

AGENDA

MUNDELEIN ECONOMIC DEVELOPMENT COMMISSION MEETING

March 27, 2025 - 7:30 AM
Village Hall - Board Room
300 Plaza Circle, Mundelein, IL 60060

I. CALL TO ORDER

II. ATTENDANCE

III. ADDITIONS OR DELETIONS TO AGENDA

IV. PUBLIC COMMENTARY

V. MINUTES APPROVAL

- A. Approval of the January 23, 2025 Meeting Minutes

VI. NEW BUSINESS

- A. Spring Mixer

The EDC should agree on a date for the Spring Mixer.

The EDC should appoint three Commissioners to the Spring Mixer Subcommittee.

The EDC Chairman should appoint a leader within the Spring Mixer Subcommittee.

VII. OLD BUSINESS

- A. Business Appreciation Breakfast

Motion to approve an additional \$865.00 for expenses related to the Business Appreciation Breakfast.

- B. Micro Shoppes

VIII. COMMITTEE UPDATES

- A. Recognize (Robert Kalicki, Jen Grieco)

- B. Advise (Michael Decker, Raymond Jackson)
- C. Attract (Ed Streb, Sarah Mital)
- D. Retain (Angela Trillhaase, Miguel Echevarria)
- E. Educate (Virginia Gibbs, Laurie Lowry)

IX. OTHER REPORTS

- A. The Hospitality & Retail Workforce Summit
- B. Business Outreach and Promotion
 - EDC to provide feedback on the usefulness of the After Visit Form and suggest potential improvements.
 - EDC to define the goals, rules and selection criteria for the "Shop Local" campaign.
 - Establish a committee, if necessary, to collaborate on the development of the campaign's messaging.
- C. EDC Budget Update
 - The EDC should allocate the remaining budget funds.
- D. Business Cards

X. VILLAGE PROJECT UPDATES

XI. NEXT REGULARLY SCHEDULED MEETING, THURSDAY, APRIL 24, 2025

XII. ADJOURNMENT

The Village of Mundelein, in compliance with the Americans with Disabilities Act, requests that persons with disabilities who require certain accommodations to allow them to observe and/or participate in this meeting, or who have questions about the accessibility of the meeting or facilities, to contact the ADA Coordinator at 847-949-3200 to allow the Village to arrange accommodations for those persons.

CALL TO ORDER

The regularly scheduled meeting of the Economic Development Commission was held on January 23, 2025. Chairperson Decker called the meeting to order at 7:30 AM.

ATTENDANCE

Commission Attendance:

Present: Chairman Decker, Commissioner Streb, Commissioner Kalicki, Commissioner Mitia, Commissioner Trillhaase, Commissioner Grieco, Commissioner Gibbs, Commissioner Jackson

Absent: Commissioner Lowry, Commissioner Echeverria

Also Present: Amanda Orenchuk, Director of Community Development; Isabel Guadarrama, Senior Planner; Jessica Marvin, Associate Planner; and Tim Wilson, Village of Mundelein Trustee

ADDITIONS OR DELETIONS TO AGENDA

There were no additions or deletions to the agenda.

PUBLIC COMMENTARY

There was no public commentary.

MINUTES APPROVAL

Approval of the Regularly Scheduled December 19, 2024, Meeting Minutes

Motion by E. Streb, seconded by R. Jackson to approve the December 19, 2024 meeting minutes.

RESULT:	[Yes 8, No 0, Abstained 0]
MOVER:	Commissioner Edward Streb
SECONDER:	Commissioner Raymond Jackson
AYES:	Michael Decker, Edward Streb, Robert Kalicki, Sarah Mitia, Angela Trillhaase, Jennifer Grieco, Virginia Gibbs, Raymond Jackson
NAYS:	None
ABSTAIN:	None

NEW BUSINESS

There was no new business.

OLD BUSINESS

Business Appreciation Breakfast 2025

J. Marvin updated the Commission on the Business Appreciation Breakfast (BAB) and the outstanding tasks for which she needs assistance with. She reminded the Commission to complete site visits within their districts to invite businesses to the BAB.

Batavia Boardwalk Shops

E. Streb updated the Commission on the potential locations for the Boardwalk Shops: Park Street or Courtland Commons. The Commission discussed the pros and cons of each location. The Subcommittee will continue to meet monthly to further discuss the project.

COMMITTEE UPDATES

Recognize (Robert Kalicki, Jen Grieco)

The Recognition Committee informed the Gold Star Award winners about their award and invited them to the Business Appreciation Breakfast. They also notified the winners that they would receive an email from J. Marvin to schedule a time for a short interview.

Advise (Michael Decker, Raymond Jackson)

M. Decker asked staff if the Economic Development Commission would be presenting an annual report to the Village Board. A. Orenchuk mentioned that she would need to get back to M. Decker regarding the annual reports to the Village Board. Staff noted that the annual report would be similar to the budget proposal but would also include additional recommendations to the Village Board on areas that need improvement or projects that should be considered.

Attract (Ed Streb, Sarah Mitia)

There were no updates.

Retain (Angela Trillhaase, Miguel Echevarria)

A. Trillhaase questioned how other villages are retaining their businesses and how Mundelein can improve its business retention. Staff mentioned that the Village of Mundelein does not measure retention, only vacancies.

Educate (Virginia Gibbs, Laurie Lowry)

There were no updates.

OTHER REPORTS

Great Lakes Naval Base Welcome Packet/Pamphlet

T. Wilson will reach out to the Great Lakes Naval Base and report back with any updates at a future meeting.

Site Visits and After Site Visit Form

A reminder to the Commission that they should be doing site visits.

VILLAGE PROJECT UPDATES

A. Orenchuk informed the Commission that the State of the Village will be held on February 10, 2025, at 6:00 PM at Mundelein Village Hall. She also mentioned that the village has switched to a new software called BS&A for all permits and licenses.

NEXT REGULARLY SCHEDULED MEETING, Thursday, March 27, 2025, at 7:30 AM

ADJOURNMENT

Motion by R. Jackson, seconded by J. Grieco to adjourn the meeting.

RESULT:	[Yes 8, No 0, Abstained 0]
MOVER:	Commissioner Raymond Jackson
SECONDER:	Commissioner Jennifer Grieco
AYES:	Michael Decker, Edward Streb, Robert Kalicki, Sarah Mitial, Angela Trillhaase, Jennifer Grieco, Virginia Gibbs, Raymond Jackson
NAYS:	None
ABSTAIN:	None

The meeting was adjourned at 8:36 AM.

Respectfully submitted,

Jessica Marvin, Associate Planner
Recording Secretary

To: Commission Members

From: Isabel Guadarrama, Senior Planner

For: Mundelein Economic Development Commission Meeting of March 27, 2025

Subject: Spring Mixer

Attachments:

None

Background:

The Economic Development Commission (EDC) hosted a successful Fall Mixer on October 3, 2024, which received positive feedback from attendees. The event provided a valuable opportunity for existing and future Mundelein businesses to connect with EDC members and local elected officials. Many attendees particularly appreciated the “speed dating” activity, which encouraged networking and made it easier for participants to engage with one another—something they might not have done otherwise.

However, some attendees suggested that future events could benefit from incorporating a panel discussion or workshops to educate the business community about the resources and offerings available through the Village. Additionally, there was interest in learning more about potential spaces that could support business growth or accommodate new businesses.

Given the positive response to the Fall Mixer, the EDC agreed that an additional mixer earlier in the year would be beneficial for the business community. On October 24, 2024, the EDC voted to allocate an extra \$1,000 to the fiscal year budget to fund this additional mixer.

To plan the event, the EDC will need to appoint a three-member subcommittee responsible for overseeing the event’s organization. This subcommittee will work closely with staff to understand the event’s vision, goals, and budget. Their duties will include brainstorming and developing the event's theme, concepts, and overall flow. They will also be responsible for identifying, researching, and selecting vendors, and ensuring smooth communication and timely delivery of services. On the day of the event, the subcommittee will oversee the setup, execution, and ensure everything runs seamlessly. The Chairman will also appoint a leader within the subcommittee who will be responsible for leading meetings, setting agendas, and ensuring that all tasks are completed in a timely manner.

Staff recommends scheduling the event for June, as this timeline provides sufficient time to effectively plan and execute the event, with the exception of the second week in June, as staff will be attending a conference out of state.

Recommendation:

The EDC should agree on a date for the Spring Mixer.

The EDC should appoint three Commissioners to the Spring Mixer Subcommittee.

The EDC Chairman should appoint a leader within the Spring Mixer Subcommittee.

To: Commission Members

From: Isabel Guadarrama, Senior Planner

For: Mundelein Economic Development Commission Meeting of March 27, 2025

Subject: Business Appreciation Breakfast

Attachments:

None

Background:

Please give yourself a round of applause for such a successful event! Staff received positive feedback from the businesses and organizations in attendance, highlighting the event's impact and effectiveness. Below is an overview of the event.

Attendance:

- 110 people registered for the BAB but only 108 attended
- 22 businesses reserved an Expo Booth
- 12 businesses participated in the Business Elevator Pitches
- Approximately 12 additional people attended the BAB who did not pre-register

Budget:

DoubleTree Hotel Rental	\$3,074.00
Amazon (Picture Frames and Name Tags)	\$38.67
KTR Media Group	\$1,400.00
Ernest J Schweit	\$600.00
Eventbrite	\$24.99
The Printing Factory Invitations	\$726.92
	Total: \$5,864.58

The reason for exceeding the \$5,000.00 budget was to cover the full cost of the Gold Star Award video and photography. Last year, the cost was split with the Marketing Department. Additionally, we did not hire a photographer for the event. Other costs include the Gold Star Award frames and

name tags. The staff is requesting that the EDC authorize an additional \$865.00 to cover the outstanding balance.

It is important to address that only 7 out of 10 EDC Commissioners collected their invitations, leaving 30 invitations unclaimed. However, one commissioner did request 10 additional invitations, reducing the unclaimed invitations to 20. Moving forward, it is essential that, should additional invitations be issued, the EDC Commissioners take responsibility to collecting them to ensure the efficient use of resources.

Feedback:

- 13 businesses completed the after-event survey, and additional feedback was received via email. Please see the summarized results below from our after-event survey:
 - **6 out of 13** businesses said this was their first time attending the BAB.
 - Most registered businesses heard about the event through the **emailed invitation** and **printed invitation (mailer)**.
 - **100%** of attendees said the BAB met their expectations.
 - On average, the attendees rated this year's BAB event an **8.9**.
 - **11 out of 13** businesses rated the BAB event an **8.2 to 10**.
 - Some of the most popular highlights of the BAB were **networking with others** and the **keynote speaker/topic**.
 - The reason some attendees could not attend the BAB previously was due to **scheduling conflicts** and lack of **awareness about the event**.
- Areas of Improvement:
 - The event ran longer than expected and could benefit from shorter, more streamlined elevator pitches.
 - The speaker went over time, and some attendees mentioned that it overlapped with other meetings. To improve, limit the speaker to 20 minutes, as the speaker began to lose the audience's attention.
 - Have a portion of the event to highlight a new business that year, giving them an opportunity to promote their growth.
- Future Keynote Address Topics:
 - Small business grants and loan opportunities
 - Social Media
 - Meaningful ways to maximize your brand's presence in your community
 - Hands on demonstration of the benefits of AI
 - How to be made aware of to the Village
 - Employment Trends
 - Business building marketing ideas and venues available to market your business
 - AI and marketing in today's world

Future BAB Goals to Consider:

- The EDC should set at least 3 goals they would like to accomplish for future Business Appreciation Breakfasts. One of the goals the EDC should consider is to promote the BAB more heavily outside of the Downtown (Districts 2 & 3).

District Number	Businesses Attended	Difference from Last Year
1	7	+3
2	5	-2
3	12	-1
4	2	-1
5	2	-2
6	0	-4
7	7	+1
8	1	-3
9	2	0
10	1	-3
Total	39	-12
	Businesses	

Recommendation:

Motion to approve an additional \$865.00 for expenses related to the Business Appreciation Breakfast.

To: Commission Members

From: Isabel Guadarrama, Senior Planner

For: Mundelein Economic Development Commission Meeting of March 27, 2025

Subject: Micro Shoppes

Attachments:

None

Background:

The subcommittee continues to meet regularly to discuss the installation of micro-shops in the Village of Mundelein. Several potential locations have been proposed, and the subcommittee is currently evaluating the feasibility of each site. Additionally, they are exploring possible partners for collaboration. The next meeting is scheduled for April 3, 2025.

Recommendation:

To: Commission Members

From: Isabel Guadarrama, Senior Planner

For: Mundelein Economic Development Commission Meeting of March 27, 2025

Subject: The Hospitality & Retail Workforce Summit

Attachments:

None

Background:

Commissioner Trillhaase will give a detailed overview of the Hospitality & Retail Workforce Summit, which took place on March 11, 2025, at the Great Wolf Lodge.

Recommendation:

To: Commission Members

From: Isabel Guadarrama, Senior Planner

For: Mundelein Economic Development Commission Meeting of March 27, 2025

Subject: Business Outreach and Promotion

Attachments:

1. EDC After Visit Form Entries

Background:

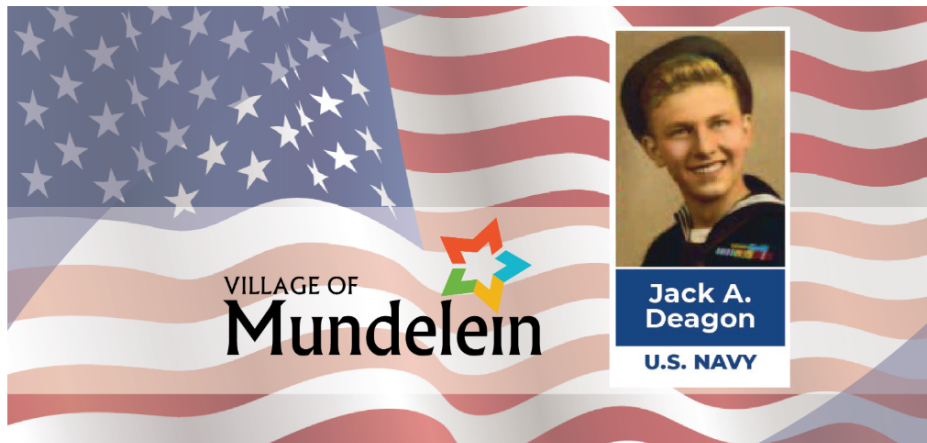
The After Visit Form was introduced in April 2024 to document key insights from site visits conducted by the Economic Development Commission (EDC). The form serves a dual purpose: to capture valuable information from each site visit, and to help identify opportunities for promoting local businesses through social media and other platforms. To date, there have been 80 entries, with the majority of responses coming from District 5. However, three districts have yet to submit any recaps of their visits.

District	Entries
1	4
2	0
3	2
4	5
5	58
6	4
7	0
8	4
9	3
10	0

It is crucial to evaluate the ongoing relevance of this form in achieving the EDC's goals. Staff seeks input from the EDC on how this form can be optimized to better support the overall mission. Specifically, how can this form be improved to help the EDC meet its strategic objectives. If this form is not providing significant value, staff is open to exploring alternative methods for gathering insights and promoting local businesses.

Staff also engaged with the Village's Marketing and Communications Manager, who expressed interest in assisting with the promotion of local businesses (formerly known as the "Shop Local" campaign) across various Village platforms, including the e-newsletter, social media, and the Village website. If the EDC is interested in continuing the "Shop Local" campaign, the Marketing Manager requested that the EDC define the rules and criteria for selecting businesses to feature. The Marketing Manager is prepared to handle the marketing side of the campaign, ensuring that posts are clearly branded to indicate they are associated with the EDC, similar to how the Veran's Banner Project is tied to the American flag, or how community events are recognized with a distinct landing page.

VETERAN'S BANNER PROJECT



JOIN US IN PRESERVING THE STORIES OF MUNDELEIN'S VETERANS BY SPONSORING A BANNER TODAY!

COMMUNITY EVENTS



If the EDC would like to move forward with the "Shop Local" campaign, the next steps include drafting the campaign goals, rules, and selection criteria. Once these are established, the Marketing Manager will begin the marketing preparations. To facilitate this, the EDC could create a committee to brainstorm the campaign's language and guidelines, with a designated leader to oversee the process.

Recommendation:

EDC to provide feedback on the usefulness of the After Visit Form and suggest potential improvements.

EDC to define the goals, rules and selection criteria for the "Shop Local" campaign.

Establish a committee, if necessary, to collaborate on the development of the campaign's messaging.

#	CreationDate	EDC Member Name	District	What business(es) did you visit?	Please provide all feedback from your site visit(s).	Additional Information	Ownership Information	Would this business like a social media shout out?	What information should we include in the social media shout out post?	Please provide the contact information for the business requesting a social media shout out so Dawn can follow up with them.	Is the business you contacted interested in the Village's Grant	Please provide the contact information of the business who is interested in Village's Grant Programs.
1	5/13/2024 19:39	Angela Trillhaase		Planet Fitness 1122 W Maple Ave	1	Met Maryiah Davis, Club Manager 847-949-0051, Mundelein.il@planetfitness.com Maryiah will pass along the information to their corporate biz dev person, was happy to accept occasional emails from me on any information regarding events, offerings, news, etc. Very friendly, happy to have a connection to the Village.						
2	5/13/2024 19:43	Angela Trillhaase		Markeiwicz Dental 852 N Rt 83	1	Office@markiewicz.dental						
3	5/13/2024 19:46	Angela Trillhaase		Mattress Firm 3010 W IL60	1	847-566-0435						
4	5/13/2024 19:49	Angela Trillhaase		North Shore Health Systems 1158-1162 W Maple	1	847-367-2400						
5	5/16/2024 19:21	Jennifer Grieco			3	Mauri's and ace						
6	5/20/2024 22:07	Raymond Jackson			6	Commercial plastics						
7	5/20/2024 22:12	Raymond Jackson			6	Holcomb Hollow						
8	5/20/2024 22:14	Raymond Jackson			6	All American Washer works						
9	5/20/2024 22:19	Raymond Jackson			6	250 S Shaddle Ave						
10	5/21/2024 23:05	Michael Decker			5	Grantco, Inc DBA Gourmet Blending						

11	5/21/2024 23:27	Michael Decker	5	Granite and Marble Gallery Inc	10/11/23 Visit: Left card and handouts. Business was strong but has slowed down. Have not followed up on the remote sign they wanted (business is hidden from the road and very hard to find so she wants to explore options for putting some signage on Tower Road), but with business slowing, now have time. Gave them Taylor's contact information to discuss the requirements for a sign. 5/21/24 Visit: Said she hasn't yet gotten around to contacting the village regarding the sign. I mentioned that Taylor has left and gave her Amanda's contact information. They focus on social media outreach but struggles. I mentioned that we're trying to organize an event on this. Also gave her Dawn's contact info. She also expressed a concern that it was hard to develop B2B connections since people tend to go w/people they already know. She was very interested to learn that a hardwood store/warehouse is moving in nearby. She focuses exclusively on countertops so there could be synergy.
					2/12/24 Visit:Doing OK, have some leagues starting up and trying to get something started with local schools (I had previously provided contact information for the surrounding schools and park districts). Talked about the Business Appreciation Breakfast and they seemed interested 4/29/24 Visit: Described folder materials and highlighted the registration flyer and the Gran Prix race sponsorship opportunities. Manager is on vacation but owner should be in later." (He has another full time job and is not at Padel Haus on a daily basis.)
12	5/21/2024 23:31	Michael Decker	5	Padel Haus	
					I had a pleasant conversation with Donna, the manager at Dollar Tree. Donna seemed to appreciate my visit. As Dollar Tree is a well established business, Donna did not have any questions or concerns about the village at the moment. I gave her the information packet and mentioned the Business Registration information, but did not ask if she had registered her business. I left urging her to contact me if she has any future questions or concerns. I feel fairly confident that she will. I spoke briefly with Josep, who described himself as "one of the managers" at Pita Inn. I deliberately visited at 3 o'clock in the afternoon on a weekday so as to avoid the "rush." Josep had no questions or concerns for me. He did not seem overly interested in my visit. I gave him the information packet and mentioned the Business Registration information, but did not ask if he had registered the business. I left urging him to contact me if he has any future questions or concerns.
13	5/22/2024 20:42	Ed Streb	9	Jackson Hewitt	
					Dollar Tree Pita Inn See screenshot.

14	5/22/2024 21:37	Michael Decker	5 Phoenix Marketing Services	10/3/23: Spoke with Kellie Pacella (Kellie@phoenixmarketingonline.com, 630-616-8000), left card and information handouts (discussed these briefly) 4/22/24 Visit: Described packet. She noted that she has already renewed her registration. I asked if the process was better this year. She said it was ok but she didn't get a registration certificate or anything to post. She is looking for interns and for entry level people and has tried CLC and Lake County Workforce Development, but the people she got from them were not very good. We discussed MHS internships and ESL; I encouraged her to talk to Alexander about internships more broadly and gave her the MHS program descriptions
15	5/22/2024 21:45	Michael Decker	5 Trulli	4/22/2024 visit: Spoke with Michael Henske, Ops Mgr. I described information folder, provided some additional information regarding ESL and internship programs at MHS. He has interest in reaching out to students to describe Trulli's engineering and design work. Said sales are going well and they have signed deals with several companies to carry their speakers, including Abt Electronics, and Trulli is working on new speaker offerings. They have not yet entered the international market and I mentioned Illinois SBDC could be a resource for exploring this opportunity. Also discussed their future plans for expansion. He said that they will be looking to expand and are as big as they can get at the current site, so they'll could be looking for something new. I mentioned that the Village could be a good resource for identifying leasing options when the time comes. (I spoke to Amanda about this on April 25.)
16	5/22/2024 21:54	Michael Decker	5 EcoMed	10/3/23: David Yurek, CEO. Current major focus is pet medical supplies but human healthcare supply business is expanding. Have 3 units on Terrace Dr. but anticipate needing more space (looking for something with a loading dock and about 20,000 sq. ft., which has been difficult to find). Lease is up in 2025 but would like to nail something down in advance, would also consider building something and asked about availability of lease space or undeveloped industry land in the Village. Talked about every-other-Friday CLC Job Fairs for part-time work and LC Workforce Development. 10/31/23: sent David an email regarding availability of 850 Tower Bldg. 4/22/24 Visit: David busy so talked to associate (Milo?). They're definitely looking to buy so we discussed some options. He mentioned the bldg for sale on Washington and i mentioned the Tower property (later found it has been sold). Their lease is up in 2025. I also described the packet. (I spoke to Amanda about this on April 25.)

17	5/22/2024 22:12	Michael Decker	5 RKB Kitchen and Bath	10/31/23: Spoke with owner, Barry Schuster. Has been at current location since 2007. Uses it mainly as a showroom and is open only by appointment. He focuses on upscale items and hasn't gotten much business from Mundelein residents. Might be interested in doing some sort of open house, but doing "home shows" has not helped (most people who attend these more interested in getting ideas and picking up free swag). I gave him Dawn's contact information to see if she has any ideas. 2/14/24 Called Barry again, he was hoping to attend the Breakfast, but will be out of town on that day. He'd be interested in sponsoring a drawing if we would do something like this. Also talked about possibilities for promotions in Dell Webb. I will follow up. His more direct email and phone are: RKB@RKBSITE.com; 847-204-9380. (Subsequently gave him information and contact person for Dell Webb expo and confirmed with Dawn that she is working with him.) 10/4/23 Visit: Spoke with Manuel Ortiz and his son. In the process of moving to a larger space on Tower Ct. Very interested in the Chamber grant, wants to join GLMV. Mainly sells to contractors but has some direct to consumer business, often when something isn't carried at Home Depot, they send people to him. [Sent info to him about Chamber Grant on 10/19/23] 2/14/24 call: Would be interested in attending the breakfast but won't because he's moving to Libertyville. Had a unit in mind on Tower Rd but at the last minute the landlord asked for an additional \$8,000 annual fee. Would have preferred to stay in Mundelein but just couldn't afford it.
		Michael Decker		10/5/23 Visit: Mainly Business to Business but occasionally have sold to individuals. Owner said he had applied for a BIG grant maybe 5 years ago to upgrade some ""ugly"" faux pillars (made of styrofoam) at the entrance, but Village said he needed an engineering plan even though they are decorative, not structural. The plan would have cost several thousand dollars so he decided not to do it. He was interested in the MHS ESL program and potentially in the internship.
		Michael Decker		4/29/24 Visit: Described folder materials and highlighted the registration flyer and the Gran Prix race.
20	5/22/2024 22:18	Michael Decker	5 Stone Systems of Chicago (previously Carrera Stone Systems)	4/12/24 Visit: Cuts and installs stonework. Has been at this location for about 15 years; now Stone Systems of Chicago. I described the materials in the packet and role of the EDC

				10/5/23 Visit: Bldg empty; for sale Sent photo of for sale sign to Jessica and Taylor on 11/9/23 and contacted Ecomed regarding availability of this site on 10/31/23.
21	5/22/2024 22:21	Michael Decker	Las Hardwoods (previously space was 5 occupied by APAK)	4/29/24: For sale sign gone and some activity in the bldg. Spoke with somebody working on the renovation and learned that the bldg has been sold and is going to be a LAS Hardwood Store and Warehouse. It will be the 3rd LAS Hardwood in Chicagoland. He took a picture of my card and texted it to the boss who is out of town.
22	5/22/2024 22:22	Michael Decker	5 Bio Packaging	4/12/2024 Visit: Introduced myself and the EDC. John, who is in charge is out of the office today, but I spoke with his admin who told me that they manufacture plastic bags for sealing medical supplies and materials. All of their manufacturing is conducted at this site. I described the materials in the folder we are distributing and left a copy.
23	5/22/2024 22:23	Michael Decker	5 Babreca Blacktop Sealcoating, Inc.	4/12/2024 Visit: Had brief conversation with the owner. Introduced myself and the EDC. Described the materials in the folder we are distributing and reminded him about the registration due May 1.
24	5/22/2024 22:26	Michael Decker	5 MIR Cutting Tools	2/12/24 Vist: Spoke with owner. Was originally in this bldg in 1974 but then bought a different bldg on Tower and moved the business there and worked until he retired. He got bored and came out of retirement and opened again at his current location. Came to US to escape communism in eastern Europe with with two Canadian dollars in his pocket. Very interesting origin story. He makes bespoke cutting tools for specific needs (designs new tools to perform a particular, dedicated task and fabricates them), also sharpens and repairs. Most of his business is with long-standing customers and word of mouth.
25	5/23/2024 12:26	Jennifer Grieco	JC lieth paint store 3	I gave the folder to the manager Chris he's a very nice guy. They know me at the store cause I shop here for paint no complaints. They're pretty happy.
26	5/23/2024 12:47	Sarah Mitial	8 U.S Bank	Alejandro Zepeda is the Branch manager however he is not in the branch everyday. This is my second visit bench and I have yet to meet him. I spoke with the tellers
27	5/23/2024 12:48	Sarah Mitial	8 US Bank	Alejandro Zepeda is the Branch manager however he is not in the branch everyday. This is my second visit bench and I have yet to meet him. I spoke with the tellers
28	5/23/2024 12:58	Sarah Mitial	Reach Rescue Inc DBA Whiskers & 8 Wags Resale Shop	I visited the store and spoke with the store manager. Patti Bianco, who is on the form and is the only remaining founder, was absent. She is advanced in age and only comes to the store sometimes. She does not have a specific schedule.
29	5/23/2024 13:02	Sarah Mitial	Sarah Mitial El Barrio Restaurant	The manager was unsure if the business registration had already happened for the year, but she said she would ask the operation manager and let me know.
				spoke to the bartender and he took the folder that I had with me and said he would pass on the information to Josephine Arebalo. This was the second time I visited this restaurant and Josephine was in a meeting both time.

new entries, I am putting the information in this box. Business Visits 6/5/24:

John Gibson Enterprises, Inc.–Spoke to the general manager, Kristina Bozhanova and she told me that they use 102 for storage. Their business is importing, sales and distributions of promotional materials such as lighter. The owner is John Gibson, but she is the general manager (kristina@gibsonent.com, 815-516-8555 x8557). I explained the EDC and gave her my card.

CP Illumination Corp--Confirmed that it is still occupied by CPI, but person did not want to provide any additional information to the village.

CertaPro Painters--Does lots of painting for the Village. I explained what EDC did and left my card. She said she'd pass it on the the owner who was out of town.

Michael

30 6/12/2024 23:16 Decker
Miguel

5 EcoMed--Spoke with the CEO's wife

31 6/17/2024 20:06 Echeverria
Miguel

4 Taste of Paris

No

No

32 6/17/2024 20:07 Echeverria
Miguel

4 Alterations by Laura

No

No

33 6/20/2024 13:38 Echeverria
Miguel

4 Allocated Business Management

No

No

34 6/20/2024 13:41 Echeverria
Miguel

4 Jake Morans

No

No

35 6/25/2024 14:25 Echeverria

4 El Gran Laundromat

No

No

6/27/24 Visit: Spoke with Tony Gillig, Operations Manager (Office 847-837-9200, Cell 847-542-7220, email tony@flatoutgroup.com). The previous owner died about 3 years ago, but the business is basically the same. They do custom gaskets – particularly, but not exclusively – for racing. They also do other metal cutting (e.g., they did some work for BarnXO). They also have web presence. No sales through chain auto parts stores at this point. They would like to do better at getting the word out and also in identifying local customers and suppliers. I mentioned that MIR Cutting Tools is also on Tower Rd. and may provide some resources for them, and we talked about the Advanced Technology Center at CLC and the Lake County Workforce Development Center. His son goes to MHS and will be taking some courses at CLC while at MHS, so he is aware of some of their offerings. He seemed interested in the Bike Race, so I left a sponsor form with him.

They are thinking incorporating new technologies and might be interested in the STAR grant to facilitate this, and they would like to get a shout out or something if possible.

They have been here for ~26 years, but I am not sure if people know them. There was a very interesting video illustrating some of the technology used in the manufacturing online a few years ago, but this was posted by the earlier owner. It could be something of interest (it got my attention when I saw it a few years ago). Raising awareness could help them expand their local network (both potential local customers and local businesses providing goods and services of use to Flatout).

Tony Gillig, Operations Manager (Office
847-837-9200, Cell 847-542-7220,
email tony@flatoutgroup.com) Yes

Yes

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847-837-9200, Cell 847-542-7220,
email tony@flatoutgroup.com)

37	6/28/2024 17:38	Michael Decker	Tower Road Occupancy Edits 6/27/2024:		
			605 Tower Rd., R2C Performance is now Maddocks American Filter Corp		
			888 Tower Rd., units H and I, formerly Smoking Deal BBQ, now vacant (picture of for lease sign is attachment #1)		
38	10/11/2024 18:18	Mike Decker	For lease sign outside buildings at 852-878 Tower Rd (picture of for lease sign is attachment #2)	Allanson Auto Body 9/30/24 Visit: Spoke with body shop manager, Charles Eul. Introduced myself and the EDC and the upcoming business mixer.	
			Allanson Auto Body 5 RCA Garage	RCA Garage 9/30/24 Visit: Spoke with Andrew at the counter. Introduced myself and the EDC and discussed the upcoming mixer. He noted that very little of their business is B2B.	
				WHY Inc. 9/20/24 Visit: Discussed the upcoming Business Mixer.	Teutonic Gym LLC 9/20/24 Visit: Discussed the upcoming Business Mixer. Owner was not in so left my card and a post card re the mixer.
39	10/11/2024 18:28	Mike Decker		Phoenix Marketing Services 9/20/24 Visit: Discussed the upcoming Business Mixer. Also talked about the nature of their business. They do design and shipping of marketing material for clients in the spirits industry. They have no local clients.	EcoMed 9/20/24 Visit: Discussed the Mixer. David is out of town until next week, but got confirmation that they are still looking for a new location and that the lease expires in 2025.
				John Gibson Enterprises, Inc. 9/20/24 Visit: Spoke with Kristina again. Discussed the upcoming Business Mixer. They came from Rockford recently and trying to get involved with local businesses more. Do have some printing done with local businesses now."	9/30/24 follow-up visit: David plans to attend the mixer. Spoke with Mela (sp?). He confirmed that their lease runs out in May 2025. They tried to get a one-year extention but when the landlord found out they would be moving he wanted a higher rent.
			WHY Inc. Phoenix Marketing Services John Gibson Enterprises, Inc. CP Illumination Corp (CPI) Teutonic Gym LLC EcoMed	CP Illumination Corp (CPI) 9/20/24 Visit: Spoke with Carlos. Discussed the upcoming Business Mixer. He gave some background on the business. They sell lighting. Very little work in Illinois because their supplier is an IL company and historically handled IL accounts directly. This is still largely true. 40% of their business is international (originally incorporated in Mexico City).	They have looked at a couple of places on Washington but haven't identified anything yet. Internally, they have wondered about broadening their search to larger sites and sharing a larger site with Trulli. They think Trulli is looking to expand, but have not discussed this sort of collaboration yet.

40	10/11/2024 18:32	Mike Decker	Marketing Services Partners Limited Premier Fulfillment & Distribution 5 Maddocks American Filter Corp	Marketing Services Partners Limited 9/20/2024 Visit: Spoke with owner, Marshall Buchanan. He is the brother of Kathy Spracken (one of the owners of Premier Fulfillment & Distribution next door (306). Their father was in the business and eventually the two separated in to different entities with different types of clientele. He is not looking for new clients right now as he is too busy right now. I introduced myself and the EDC and talked about the upcoming mixer.	
				Premier Fulfillment & Distribution 9/20/24 Visit: Spoke with Kathy Spracklen. She said that business is very slow, which is different from her brother in 304. The issue is that her clientele comes from the home remodeling market and this market has slowed down dramatically of late. I shared the mixer information with her.	Maddocks American Filter Corp 9/30/24 Visit: Described the mixer and left materials. Regarding B2B: They don't sell locally (manufacture and ship from this location) but do sometimes get work done by a couple of other businesses on Tower Rd.
				Endoplus 9/26/24 Visit: Left information about the mixer with Kelly, who was training a new employee.	
41	10/11/2024 18:35	Mike Decker	Endoplus Mount Ara 5 McCabe Automotive Restoration	Mount Ara 9/26/24 Visit: Spoke with Vartan and Bashka. He is still interested in the STAR grant. They only had a 1-year lease initially but have now extended this and may want to expand locally. Andy was out of the office, but Vartan said that Andy would be in touch regarding these things. I also discussed the mixed and left an invitation card.	
				McCabe Automotive Restoration 9/26/24 Visit: Spoke with Skip and left information about the upcoming mixer.	
42	10/11/2024 18:57	Mike Decker	5 Granite and Marble Gallery Inc	9/26/24 Visit: Spoke again with Renata Brinkeviciute (co-owner with her husband). She is still interested in getting a sign but would like information about somebody she could speak with since the sign she would need is something of a special case (their location is hidden and she wants something at the entrance to the parking lot on Tower). We talked about the mixer since she had previously expressed an interest in networking with local, related businesses. I also described out tentative plans for a social media workshop since she has been looking for ways to promote her business (she does some social media now but would be interested in learning more). I also spoke briefly to her husband who works the manufacturing side. He said that they only do counter tops (no flooring or wall tiles). I also heard from Hoffmann Custom Cabinets that they have worked together on some projects.	I have attached a photo of the current signage with some notations. It shows that there is no room on the building sign for a new addition (and the building sign is not easily seen from Tower Road). And I have tried to indicate approximately where the business is located (definitely not visible from Tower Road).

				Graphic 14 Inc. 9/26/24 Visit: Owners are out of the country (semi-retired) and won't be able to attend the mixer. Traditionally have been interested in this type of event. Booram Industry LLC 9/26/24 Visit: Left information about the mixer and got a business card for Kang, the general manager. Hoffman Custom Cabinets Inc. 9/26/24: Spoke with co-owner (wife of James Hoffmann). Discussed the mixer and the potential social media event. They will be in Florida at that time, but she'd be interested in the online (or subsequent video recording) if that is an option. Currently, they are relying mostly on word of mouth, but she recognizes she may need to market more aggressively in the future. She figures they won't be retiring for another 5 years. With respect to B2B they have high standards since they do custom work and have shared some projects with Granite & Marble Gallery. Murdock Co. 9/26/24 Visit: Left information about the mixer Muntz : 2/6/25 Visit: Spoke with David Muntz. He plans to attend the Breakfast but hasn't signed up. He says he has enjoyed these in the past, but usually just shows up. I encouraged him to RSVP and went over the agenda with him. We talked about the CLC Adv Tech center capabilities in computer assisted manufacturing and he said that Muntz now exclusively manufactures using Computer Numerical Control (CNC) machining. Service Construction of Illinois 2/6/25 Visit: Spoke with Deanna Kowalski and got a card from Gary Cerek. I described the Breakfast and also discussed the STAR grant. They are currently doing some remodeling to their space. 2/6/25 Visit: Spoke with Bashka about the Breakfast and the STAR and BIG grants. Andrew had expressed interest in the STAR grant previously, so Bashka said he'd check with Andy.			
43	10/11/2024 19:04	Mike Decker	5	Graphic 14 Inc. Booram Industry LLC Hoffman Custom Cabinets Inc. Murdock Co. Cost Per Copy Consultants Inc. Cost Per Copy Consultants Inc. 9/26/24 Visit: Spoke with Phyllis. She's interested in attending the mixer. Commented on the Village doing printing business with Wisconsin firm (Her husband has complained about this before).			
44	2/9/2025 23:06	Michael Decker	5	Muntz Industries Inc. Service Construction of Illinois I didn't realize this until I got home, but both of these businesses have recently reached their 50th anniversary--Muntz in 2024 and Service Construction this year. Would it be possible for the board to recognize these milestones with proclamations?	Yes	Service Construction may have an interest. Deanna Kowalski, 847-996-1200	
45	2/9/2025 23:13	Michael Decker	5	Mount Ara Andrew James, Director of operations. andrewjames@mountara.com; 331.210.4928.	Yes		

46	Michael 2/9/2025 23:15 Decker	5 Jay-R's Steel & Welding Inc.	2/6/25 Visit: Spoke with Ryan Nally, who is in charge. His grandfather started the company in 1981 and it has been at its currently location since 1983. He is planning to attend the Breakfast if his schedule allows. He mentioned that Alexander from MHS has visited him recently (I had provided Alexander the contact information because he was looking to place a student in a welding internship). Ryan was interested in working with MHS; he is concerned that the availability of people with welding skills is very low right now (as he's seen with other trades) and he'd like to help get students interested in these careers. He mentioned that Groot is aggressively recruiting welders and starting people right out of school at \$100k). I also mentioned the CLC Adv Tech. He said he's driven by but has never been there. I touched on some highlights and encouraged him to follow up. 2/6/25 Visit: Spoke with Michal. The store is now open to the public, but it looks like they are still building inventory. The current plan is to have a grand opening in the spring. I mentioned the Ribbon Cuttings that the Village does and described the role of the EDC and provided info about grants and the Breakfast.		
47	Michael 2/9/2025 23:16 Decker	5 Las Hardwoods	2/6/25 Visit: Spoke with Ken about the STAR grant. He's still interested and I indicated that we've had a little experience with the grant and that his proposals seem to be aligned with what we have been approving and encouraged him to try again and said we could help him through the application process. I also discussed the Breakfast and asked him if he's hired a replacement for the full-time employee who left. He said he's mainly depending on temp workers since there's been a lot of variability in demand recently--too much work to handle at some times and not enough at other times.		Ken Johnson kdjohnson83@att.net 847.837.1086
48	Michael 2/9/2025 23:22 Decker	5 Johnson Machine Inc.	2/6/25 Visit: Spoke with Renata about the Breakfast and noted that the session on marketing on social media is now incorporated in the the Breakfast agenda. We discussed the sign issues again. She clarified that they own the unit but there is an association with the other owners regarding the shared spaces. The association has never discussed signage (she thinks most of the businesses don't sell directly to consumers). I asked if it would be possible to address with them to see if they can accomodate her sign request. I also let her know that LAS Hardwoods was open. There might be some synergies in marketing with them.		Yes
49	Michael 2/9/2025 23:35 Decker	5 Granite and Marble Gallery Inc	2/6/25 Visit: Spoke with co-owner about breakfast. She had been interested in the proposed social media marketing session but was going to be in Florida, so I told her that was now being included in the Breakfast.	Might be interested. Is interested in learning more about social media marketing and collaborative marketing with complementary businesses (e.g., cabinet makers who do not provide their own countertops). Renata Brinkeviciute 847-388-3720 info@gm-gallery.com	Yes
50	Michael 2/9/2025 23:37 Decker	5 Hoffman Custom Cabinets Inc.			

51	Michael 2/9/2025 23:45 Decker	5 AMH (Advantage Material Handling)	2/6/25 Visit: Spoke with Michelle (reception). Talked about the Breakfast and grants but I also noticed that there was a for sale sign (photo attached) so asked about that. She said they are moving to the new bldg behind the Salvation Army on Rte 60. They will close the current site in March and reopen in the new location in June. They just didn't have enough space in the current location. She gave me a card from one of the co-owners Mike Mayer (847-223-0500; mike@advantagematerialhandling.com)	Will be moving to a new location in Mundelein in June
52	3/7/2025 0:11 Mike Decker	5 SKD Plumbing (new occupant)	2/20/25 Visit: Confirmed that Midwest lighting has left. It appears there is a new occupant. There is a sign for SKD Plumbing in the window (773.181.6393; skdplumb@gmail.com; www.skd-plumbing.com). The door was locked and the room had a lot of covered items that could be seen in the window, so it looks like they are still moving in.	SKD Plumbing (probably not fully moved in yet) 773.181.6393 skdplumb@gmail.com www.skd-plumbing.com
53	3/7/2025 0:14 Mike Decker	5 Ecomed	2/20/25 Visit: Confirmed that they are moving to Lindenhurst. They were able to acquire space to expand in their current bldg a few years ago, but they've now just outgrown this space. They like Mundelein but just couldn't find anything in the Village that met their needs.	
54	3/7/2025 0:16 Mike Decker	5 Trulli Audio	2/20/25 Visit: Spoke with Kurt Eilrich (Supply Chain& Finance Executive; KurtEilrich@TrulliAudio.com; 773.859.1531). Still expanding in current space; leasing new space in the current bldg every time something opens up but getting lots of new clients, particularly in the post-marketing vehicle upgrade space so won't be able to meet the needs much longer. [Note that Ecomed will be vacating 3 suites in this bldg this year, although I did not mention this since I didn't know if this information was confidential.] Currently, they're looking for about 30,000 sq ft of space for a new manufacturing facility. Would like to have something that they have something potential customers could tour to promote their technology. Right now they are probably looking to lease something, but perhaps they might be interested in building something of their own in the future.	Also talked a bit about their interactions with MHS. Would like to work with some students and do some tours, but everybody is very busy right now but will keep trying.
55	3/7/2025 0:18 Mike Decker	5 John Gibson Enterprises, Inc.	2/20/25 Visit: Spoke to Kristina Bozhanova about the Breakfast. She was interested in the social media marketing presentation but didn't think they would be able to make it. She wanted to know if the presentation is available online.	
56	3/7/2025 0:26 Mike Decker	5 Boraam Industries, Inc.	2/26/25 Discussion at Bus Appr Brkfst: They would like to do regular warehouse sales of returned furniture. Currently, sell online, but want to be able to sell returned things directly to the public. Have done so one weekend with special permit from Village but would like to do this more routinely. Spoke with Amanda who said that Colleen was already working with them on this.	

To: Commission Members

From: Isabel Guadarrama, Senior Planner

For: Mundelein Economic Development Commission Meeting of March 27, 2025

Subject: EDC Budget Update

Attachments:

None

Background:

As the end of the Fiscal Year approaches, it is important to review the remaining budget and consider the allocation of funds. The initial Economic Development Commission (EDC) budget was \$9,000.

A cost breakdown of each event is provided below:

Lake County Partners' Big Event: \$450

MCC Fall Lunch: \$35

Back to Business Mixer: \$1,533.93

Business Appreciation Breakfast: \$5,864.58

With the cost of all the events and conference fees, there is a remaining balance of \$1,116.49. Below are some recommended options for utilizing the remainder of the budget:

1. Spring Mixer Invitations:

The cost for printing and mailing invitations is approximately \$730, which will cover both printing and postage. The preferred vendor is The Printing Factory. This expense, however, would require the EDC to have a date for the Spring Mixer and a description of the event to print on the invitations.

2. Lake County Partners' Big Event on May 1, 2025:

Last year, three individuals attended the Big Event: Commissioners Grieco and Gibbs, and Director Amanda Orenchuk. This year's registration fee is \$150 per person with an online convenience fee of \$18.

3. EDC Branded Tablecloth:

A custom tablecloth featuring the EDC name to use at all events is approximately \$160. The preferred vendor is Promotional Products Partners.

4. Marketing:

Develop a graphic and initiate digital advertisement. Can be generalized for the community or for a specific event or property.

5. Business Cards:

The cost to print a box of business cards for a Commissioner is \$70.

These options provide opportunities to boost event participation and branding. The EDC can consider allocating funds to one or more of these items based on priorities and needs.

Recommendation:

The EDC should allocate the remaining budget funds.

To: Commission Members

From: Isabel Guadarrama, Senior Planner

For: Mundelein Economic Development Commission Meeting of March 27, 2025

Subject: Business Cards

Attachments:

None

Background:

Staff has been informed that new business cards will not be ordered at this time. Should anyone require new cards, the associated cost will need to be covered by the EDC budget. The cost of one box of business cards is \$70. To help reduce this expense, staff has prepared stickers with the updated email address, which can be applied over the existing one on the current cards. Each individual will be provided with one sheet of stickers. Should additional stickers be needed, staff is more than happy to print more upon request.

Recommendation: