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# Village of Lindenhurst



## **Economic Development Report 2014**

**December 8, 2014**

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## **1. New Business**

This section will provide an overview of new non-residential business activity in 2014.

## **2. Business Recruitment**

This section will provide an overview of the Village's efforts to attract and recruit new business to Lindenhurst.

## **3. Business Support**

This section will provide an overview of the Village's efforts to support local businesses.

## **4. Community Improvements**

This section will provide an overview of the Village's effort to enhance infrastructure to make sites shovel-ready and to make sites more attractive to potential businesses.

## **5. Training**

This section will provide an overview of economic development related training and in-service accomplishments.

## **6. 2014 Goals – Progress Report**

This section identifies progress made on the economic development goals established for 2014.

## **7. 2015 Goals**

This section will include a discussion of economic development goals for 2015.

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## Business Support

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This section highlights new business development that occurred in 2014.

### **Art Décor Flooring, Inc • 781 Porter Circle**

This is a home-based business specializing in wood floor installations.

### **Children of America • 40 S. US 45**

Children of America offers daycare and educational childcare. [www.childrenofamerica.com](http://www.childrenofamerica.com)

### **Chopstix Chinese Restaurant • 2140 E. Grand Ave. (New Ownership)**

Chopstix will continue to offer Chinese cuisine under new ownership. <http://chopstix-restaurant.com>

### **Dunkin' Donuts • 3200 W. Sand Lake Rd.**

In October, the Village welcomed Dunkin' Donuts at the corner of Route 45 and Sand Lake Road. The Dunkin' Donuts is located inside of the BP Gas Station building. [www.dunkindonuts.com](http://www.dunkindonuts.com)

### **Engineering for Kids • 1465 McClellan Drive**

This home-based business offers science, math, technology and engineering programming for children and young adults. <https://engineeringforkids.com>

### **LA Tan • 2048 E. Grand Ave. (New Ownership)**

LA Tan will continue to offer tanning salon services under new ownership. [www.latan.com](http://www.latan.com)

### **Linden Barber Shop • 2242 E. Grand Ave. (Change of Location)**

The Linden Barber Shop moved from Linden Plaza to a new location on Grand Avenue.

### **Rocky's Pizzeria • 1440 E. Grand Ave.**

In June, the Village welcomed Rocky's Pizzeria at the corner of Grand Avenue and Munn Road. [www.rockypizzeria.net](http://www.rockypizzeria.net)

### **Seasons Heating and Air Conditioning, Inc • 1724 E. Grand Ave.**

This is a new business specializing in HVAC services. <http://seasonsheating-ac.com>

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## **Business Support**

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This section highlights construction approvals that occurred in 2014.

### **Peace, Paws and Harmony • 616 Bridgeport**

In October, the Village Board approved a special use ordinance for Peace, Paws & Harmony, a pet grooming business, to open in Waterford Commons on Grass Lake Road. The business will open in 2015.

### **Ad Lib Geo Café & Chances • 475 S. US Route 45**

The owner of RJB Automotive is planning to open a bar adjacent to Ad Lib Geo Café, which will also move to a new location in the plaza. Construction commenced in 2014. The location previously held by Ad Lib Café will be used by the restaurant for cooking classes, demonstrations and catering.

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## **Business Support**

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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.

The Village continues to actively market the following properties:

### **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.

As in past years, the Village has contacted numerous grocery stores and made follow-up contacts regarding this location. There is a total of 20 acres available on this site. The corner 6 acre site sold in 2011 to a commercial development company. In 2012, the Village had a series of discussions with the property owner about development of a grocery store. The national grocery store chain completed an updated market analysis, with the Village providing demographic information on the site as part of their analysis. While there are not specific leads on this property, the Village continues to maintain a relationship with Metro Commercial Real Estate, the firm that represents this property.

### **Route 45/Grand Avenue (Formerly the Village Green site) (64 Acres)**

This 64 acre commercially zoned 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 this location. The Village has also worked with the broker to identify appropriate development types and determine interested developers.

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

The Village has explored possible development options 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. Additionally, the Village has assisted a specific business in 2014 that is interested in a portion of this parcel. Additional information about the retailer's plans should be available in 2015.

### **Route 45/Independence Site**

This site will provide for future economic development possibilities, including mixed-use residential/commercial development.

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## **Business Support**

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### **Grand Avenue and Mallard Ridge**

The Village has made contact with the firm representing this property, Goodfriend & Associates. The Village continues to market this piece for new development.

### **Former Carpet One Building and Charter One Building**

The Village is actively recruiting potential retail users to occupy these spaces.

### **ICSC Recruitment Contacts**

The Village attended the ICSC Retail Connection Event on August 5, 2014, and received numerous direct contacts for many popular retailers and restaurants. As a result, the Village contacted the following retailers/restaurants: Star Cinema Grill, Dollar Tree, Plum Market, 5<sup>th</sup> 3<sup>rd</sup> Bank, Advance Auto Parts, Wow Bao, MBurger, Le Pain Quotidien, ATI Physical Therapy, Hannah's Bretzel, Supercuts, AT&T, MOD Pizza, Roti Mediterranean Grill, Mooyah Burger, Peet's Coffee & Tea, Zoupi Soup Co., Smashburger and The Fresh Market.

### **Economic Development Incentive Program**

In August, the Village reviewed specifications of an Economic Development Incentive Program that establishes a framework for the Village to consider economic incentives to facilitate development and re-development within Lindenhurst. This program is designed to be a tool to assist with negotiations. The specifics for each proposed development would be approved by the Village Board through a Development Agreement or Economic Incentive Agreement. This is a tool that can be used during negotiations with potential retail opportunities.

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## **Business Support**

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

### **Outreach**

This year, the Village reached out to approximately 20 national retail, grocery and restaurant chains combined. The Village continues to pursue and follow-up on the contacts made as a result of these outreach efforts.

### **Business Visits**

The Village, in conjunction with the Lindenhurst-Lake Villa Chamber of Commerce, continued its business visit program to collect information from businesses and to discuss various Village, economic development and business-related topics. Topics discussed include questions about video gaming licenses, code enforcement and general Village information.

The following business sites were visited: First Midwest Bank, North Shore Trust and Savings, BP, Wendy's, RJB Automotive, Liquor Store (Route 45), Ad Lib Café, Jandee's, Nail Salon (Route 45), Snap Fitness, Convenience Store at Waterford Commons, TBA Variety, Clips N More, Advanced Chiropractic & Acupuncture Center, Dentist – Dr. Baldino, Bendall Accounting, Brainstorm, 7-11, ChopStix, Subway, Family Video, Allendale Resale, AHA Resale, Grande Jake's, Nino's, Aristocrat Shoe Repair, Carpet One, Natural Care Chiropractor, Navy Recruitment, Steps, LA Tan, Cleaners.

### **Chamber of Commerce**

The Village is actively involved with the Lindenhurst-Lake Villa Chamber that promotes business activity. The Village and the Chamber completed a business support services agreement in June for the provision of certain business support services. As such, the Chamber is providing the following:

- Implement and maintain a Shop Local Program/Campaign, including maintaining a Shop Local website, updating business specials, and periodically develop and distribute Shop Local related materials (window signs, stickers, magnets, bags, etc.)
- Develop and distribute a quarterly (or other agreed upon frequency) Chamber/Local Business newsletter.
- Develop and distribute a quarterly (or other agreed upon frequency) Shop Local Program advertisement/mailer.
- With the Village, conduct periodic business visits.
- Continue the customer attraction new resident program, including any Village information and other local business materials.

In November, the Village began working with the Chamber to form a Committee that will evaluate the Chamber's services and events. The Committee plans to survey the Chamber membership about what services or events the business community would like to receive from the Chamber.

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## **Business Support**

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### **Business Recognition Program**

The Village created a business recognition program as a way of recognizing major milestones and showing appreciation for businesses that are new to Lindenhurst as well as businesses that have been successful over the year. The program includes the following:

- Welcome letter and Chamber ribbon cutting ceremony
- Letter from the Village celebrating five year anniversaries
- Highlight in the Village newsletter celebrating five year anniversaries
- Website newsflash celebrating five year anniversaries
- Proclamation by Village Board celebrating 10 year anniversaries

### **Website**

This year, the Village completed a website redesign. As part of the process, the Village updated a list of available properties and buildings with zoning, property/building size, and location information. The Village website includes business resource information related to small business development, major employers and demographics. A Business Development Process page was created that includes a summary of how the development process works in Lindenhurst.

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.

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## **2015 Economic Development Goals**

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The Village of Lindenhurst proactively 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.

### **Southeast Regional Utility Extension**

As the Village continues to thoroughly explore all economic development opportunities, the Village has taken the approach of making vacant properties attractive and shovel-ready. In November, the Village approved an engineering services task order to proceed with the extension of water and sanitary sewer utilities to the southeast regional planning area.

For several years, the Village has contemplated the extension of water and sanitary sewer service to the southeast regional planning area (Route 45 and Route 132 corridors) in order to facilitate future development. In 2013, the Village commissioned the Southeast Regional Wastewater Conveyance Study, completed by Strand Associates, to evaluate options for extending water and sewer utilities to the southern areas of the Village.

Based upon the information contained in the Study, and ongoing interest and discussions related to potential development in the area, it is the appropriate time for the Village to move forward with the next phase of the project.

### **Wastewater Treatment Facility Improvements**

The Village and Lindenhurst Sanitary District are in the process of completing improvements to the wastewater treatment facility to ensure sufficient capacity is available for current and future developments. This project is near completion.

### **Lake Michigan Water**

In April, the Central Lake County Joint Action Water Agency (CLCJAWA) Board of Directors approved the final route study for the Lake Michigan Water Project. The route was selected in order to maximize constructability and minimize utility conflicts. This route also allows the pipelines to be readily available for future maintenance and repairs.

The Preliminary Engineering Report design phase of the pipeline extension also commenced in 2014. This phase includes surveying, geotechnical analysis, development of design criteria, hydraulic and surge analysis, environmental and wetland analysis, and a final route refinement. This is expected to be completed in January of 2015. Thereafter, the final engineering drawings will be completed, and the bidding process for the transmission main, which will bring Lake Michigan water to Lindenhurst, will begin mid to late 2015. Additionally, CLCJAWA continues to move forward with the loan application process for low-interest loan funding through the Illinois Environmental Protection Agency (IEPA).

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## **2015 Economic Development Goals**

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As part of the process to bring a long-term, sustainable water source to our community through Lake Michigan water, several internal Village improvements need to be made within our existing municipal water system. The Village secured three utility easements where we intend to install new water main. One utility easement remains.

While original plans called for potential construction of internal improvements to begin in Summer of 2014, due to the length of the IEPA low-interest loan funding process and easement acquisitions, construction will commence in Spring of 2015. Additionally, conducting the bidding process in January will result in more cost-effective responses as opposed to bidding during the peak of the current construction season. Project completion and the delivery of Lake Michigan water is still planned for June of 2017.

### **Grand Avenue Improvements**

The Village is currently participating in the process undertaken by the Illinois Department of Transportation (IDOT), 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 completed a Grand Avenue corridor streetscape plan that includes lighting, enhancements and pedestrian improvements that could be completed in conjunction with this project.

### **Beck Road Reconstruction**

Working with IDOT, the Lake County DOT, and engineering consultants Gewalt Hamilton, the Village is has been awarded grant funding to reconstruct Beck Road from Sand Lake Road to Grass Lake Road.

### **Priority One Pathway Improvements**

This year the Village completed a key bike path linkage within the Priority One Pathway that was fully funded by a state of Illinois grant. This pathway, which is outlined in the Lindenhurst Community Pedestrian & Bicycle Comprehensive Plan, was identified by Lindenhurst residents as a priority pathway improvement.

When fully complete, the Priority One Pathway will connect the Lake Villa Library on Grand Avenue to the Lindenhurst Park District Facility on Grass Lake Road. This path will create a safe passage for those who wish to traverse between the two locations. The work completed this year involved the key linkage between the Hastings Lake Forest Preserve and Grand Avenue through the Mallard Ridge area. The Village approved a contract in September with Chicagoland Paving for this work.

Also, the Illinois Department of Transportation (IDOT) commenced Phase I engineering for roadway improvements on Grand Avenue between Deep Lake Road and Munn Road, which will include a bike path along Grand Avenue.

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## 2015 Economic Development Goals

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

- Continue to market key properties: Sand Lake Road/Route 45 property, and Routes 132 and 45, Route 132 and Deep Lake Road.
- Work with the brokers and private property owners of the key commercial parcels in the southeast area to identify and pursue interested investors.
- Pursue large retailers/grocery stores for intersection of Routes 132 and 45.
- *Completed in 2014 and efforts are ongoing*

### Continue with the Village's business support program

- In conjunction with the Chamber of Commerce, continue the business visit program.
- Continue to support local businesses through involvement with the Chamber of Commerce and the Shop Local Program.
- Implement the Village/Chamber support services agreement.
- *Completed in 2014 and efforts are ongoing*

### Coordinate with IDOT to implement the streetscape plan for Grand Avenue

- Create a timeline for streetscaping implementation, including a finalized budget. Coordinate with IDOT and utility companies as necessary.
- Create a financing plan as part of the Village's capital improvement plan (CIP).
- *Completed in 2014 and efforts are ongoing*

### Update the Village's website

- Complete the update to the Village's website and include any enhancements to the economic development web pages.
- *Completed in 2014 and efforts are ongoing*

### Update and enhance the Village's Zoning Code

- The Village's attorney is in the process of reviewing and updating the current Zoning Code. 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.
- *Efforts are ongoing and will continue in 2015*

### Pursue Village staff training opportunities

- Working with our professional associations (ICMA, ILCMA, ICSC) to select applicable economic development training opportunities.
  - *Completed in 2014 and efforts are ongoing*
    - May 15: Lake County Municipal League – Trends & Opportunities in Economic Development*
    - August 5: ICSC Retail Connection event*
    - November 20: Business & Economic Outlook 2015 with Lake County Partners*
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## 2015 Economic Development Goals

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- d. December 3: ICMA Webinar – Economic Development: How to Develop Your Retail Recruitment Roadmap*
- e. December 16: ILCMA Webinar – Planning Your Downtown Retail Strategy: How IL and WI Communities are Growing and Developing their Downtowns*

### **Create an economic development marketing brochure**

- Create a professional and updated marketing brochure/folder that can be readily available for staff members to distribute at conferences to potential developers and retailers.
- *Spring 2015 – Budget Consideration*

### **Create an economic development plan**

- Create a 5-year plan for economic growth in Lindenhurst, as well as expanding the Village's revenue base.
  - Focus on strategies for retail retention and expansion.
  - *To be completed in March 2015*
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## **2015 Economic Development Goals**

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### **Coordinate the Extension of Utilities to the Southeast Regional Planning Area**

- In 2015, the Village will coordinate the engineering design and construction efforts to complete the extension of water and sanitary sewer utilities to the southeast regional planning area to make additional development sites shovel-ready.

### **Update and enhance the Village's Zoning Code**

- The Village's attorney is in the process of reviewing and updating the current Zoning Code. 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.

### **Create an economic development marketing brochure**

- Create a professional and updated marketing brochure/folder that can be readily available for staff members to distribute at conferences to potential developers and retailers.

### **Create an economic development plan**

- Create a 5-year plan for economic growth in Lindenhurst, as well as expanding the Village's revenue base.
- Focus on strategies for retail retention and expansion.

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

- Continue to market key properties: Sand Lake Road/Route 45 property, and Routes 132 and 45, Route 132 and Deep Lake Road.
- Work with the brokers and private property owners of the key commercial parcels in the southeast area to identify and pursue interested investors.
- Pursue large retailers/grocery stores for intersection of Routes 132 and 45.
- Focused development planning efforts on the southeast regional planning area.

### **Continue with the Village's business support program**

- In conjunction with the Chamber of Commerce, continue the business visit program.
- Continue to support local businesses through involvement with the Chamber of Commerce and the Shop Local Program.
- Implement the various aspects of the Village/Chamber support services agreement.

### **Pursue Village staff training opportunities**

- Working with our professional associations (ICMA, ILCMA, ICSC) to select applicable economic development training opportunities.

### **Grand Avenue Streetscape Project**

- Continue to work with IDOT and finalize selection of streetscaping elements.
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## 2015 Economic Development Goals

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- Create a financing plan as part of the Village's capital improvement plan (CIP).

### **Other future considerations:**

- Business assistance programs, such as façade rehabilitation or outdoor dining.
  - Consider an update to the Village's Comprehensive Plan
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For more information about the Village of Lindenhurst, including business and retail opportunities, please use this QR code to visit the Village's website.



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