

**MINUTES OF THE ECONOMIC DEVELOPMENT COMMISSION**  
**May 18, 2022**

The meeting of the Libertyville Economic Development Commission was called to order at 7:33 a.m. at the Libertyville Village Hall, 118 W Cook Avenue, Libertyville, Illinois.

Members Present: Chairman John Cortesi and Commissioners Dmitry Dukhan, Brian Grano, Dan Marks, and Steve Martin.

Members Absent: Commissioners Thomas Kreuser and Edward Werdell.

Staff Present: Nick Mostardo, Finance Director; John Spoden, Director of Community Development; and Heather Rowe, Economic Development Manager.

Others Present: Kevin Considine, Lake County Partners; resident Andrew Herrmann.

**Minutes:** The Commission approved the minutes of the April meeting (Motion-Marks/Second-Dukhan).

**Sales Tax Collection Update**

The Chairman welcomed Mr. Mostardo and referenced the sales tax data in the meeting packet, as also displayed on the screen. Mr. Mostardo noted the Village's commencement of a new fiscal year on May 1 with a balanced budget. He noted a 2.6% change in fiscal year operating expenses. It was noted that while inflation has caused some expenditure cost increases, it has also resulted in increased sales tax collections from higher cost of goods. He then noted the use of ARPA funds and excess funds balances to assist with certain capital and operating costs. Mr. Mostardo summarized the 2021 calendar year sales tax collections, noting the following:

- Overall collections were around \$8.7 million, representing a significant increase over prior years, predominantly due to inflation and online sales tax collections.
- Categories seeing increases included cars, furniture and restaurants.
- Non-home rule sales tax collection was approximately \$3.3 million, slightly higher than projected.
- Sales tax represents 25% of the general fund revenues.

The Commission discussed the following:

- The percentage of collections for different sales categories has diversified significantly from a decade ago, which helps with economic and industry changes.
- There may be some softening in spending coming this year.

**Lake County Comprehensive Economic Development Strategy**

Chairman Cortesi introduced Mr. Considine. Ms. Rowe noted Lake County Partners (LCP) lead a process to create an economic strategy for the county which was just adopted this week. She noted that similar to how a municipality is required to adopt a Comprehensive Plan to meet certain state and funding requirements, the County must do so with an economic plan to be eligible for certain state and federal funds. Mr. Considine reviewed the stakeholders that contributed to the plan, certain data findings, and provided an overview of the strategy goals and implementation effort. Highlights noted by Mr. Considine and discussed by the commissioners included:

- A local economy can't be strong if it doesn't allow growth.
- The Chicago region is one of the top regions for business expansion projects.
- The County has seen many businesses moving in and medium size industrial expansions.
- A challenge to expansion is the significant drop in the workforce population (10,000 less Lake County workers).
- Efforts to address this can include manufacturing automation, immigration, programs to maximize the home grown workforce, additional housing to attract employees, etc.

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- A key to growth is managing traffic and infrastructure (Route 53 discussed as possible solution)
- A county SWOT analysis included the following:
  - Strengths: O'Hare, schools, skilled labor, location, logistics
  - Weaknesses: labor, road connectivity
  - Opportunities: early childhood programs, workforce development, brownfields
  - Threats: available sites, housing, equity
- Goals of the plan address: 1) competitive positioning, 2) transformational redevelopment, and 3) community engagement.
- Key to addressing these goals is partnerships and regional alignments (including collaboration between counties).
- The Commission noted that there are ways for the community and area businesses to engage in the implementation process to help advance these goals, and they welcomed further discussion.

### **Outdoor Dining**

At the Chairman's request, Mr. Spoden reviewed the temporary outdoor dining regulations approved by the Village Board in April. He noted that applications may be submitted for a six-month permit, with limitations on public sidewalk use to allow for a 48" pedestrian path.

### **Other**

Mr. Spoden and Ms. Rowe updated the Commission on various projects including, the Liberty Junction development approval, Winchester House land status, Midwest Industrial Funds land sale completion, Hyundai dealership groundbreaking, Brick & Mortar re-application for text amendment and special use, etc.

With no further business, the meeting was adjourned at 8:57 AM. (Motion – Dukhan/Second - Marks).

Respectfully submitted,

Heather J. Rowe, AICP, MLAI  
Economic Development Manager