

**Economic & Commercial Commission Meeting Minutes  
February 13, 2013**

**Members Present**

Marty Ward, Chairman  
James Mohler  
David Spedale  
Chris Shoemaker  
Rebecca Palumbo  
Mohammed Nofal  
Jay Walsh  
Curt Fiedler (attended electronically)

**Staff Present**

Ivan Baker, Economic Development Director  
Nancy Byrne, Commission Secretary

**Members Not Present**

Michael Leonard  
Dennis Reidy  
Kathy Mahoney  
Kevin Suggs  
Chris Verstrate

**Guests Present**

Dennis Sullivan, Chicago Tribune/Trib Local

**Also Present**

David Seaman, Liaison Trustee

Chairman Ward called the February 13, 2013 Economic & Commercial Commission meeting to order at 6:34 p.m. There was a motion made by Mohammed Nofal, seconded by Jay Walsh, to approve the minutes of the January 9, 2013 ECC meeting. Vote by voice call: Chairman Ward declared the motion carried.

There was a motion made by Jim Mohler, seconded by Dave Spedale, to approve the agenda for tonight's meeting as written. Vote by voice call: Chairman Ward declared the motion carried.

**Chairman Report** – Chairman Ward indicated that Curt Fiedler was participating in the meeting via conference call and Curt informed the group that he was unable to physically attend because he was out of town for work related responsibilities. Marty noted that we have two openings on the commission and he has received some recommendations for commissioners which he will forward to Trustee Seaman. Ivan noted that we should clarify with Trustee Seaman and the Mayor that Jay is a full commissioner and not an associate.

**Discussion Group Updates** –

*Marketing* – Rebecca reported that Ivan has booked Richard Matoon, a representative from the Federal Reserve, for the Annual Business Breakfast. She stated that they have started brainstorming themes for the breakfast. Ivan stated that we need to have a theme selected for the next ECC meeting. The Marketing Group reviewed the 2009 business survey and stated that it is still usable except to update the statistics. Len is working with Rebecca to use the village updated communication methods, i.e., Twitter, Community Email and the updated website.

Marty indicated that they discussed looking at marketing kits. Jay noted that we have different pieces with different looks, colors and logos and we should unify them. Marty said they want to review and provide staff with a guideline to follow for all printed materials.

*Business Retention* – Chris Shoemaker stated that he and Chris Verstrate met. There is a wrap-up meeting planned for next week with the schools regarding the “Motivate Speakers” program.

*Finance* – Jim Mohler stated that the Finance Group was asked to consider the following incentive requests:

- **Class 8 request for the property at 7233, 7241 and 7245 Duvan Drive** - The purchasers want to take advantage of the Class 8 opportunities available through Cook County. They intend to buy the building, renovate it, relocate the business there and then rent out the other two units. Class 8 specifies that the property must be vacant for two years and this property has been vacant since March, 2009.

*A motion was made by Rebecca Palumbo, seconded by Jim Mohler, to recommend approval of the Class 8 designation for this property in the Duvan Industrial Park. Vote by roll call: All Ayes - Chairman Ward declared the motion carried.*

- **Rizza Cadillac Buick GMC** - Jim Mohler outlined the sales tax sharing incentive request from Rizza/Cadillac/Buick/GMC to annually share new sales tax revenue – 33% to the company and 67% to the Village. General Motors has required a major exterior and interior remodeling/expansion project for this dealership which includes a complete change of the front of the building and the former Hummer location. Jim stated that this dealership plays a big role in our sales tax revenue. The company feels the project could increase sales by \$10 million and result in the hiring of ten new employees. This incentive has a life span and is based on the sharing of new revenue. The overall feeling of the Finance Group was that this is consistent with what we have done in the past as far as policy on incenting car dealerships on 159<sup>th</sup> Street. The project must meet all Village codes and ordinances; therefore, they must drop their sign to 18 feet from the current 30 feet.

*A motion was made by Mohammed Nofal, seconded by Chris Shoemaker, to recommend approval of the sales tax sharing incentive for Rizza Cadillac Buick GMC. Vote by roll call: All Ayes – Chairman Ward declared the motion carried.*

- **UGN Corporate Headquarters Expansion/Retention** – Located at 18410 Crossing Drive. Their lease is coming up. They have been in their current location for seven years, and at that time they were incented by the Village for a five year time period. Part of the incentive had to do with utilizing Tinley hotels and restaurants. They bring 80-90 good paying jobs. The average salary of non-management employees is over \$85,000. A significant number of the employees live in Tinley Park and they are committing to hiring more people. Their revenue source is the real estate tax they provide. UGN plays a role in the policy we are trying to create because of what they are bringing to the table. Mohammed asked what would keep the company from moving out of Tinley Park in a few years. Jim suggested a longer lease (say seven years) and a Clawback Provision. Their improvements would be \$300,000 into the building. The Finance Group recommends approval.

As of today, they are trying to get assistance from the Will County program. Will County has a target to keep corporate headquarters there. Jim said we can take advantage of marketing their corporate headquarters here in Tinley Park. Jim indicated that attracting and maintaining corporate headquarters is a target identified in the approved Tinley Park Incentive Policy. Trustee Seaman asked if we can tie this incentive to performance-based items, i.e., salary, etc. Ivan stated that the incentive is tied to performance of the expansion and payroll.

*A motion was made by Jim Mohler, seconded by Mohammed Nofal, to approve a \$70,000 incentive to UGN over a seven-year period based on the additional comments that the Commission has asked to be reviewed. Vote by roll call: All Ayes - Chairman Ward declared the motion carried.*

*Real Estate Group* – Marty reported that he, Dennis and Ivan met to discuss the vacant parcels of land. They came up with two locations to look at: 1) The Hotchkin Property at 19601 S. Harlem and 2) the Malone property. Ivan asked that each discussion group take some time to review these at their meetings.

The Hotchkins property is 114 acres that is currently unincorporated. Trustee Seaman views this area as our entertainment district. This area would be eligible for Class 8. Rebecca asked if we would consider a sports complex there. Jim Mohler noted that our goal for the area is to maximize sales tax and/or to trigger other properties to locate there. The flood plain area is TIF eligible on this property. Marty indicated that this is an open piece of land with many possibilities.

The second property is Malone's at 191<sup>st</sup> & 80<sup>th</sup> Avenue. It is in Will County and zoned B-3. We need to start thinking of what would be a good fit there. Both properties are very unique but their neighbors tie into each other. Ivan stated that our Planning Department wants to see a master plan for the entire parcel. It would be a good location for retail and possibly a hardware-type store. Trustee Seaman noted that the Federal Government plans to extend 191<sup>st</sup> Street through to the east.

The group agreed to start with the Hotchkins property on Harlem and asked that each of the discussion groups start talking about this at their meetings. Jim Mohler asked staff to put together a 15-point list for this location and grade each category and then forward it to the Real Estate Group and the commissioners. Jim suggested listing 15 key areas and noting which are very strong and which have challenges.

**Staff Report** – Ivan presented a report on existing projects and activities.

There was a motion made by Jay Walsh, seconded by Rebecca Palumbo, to adjourn the meeting. Vote by voice call: Chairman Ward declared the motion carried and adjourned the meeting at 7:55 p.m.

<p style="text-align: center;"><b><i>Reminder</i></b> <b><i>Next ECC Meeting</i></b> <b><i>March 13, 2013</i></b> <b><i>6:30 p.m.</i></b> <b><i>Fulton Conference Room</i></b></p>
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**Upcoming Events:**

- *Real Estate Group – Wed., March 27<sup>th</sup> – 6:45 a.m., Egg & I*
- *Marketing Group – Tues., March 26<sup>th</sup> – 8:00 a.m., Crossmark*
- *Business Retention – Tues., March 26<sup>th</sup> – 7:30 a.m., Eggheadz Café*
- *Chamber of Commerce Mtg. – Thurs., March 28<sup>th</sup> – 8:15 a.m., Odyssey Country Club*
- *Finance Group – Tues., April 2<sup>nd</sup> – 6:30 p.m., Kallsen Conference Center*
- *ECC Annual Business Breakfast – Wed., May 8<sup>th</sup> – 7:00 a.m., Convention Center*
- *Discover Tinley – Sat., March 23<sup>rd</sup>, Convention Center*