

MINUTES OF THE ECONOMIC DEVELOPMENT COMMISSION

May 24, 2012

A meeting of the EDC was held on Thursday, May 24, 2012.

The meeting began at 8:04 A.M.

MEMBERS PRESENT: Mike Giannelli, Dan Olson, John Kelly, Kirk Allen and Tom Herbstritt.

MEMBERS ABSENT: Bill Geary and Perry DuBose.

ALSO PRESENT: Jeff Eder- Community Development Director, Nicole Driskell- Community Development Administrator, Tom Brimie- Village Trustee, Joe Penar- Former EDC Chairman, Mark Lawton- Pioneer Press, Robert Geib- Geib Industries, Christopher Geib- Geib Industries, Anita Mauro- Thomspson & Coburn, Brian Liston- Liston & Tsantilis, Patrick Kilmer- Liston & Tsantilis, George Dabrowski- Volart, LLC and Hubert Bieniewski- Volart, LLC.

Mr. Giannelli chaired the meeting.

MOTION TO ACCEPT minutes from last official meeting held on Thursday, April 26, 2012, as presented by Nicole Driskell, was made by Kirk Allen. Dan Olson **SECONDED** the motion. **VOICE VOTE CARRIED.**

New Business:

6b Renewal Application: 3220 Mannheim Road, Geib Industries

Christopher Geib, Robert Geib and Anita Mauro appeared on behalf of this application. Christopher Geib gave a brief presentation noting the following: that he is the third generation in charge of the company and that they have been in Franklin Park for over 60 years in four different locations, that the company has experienced fantastic growth and already have further growth planned for the future which is dependant upon the 6b renewal, that the company is interested in 3230 Mannheim Road (which already has a 6b in place) to expand the business, that they are hiring to accommodate current growth and that they are running out of space. Anita Mauro reviewed a brief history of the 6b program and the recent changes it has experienced to accommodate the current economic environment, noted that 6b's are no longer being used just as incentives to relocate to Cook County, but also as an economic tool for growth, and discussed what other communities are doing regarding 6b renewals.

Discussion commenced on Geib's desire to work with the Village of Franklin Park on various topics and initiatives.

Mr. Eder inquired about any changes to employment levels. Christopher Geib informed the members that he brought on more inventory and pushed to bring in new business to keep his current employees and also hired approximately 20% more staff in the last five to six years. He noted that he currently has approximately 40 to 44 employees and intends to add at least three more employees (1 part-time, 2 full-time). Robert Geib noted that when they received the initial 6b, he had approximately 18 people on staff.

Christopher Geib discussed how he brought more business to his company in down economic times and his company's working environment.

Mr. Giannelli asked if Geib was using this 6b for growth. Christopher Geib confirmed that this is the case. Mr. Giannelli noted that the application was thin. Mr. Giannelli asked if all Geib employees drive to work. Christopher Geib noted that most employees drive to work. Mr. Giannelli asked if the current amount of parking is sufficient. The Geibs noted that the parking on site is sufficient to accommodate their staff, that there are approximately 50 spaces on the site, that Geib owns the parking lot and that the parking area is common to the two buildings in that area. They further noted that there is a separate area for customer parking.

Mr. Olson discussed his desire to see a business plan and noted that there are no estimates identifying how the 6b renewal would improve/grow the business. Ms. Mauro noted that Geib would be happy to draft a business development plan to identify planned growth by using the 6b incentive.

Discussion commenced on the renewal packet, 6b programs in other towns, parking on Geib's site, a plan/protocol needed for 6b renewals, Geib's large building on the small parcel which was not what was presented to the EDC in the initial 6b application (the building size was increased after the 6b was granted) and the lack of landscaping as was promised in the initial 6b application, the lack of a business plan for the 6b renewal funds, the County's 6b incentive review process, and Geib's timeline/deadline for renewal before the initial 6b expires.

A UNANIMOUS MOTION was made to continue/table this application pending the development of protocol/a plan needed for the review of 6b renewals. A **SECOND** was unnecessary. **VOICE VOTE CARRIED.**

Ms. Mauro noted that Geib will be happy to submit any additional information after protocol for the 6b renewal review process is determined. Ms. Mauro also noted that Geib Industries has already notified Cook County of their intent to apply for renewal and that they have a bit of time before the 6b expires. Discussion commenced. Mr. Mauro informed the members that she is willing to help research/establish guidelines for renewals.

6b Application: 10101-10113 Pacific, Volart, LLC

Brian Liston, George Dabrowski, Hubert Bieniewski and Patrick Kilmer appeared on behalf of this application. Mr. Liston gave a brief presentation on Volart, LLC. He noted the following: that the company is an importer/exporter of foods and beverages from Poland, that the company has been in Chicago for 14 years with two employees and that these two employees will be brought over to the Franklin Park site, that the company intends to hire approximately 20 employees after relocating, that the property in question is approximately 34,000 square feet and has been vacant since December, 2011 and that \$200,000 in improvements are required immediately to make the building functional. Mr. Liston noted several improvements that must be completed and that these will be negotiated in to the contract.

Mr. Herbstritt asked how someone can operate a business with two employees. Mr. Dabrowski informed the members that the business operates through subcontractors and paperwork. He also informed the members that he will hire more staff to decrease the number of outside contractors necessary to keep the business working once the relocation to Franklin Park is complete. He further informed the members that he will house and distribute liquor, beer and water from the Franklin Park site and leave the food products at the Chicago site.

Mr. Giannelli asked for an estimate on construction jobs and full-time jobs. Mr. Dabrowski informed the members that the 20 estimated construction jobs are temporary. Discussion commenced on the types of jobs to be created. Mr. Giannelli and Mr. Dabrowski then led a discussion regarding truck drivers.

Mr. Giannelli asked if Cracovia Brands (as noted in the additional materials provided at this meeting) is a Polish company. Mr. Dabrowski informed the members of his connections to other companies including Eagle Distributing and that he previously worked with food imports and now he is focusing on liquor. Mr. Olson asked for a clarification on the association between Volart and Cracovia. Mr. Dabrowski informed the members that he started Volart as a real estate holding company. Cracovia is his beverage distribution company that will lease the property from Volart. He further clarified that Cracovia is a brand name/a trademark and a company name.

At this time, Mr. Penar was allowed to ask a few questions. Mr. Penar asked if Department of Health standards are required at this facility. Mr. Dabrowski informed the members that these standards are not required as only beverages will be distributed from the site. Mr. Penar also asked about EPA issues on the site. Mr. Liston informed the members that there are no contamination issues on the site.

Mr. Olson discussed building improvement estimates and inquired if there are any formal bids or estimates for the work that must be completed. Mr. Bieniewski informed the members that quotes have been received and that the estimated \$200,000 that must be spent on improvements is based on these quotes. The applicants did not have the quotations with them at the time. Mr. Herbstritt informed the applicants that the Commission would like to see the formal bids/estimates for work. Mr. Liston noted that he will provide the bids/estimates to the members.

Mr. Giannelli asked if the due diligence has been completed. Mr. Liston informed the members that the due diligence has not been completed as they just received notice of an additional improvement to the property that may be necessary.

Mr. Giannelli inquired about the timetable for the 6b renewal. Mr. Liston informed the members that there is a contingency in the purchase contract for the 6b. He also noted that the property could go to tax sale for unpaid taxes, so the timeframe is limited and that the applicants are anxious to close on the property.

Mr. Giannelli discussed the limited information provided in the application packet.

Discussion commenced on the winding down of tenancy in the building leading to complete vacancy in December, 2011 and the lack of offers on the property.

Mr. Bieniewski, Mr. Giannelli and Mr. Herbstritt discussed bids and improvements.

Mr. Giannelli noted that he does not want to make a recommendation on an incomplete application and send it to the Board of Trustees without full knowledge of the project.

Discussion commenced on the tax sale issues.

A special meeting was scheduled for Friday, June 1, 2012 at 8 A.M. in the Mayor's Conference Room of Village Hall to vote on this application. The Commission requested bids and preliminary financial statements (at minimum) be provided to them by Tuesday, May 29 so they

may have a full understanding of the project in hand and have additional time to review the packets that were distributed at the meeting.

Discussion Items:

Brief discussion commenced on Mr. Eder's departure from the Village of Franklin Park. The members wished Mr. Eder well and noted that he will be sorely missed.

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

Meeting adjourned at 9:32 A.M.

Respectfully submitted,

Nicole Driskell