AGENDA
Economic Development Committee
Wednesday, September 11, 2019
7:00 p.m. – Darien City Hall

1. **Call to Order**

2. **Public Comment**

3. **Approval of Minutes – August 14, 2019**

4. **New Business**

   a. **John Manos – Brookhaven Plaza Update**
   b. **Committee Member Opening**
   c. **Training/Seminars**

5. **Old Business**

   a. **Business Statistics and Data**
   b. **Incentive Formalization (Vision, Mission)**
   c. **Incentive Matrix/Template**
   d. **Survey Darien Connect Results**
   e. **Darien Marketing Material Update**

6. **Next Scheduled Meeting**

7. **Adjournment**

City of Darien
Minutes Economic Development Committee
Wednesday, August 14, 2019

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1.   Call to Order

The meeting was called to order at 7:05pm by Chairwoman Tina Beilke Other committee members present were Louis Mallers, Bryan Gay, Matt Weberling, Frank Burns, Robert Hahn, Angelo Imbrogno, and Joseph Marchese (Mayor) was also present. The meeting was held at Darien City Hall.

2.   Public Comment

Timothy Wasz spoke regarding disapproval of golf course incentive. He inquired why July minutes didn't mention the two speakers present at the first meeting. A short discussion regarding rules about recording committee meetings took place.

3.   Approval of Minute – July 10, 2019

The minutes of July 10, 2019 were approved pending edits to include the names of the two speakers that commented at the meeting.

4.   New Business

a.   Alkaye Media Group (was moved from item "c" to item "a")

Al Kohout spoke on behalf of Alkaye Media Group for some time regarding the marketing videos the company is preparing for Darien—to promote businesses and residents to Darien. Discussions regarding how many tapes to create, how long they should be, as well as important factors to consider when creating the marketing package. Al welcomed any additional input and highlights to go into videos.

b.   Incentive Formalization (Vision, Mission)

Committee members discussed updates to the Economic Development area on City's webpage. A link to download the incentive application the committee is working on was requested as well as the importance of listing all the forms of incentives the City will consider (e.g. variances, etc.)

c.   Incentive Matrix/Template

Committee members discussed the templates provided in packet and their goal to finalize the application. A weighted grid at the end of the application was decided would be key to ensure the process is measured and there will be a minimum grade to qualify for the incentives**.**

5.   Old Business

a. Business Statistics and Data

The committee talked about the retail vacancies in the City and ideas on how to fill them. A discussion on a way to target the median tier of businesses bringing in sales tax to City was requested.

b. Surveys

The committee requested that the City put out a survey to the residents to ask what types of businesses they would like to see in the City.

c. Darien Marketing Material

No additional discussion was made since item 4a New Business covered this area.

d. Business Updates

Mayor Marchese gave an update on new businesses in Darien, construction updates on Frontage warehouse and potential expansion business opportunities. The committee discussed the status of the marijuana survey and what neighboring communities are doing.

6. Next Scheduled Meeting

The committee's next meeting will be Wednesday, September 11.

7. Adjournment

The meeting adjourned at 8:45pm.

ECONOMIC DEVELOPMENT GUIDELINES FOR INCENTIVE APPLICANTS

Criteria	Weight 1-5	Rank 1-5	Total (Weight x Rank)*
1. Generates additional sales tax/property tax dollars or retains existing sales/property tax to City	5		
2. Contributes to the local economy (e.g. job growth, increased foot traffic, etc.)	4		
3. Creates public infrastructure improvements	3		
4. Develops, redevelops, or repurposes vacant, distressed or blighted areas	4		
5. Produces non-fiscal benefits to City (e.g. enrichment to resident's lifestyles, beautification, etc.)	4		
6. Incurs extraordinary costs incurred by developer that make project difficult to attain without incentive	3		
7. Formulates a strong business plan, ability to financially complete project, and minimize risk to City	5		
8. Satisfies an additional community benefit (e.g. targeted business model, competitive advantage with neighboring communities)	4		
Total Score **Minimum = 32** **Maximum = 160** **Eligibility = 120+ (75%)**			

*Weight and Rank are based on 5 being the highest score/most desired.

Tina

As requested, previous list of economic incentives.

Incentives

Town Center Original – The Walmart Center was also part of an incentive around 1993. I am searching the specifics of that agreement

Walmart

$4,000,000-Sales tax rebate-Resolution 29-12, April 12, 2012

Inland/Home Depot – RPAI (formally inland)

$750,000 (rebate 68,000 for 11 years) – Ordinance 02-13, Feb 4, 2013

Chucks

$300,000 for outside improvements- Resolution 80-12, October 15, 2012

Carriage Greens

$366,000 for building, grounds and equipment improvements- September 12, 2019.

Darien Pointe

Incentive in the form of purchasing/assembling property and improvements to comply with EPA regulations.

Bryon D. Vana

Bryon D. Vana

City Administrator -City of Darien, Office phone – 630-353-8114

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http://www.darien.il.us/Reference-Desk/DirectConnect.aspx

From: Beilke [mailto:jtnk@comcast.net]

Sent: Thursday, September 05, 2019 12:17 AM

To: EconomicDevelopment <EconomicDevelopment@darienil.gov>

Cc: Lisa Klemm <LKlemm@darienil.gov>

Subject: Economic Development Meeting - September 11 Additional Attachment

Please find attached a drafted EDC Matrix that would provide a formula in the application process. This resembles the format from Crest Hill but is modified for what Darien would be focusing on in supporting an applicant.

If you have any questions, let me know.

Thanks,

Tina

Standard Industrial Classification (SIC) Code Reporting

Report Period: | 2018 Calendar Year - Sales made during January 2018 through December 2018 ▼ |

Municipal or County Government Name: | Darien ▼ |

County Name: | [SELECT] ▼ | Note: *Inquiry here for entire county data*

Tax Type(s): | All ▼ |

| Start Search | Main Menu | Comparison Search | Terms |

Darien   **DuPage County**   **Number of Taxpayers: 458**

2018 Calendar Year - Sales made during January 2018 through December 2018

Categories	Tax Types	ST	MT	HMR	CST
1 General Merchandise		2,270,070.45	760,857.05	454,008.57	113,503.44
2 Food		1,393,534.36	649,605.69	278,706.07	69,676.62
3 Drinking and Eating Places		2,247,796.93	469,133.69	449,558.35	112,390.03
4 Apparel		396,539.36	80,104.15	79,307.62	19,826.98
5 Furniture & H.H. & Radio		64,518.81	20,880.68	12,903.27	3,225.93
6 Lumber, Bldg, Hardware		1,589,949.54	317,988.98	317,877.24	79,497.41
7 Automotive & Filling Stations		2,074,578.82	424,324.32	384,497.22	103,728.63
8 Drugs & Misc. Retail		1,265,468.01	532,117.72	252,918.35	63,272.85
9 Agriculture & All Others		535,264.48	118,281.82	106,279.64	26,762.08
10 Manufacturers		73,913.89	16,055.30	14,781.05	3,695.55
Totals		11,911,634.65	3,389,349.40	2,350,837.38	595,579.52

Darien   **DuPage County**   **Number of Taxpayers: 458**

2018 Calendar Year - Sales made during January 2018 through December 2018 Continued ...

Categories	Tax Types	CMFT	CWT	RTA
1 General Merchandise				570,640.05
2 Food		42,676.58	1,078.15	487,205.91
3 Drinking and Eating Places			9.80	351,855.81
4 Apparel				60,078.95
5 Furniture & H.H. & Radio			-0.38	15,660.41
6 Lumber, Bldg, Hardware			52.60	238,492.29
7 Automotive & Filling Stations		445,119.70	404.07	317,902.80
8 Drugs & Misc. Retail		146,371.85	119.42	399,094.72
9 Agriculture & All Others			604.90	88,715.18
10 Manufacturers				12,041.37
Totals		634,168.13	2,268.56	2,541,687.49

Note: Blank categories have less than 4 taxpayers, therefore no data is shown to protect the confidentiality of individual taxpayers, totals include censored data.

Revenue Home | *SIC Home*

INTRO

On June 17, 2019, the City created an Economic Development Committee (EDC) with the purpose of:

A. Advising the City on the development and implementation of business retention/expansion programs;

B. Advising the City on the implementation of a marketing program to attract new business and industry;

C. Monitoring business activity and trends on the local, State, and national level;

D. Establishing a focal point for businesses to approach and discuss issues that affect them; and

E. Engaging representatives from community and regional entities as appropriate on matters for economic development.

The EDC is soliciting feedback from the community regarding what type of businesses residents would like to see in Darien. In summary, municipalities segment the land under their jurisdiction into zoning districts, each of which is governed by specific ordinances that dictates the categories of businesses that can operate within that district. You can review Darien's zoning ordinance at https://www.sterlingcodifiers.com/codebook/index.php?book_id=302. Your participation in this survey is greatly appreciated.

Do you utilize a Darien business at least 50% of the time for the following:

Groceries	Yes	No
Gasoline	Yes	No
Home improvements and garden supplies	Yes	No
Dining	Yes	No
Pet supplies	Yes	No
Medical services	Yes	No
Attorney services	Yes	No
Automobile repair	Yes	No
Apparel	Yes	No

Are you satisfied with the choices Darien offers for the following:

Groceries   Yes   No

Gasoline   Yes   No

Home improvements and garden supplies   Yes   No

Dining   Yes   No

Pet supplies   Yes   No

Medical services   Yes   No

Attorney services   Yes   No

Automobile repair   Yes   No

Apparel   Yes   No

What type of businesses would you like to see locate in Darien:

_____
_____
_____

Are you aware of the Darien Chamber of Commerce: **Yes**   **No**