

**Minutes**

**Village of Bartlett  
Economic Development Commission**

**June 12, 2017**

**G. Kubaszko called the meeting to order at 7:00 P.M.**

**Roll Call**

**Present: G. Kubaszko, R. Perri, L. Price, C. Greene, T. Smodilla, D. Gunsteen and R. Martino  
Absent: J. La Porte**

**Also Present: J. Plonczynski, Director Community Development,  
T. Fradin, Economic Development Coordinator,  
S. Skrycki, Assistant to the Administrator**

**Approval of Minutes**

**A motion was made to approve the minutes of the May 8, 2017 meeting.**

**Motioned by: T. Smodilla**

**Seconded by: R. Perri**

**Abstain: None**

**Motioned carried.**

## **INTRODUCTION OF NEW COMMISSIONERS**

### **Stephanie Gandsey (absent) and Dan Gunsteen**

**T. Fradin** stated **Stephanie Gandsey** was not able to make tonight's meeting. Two new Commissioners were named to the EDC Commission at the Village Board meeting and are now back up to 9 Commissioners. **T. Fradin** introduced **D. Gunsteen** and asked him to tell the Commissioners about himself. **D. Gunsteen** thanked the Commissioners for all of the hard work they have done through the years. **D. Gunsteen** stated he has lived in Bartlett for 37 years, he has 3 children whom are involved in many activities within Bartlett. His wife was just elected as a Park District Board Commissioner. **D. Gunsteen** wanted to thank **K. Wallace** for his appointment to this position and believes he can bring a lot by helping Bartlett evolve positively. **D. Gunsteen** went on to say he is in development and construction, developing businesses that he operates as well as owning a construction company. He has a background in site selection, developing and knowing several people involved in development. Hopefully this will help with developing vacant properties.

**G. Kubaszko** and the Committee welcomed **D. Gunsteen** to the EDC Commission and look forward to his valuable input.

## **UPDATE ON INTERACTIVE GIS-DEVELOPMENT SITE INVENTORY**

**T. Fradin** first mentioned that **S. Skrycki** was present at this meeting and would like to address the EDC. **S. Skrycki** noted that the Strategic Plan has a strong emphasis on economic development as a cornerstone, and that he will now be working with the EDC to be aggressive with the new Plan.

**T. Fradin** stated that he had previously presented the interactive available space inventory at a recent EDC meeting, and that this is a continuation of making this type of information GIS-based. **T. Fradin** noted that **Kristy Stone** is the Village's GIS Coordinator and is here tonight. She put this together after Tony sent the information on the listings.

**T. Fradin** stated that this particular inventory is comprised of undeveloped sites for future development. They are numbered, and a visitor to this application can click on the map to view details of a site or click along the side of the page. **T. Fradin** demonstrated several sites including Site #2, Eagle's Ridge near the southwest corner of Route 59 and Lake Street, the thirty-one acre site owned by Crown Community Development and marketed by CB Richard Ellis at the northwest corner of Route 59 and West Bartlett Road, the assemblage of sites owned by Franco Vercillo at Oak and Oneida Avenues as identified in the Downtown Transit-Oriented-Development Plan, the 3.84-acre parcel at the southwest corner of Devon and Prospect Avenues and the three-acre site at Bartlett and Munger Roads.

**T. Fradin** added that Village Staff is always looking at ways to improve service and make the Village more attractive to businesses and developers in the industrial, commercial and office sectors. This way, people can view available spaces and development sites, along with the attached fliers provided by the listing brokers, whenever they want if Village Hall is closed, whether it be on Thanksgiving or Sunday morning at 2:00 a.m.

**T. Fradin** further noted that some of the sites are not so straight forward. They have multiple owners, may be in unincorporated areas, have abandoned structures on them, or some combination of those. For sites that do not have single ownership or other challenges, **K. Stone** added "Contact Tony" for those sites so he can explain or provide those details.

**D. Gunsteen** asked if Zoning information is provided in this application. **T. Fradin** replied that it is listed on the inventory. We provided information on the PIN numbers, size of the site, Zoning and contact information. We did not include the asking price on all of them, since it is not always provided.

**D. Gunsteen** asked if information on incentives is provided. **T. Fradin** replied yes, but there are only incentives provided on one of these sites; Site #2 is within the Route 59 and Lake Street TIF. Brewster Creek Business Park is entirely within a TIF, but the funds are utilized for infrastructure, not necessarily offered to businesses or developers to attract them to the business park.

**T. Smodilla** noted that the listing from Murray Commercial included a Planning map showing the Zoning in the surrounding area and asked if this feature could be added to the Village's site inventory. **T. Fradin** replied that we would address that.

**D. Gunsteen** praised this as a good tool. He said that he has used something similar in Franklin Park and it is handy because you might not know that a certain property is listed.

**T. Smodilla** also liked the feature that some of the listings had, showing who the local retail tenants are in the area and suggested that the Village incorporate something like that to the listings.

**C. Green** asked about how the Village would keep this fresh. **T. Fradin** replied that the land listings do not change as often as the commercial and industrial space inventories do. None of these sites have been developed, but what changes occasionally is what brokers represent the listings and occasional price changes. He said that he keeps in close contact with most of the brokers, for instance about price drops on the listings at Route 59 and Lake Street and Route 59 and West Bartlett Road. We will check up on the listings regularly, and there will be additional Staff soon to assist with this.

### **VERIZON BUSINESS VISIT**

**T. Fradin** reported that he had completed a business visit the prior week with **T. Smodilla**. The visit was set up when the owners of the Verizon store in Stearns Crossing contacted him with some questions about the status of the vacant former Dominick's store and the status of a potential out lot building to be constructed in the Home Depot subdivision.

**T. Fradin** reported that he has been telling the EDC about working with a prospect for the 65,000 square foot space since late last year and that due to the project's scope, magnitude and complexity, it has taken a long time for it to move forward.

**T. Fradin** stated that Bartlett's Verizon is a very successful store. We met with the two owners, Mike Dembov and Rey Garza. Their business has not decreased since Dominick's closed, but has actually steadily increased to the point where they are contemplating an expansion. There is a sales office for Artis Senior Living next door, between the Verizon store and the

Chase Bank branch, and they are on a one-year lease. Currently, the Verizon store is quite small, only 900 square feet, but they are considering expanding into a Smart Store, where the customers could interact and play with the products more. Commissioner Smodilla and Tony were there on a Tuesday morning, and they had a steady stream of customers the entire time we were there.

**T. Smodilla** stated that they have an enviable problem, and that Verizon's corporate office approached them about expanding into a Smart Store, like the one located at the Prairie Crossing shopping center at Route 59 and I-90. The Smart Store would be about 2,000 square feet, and the owners come from Northbrook and Chicago to run their store here in Bartlett. Their greatest challenge is keeping tech-savvy employees. Their plan is to stay in Bartlett and eventually move into a larger footprint. As economic development ambassadors for the Village, we must continue to work with these strong pockets of commerce, such as businesses at Route 59 and Stearns Road.

**D. Gunsteen** expressed concern that we do not want this business to leave, and could we work with the shopping center to move Artis? **T. Fradin** noted that Verizon just recently extended its lease for another three years, and that the space which they inquired about in the Home Depot out lot has only just recently submitted plans, and it is being marketed by the developer as an extremely expensive location to lease.

**T. Smodilla** said that as a small business owner, she would pursue the expansion into the Artis sales office and that she did not get the sense that they had any intention to leave Bartlett.

**T. Fradin** added that while Stearns Crossing is owned by a large REIT (real estate investment trust), the local brokers and managers for the center have always been very responsive and good to work with. The Artis sales office is temporary, and the managers would certainly work with Verizon to keep them there.

**D. Gunsteen** asked if Artis is involved with the development proposed for behind where they are currently building. **T. Fradin** replied that it is a different project, though similar in nature. A skilled nursing facility unaffiliated with Artis Senior Living is the applicant.

### **SMALL BUSINESS WORKSHOPS**

**T. Fradin** stated that in an effort to be helpful to mom-and-pop businesses, like those that comprise the Downtown area, Tony along with **S. Skrycki** and **Paula Schumacher** conceived of a series of small business workshops. Although the first one was sparsely attended, **Stephanie Gandsey** was one of the attendees and has since been recruited to lead a workshop and has become a member of the EDC. **T. Fradin** said that the Village wants to encourage business-minded residents, and has scheduled one workshop in each of the next three months. On June 29<sup>th</sup>, Donald Pellico of the U.S. Small Business Administration will make a presentation; On July 25<sup>th</sup>, Kencie Zmich of Edward Jones will give a presentation called the Entrepreneurial Equation; and on a time and date to be determined in August, **S. Gandsey** will give a presentation on social media. The Village will put together fliers to promote on our own social media and the Chamber always works with us to blast it out to their membership. **T. Fradin** asked the members of the EDC to promote these on their own social media accounts.

**T. Smodilla** suggested that the Village contact Elgin Community College to promote these workshops. **S. Skrycki** replied that he has already speaking with ECC.

**L. Price** said that the Chamber has been working on business incubation for the past four to five years with similar workshops, and that typically just a handful of people attend. It is very difficult to get people there and the most that they have had was about twenty. They have about 300 businesses in the Chamber and they tried morning sessions, then lunch sessions. Maybe they should be in the evening. He said that the Chamber blasts them out and that he would like to see more people take advantage of educating themselves through these workshops. **T. Fradin** added that he saw **S. Gandsey** give a Chamber presentation on social media a few years ago and that hers is a can't miss. As a Village employee, the presentation was helpful, and our Village Staff will have to figure out what time of day would be best for her presentation. Plus, the Village will provide food.

**R. Perri** suggested that the Chamber and Village should work together to combine their efforts with these presentations. **T. Fradin** said that is a good idea, perhaps after the next three that we have scheduled through August. **R. Perri** said that the Village and Chamber are doing the right thing, but that having someone at the Chamber would be valuable for a prospective business, so they are not just getting the Village's point of view. **L. Price** said that Kencie Zmich is on the Chamber Board and that if the Village will organize these sessions, the Chamber will bring the people. **S. Skrycki** stated that when the Chamber has an event, the Village puts it on our social media platforms and, likewise, the Chamber will be more than happy to advertise these workshops for us. **L. Price** added that the Chamber has a small group of regulars that attend ribbon-cuttings and attend their events.

**R. Martino** suggested that the Village will showcase available properties at these events. **D. Gunsteen** suggested that the Village use popular events like the Fourth of July and National Night Out to promote these sessions. **L. Price** replied that the Chamber has a table at both of these and includes a list of events. The table will be staffed by two or three Directors.

**J. Kubaszko** asked how many home-based businesses are Chamber members. **T. Fradin** replied that he did not know exactly, and that the Chamber is comprised of business members with commercial and home-based locations, and includes many members from outside the Village including Hanover Park, Streamwood, Carol Stream and other nearby communities. He would surmise that twenty or so percent of home-based businesses may be members including financial advisers, pet-related businesses, contractors, and travel agents. All of the members are listed in their annual guide. **J. Kubaszko** recommended that we refine and define the target audience for these workshops. This next one is for people focusing on starting a home-based business and need guidance. **T. Fradin** stated that, that is what the next one is. It is targeted to people who are mulling over starting up a small business on their own. They may be contemplating what to do, but do not know all of the technical steps involved. The Entrepreneurial Equation and the social media workshop would have a wider appeal. As economic development commissioners, one of them may want to present at one of these workshops or may know someone who would.

**L. Price** said that the Chamber always works closely with the Village, ever since Paula has been the Village's representative. When new businesses are starting, they should come in and speak with the Chamber of Commerce. **G. Kubaszko** asked if a new business should talk with the Village first or the Chamber. **L. Price** replied that they could learn a lot from speaking with those in the Chamber first and that the Chamber provides literature on how to go about opening a business in the Village. **T. Fradin** remarked that he put that Business Assistance Guide together about ten years ago, and it is to be updated this year. **L. Price** added that there are several Chamber businesses including ROI Business Services that can help businesses and there are many knowledgeable Board members.

**T. Smodilla** noted that the Village should cast a wide net for these workshops. Considering the merger between the Bartlett and Hanover Park Chambers, we do not know who the people are that could benefit from these. This could help establish a stronger relationship between would-be business owners, the Chamber and the local Villages.

**G. Kubaszko** brought up the possibility of holding a workshop on a Saturday. **L. Price** replied that they could bring up the issue of conducting a Saturday session at their Board meeting. **J. Plonczynski** added that the Village previously held Mayor's coffees on Saturdays and that the Village Hall is open Saturday mornings for bill paying. Like Commissioner Smodilla said, we will advertise it and cast a wide net to increase the attendance. **S. Skrycki** stated that these workshops have just started and that we will work to build some momentum. We may schedule one at night and we will continue to update the EDC on the progress of them.

### **DEVELOPMENT UPDATE**

**T. Fradin** detailed current developments in the Downtown area including O'Hare's Pub submitting an application to allow outdoor seating and the sale of packaged liquor; Ace Hardware's grand opening celebration on June 1<sup>st</sup>; and VIP Barber shop relocating from its long-time location to 138 S. Oak Avenue.

**T. Fradin** reported that on Lake Street, Olivia's Place has applied for a special use for a video gaming establishment in Oakfield Plaza. When asked if there is a limit on how many video gambling businesses are allowed, Tony explained that there is not, but that a special use would have to be approved and it is the Mayor's discretion as to whether or not to create and grant an additional liquor license.

**T. Fradin** reported on the details of the 72-unit memory care facility, Artis Senior Living, that is being constructed on the east side of Route 59, just south of Bartlett Place shopping plaza. On the five acre parcel behind that, Staff is working with Alden Senior Living to construct a 68-bed skilled nursing facility. This is one of those projects that I have alluded to in past meetings, and the business does not require the frontage that a retailer would, and it is a low-key type of development considering its proximity to a neighborhood. The attractive color renderings for the building are in the packet. Moving further south, a high-end car and dog wash called Everwash has submitted an application to construct a facility on the west side of Route 59, just north of Chesterbrook Academy. Their car wash is based on a monthly membership fee model.

**T. Fradin** reported that the redevelopment of the former Main Steel plant at 802 E. Devon is moving along. Last year, the Village Board endorsed and the Cook County Board approved a Class 6B property tax incentive for the building. It had fallen into major disrepair since Main Steel was acquired by Shale-Inland Steel over five years ago. The new owner is re-facing the building, has installed windows, and is demolishing some of the rusted steel structures that have been cobbled onto the building over the years. It should be completed late this year or early next year, and Tony hopes to detail the new business or businesses that the Village is working with to locate there some time in 2018.

**T. Fradin** detailed economic development in Brewster Creek Business Park, where Exeter is completing its 421,000 square foot facility constructed by Meridian Design Build. The building is nearly ten acres under roof, and Exeter hopes to lease it to one end-user, but indicated that they would be willing to divide the building by half. Another project is G4 Development, which is a subsidiary of Greco & Sons, for a 167,000 square foot building on Brewster Creek Boulevard. It is an attractive building as depicted in the photograph in the EDC packet. Camcraft has also recently broken ground for its new 101,000 square foot facility on Lot 9M, which is 8.8 acres in size. They will be occupying the building with affiliated business Matrix. **C. Green** asked what the companies do, and Tony replied that they are within the auto supply chain. **T. Fradin** added that next month, he will not just be telling the EDC about the business parks and showing photos, but will be providing a tour of Brewster Creek Business Park, Bluff City Industrial Park and Blue Heron Business Park.

**R. Perri** asked for a status update on the former Dominick's space. **T. Fradin** replied that he sounds and feels like a broken record, but that the health care prospect continues pursuing the space as they have been for the past eight or nine months. They are in their second or third round of lease negotiations. It is the most involved and difficult negotiation that Tony has been party to in seventeen years of economic development, mainly because it involves three parties rather than just a prospective tenant and a landlord. Albertson's is also involved, since they hold the lease through February 2019, just one and a half year from now. Mayor Wallace and other area mayors were very vocal about urging Albertson's to relinquish the leases at a press conference last year. The owner of Stearns Crossing is a multi-billion dollar REIT called VEREIT, and they have been asked to respond the latest lease comments by later this month, around the 24<sup>th</sup>. **T. Fradin** added that he will continue updating the EDC and Staff on the progress of this project. The tenant has said that getting this lease done is their top priority, and I asked them to share more specific details. They have budgeted over \$10 million for the remodel of the space, and the lease numbers will add up to even higher than that.

**C. Green** asked Scott to provide an update on the focus groups. **S. Skrycki** reported that the Mayor and Board wanted to ask community stakeholders for the thoughts and input through focus groups. There were two Staff focus groups, two for local businesses, one for the taxing bodies, and an advisory meeting. The consultant will take all the information, put it together, and will present it to the Board in the coming months. We should see their findings by the end of the year.

**G. Kubaszki** asked if there were no further discussion the next item on the agenda would be a motioned to adjourn.

**Motioned to adjourn by: C. Green**

**Seconded by: R. Perri**

**All in favor**

**Motioned carried**

**Meeting adjourned at 8:15 PM**