fuel that is looking to expand in the village and will keep the EDC apprised of this as it moves forward.

Besides servicing residents and commuters alike with their fuel needs, the convenience store aspect of these projects consistently enjoy high sales volume and contribute greatly to the expanding sales tax revenues collected by the village.

Other Commercial/Retail

An additional five businesses are joining the newcomers at Streets of Bartlett shopping center. Village resident and entrepreneur David Orozco is opening Bartlett's first CBD business called Wow-CBD. He has also leased the adjacent space, where he will soon be opening Hoot Dogs, a casual eatery featuring hot dogs, Italian beef, shaved ice and other associated items. A local resident will be opening a barber shop in the center, there may be an additional spa and a banquet facility too.



Area entrepreneur Kim Panzarella is opening a 2,500 square foot banquet facility called Magnolia's Events at 389 Bartlett Plaza. She is applying for a full liquor license and the food will be catered by neighboring restaurants. The business will host "micro-events" of all kinds, typically with seventy-five or less attendees.

Economic development staff has continued meeting frequently with Mr. Rafidia and other potential investors and tenants in the remainder of the space in his center in an effort to fill the remainder of the Bartlett Fresh Market space.

Elsewhere in downtown, the former Bartlett Tap building at 113 W. Railroad Avenue is going back to the lender this month and both he and the village's economic development team have been contacting potential operators to purchase the site to get it up and running once again.

Culver's has commenced building its 4,403 square foot restaurant with outdoor dining and a drive-thru on a 2.3-acre site just north of Schick Road on the west side of Route 59.



We are in the process of working with several other food-related businesses including a chicken wing franchise, quick casual users considering spaces at the new Galleria of Bartlett shopping center, a new operator for the former Olivia's Place in Oakfield shopping center and possibly another Dunkin' Donuts.

With the changes that have been occurring in the greater retail and commercial sector, we are experiencing that first-hand as we have little retail coming to town, but an abundance of food-related, health care-related and other service-oriented businesses including car washes and a new wellness center.

Industrial

Industrial development continues driving the village's economy.

There are multiple projects currently in various stages of development including McKesson's Midwest distribution center in the Cook County portion of Brewster Creek Business Park.



A distribution business called Tomart is scheduled for final vote before the Village Board at its next meeting for a 25,000 square foot build-to-suit facility on a 5.8-acre site on Humbracht Circle Road in the DuPage County portion of Brewster Creek Business Park. This is one of the prospects that I worked with mostly through their brokers during the lockdown months of the pandemic.

On the western edge of town at the Blue Heron Business Park, Great Lakes Landscaping is building their 35,000 square foot headquarters and Parkland Prep Academy is building their 20,800 square foot therapeutic day school.

Cathay Industries recently completed its 100,560 square foot facility on a 6.8-acre site. Cathay Industries is one of the world's largest manufacturers of iron oxide pigments with locations in the U.S., China, Europe, Australia and Africa.

In the works is a massive speculative building in the Cook County portion of Brewster Creek that would be located on one of the two large remaining parcels. We are currently working with the land owner, brokers, and developers to move this project forward soon.

We will schedule a tour of the business parks in the spring to show commissioners all of these projects.

Challenges Ahead

The biggest challenge has remained attracting a second grocery store to the village. Both Scott and Tony have contacted several over the past few months from Aldi to sole proprietors with only one store. While we have not yet had one commit to expanding

into the village, we continue reaching out to any who have expanded in the area and who we think would be a good fit.

The former Main Steel facility has continued its progress toward completion. We hope that it will be ready for occupancy by the end of the year and that we can work with the owner and brokers to attract a high-quality tenant or multiple tenants to the facility in 2021.

There are scattered infill sites in the three- to five-acre range throughout the village as well as the largest undeveloped site, the Crown property at the northwest corner of Route 59 and West Bartlett Road.

We will continue stressing Bartlett's positive attributes and major assets including great workforce, close proximity to major thoroughfares, high traffic counts along Route 59, available sites in DuPage County and the high level of safety in our community.

By making great use of BEDA grants for underutilized structures, sales tax agreements with major new revenue-generating projects like Culver's and MORE Brewing, and with property tax incentives for industrial buildings on the Cook County side, we expect to continue working with brokers and developers throughout the 2020s to bring the village closer to full capacity.