

Village of Lindenhurst



Economic Development Report

2011



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New Business

This section will highlight new business development that occurred in 2011.

Vista Emergency Room

In 2011, Vista Health Systems completed construction of a new freestanding emergency room in Lindenhurst.

Medical Office Building – Grand Avenue and Deep Lake Road

In 2011, the Village approved plans and construction permit for a 45,000 square foot medical office building. The medical office building is expected to open in the spring of 2012. This development is expected to provide \$185,000 in annual new property tax revenue for local school districts.

Emily's Pancake House – Grand Avenue

Emily's Pancake House opened in Lindenhurst in 2011 occupying the former Las Palmas site. This is the third Lake County location for this restaurant. Emily's is a breakfast and lunch establishment located at 1910 E. Grand Avenue.

Ad Lib Geo Café – Route 45

Ad Lib Geo Café opened in Lindenhurst in 2011 occupying the former Wayne's Pizza site. Ad Lib Geo Café is an upscale restaurant that features organic seasonal foods from local farmers. Ad Lib is located at 475 S. Route 45.



Business Recruitment

The Village's recruitment and marketing program involves regular contact with potential developers about business opportunities within the Village. This program involves matching potential developers with available sites and spaces, communicating the many features and amenities of Lindenhurst, ensuring a streamlined and efficient process and evaluating incentive opportunities. Although the recent local and national economic factors have impacted business expansion and new store development, particularly in the retail sector, the Village continues to aggressively pursue potential new development through business contact and site specific marketing efforts.

Southwest Corner of Sand Lake/Route 45 (20 acres)

A major portion of this site is currently owned by a major retail chain and previous studies have identified this site as a prime location for grocery/miscellaneous retail use. This site has been for sale for several years.

The Village has contacted numerous grocery stores regarding this location. There is a total of 20 acres available on this site. The corner 6 acre site recently sold to a commercial development company. As a result of the Village's initiative, a national grocery store developer has shown interest in the remaining 14 acre site. On the request of the developer, the Village compiled demographic information on the site as part of their analysis.

Route 45/Grand Avenue (Formerly the Village Green site) (160 Acres)

This 160 acre mixed-use site continues to be a key location for potential development within Lindenhurst. Over the past year, the Village continues to have communication with national retailers and commercial developers regarding location. The Village has also worked with the broker to identify appropriate development types and determine interested developers.

At this time, there is no serious interest in this site. Based upon market information and current viability of outdoor lifestyle centers, the Village continues to reevaluate the development plan for this site.

Northeast Corner of Grand Avenue and Deep Lake Road (70 acres)

The Village has discussed possible development types with the owner of this 70 acre site and has been in contact with local retail stores to discuss possible location at this site. There is sufficient space on this site for multiple buildings.



Business Recruitment

Route 45/Independence Site

A 51 acre site in this area will soon be annexed into the Village of Lindenhurst. This site will provide for future economic development possibilities.





Business Support

The Village is working to increase its support of local business through a variety of initiatives. This section will highlight those efforts this year.

Sign Code Modifications

On the request of several businesses, the Village reviewed its sign code regulations and made several modifications to make regulations more business-friendly. These modifications include, allowing LED signs, modifying the variance process and making other miscellaneous modifications.

Business Visits and Action Plan

The Village, in conjunction with the Lindenhurst-Lake Villa Chamber of Commerce, established a business visit program to collect information from businesses and to discuss various economic and business-related topics. As a result, the Village is now more familiar with the needs of businesses and businesses now have more information about the Village and community. A report of these visits and action plan has been completed and is attached.

New Employee Packet

The Village recently completed a new employee packet for new businesses. This packet includes local information that new employees can use to locate local businesses, local eating establishments and government offices.

Chamber of Commerce

The Village is actively involved with the Lindenhurst-Lake Villa Chamber that promotes business activity. Some of these activities include discussions concerning a possible support services contract for events at business locations and a shop local campaign.

New Construction Checklist

To clarify the steps in the approval process and make the process more transparent, the Village developed a new construction checklist. This checklist includes all the necessary information for new development approvals including Village standards and required procedures.



Business Support

Shop Local Campaign

The Village is working with the Chamber of Commerce to develop a “Shop Local” campaign. This initiative will be designed to encourage residents to shop locally through education and marketing.

Approval Process

The Village recently modified its approval and permit processes to make it more transparent and more streamlined for applicants. Applicants for new construction, signs, and general permits, etc. will now see an improved process.

Website

The Village website includes a list of available properties and buildings with zoning, property/building size, and location.

The Village website includes business resource information related to small business development, major employers and demographics.

The Village also maintains a database of licensed businesses for use by the public. This database includes business name, location, contact information and business types. Customers can reference this database when looking for local businesses.



Community Improvements

The Village of Lindenhurst pro-actively plans for the completion of community improvements that will enhance property values and make Lindenhurst a more attractive location for businesses and homeowners. In addition, the Village continues to identify improvements needed to make key development sites shovel-ready. This section highlights progress on community improvement for this year.

Wastewater Treatment Facility Improvements

The Village is in the process of completing improvements to the wastewater treatment facility to ensure sufficient capacity is available for current and future developments. This project should be completed in the summer of 2012.

Lake Michigan Water

The Village is in the process of exploring options for Lake Michigan water. This new water source would provide Lindenhurst a permanent water source. Studies have shown that Lake Michigan water is the most cost effective long term solution to our community's drinking water needs. In light of this, the Village has been evaluating the feasibility and cost effectiveness of obtaining Lake Michigan water.

Recently, the Village, along with ten other Lake County communities received permission to access Lake Michigan water from the Illinois Department of Natural Resources.

Grand Avenue Watermain

In 2011, the Village completed the Grand Avenue watermain project, which involved a multi-phased effort to replace an antiquated and often repaired watermain. This new watermain reduces the chances of service disruptions to many businesses and homes along Grand Avenue.

Grand Avenue Improvements

The Village is currently participating in the process undertaken by the Illinois Department of Transportation, to identify and recommend improvements along Grand Avenue, from Munn Road to Sand Lake Road. This area was identified for improvement due to the high amount of accidents that occur along this section. The proposed improvements would add a turn lane to improve safety. The Village is working to complete a Grand Avenue Corridor Plan that would include lighting, and pedestrian improvements that could be completed in conjunction with this project.



Community Improvements

Community Improvement Plan

The Village is in the process of developing a multi-year community improvement plan to prioritize and plan for needed improvements and replacement of major community infrastructure. These include transportation, storm water, and drinking and wastewater improvements to ensure that possible economic development sites are shovel-ready.



Economic Development Training

To enhance the knowledge base for those involved in economic development activities, the Village of Lindenhurst participated in the following training programs during 2011.

Principles and Practices of Economic Development

Staff completed a course on the Principles and Practices of Economic Development. This course involved the following topics:

- Economic development marketing
- Small business assistance
- Community and strategic planning
- Workforce development
- Financing tools
- Business retention
- Real estate principles
- Ethics
- Working with utility companies
- Effective retail development

Financing Options for Business

Staff completed a course on financing options for business. This course involved the following topics:

- Illinois Advantage Programs for Small Businesses
 - Financing with Tax Exempt Bonds
 - Small Business Administration Loans
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2012 Economic Development Goals

Continue to promote and market Lindenhurst as an attractive place for new business.

1. Continue to market the Sand Lake Road/Route 45 property and recruit potential development.
2. Market sites in Lindenhurst to hardware stores to replace the loss of the True Value store.
3. Work with the national broker of the Village Green site to identify and pursue interested investors.

Continue with the Village's business support program.

1. In conjunction with the Chamber of Commerce, continue the business visit program and implement business action plan.
2. Continue to support local businesses through involvement with the Chamber of Commerce.
3. Identify opportunities to streamline the Village's approval process and zoning regulations to increase business growth opportunities.

Enhance the Village's economic development website as a marketing tool for Lindenhurst.

1. Enhance the available site section by including additional information on sites including site sizes, cost, zoning, utilities and price.
2. Identify communities with award winning economic development websites and incorporate ideas into the Village's website.

In conjunction with the Chamber of Commerce, launch a Shop Local campaign to encourage residents to shop local.

In response to recent changes to the Village's sign code, survey businesses to obtain information on desired characteristics of LED signs.

Create a corridor plan for Grand Avenue.

1. Begin to establish a desired identity for Grand Avenue in Lindenhurst through architecture standards, and by identifying desired lighting, banners, streetscaping, and landscaping.
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2012 Economic Development Goals

Modify Zoning Code

The Zoning Code is an important part of guiding development, through the establishment of zoning standards. The Village's Zoning Code and use table has not been reviewed in some time and is in need of updating. Over the years, many laws and standards have been updated and the Zoning Code should be revised to be compliant with new standards and laws.



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Lindenhurst Economic
Development

Business Visit Summary Report & Action Plan

This report provides a summary of discussions with local businesses as a result of the Village's joint effort with the Chamber of Commerce to gather feedback from the business community. Additionally, this report identifies an action plan for targeted follow-up visits to specific businesses to address concerns or potential opportunities. Moreover, during all follow-up visits will be providing businesses with an easy to use guide to the Village's new sign regulations.

GRAND AVENUE

1. **7 – 11**

Wants information on opening a liquor store in Lindenhurst (Sam – 847-361-7129). Asked him to submit a letter to the Mayor expressing interest in opening a liquor store and what type of store he would like to open.

ACTION PLAN

Identified for a follow-up visit to discuss possible liquor license application.

2. **Allstate**

No Comments from manager, Joey Nam.

3. **Grande Jakes** - Visited twice, owner not present.

ACTION PLAN

Set up first meeting with business since we were unable to set-up a meeting during the first rotation.

4. **Chopstix** – Met with the store owner, Amy. No issues.

5. **Subway** - Store was to begin serving breakfast next week. In the past the store had not been open to becoming a Chamber member. After our discussion, Subway has become a Chamber member.

6. **Accu-Vision**

No comments from manager.

7. **Natural Care Chiropractic**

Negative comments about old building inspector. At one point wanted to expand business in Lindenhurst, but was discouraged after encounters with building inspector. Informed him of new building inspector arrangement, new website.

ACTION PLAN

Identified for follow-up visit to discuss the possibly of expanding the business and to provide a list of available sites.

Business Visit Summary Report & Action Plan

8. Family Video

Interested in becoming more involved in the community and expanding advertizing. Informed manager (Joana Rios) of LindenFest Parade and other community events. Connie offered free Chamber ads.

ACTION PLAN

Identified for follow-up visit to identify community involvement/Chamber advertizing opportunities.

9. Extreme Games

Business not open during visits.

ACTION PLAN

Set up first meeting with business since we were unable to set-up a meeting during the first rotation.

10. Twisted Cow

Street light broken behind alley and asked if Village could have it repaired. Karen reported to Com Ed and light was repaired. Being a Chamber Board member, asked if the Village could regularly attend Board meetings.

ACTION PLAN

Identified for follow-up visit to discuss the Village's Chamber involvement.

11. Tru Value

Expressed negative comments about the old building inspector. He seemed pleased about the new building inspection arrangement. Business seems to be picking-up after a very slow winter.

ACTION PLAN

Identified for follow-up visit to discuss outside storage ideas.

12. Linden Liquors

No Comments from manager.

13. Aristocrat Shoe Repair – Was busy with a customer, but had a few questions regarding Comcast and said he would call me later. Have not heard from business owner.

ACTION PLAN

Set up meeting with business since we were unable to set-up a meeting during the first rotation.

Business Visit Summary Report & Action Plan

14. Aqua Pool & Spa

Spoke to owner Michael Dare. Expressed negative comments about the old building inspector. He seemed pleased about the new building inspection arrangement. Asked about new economic development going on, Village Green and the Janko Property.

ACTION PLAN

Identified for follow-up visit to discuss the Village building inspection arrangement and economic development projects.

15. **Linden Barber** - Talked about car show in Linden Plaza parking lot and possible new site for the car show. Did not appear to be open to Chamber membership.

16. **LA Tan** - Spoke to the manager and she will pass information onto owner.

17. **Chase Bank** – requested if the Village could revisit the sign ordinance. Manager states that the current ground sign is not sufficient for their customers to see. Informed the manager that the Village is in the process of reviewing its sign code. October 13, 2010 - Called Chase Bank to see if they are interested in modifying their sign and if any code changes would be necessary.

ACTION PLAN

Identified for follow-up visit to discuss possible sign changes.

18. **CVS Pharmacy** – spoke to the manager Rick – no complaints, business going good. Had positive comments about the Grand Avenue watermain project.

19. **Associated Bank** – spoke with Branch Manager Alisa Woerner. No comments, new to branch.

20. **First American Bank** – had positive comments concerning the Grand Avenue watermain project, and staging of project.

21. **Firestone** – left business card. Manager on vacation will be back on Thursday (4/29). Laster visited business with Chief McKeever and introduced myself to the manager.

22. **Carpet One** – Spoke to the owner Dan Inman. He closed their other location in Lake Zurich. Owner was pleased with the progress by the Village in changing the building inspection process. Noted bad experiences with previous inspector..

23. **Value Floors & Cabinets** – Expressed concern about the Village's sign ordinance and regulations for temporary and permanent signs. Would like to place temporary signs out since the permanent sign is not large enough to be seen, but the Village will not allow them. Asked if the Village could re-visit their ordinances on this.

ACTION PLAN

Identified for follow-up visit to discuss revisions to the Village's sign code.

24. **Century 21** – Have met with building owner, Tom Crighton previously to discuss the possibility of a Quest Diagnostic in this center. Left business card for manager Glenn Rickel on 7/20. Spoke to various people at Century 21 building on October 13, 2010.

25. **Red Sun** – visited twice, closed.

ACTION PLAN

Set up first meeting with business since we were unable to set-up a meeting during the first rotation.

Business Visit Summary Report & Action Plan

26. **Quest Diagnostics** – Welcomed Quest to Lindenhurst and toured new facility. Attendant stated that business is beginning to increase as people become aware of store’s new location. Provided Chamber packet.

ACTION PLAN

Identified for follow-up visit to discuss Chamber status.

27. **La Bella Salon** – Spoke with store owner. She brought up issues of entryway lighting, sign visibility and the lack of a center turn lane on Grand Avenue. I told her to contact me if she wishes to move forward with any sign changes, that there are lighting standards for parking lots and if the building owner wanted to increase lighting to contact the Village and that the Village has lobbied for years, unsuccessfully to get the state to add a center turn lane.

ACTION PLAN

Identified for follow-up visit to discuss possible Grand Avenue project and sign code changes.

28. **Butera** – attempted to meet with store manager. Since it was the first day of a new sale, the store was busy and the manager was unable to meet with us on 5/20. Attempted to meet with store manager, not in the store on 7/20. October 13, 2010 met with store manager, Jim. He was very complimentary of the police department. Business at this location is going well. Not interested in Chamber membership. Let him know the Village is re-visiting the sign code and may allow LED signs in the future.

ACTION PLAN

Identified for follow-up visit to discuss sign code changes and Chamber membership.

29. **Las Palmas** – Met with store manager, Priscilla Alesi. She expressed concern over the Village’s lack of effort to bring businesses together. Discussed the efforts of the Village including LindenFest, the parade, involvement in the Chamber of Commerce and willingness of the Village to be open and flexible with businesses. She stated that breakfast is not performing well and that in general this location was one of the worst performing of the area stores. Expressed interest in the new LED sign. Forwarded her Linden Fest vendor application packet.

ACTION PLAN

Identified for follow-up visit to discuss LindenFest options and revisions to the Village’s sign code.

30. **RJ’s Eatery** – Spoke with store manager Chris. She expressed that a shop local campaign could help increase local exposure for all Lindenhurst businesses. She expressed a desire for a new LED sign and to be involved in Linden Fest, but in the past have been rejected since similar food types are already there. Forwarded her Linden Fest vendor application packet. Spoke to both Andy and Larry about flexibility in menu and vendors at Linden Fest. They are resistant to changing the criteria for selection of food vendors. Spoke to the owner Robin on a number of occasions regarding his desire for an LED sign. Informed him that the Village is reviewing its sign code and encouraged him to come in and go over the proposed regulations with me. He wishes to put in a multi-color LED sign. I let him know that the staff’s recommendation would be to allow one color LED signs. Encouraged him to attend the Board meeting in which these proposed regulations would be discussed.

ACTION PLAN

Identified for follow-up visit to discuss level of involvement in Lindenfest planning to encourage participation by Lindenhurst businesses (additional discussion with Village Board).

Business Visit Summary Report & Action Plan

31. **Premier Insurance Agency** – spoke to owner/agent and building owner Ken. Would like a pedestrian crossing at Granada/Grand Avenue as he was struck by a vehicle crossing this intersection.
32. **Accurate Tax** – Spoke with owner about the history of Lindenhurst/Lake Villa. Learned that she is building inspector Gary Thompson’s sister.
33. **Country Insurance** – spoke with agent Tina Carlson. No comments.
34. **Linden Plaza Resale Shop** – Owner requested if community events at the store like pet micro chipping could be placed on the Village’s website. I let her know the Village is limited to placing community events, but this seemed it could be appropriate. She asked the Chamber to consider a not-for-profit membership rate. She also inquired about possible donation items for Octoberfest.

ACTION PLAN

Identified for follow-up visit to discuss not-for-profit rate for Chamber membership.

35. **Northern Illinois Chiropractic** – The Owner inquired about a few outstanding issues associated with the Grand Avenue Watermain project. I let him know that we are in the process of developing a punch list of items that need to be completed. I told him I would make sure these items are included on the list. He is pleased with the police presence in the area, particularly at night.
36. **State Bank of the Lakes** – Spoke to Dee Dee, manager of the mortgage department. She stated that the bank is looking for ways to be active in the community and expressed interest in sponsoring the YMCA 5K race. She shared her experiences as President of the Antioch Chamber. She asked if the Village was in need of any banking services. I let her know we are re-evaluating our lockbox services and would be interested in learning about their services.
37. **House of Fadez** – stopped by location on a number of occasions, not open.
38. **State Farm** – expressed many concerns over Grand Avenue watermain project including:
 - a. Thought they would be getting a temporary sign while the permanent one is down.
 - b. For 3 days electrical lines were left exposed.
 - c. Concerned about temporary mailbox
 - d. Believe the parking lot access to Hawthorne is dangerous
 - e. Spoke to Brandon, Joe and Wes

Wes had been addressing many of these concerns. Their main concern was the parking lot access off of Hawthorne, which they had requested. They wished that the access would have been more to the north and that people were using it as a cut through. Wes re-visited issue with the business.

39. **Sweedish Café** – Manager not available.
40. **Aria Dental** – Met with their office manager. No issues. Interested in Chamber membership.

ACTION PLAN

Identified for follow-up visit to discuss possible Chamber membership.

Business Visit Summary Report & Action Plan

41. **Country Financial Services** – Manager has been at this location about a year and is happy with the location. He is a member of the Chamber and is part of the new Chamber’s welcoming board to meet new businesses and residents who move to Lindenhurst. The Village sends a new resident packet and could assist in providing names/addresses.
42. **Sindy’s Signature Salon** – Met with the store owner. No issues.
43. **Mobil** – November 10 – Met with the owner, Sam. He discussed the improvements made to the store, the expanded liquor sales, selling diesel gas and increasing marketing with the chamber.

ACTION PLAN

Identified for follow-up visit to discuss additional Chamber advertizing options.

44. **McDonald’s** – Met with the store manager. No issues.
45. **Lindenhurst Animal Hospital** – Met with the store owner. She has been pleased with the Village and Police response to their needs.
46. **Dental – Dr. Jay Wygodny (Emerald Ridge)** – looking to expand business at current location. Recently sold another practice to work solely out of this location. Interested in a spring chamber event.

ACTION PLAN

Identified for follow-up visit to discuss additional Chamber advertizing options.

47. **American Family Insurance Rob George** – Rob was in a meeting. Left card and asked him to call if he has any issues.
48. **Lindenhurst Gas** – Manager not available.
49. **Taco Bell/Pizza Hut** – Met with the store manager. No issues.

Business Visit Summary Report & Action Plan

ROUTE 45/ FALLING WATERS

50. **Walgreens** – met with store manager, Robert Silverman. Liquor sales are underway after Village approval.

ACTION PLAN

Identified for follow-up visit to discuss recent changes to the sign code.

51. **Factory Finish** – Manager spoke of possible future exterior renovations. Gave me business card to call for quotes in the future. Passed information onto public works.

ACTION PLAN

Identified for follow-up visit to discuss possible renovations/expansion.

52. **Snap Fitness** – no comments from manager. Owner was out of town and manager will pass information onto owner.

53. **Tobacco and Liquor** – no comments from manager.

54. **Lake Forest Health and Fitness Center** – Manager out of the building. Left card for call back appointment. Spoke to Jake McKelvy regarding possible modifications to signage.

ACTION PLAN

Identified for follow-up visit to discuss sign modifications.

55. **Richards Building Supply** – positive comments from their customers on changes to the building permit procedures.

56. **Dry Cleaner (Route 45)** - no comments from manager.

57. **Wayne's Pizza** – Met with manager. He said that he would pass our information onto the owner.

58. **BP – AM/PM** – Manager was not in. Asked that our information be passed along to the manager.

59. **Wendy's** - Manager was not in. Asked that our information be passed along to the manager.

60. **Jandee Family Hair Care** – Briefly met with the owner, was busy highlighting crew supervisor Dave Battaglia's hair.

61. **Kiefer Flooring** – Spoke to store owner Brian about possible identification sign on Route 45. Had no other issues to discuss.

62. **Kindercare** – spoke to Assistant Director Kelly on the phone regarding the possible installation of a business park development sign to identify each business in the Falling Water business park. She indicated that Kindercare would like to have such a sign.

Business Visit Summary Report & Action Plan

GRASS LAKE

63. **Grass Lake Grocery Store** – Owner would like to see an increased police presence. Noticed a drop in regular patrols about 1 year ago. During Linden Fest business becomes really slow. Business district events would be beneficial. Later met with owner to discuss possible changes to the Waterford Commons sign in response to a business's request.

ACTION PLAN

Identified for follow-up visit to discuss sign options.

64. **Clips N More** – Removal of temporary signs by the Village have hurt their ability to attract new customers.

ACTION PLAN

Identified for follow-up visit to discuss sign options.

65. **Rosati's Pizza** – would like location with better visibility or would like a sign consistent with the Rosati's theme. He spoke with Connie about the benefits of a Chamber membership and seemed interested.

ACTION PLAN

Identified for follow-up visit to discuss sign options.

66. **Grace Cleaners (Grass Lake)** – business is down substantially.

67. **Brainstorm** - no comments from manager.

68. **Pampered Pets** – Owner moving location to Gurnee (Grand Avenue by Dominick's) for better visibility. Business has been down, owner believes as a result of the economic conditions, a change in people's purchasing habits towards large format type retail stores and store location.

69. **A-1 Suburban Driving School** – Evening hours only.

70. **Mary Ann Baldino-Gomez Dentist** – Has 2 Com Ed meters. Tried calling Com Ed to see why there are two meters and has not heard back from them. Let her know the Village would see if we could have someone get back to her. Com Ed contacted the business and investigated meter issue.

71. **Bendall Accounting & Tax Services** – Asked about various Village issues including mosquito abatement, and chief of police search. Owner, John Bendall is a Lindenhurst resident.

72. **Hastings Lake YMCA** – Operations Director, Katie Wall was not present. Left business card and asked that they have her call me. Spoke to Katie on the phone about the YMCA 5K and other issues. Has been pleased with the police presence in the YMCA parking lot.

Business Visit Summary Report & Action Plan

73. Waterford Dance Academy

Not open.

ACTION PLAN

Set up first meeting with business since we were unable to set-up a meeting during the first rotation.

74. E-Nopi

Not open.

ACTION PLAN

Set up first meeting with business since we were unable to set-up a meeting during the first rotation.

75. Clix Photography

ACTION PLAN

Set up first meeting with business since we were unable to set-up a meeting during the first rotation.

Business Visit Summary Report & Action Plan

SAND LAKE ROAD

76. **North Shore Bank** – met with Investment Executive June Goss, who is very active in the community and with the Chamber of Commerce. Was very complementary towards the police department. She has a long history in the area and conversation focused on the community, past parades, and community events.

77. **First Midwest Bank** – Discussed options for providing HSA bank account services. The Village recently switched to First Midwest for HSA banking services.