

Public participation is invited on each agenda item prior to the Board's deliberation. **When called upon, please approach the microphone and state your name and the address where you live. Kindly limit your remarks to 3 minutes.**

VILLAGE OF VILLA PARK
Village Hall, Committee of the Whole Room
20 S. Ardmore Avenue
Villa Park, IL 60181

Economic Development Commission

March 20, 2024

5:30 PM

Chairman: Tony Oddo

Commissioners: Ghada Abdelhafez-Fahmy, Larry Calvert, Patrice Gallagher, Patrick Grobe,
JP Hochbaum, Ethan Tutor-Leon

- 1. Call to Order - Roll Call**
- 2. Approval of Minutes**
 - a. February 21, 2024 Minutes
- 3. Business**
 - a. Review Business Intro Letter
 - b. Review and Comments on 3 Year New Business Report
- 4. Public Comments**
- 5. Commissioner Comments**
- 6. Village Board Liaison Comments**
- 7. Staff Liaison Comments**
- 8. Adjournment**

ECONOMIC DEVELOPMENT COMMISSION MINUTES

February 21, 2024

The meeting of the Economic Development Commission was called to order February 21, 2024, at 5:30 p.m.

PRESENT: Chairman Tony Oddo, Commissioners: Ghada Fahmy, Larry Calvert, Patrice Gallagher, and JP Hochbaum.

OTHERS PRESENT: Director Marc McLaughlin and Trustee Kumar.

PUBLIC INPUT ON AGENDA ITEMS:

None.

APPROVAL OF THE MINUTES:

Motion to accept the minutes made by Commissioner Abdelhafez-Fahmy and seconded by Commissioner Hochbaum and passed with all ayes. The minutes for the Economic Development Commission for January 17, 2024, were approved.

GENERAL DISCUSSION/BUSINESS:

The first topic was the Business District Tax and Sales Tax Rebate Agreement for Lone Star-Cardinal Motorcycle Ventures a/k/a Wildfire Harley Davidson. They are requesting an agreement to offset the construction costs to build a showroom for Polaris. The rebate is structured that upon sales of Polaris products 100% of the Sales Tax and 100% of the Business District Tax will be reimbursed until the \$1,000,000 has been reached or the expiration of the agreement in 2037. Staff has worked with the applicant and reviewed the agreement. It is beneficial to the Village as the projected rate of growth for Polaris is expected to be very profitable. Discussion ensued between the Commissioners and questions were answered by Director McLaughlin. A motion was made by Commissioner Abdelhafez-Fahmy to recommend approval of a Business District Tax and Sales Tax Sharing Agreement with Lone Star-Cardinal for a Polaris Dealership. Commissioner Hochbaum seconded the motion. Verbal rollcall was taken and all voted aye. Motion was approved.

Director McLaughlin prepared a report on Business Retention Visits from 2023 for review. However, Commissioner Gallagher had additional visits which will need to be added. It was agreed to table for the next meeting in order to update the report.

Commissioner Hochbaum and Chairman Oddo presented their drafts/notes of the introduction letter. Discussion developed and it was agreed a few changes and/or additions will be made by Commissioner Hochbaum and brought back to the next meeting, along with discussion on how to distribute the letter to business owners.

PUBLIC COMMENTS NON-AGENDA ITEMS:

None.

COMMISSIONER COMMENTS:

Chairman Oddo commented it was nice to see the Commission making progress and to see everyone.

VILLAGE BOARD LIAISON COMMENTS:

Trustee Kumar was happy to see the Commission progressing forward and would like to see the business visits continue. After collecting/reviewing business owners' comments the Commission will need to analyze the information.

STAFF LIAISON COMMENTS:

Director McLaughlin stated for the next meeting he will have a 3-year New Business Report for the Commission to review and make comments. He announced the February 28th meetings for Community Visioning and Business Workshop. All are encouraged and welcome to attend. TIF 7 is on the Board Agenda Monday, February 25th for approval. The following development updates were announced: Steuerle Funeral Home submitted for a building permit, 27 W Park also, no movement on Eco Terra and Hair to Stay has a new building owner. Also is the beam signing on March 2 from 10:00 a.m. to 12:00 p.m.

ADJOURNMENT:

Motion to adjourn the meeting made by Commissioner Abdelhafez-Fahmy and seconded by Commissioner Hochbaum. The motion passed with all ayes. The meeting was adjourned at 6:00 p.m.

Complete recorded minutes are available on the Village Website.

Respectfully Submitted by,

Pat Boksha



Village of Villa Park

Economic Development Commission
11 W Home Avenue, Villa Park, IL 60181

March 14, 2024

Business Name
Contact Name
Street Address
City, IL ZIP

Dear [Recipient's Last Name],

Villa Park's Economic Development Commission is reaching out to business owners in the Village to gather insight into how the day-to-day business is in Villa Park and to learn more about your business. The intent is to find ways to help businesses in Villa Park thrive, become pillars of the community, and help establish a strong business culture. The more information we gather from each business, the better we can inform the Village Trustees on proper policies to help capture growth, post Covid.

In the next few weeks we would like to have a Commissioner stop by the business to have a brief conversation with the business owner or manager. In order to make this as convenient as possible we would like to set aside a time that is ideal for you. The Commissioner below has volunteered to set up this meeting with you. We have left their contact information below so you can arrange a meeting with them.

We greatly appreciate your time and attention to this.

Sincerely,

[Written Signature]
[Full name Last name]
[Contact Details]

Village of Villa Park

Department of Community and Economic Development

3 YEAR 2021-2023 NEW BUSINESS REPORT



Director Marc McLaughlin, AICP, GISP

Village of Villa Park

Village President

Nick Cuzzone

Village Board

Cari Alfano
Jack Corkery
Deepasriya Kumar

Jorge Cordova
Jack Kozar
Kevin Patrick

Village Clerk

Hosanna Korynecky

Village Manager

Matt Harline

Economic Development Commission

Chairperson

Tony Oddo

Commissioners

Ghada Abdelhafez-Fahmy
Patrice Gallagher
J.P. Hochbaum

Larry Calvert
Patrick Grobe
Ethan Tutor Leon

TERMS

Certificate of Occupancy: The Certificate issued to a business owner giving them the right to occupancy the building space after all agencies have authorized approval.

New Business: A business occupying the building space for the first time. Example: A business opens in a previously vacant unit or this particular business is occupying an building.

Ownership Change: A business already occupying and operating out of a building but has new ownership. Example: An established business has sold and has a new owner, but keeps the business name, such as selling a franchise license.

Name Change: An established business has a legal or marketing change. Example: Dunkin Donuts changed to Dunkin'.

North American Industry Classification System (NAICS): The standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.

USES

Construction: This sector comprises establishments primarily engaged in the construction of buildings or engineering projects. Construction may include new work, additions, alterations, or maintenance and repairs.

Vehicle Repair: This use is primarily engaged in providing a wide range of mechanical and electrical repair and maintenance services for automotive vehicles, such as passenger cars, trucks, vans, and motorcycles.

Auto Sales: This use is for the retailing of new or used automobiles and light trucks, such as sport utility vehicles, passenger and cargo vans, and motorcycles.

Medical: This use provides personal medical care services such as, doctors, dentists, chiropractors, massage therapist, and other healthcare professionals.

Retail: This use is engaged in the retail of new and used merchandise, such as, grocery, apparel, hardware, toys, etc.

Service: This use engages in the technical or personal services, such as, salon, insurance, gyms, pet boarding, consulting, etc.

Freight: This use engages in general freight trucking which handles a variety of commodities.

Office: This use customarily focuses on providing executive, management, administrative, or professional services, such as, lawyer or corporate headquarters.

Restaurant: This use is an establishment primarily engaged in providing food and beverage service for patrons.

Rental Services: This use engages in the renting of passenger vehicles or moving trucks, or the rental of tools and equipment of short periods of time, such as, U-haul or rent-all stores.

Gas Station: This use primarily engages in retailing automotive fuels in combination with a limited line of groceries and/or accessory vehicle maintenance.

Accommodations: This uses engages in providing short-term lodging often referred to hotels or motels.

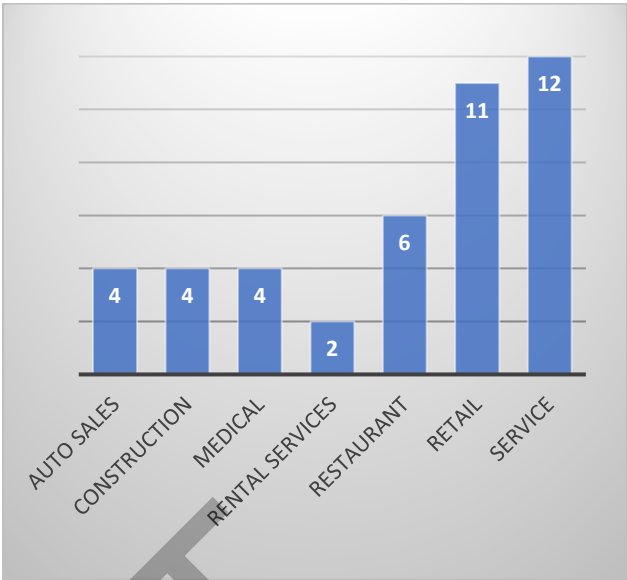
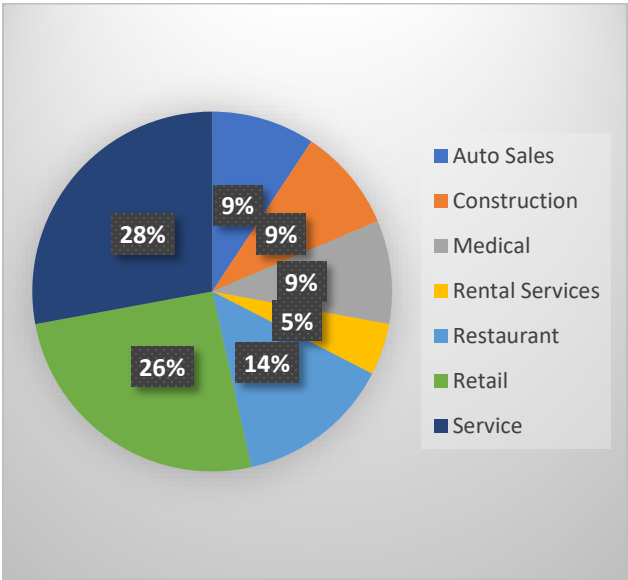
Manufacturing: This use engages in the creation of a finished product from raw materials.

Financial: This use engages in the exchange, lending, borrowing, and safe-keeping of money, such as, banks, credit unions, and ATMs.

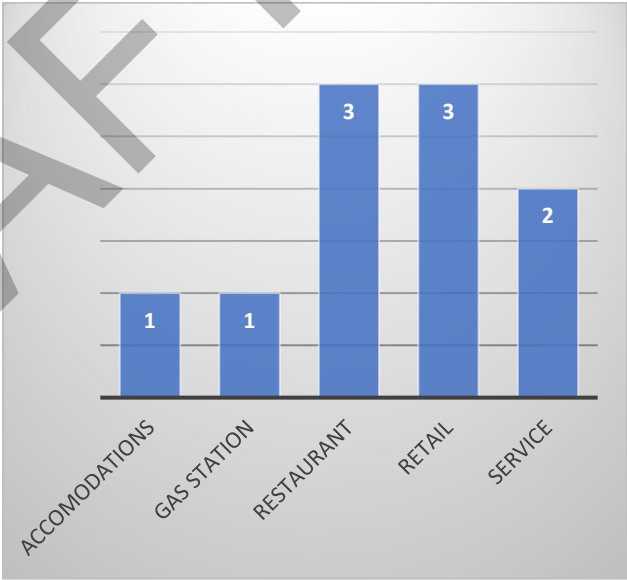
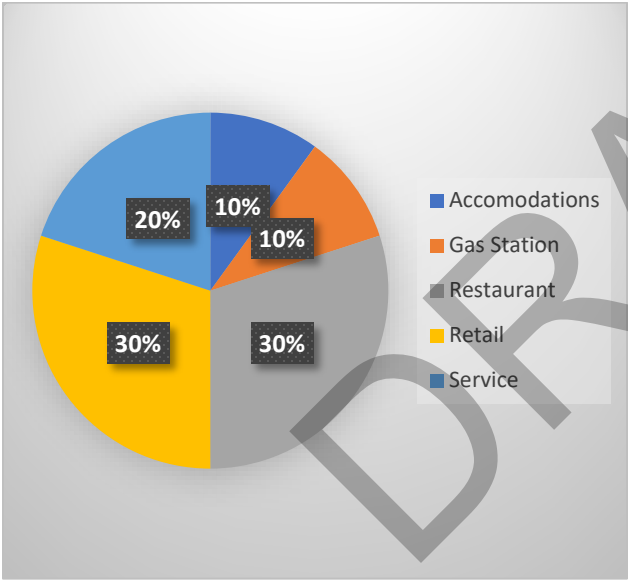
Religious Assembly: This use engages in religious services including public assembly that customarily occurs in churches, synagogues, temples, mosques, and other similar facilities were groups assemble for religious worship.

2023

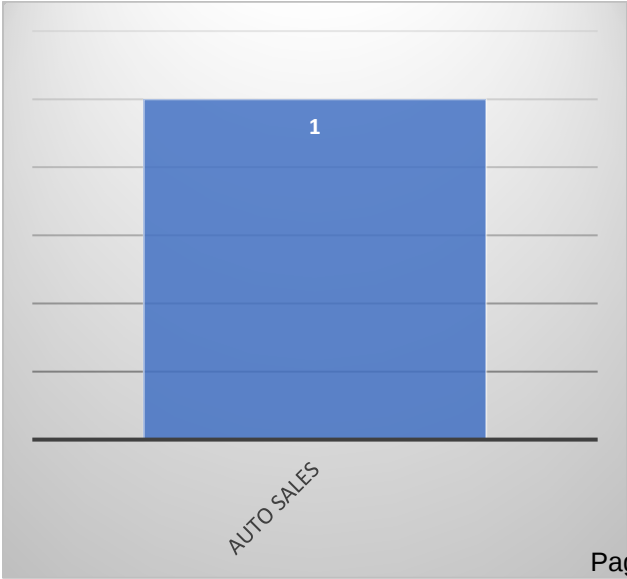
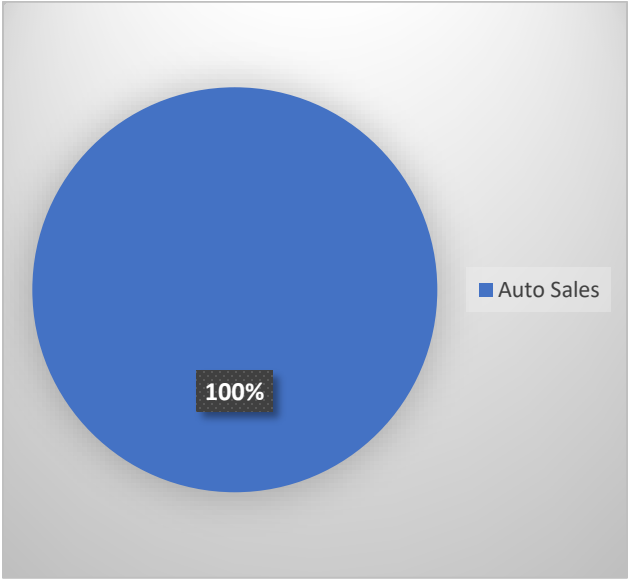
New Businesses: 43



Ownership Change: 10



Name Change: 1



New Businesses

Accel
 Acqua Contractors
 All Mobilty LLC
 Ardmore Event Space
 Bethel Import and Export
 Burlington Coat Factory
 Canine Connections
 Car Match Chicago
 Charley's Cheesesteaks
 Daily Outlet
 Drip Drop Exotics
 Gumino Industries
 Implant Center of Chicago
 Jay Loren Salon
 JD Strength and Performance
 Joy Spa
 Leisure Time Laundromat
 Let's Go Motors
 Little Caesars
 Lu De La Salud
 Lupitas Jewelry
 Lux Spa
 Marciana's
 Molcajete Mexican Grill
 Mr Grill Express
 MSA Afefa Collection
 Next Man's Treasure
 Optimal Consulting
 Rockford Marble and Granite
 Ruby's Jewelery
 Sara O'Brien Photography
 Shea My Way
 Skyline Hair Studio
 Smart Outdoor Living
 The Old Globe
 Uhaul
 Universal Workforce
 University Dermatology
 USA Veteran Firearms Training
 Villa Perk
 Vitalant
 Ynot Laundry

Retail
 Construction
 Retail
 Service
 Auto Sales
 Retail
 Service
 Auto Sales
 Restaurant
 Retail
 Service
 Rental Services
 Construction
 Medical
 Service
 Service
 Service
 Auto Sales
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 Construction
 Retail
 Rental Services
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 Medical
 Retail
 Restaurant
 Medical
 Service

Ownership Change

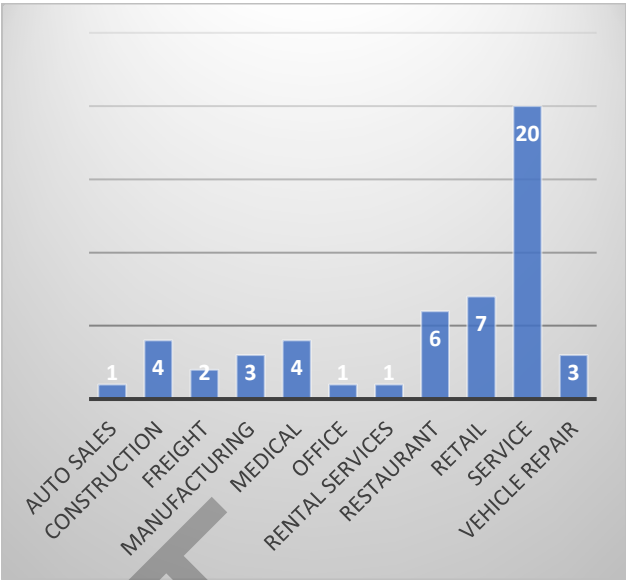
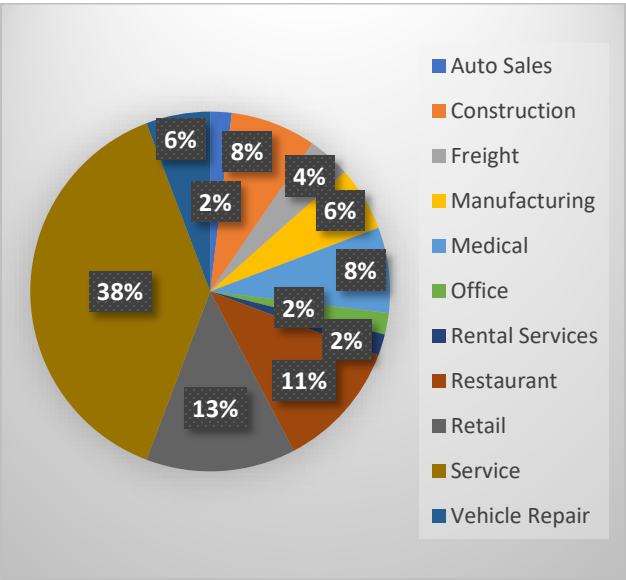
Ad Parl Pet Clinic	Service
Ardmore Food and Liquor	Retail
Brer Rabbit Motel	Accommodations
Daily Furniture	Retail
Exotic Monkey Shop	Retail
Junk Luggers	Service
Taco Villa	Restaurant
Tae Fu	Restaurant
Villa Park Heros - Exxon	Gas Station
Wing Ho Chop Suey	Restaurant

Name Change

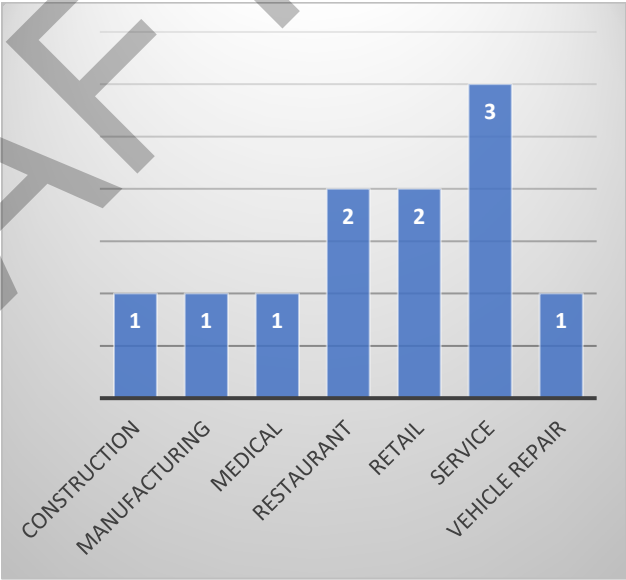
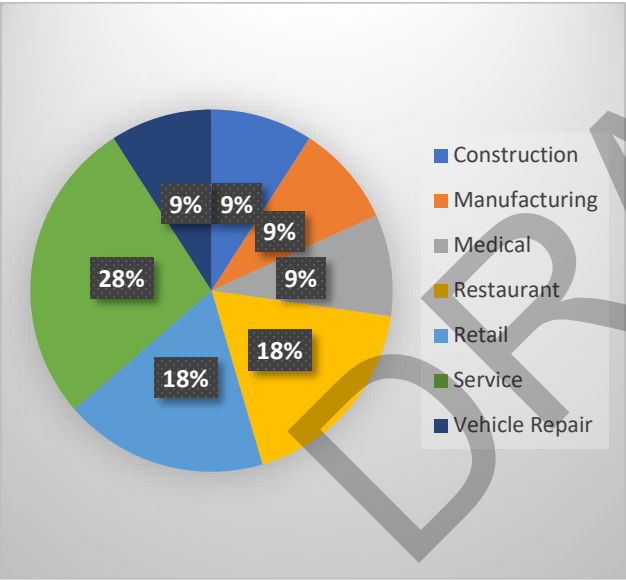
Import Select Auto Sales	Auto Sales
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2022

New Businesses: 52



Ownership Change: 11



Name Change: 0

New Businesses

4G Transport
AK Mulch
Amcan Bearing
Assisting Hands
Aswad Boutique
Baladi Fresh Market
Bear Landscaping
Betcrazy
Bimmer Performance
Captain B's
Chicago Dance Factory
Chicagoland fireplace
De Sabor
Dental Care
Dental Management
DeVine Wine Bar
Dynamic Fleet Services
EZ Consulting
Feline Behavior
Foster Electrical
General Automotive
Glenbard Security
Go Git Fitness
Healthcode
House of White Light
Illinois Tent Retail
Inspire Nutrition
JC Licht
JDs Strength
John R Mack
Junk Luggers
Kensho Esthetics
KGMB
Marcott Enterprises
Medgyn Products
Medical Outsourcing
Natural Supplements
Olivia Lucas
Oxford Insurance
Payton Manis Beauty
Peek a Baby 3D
Popeyes
ReSource Sports
Sunshine Villa Park
Supermercado Buenvista
Tech Repair Plus
Tropical Smoothie
Urgent Covid Testing
Used MOTO
Vasa
Weidenmiller Co
Wizard of Ink

Freight
Construction
Manufacturing
Medical
Retail
Retail
Construction
Restaurant
Vehicle Repair
Restaurant
Service
Construction
Restaurant
Medical
Service
Restaurant
Vehicle Repair
Service
Service
Construction
Vehicle Repair
Service
Service
Service
Retail
Rental
Service
Retail
Service
Office
Service
Service
Service
Freight
Manufacturing
Service
Retail
Service
Service
Service
Medical
Restaurant
Service
Retail
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Service
Restaurant
Medical
Auto Sales
Service
Manufacturing
Service

Ownership Change

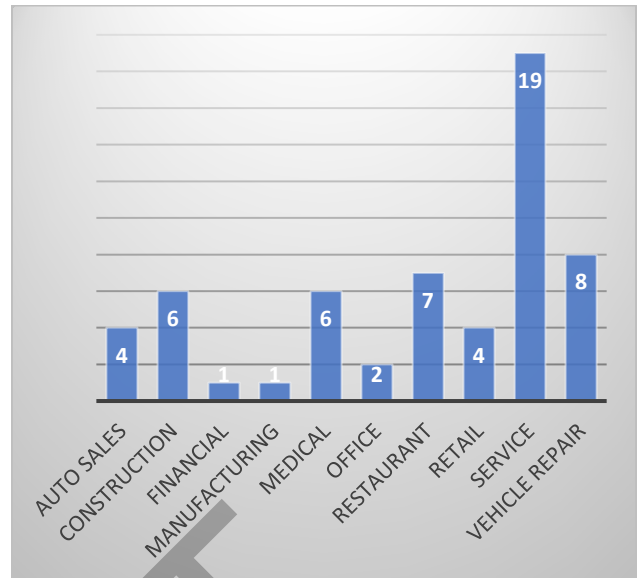
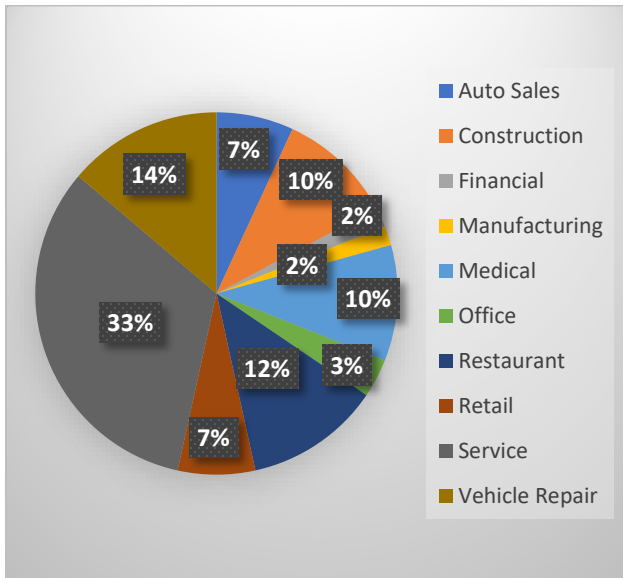
Bright Light Medical
Cannella
Cap's Bar and Grill
Core Smoke Shop
Flooring Sales
Kepner Products
Oshuns Magic Kingdom
Rios Cleaners
Tong's Tiki
Vet Hospital
W Auto Works

Medical
Service
Restaurant
Retail
Construction
Manufacturing
Retail
Service
Restaurant
Service
Vehicle Repair

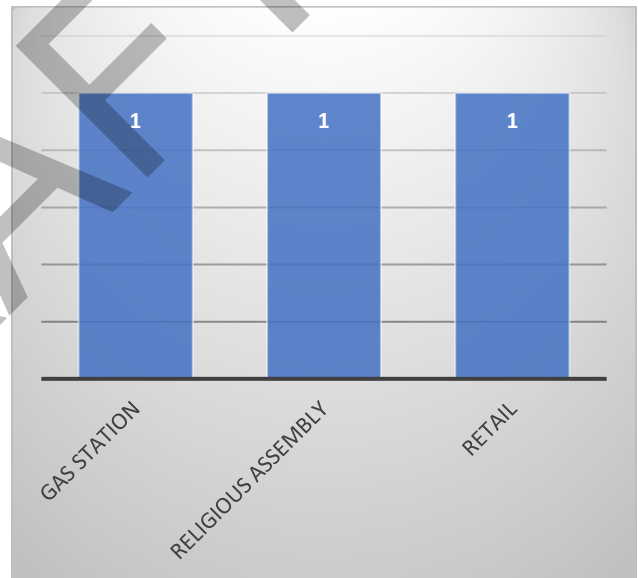
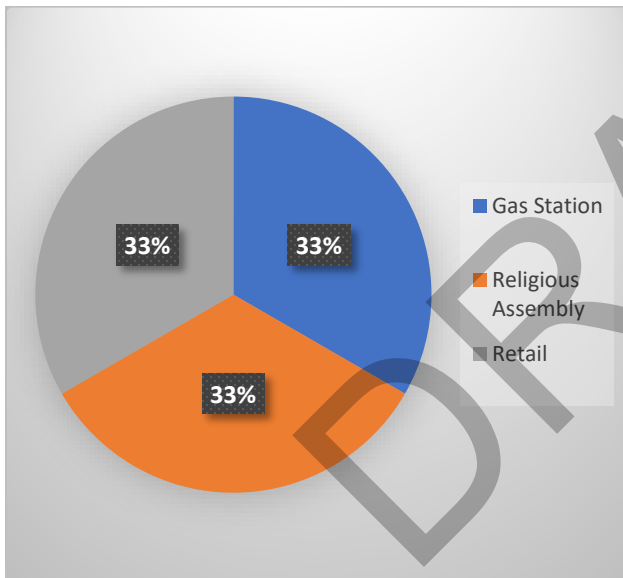
Name Change

2021

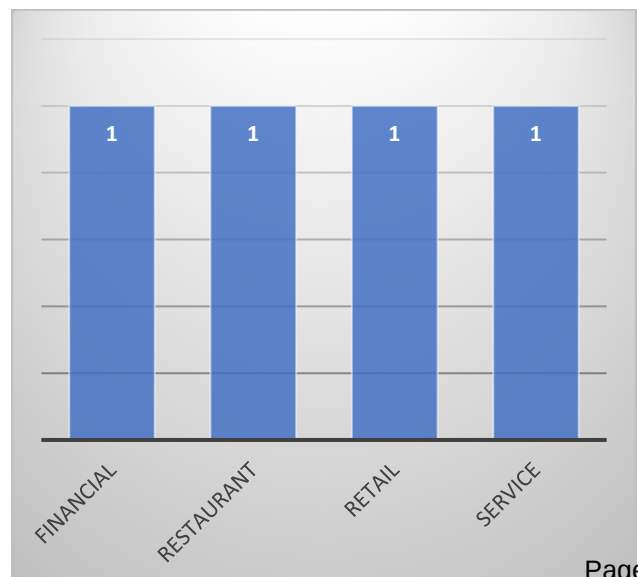
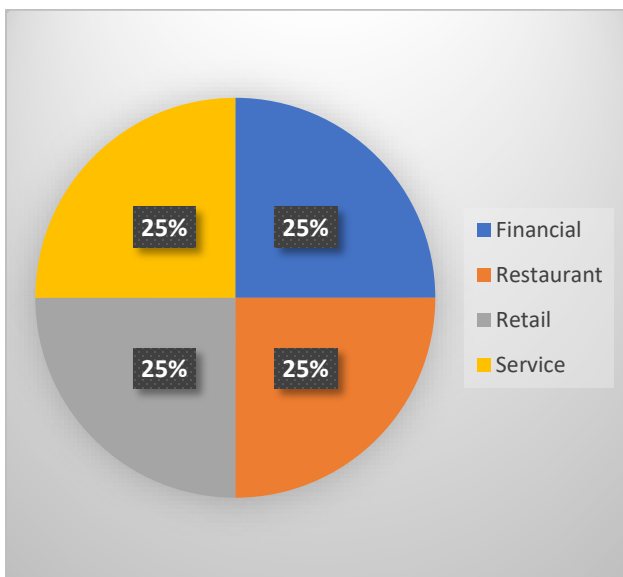
New Businesses: 58



Ownership Change: 3



Name Change: 4



New Businesses

Accel
Bank of America
Belle Tire
British Swim
Car Place and Motorcycle
Cash Pawn
Century Towing
Chicago Kitchen Outlet
Chicagoland Beer and Winemakers
Clear Staff
Cottage Hill
Dak Dak
Dave's Custom Millwork
DDT Law
Denysuik
Dulce Delights
E & R Transmission
Escape Camper Vans
Gotworx Staffing
Hallways to Beauty
Handyman Window Covers
Home Plumbing
Hover Chiropractic
I-Studio
Jay Reese Law
Jesse's Auto Repair
Knollcrest Funeral Home
Laserplott USA
Latin Touch Spa
Let's Go Motors
Massage Lily
MGA Insurers
Mind ad Body Massage
Molcajete
Moonshadow Healing
New Urban Communities
Nikro
ORO Barber
Partners Personnel
PGS Gold and Coin
Pinnacle Motorwerks
Poke Bros
Powerbroker Marine
Precision Auto
Pure Massage
Raimondi Cartage
Range USA
Real Neon
Revive
Rocket Testing
Ross Dress for Less
Sabrina's
Strut Dance
Tobacco and Vape
United Covid Care
Vivid Motorworks
Wing Stop
Wojciech Bartoszek

Retail
Financial
Vehicle Repair
Service
Auto Sales
Service
Service
Construction
Retail
Service
Construction
Restaurant
Construction
Office
Vehicle Repair
Restaurant
Vehicle Repair
Auto Sales
Service
Service
Construction
Construction
Medical
Service
Office
Vehicle Repair
Service
Service
Service
Auto Sales
Medical
Service
Medical
Restaurant
Medical
Restaurant
Manufacturing
Service
Service
Service
Vehicle Repair
Restaurant
Vehicle Repair
Vehicle Repair
Service
Service
Service
Construction
Service
Medical
Retail
Restaurant
Service
Retail
Medical
Auto Sales
Restaurant
Vehicle Repair

Ownership Change

Core Smoke Shop
New Life Bible
Shell Gas Station

Retail
Religious Assembly
Gas Station

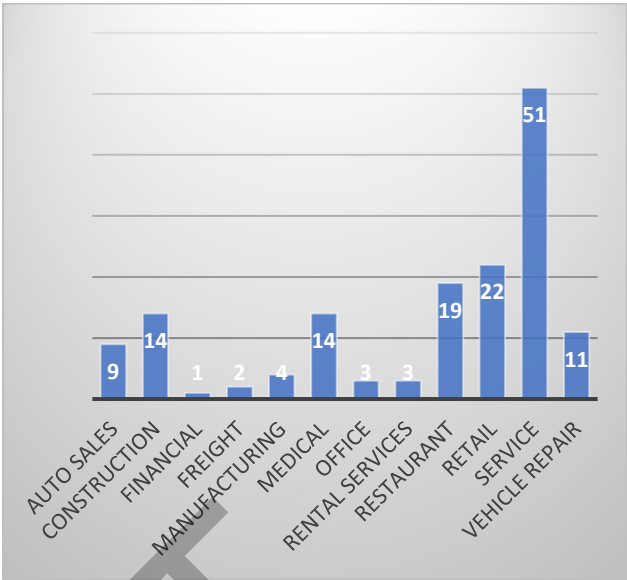
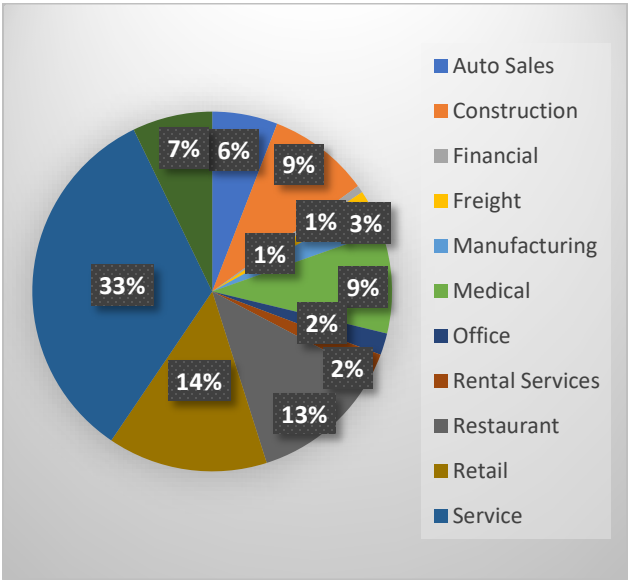
Name Change

El Patron
First Midwest Bank
Legenary Fades
Weezers Tobacco

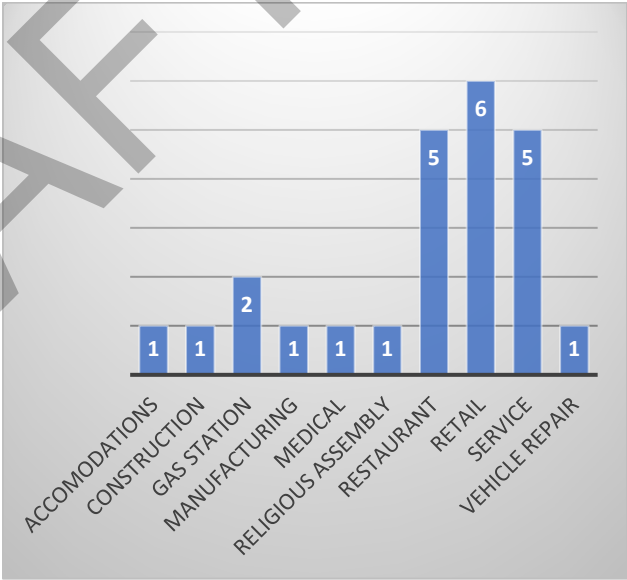
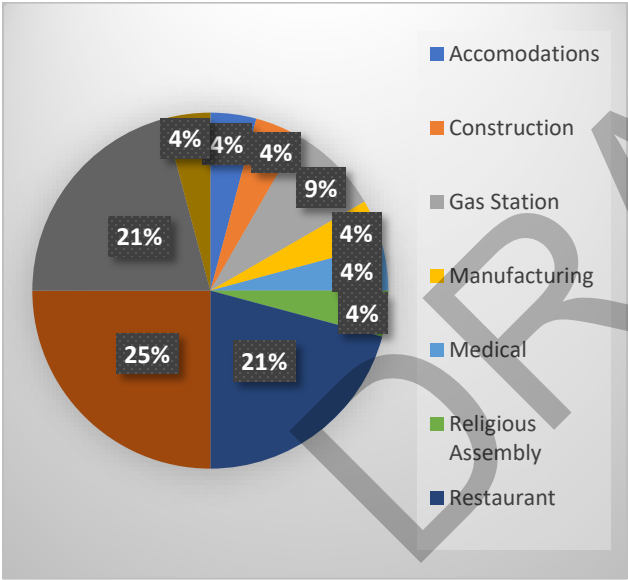
Restaurant
Financial
Service
Retail

2021 – 2023 Summary

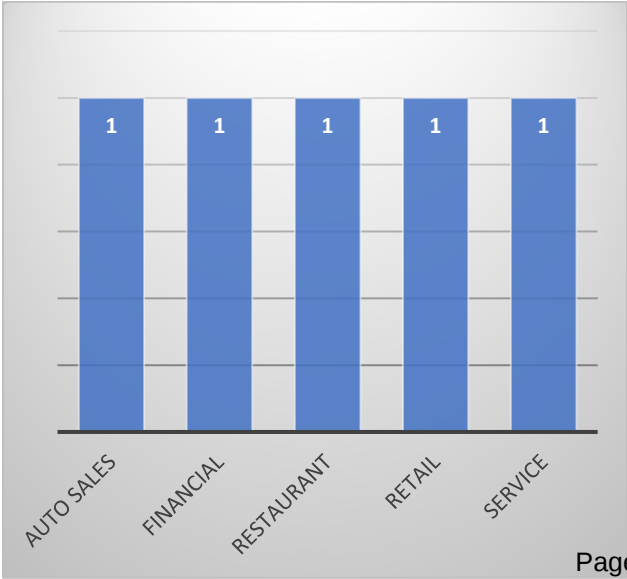
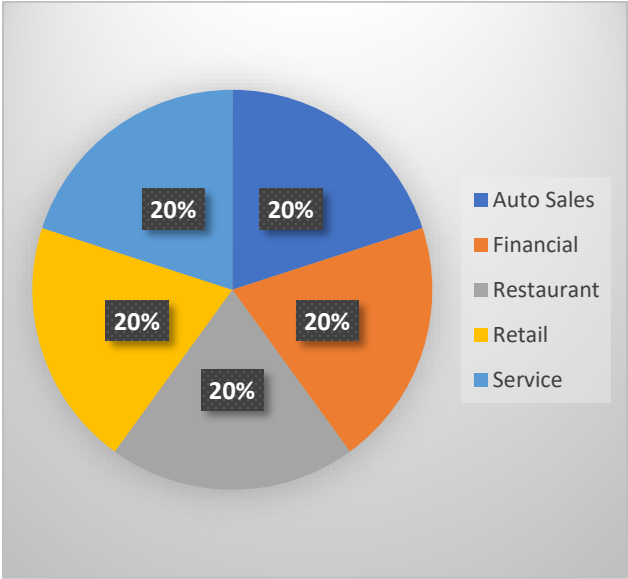
New Businesses: 158



Ownership Change: 24



Name Change: 5



SUMMARY

The most prominent sector the Village of Villa Park grew, over the last three years, was the Service industry.

This sector does not generate much in the way of sales tax revenue because it does not produce goods for retail or manufacture new products.

The top new Service use for the last three years, was salon/barber with ten new openings out of 51 new Services businesses. That means 20% of all new Service businesses were salon/barber.

When taken the following together; salon/barber, gyms, spa, and health consultant, these combined equal 18 new service businesses focused on the subcategory of Personal Care.

Only Retail Sales and Restaurants have more than 18 new businesses in a specific industry.

New Business in the Medical, Construction, Vehicle Repairs, and Auto Sales sector make up the majority of the remainder.

This data should be used with caution as this only reflects the New Businesses, Ownership Changes, and Business Name Changes in this three-year period. It does not take into consideration other important analytical points like, the Village's vacancy rate, if any of the locations that a New Businesses opened into were vacant before, the longevity of the business before these opened, rent rates, new or existing building being occupied, etc.

Without a robust analysis of the current situation of all businesses in the Village, this data is just numbers on a page. As the Village improves internal processes and data collection, the future Annual Reports can provide additional analysis regarding the Village's business growth.

DRAFT