

# MINUTES OF THE ECONOMIC DEVELOPMENT COMMISSION

September 26, 2019

An EDC meeting was held on Thursday, September 26, 2019.

The meeting began at 8:01 A.M.

**MEMBERS PRESENT:** Bill Geary, Frank Cangelosi, Tom Herbstritt, and Giuliano Petrucci

**MEMBERS ABSENT:** Sixto Rincon, Michael Giannelli, and Kirk Allen

**ALSO PRESENT:**

John Schneider – Director of Community Development, Nicholas Walny – Senior Planner, Ryan Adriatico-Village Planner, Matthew Welch – Village Attorney, Zach Kafitz – Sarnoff Baccash, William Aaron Hughes – Advance Electrical Supply Company, Michael Mayworm - Advance Electrical Supply Company

**MOTION TO ACCEPT** minutes from the March 28th, 2019 meeting made by Tom Herbstritt

**SECONDED** by Frank Cangelosi. **VOICE VOTE CARRIED.**

**Old Business:** *none*

**New Business:** *Discussion on and consideration of a 6b real estate tax assessment application by 3030 Cullerton Drive, LLC (Advance Electrical supply Company) for the property located at 3030 Cullerton Dr., Franklin Park, IL 60131*

Mr. Kafitz opened the discussion by introducing himself and his clients, William Aaron Hughes and Michael Mayworm of Advance Electrical Supply Company. Advance Electrical Supply Company is requesting a resolution for a 6b property tax assessment based on new construction for the property located at 3030 Cullerton.

Mr. Kafitz began by giving a brief overview of the project. He stated that the site has not been occupied since Jewel Osco left over two years ago.

Mr. Kafitz continued the discussion indicating that Advance Electrical Supply Company will be spending approximately \$1.2 million to improve the existing facility and site. As a result, there will be construction jobs, and Advance will move 50-65 full-time employees from other locations and plan to hire additional 20-25 employees over the next three years. Advance plans to occupy 60% of the space.

Mr. Herbstritt asked if Advance plans to rent the remaining 40% of the space.

Mr. Hughes said they will be. Right now their business cannot support the entire building. Therefore, they want to maximize the space.

Mr. Hughes continued by saying that they have had \$77 in sales since him and his partner took over the business in 2015. They plan to reach \$100 million by 2022. Could possibly grow into remaining space over time.

Mr. Hughes added that the closing of the property will take place on November 5<sup>th</sup>.

Mr. Schneider stated that the 6b program is one year and that Advance met the time requirement. He also stated that Village Planning staff has met with Advance to make sure their plans conform to the zoning regulations, which they do.

Mr. Geary inquired about the background of Advance.

Mr. Hughes said he is from Nashville and moved to Palatine. Mikes dad is an electrician and worked for Mead Electric. Advance is a 75 year old company. Mr. Hughes and Mr. Mayworm purchased Advance in May of 2015. They are the 3<sup>rd</sup> owners of the company. They work with union contractors. They are a service oriented business. They save labor on site and have on site inventory. They teach technical expertise to staff to support customers. Their main competitors are independent distributors.

Mr. Geary commented that they are niche players in the market.

Mr. Hughes confirmed that statement and said they find a solution and execute.

Mr. Cangelosi asked if they sell to industrial plants.

Mr. Hughes answered by saying that they have a team of people to support those users. However, it's not their main focus. At some point in time they plan to push that market.

Mr. Geary inquired about how they get to customers.

Mr. Hughes said they have four (4) sales persons headed by his partner Mike. They build their plan through word of mouth and support existing customers.

Mr. Hughes continued by saying that they currently have contracts with O'Hare, Midway, Metra, and CDOT.

Mr. Geary asked if Franklin Park makes sense for a location.

Mr. Hughes answered that it is central to the interstate so they can serve 140 job sites with 12 vehicles in the Chicagoland area.

Mr. Geary inquired about the exterior of the building.

Mr. Hughes said they plan to install nice landscaping and signage. They want to create a good environment for their employees.

**Project updates from Staff:** *none*

**Report from the Mayor:** *none*

**Public Comment:** *none*

Being no further business before the Commission, Tom Herbstritt **MADE A MOTION** to adjourn. Giuliano Petrucci **SECONDED** the motion. **VOICE VOTE CARRIED UNANIMOUSLY.**

Meeting adjourned at 8:41 A.M.

Respectfully submitted,

Nicholas A. Walny