

RESOLUTION NUMBER 06-12

A RESOLUTION AUTHORIZING AND APPROVING THE CONTRACT BETWEEN DOUG BERGREN OF MAIN STREET CONSULTING AND THE VILLAGE OF EAST DUNDEE

WHEREAS, the Village of East Dundee is a home rule unit of local government under and pursuant to Section 6 of Article VII of the Constitution of the State of Illinois, has the authority to exercise any power and perform any function pertaining to its government and affairs, including but not limited to the power to regulate for the protection of the public health, safety, morals, and welfare; and

WHEREAS, it is deemed necessary and desirable for the Village of East Dundee to authorize and approve professional services with Doug Bergren of Main Street Consulting for professional services for economic development efforts from March 1st 2012 through February 28th, 2013.

NOW THEREFORE BE IT RESOLVED BY THE PRESIDENT AND BOARD OF TRUSTEES OF THE VILLAGE OF EAST DUNDEE, COOK AND KANE COUNTIES, ILLINOIS, AS FOLLOWS:

Section One. That the Village of East Dundee hereby approves and the President be and he is authorized and directed to sign and the Village Clerk is directed to attest to the Professional Services proposal with Doug Bergren of Main Street Consulting for professional services for economic development efforts, from March 1st 2012 through February 28th, 2013, a copy of which agreement is attached hereto and made a part hereof. The amount of the services the firm was to spend not less than 20 hours per week on economic development efforts for East Dundee, for which a fee of Four Thousand Dollars per month (\$4,000.00), for a total annual payment of \$48,000.00, would be paid plus reimbursable expenses.

Section Two. Severability. If any section, paragraph or provision of this resolution shall be held to be invalid or unenforceable for any reason, the invalidity or unenforceability of such section, paragraph or provision shall not affect any of the remaining provisions of this resolution.

Section Three. Repeal. If any section, paragraph, clause, or provision of this Resolution shall for any reason be held to be invalid or unenforceable, the invalidity or unenforceability of such

section, paragraph, clause, or provision shall not affect any of the remaining provisions of this Resolution.

Section Four. Publication. This resolution shall be in full force and effect forthwith upon its adoption, approval and publication in pamphlet form as provided by law.

Adopted this 6th day of February, 2012, pursuant to a roll call vote as follows:

AYES:

6- Trustees Ruffalo, Gorman, Lynam, Miller, Van Oostenbridge

NAYES:

0 & President Bartels

ABSENT:

1- Trustee Skellicom

Approved by me this 6th day of February, 2012.

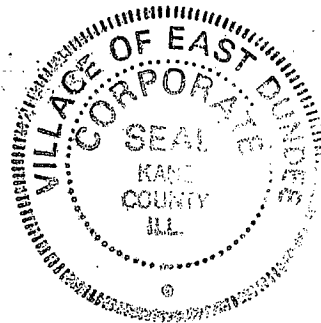
Jerald Bartels
JERALD BARTELS, President

Published in pamphlet form this 12th day of February 2012, under the authority of the President and Board of Trustees.

ATTEST:

Jennifer Rehberg
JENNIFER REHBERG, Village Clerk

Recorded in the Village Records on Feb. 12th, 2012.



Main Street Development Consulting

202 N. Main

Mt. Carroll, IL 61053

815.541.4379

Email: doug_bergren@yahoo.com

CONSULTING AGREEMENT

THIS AGREEMENT entered into between the Village of East Dundee, Illinois, herein referred to as "Village." and Doug Bergren of Main Street Development Consulting, herein referred to "MSDC."

RECITALS

A. Village desires to engage MSDC to implement the Village's economic development goals, including, but not limited to:

- o Job growth and retention
- o Expansion and diversification of tax base
- o Improvement of the quality of life

B. MSDC shall provide oversight and supervision of the services to be provided under this Agreement.

C. MSDC shall report to the Village Administrator of East Dundee and shall provide a monthly activity report to the Village. A representative from MSDC shall be present at all Village Council meetings as requested by the Village Administrator.

D. MSDC shall provide, on average for any four week period, not less than twenty (20) hours of service per week to the Village of East Dundee.

AGREEMENT

NOW, THEREFORE, based upon the terms and conditions herein set forth, the parties agree as follows:

1. The Recitals as hereinabove set forth are a part of this Agreement and enforceable as such.
2. The scope of the work to be provided by MSDC shall be as follows:
 - o In cooperation with the Village, develop a diversified approach to identifying, contacting and recruiting potential retailers and developers to East Dundee. This would include continuous creation and refinement of lists of potential/preferred users and developers,

contacting same through telephone, on-site visits, mail, email, or other means; preparation of reports as to reasons potential retailers/developers may not want to locate to East Dundee; and preparation of recommendations as to initiatives that would address the reasons and concerns as indicated by said potential/preferred retailers/developers.

- Work with other units of local government in pursuing regional economic development goals and objectives
- Respond to business location and expansion inquiries and act as liaison between potential business developers and various public and private entities involved in the business development process.
- Provide information on utilities, taxes, zoning, transportation, community services, financing tools, and any other information relevant to parties interested in economic development.
- Provide updated information for the maintenance of an economic development website and data base.
- Establish and maintain a collaborative working relationship with State, regional, and local economic development organizations.
- Make representations to boards, committees and civic groups.
- Ensure potential development activities are appropriately entered into and tracked within the Village's internal systems and processes. Ensure development topics are placed on the appropriate agendas, that explanatory materials are developed and provided for meetings and an appropriate and effective presentation of such materials is made.
- Submit monthly activity sheets and prepare annual reports regarding economic development activities and accomplishments.

3. Village shall provide:

- All base data and graphics developed to date in electronic and "hard" form.
- Access to other professional staff and contractors working for the Village.
- Letters/emails of introduction to all current businesses, property owners and potential developers of the Village.

- Address and phone/email connection with the Village's offices.
- Listing of all past and current business leads and developers.
- Weekly meetings with the Village Administrator and related Village staff/contractors.

4. Village shall pay MSDC the sum of \$4000 per month for work performed by MSDC during the term of this Agreement. The total fees charged to the Village during the term of this Agreement shall not exceed the sum of \$48,000 in a twelve (12) month period unless agreed to in writing by both parties. Payments shall be made bimonthly upon receipt of activity sheets for the period being billed.

5. Village shall provide MSDC office space for meetings in the Village of East Dundee. Village shall also provide access to fax, copying services, and the internet at said office.

6. Village shall reimburse MSDC for extraordinary expenditures during the term of this Agreement including travel and lodging for work performed outside of the Village if these expenses have been pre-approved by the Village in writing.

7. This Agreement shall commence March 1st, 2012, and terminate Feb. 28, 2013. Village may terminate this Agreement upon giving MSDC ten days written notice by Certified Mail, Return Receipt Requested. In the event of such termination, Village shall pay MSDC for all services performed prior to date of termination, plus reasonable termination costs to organize MSDC's files and any reasonable expenses incurred by MSDC to coordinate efforts with another party.

8. All services performed by MSDC under the terms of this Agreement shall be as an independent contractor, MSDC or any of its representatives are not to be considered employees of the Village for any purpose.

9. This Agreement shall constitute the entire agreement between the parties with respect to the subject matter hereof. No modification of this Agreement shall be binding except in writing and signed by a duly-authorized representative of both parties to this Agreement.

10. This Agreement shall not be assigned by either parties without the prior written consent of the other party, which consent may be withheld in the parties' sole discretion.

11. This Agreement shall be governed by the laws of the State of Illinois.

IN WITNESS WHEREOF, the parties have executed this agreement.

Date: _____ Village of East Dundee _____

Date: _____ MSDC _____

Main Street Consulting

202 N. Main
Mt. Carroll, IL
815-541-4379

January 31, 2012

To: President Jerry Bartels and
East Dundee Village Board

Mr. Robert Skurla,
Village Administrator
East Dundee, IL 60118

From: Doug Bergren
Economic Development Consultant,
East Dundee, IL 60118

Reference: Renewal of contract for 2012

Dear President Bartels, Mr. Skurla, and Village Board of Trustees:

As you can see by the report of last year's activities, many things have been accomplished, and many more are still in progress. The projects below have begun, or are soon to begin, and I would like to be a part of their completion.

7 Hills Medical has yet to include a pharmacy in their operation, and we should do our best to facilitate this.

Annexation proceedings south McGraw: These have to be completed this year, especially with the annexation of GAT Guns. Negotiations are almost completed for residences, but are still in progress for Pampered Pets and GAT Guns.

Gardiner Place & River Haven Place Housing Projects: The land purchase has yet to be completed. Ground breaking is scheduled for spring.

Door Creek Construction & Evercore Products: Along with the above construction project, we are working on the location in Illinois for offices for Door Creek Construction and Evercore Products. The purchase of building materials will produce sizable sales tax income for East Dundee.

J.D. Byrider: The purchase of the vacant Saturn dealership is still in progress, not to mention the repair of the facilities. The purchase will be completed in February, and work on the building will begin shortly thereafter.

Insurance Auto Auction: The purchase of the land will be completed this month, with ground breaking this spring.

Terra Business Park: An industrial developer has shown an interest in 50 acres for a couple of buildings totaling 300,000 square feet for which he will have tenants.

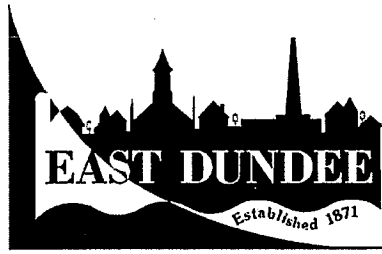
Façade Improvement Program: There are already 3 parties who are interested, and all have contacted the recommended architect for renovation of their storefronts. (Pete Perisin, 302 Main St., Frank Little for 104 River St.) Dundee Auto Repair has also shown an interest.

302 Main St: A quality control measurement engineering firm would like to purchase this property, and we are currently working on assistance through TIF and the Façade Program. A meeting has been held with the potential buyer, and he is very motivated.

I would like for you to consider renewing my contract for 2012, so I can help see these projects to their completion for the benefit of East Dundee's future. Thank you.

Sincerely,

Doug Bergren,
Economic Development Consultant
Main Street Consulting
202 N. Main
Mt. Carroll, IL 61053



VILLAGE OF EAST DUNDEE

120 Barrington Avenue, East Dundee, Illinois 60118 847-426-2822 fax: 847-426-9621

January 31, 2012

To: Robert J. Skurla, Village Administrator
Village Board of East Dundee. IL

From: Doug Bergren
Economic Development Consultant
East Dundee, IL

Reference: Projects and Economic Development efforts for 2011

Tovar Snow Professionals:

The former Rakow furniture building was purchased and totally renovated into their corporate headquarters office building. The building was purchased for \$600,000, and renovation costs are \$400,000. This was done with the help of TIF funding toward their renovation costs (\$195,000 over 10 years). Tovar Snow Professionals has brought about 50 jobs to East Dundee with the intention of hiring more.

Palumbo TIF:

With the creation of this TIF District, all of the TIF Districts are contiguous and funds can be generated in one TIF area and be used for any projects within TIF Districts throughout the Village. This will also help with the infrastructure costs for Christina Drive which will connect Route 72 and Penny Ave.

7 Hills Medical:

The second largest home medical provider in Illinois consolidated their operations from Huntley and West Dundee with the purchase of the Fox Valley Mortgage building at 455 E. Main Street. Renovation was assisted with TIF funds (\$73,000 over 5 years). A pharmacy is in the plans, with expected sales tax revenue of \$30-50,000 per year coming into the Village. The pharmacy had been expected to be in operation by the end of 2013. As it looks like the pharmacy will open a year earlier, pharmacists are beginning to be interviewed. As of this date, patients are beginning to be seen.

Annexation proceedings south of McGraw:

The Torco site has been annexed, with efforts currently being made to annex GAT Guns, Pampered Pets, the Steinland Property, and the Gauvin, Leadin, and MAS Accounting, (Kessler) properties. A new annexation agreement extension was signed this past month with Blue Flame Group (Steinland property). Finished annexation agreements are in the process of being completed with the remaining property owners, along with easement access for Village improvements.

Gardiner Place & River Haven Place Housing Projects:

Earlier this past year, Jim Bergman of Iceberg Development and one of the leading Housing Developers in Illinois, answered a call from Village President Jerry Bartels and Village Administrator Robert Skurla to come to East Dundee to look at the vacant land in what was going to be River Haven Subdivision. After a market survey, he agreed that a Senior Citizen Independent Living Center was justified. Along with his 80 unit

apartment building, two other developers would be needed to build an 80 unit Assisted Living Center, and another 80 unit apartment building for market-rate rental housing, all age restricted, 55 and older. The other developers could not find the financing needed for their projects, so Mr. Bergman decided to change his project from age restricted to Veteran Preferred. The land seller would not subdivide the property, so Mr. Bergman has agreed to purchase the entire parcel. The Village will assist with the purchase of 3 acres and the retention area for \$1.7 million, backed with a TIF revenue bond. This land will be used in a land swap with the fire district for a new fire station on Hwy. 25, with the Village expanding Village Hall into the former fire station. The project will yield substantial funds for the Dundee Crossings TIF, of at least \$1,200 per unit in property taxes which will yield \$177,600/year. If a TIF revenue bond is issued at 4% interest over 18 years, an annual bond payment of \$135,000 will leave a \$42,600 surplus. This, plus the sales tax generated with the purchase of the needed materials which will yield almost \$430,000 for construction (see below). With the above to be taken into consideration, Mr. Bergman will not be using TIF dollars for his project. Mr. Bergman is going to build his original 80 unit apartment building along with 68 free standing homes/duplexes, all with Veteran's Preference.

Door Creek Construction & Evercore Products:

Door Creek Construction from Monoma, Wisconsin and Evercore Products are currently looking for a location in Illinois. Door Creek will be the contractor for the Gardiner Place and River Haven Place Housing Projects. The construction crew will be hired locally. Evercore Products is the source of building materials for which sales tax is charged. With both projects, the sales tax generated with the purchase of the needed building supplies will total \$428,382. When other construction projects buy their materials through Evercore Products, East Dundee will be the point of origin and will be able to collect the appropriate sales taxes. River Valley Square has been recommended for office space for both businesses.

Discount Grocery Outlet:

The owner of the Discount Grocery Outlet approached the Village with plans to open a small grocery store in East Dundee at River Valley Square Shopping Center. Conversion was done in two adjoining storefronts with the aid of \$30,000 in TIF Funds. He is currently up and running and doing a brisk business and has state certification to take LINK cards. Sales will yield \$20-30,000 per year in sales tax. Business has been so good that the store owner is considering leasing adjoining space to expand.

Insurance Auto Auction:

Thirty (30) acres of the Prairie Materials Property is in the process of being purchased in Cook County by Insurance Auto Auction. IAA is a company which sells by auction, autos involved in accidents and deemed "totaled" by their respective insurance companies. A separate TIF District is being proposed for this area as the company will need assistance when they get their first Cook County property tax bill. A "transaction fee" amount has yet to be negotiated, a portion of which can be used for development costs.

J.D. Byrider:

A proposal to purchase the vacant Saturn Dealership by the J.D. Byrider franchise is in process. Planning is currently being done to assist renovations with \$450,000 in TIF funds and utilizing a sales tax sharing agreement. This auto dealer should yield \$60-\$100,000 per year in sales taxes. An inquiry was also made by an auto related company to occupy the used car facility to the north, adjacent to the main showroom.

Terra Business Park:

An Industrial Developer is currently looking to purchase up to 50 acres for a couple of large industrial buildings to be built to lease. He has a demand for 300,000 square feet for Phase I. As Township EAVs are expected to be significantly increased, and for the project to go forward, TIF will play a significant role in its completion.

Façade Improvement Program:

Because some of East Dundee's commercial building exteriors are in need of repair and/or maintenance, a Façade Improvement Program was created as an incentive for the building owners to make the investment to improve their building's appearance. This will increase the "curb appeal" of their building and attract a tenant.

It is a very liberal program, and it is in the best interests of any commercial building owner to look into it. Currently, there are 3 parties interested in taking part.

WalMart:

The Village was to find out at the end of August this past year as to whether WalMart was going to stay in East Dundee or move. As of this date, no word has been received. After months of semi-weekly visits, Bob Skurla and Doug Bergren have been assured that the longer the decision takes, the better the chances that the store will stay. It has been reported that "people with rolled up plans under their arms" have been walking around the store and the adjacent Jesse Berreles property. The Village has been recommending a building expansion for a grocery store as we do not have a large grocer. The store manager and his regional supervisor have informed WalMart management that they would like the store to stay in East Dundee with an expanded grocery. Sales have increased under this management to justify the stay. Currently, WalMart is providing \$750-800,000 per year in sales taxes. We have been informed that WalMart has just changed the engineering firm for their feasibility/design study.

Paintball Explosion & A Zoo to You Azoosment:

This year, the former Santa's Village became Santa's Village Expo and has come to house Paintball Explosion and A Zoo to You. Paintball Explosion is reputed to be the finest and largest Paintball facility in the Chicagoland area and has a large following. It offers a variety of "war-like" venues in which people can play soldier and try to "kill" each other. Income for the Village is from admission and sales taxes for paintball guns, clothing, accessories, and "ammunition." For the children whose parents would like a more sedate form of entertainment, AZoosment offers rides and a petting zoo of exotic animals. Income for the Village is in the form of an entertainment tax as part of the admission price, and any sales taxes generated by the sale of souvenirs from the gift shop. TIF or BDD funds (\$100,000) will be used for parking lot maintenance and a digital sign to replace the traditional printed one on Route 25. The Village will share the digital sign for information for residents. These businesses together are yielding about \$50,000 per year in Amusement and Sales taxes.

East Dundee Car Wash:

Next to and south of Thornton's Gas Station and Convenience Store, the new East Dundee Car Wash began operation of spring, 2011. At this date, the Carwash is operating above original projections and is now purchasing over \$4,500 per month of water and sewer services. The extra \$54,000 per year income for the Village will help pay for water and sewer bonds at a time when domestic consumption is down. Last, but not least, because the carwash is adjacent to Thornton's, sales at Thornton's have increased 20%. The Village saw an increase of \$78,000 in local sales taxes from Thornton's as a result of the carwash.

302 E. Main St: A quality control measurement engineering firm would like to purchase this property, and we are currently working on assistance through TIF and the Façade Program. A Redevelopment Agreement has been signed, with renovation to begin February, 2012.