

# BUSINESS SERVICES



## ELK GROVE VILLAGE

### Community Revitalization Master Plan

EXISTING CONDITIONS - 11.1.2023



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# ELK GROVE VILLAGE

## Community Revitalization Master Plan

# BUSINESS SERVICES



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ENVISION  
ELK GROVE

## INTRODUCTION

**Village of Elk Grove Business Services** include programs, policies and activities that seek to stimulate business activity, attract investment, improve the economic well-being, standard of living and quality of life for its residents..





# CHAPTER 1 EXISTING CONDITIONS

## BUSINESS SERVICES PROGRAMS

The Consultant Team has preliminarily reviewed the business retention and recruitment programs and incentives to establish a base of existing conditions and assess strengths and opportunities for improvement.

### Business Retention Activities

**Assessment:** Existing business outreach and retention actions have been very effective as evidenced by the Village's low industrial vacancy rate, award-winning Business Park, and continued economic success. There have been many changes in the economy over the past decade, and to continue the Village's success, a review of the following multi-faceted activities is necessary to ensure they continue to provide value and meet the needs of the Village's citizens and business community.



#### VILLAGE BUSINESS AMBASSADOR PROGRAM

Under the program, appointments are made by Elk Grove Village (Elk Grove Village or Village) staff and elected officials for site visits with select local businesses. The Village advertises the program to the business community and invites them to participate. Interested companies respond and receive a site visit from the Business Ambassador Team, which includes an opportunity to talk about any challenges or concerns they may have. Highlights of these visits are shared on the Village's communications channels to spotlight their business. Village staff also conducts direct outreach to set up visits. The goal of

the program is to foster collaboration, connect businesses to resources, and build stronger relationships.

**Strengths:** The Business Ambassador Program is a popular program that serves to create new and enhance current public/private relationships. Companies are pleased to host these meetings and proud to share their stories. The Program expands upon the Village relationships with the thousands of Business Park businesses. Another benefit of the Program is that it creates an opportunity for businesses to get some publicity within the community.



**IN 2023, THE  
TECHNOLOGY  
EXPO HAD OVER  
50 EXHIBITORS  
AND APPROX-  
IMATELY 200  
ATTENDEES**

**Opportunities for Improvement:** Efforts could be made to formalize and maintain comprehensive records of the prospect tracking and business outreach participants; when the meetings took place; and most importantly, what was learned. During interviews with Village Staff, the only record available was a log of businesses previously visited. While staff has been able to use information gathered from visits informally, more complete, and formalized data tracking could provide better ability to identify common themes and areas of focus over time.

There should be consideration to implement an improved methodology for selecting the businesses to visit. For example, several categories of businesses throughout the Business Park can be classified by business sector or business type and visits could be arranged in such a manner to reach at least one business in each sector per year. Companies in like categories may have similar business, economic, or logistical concerns as others in the industry. This knowledge could give staff better insight as to what may be happening throughout the Business Park.

## **MANUFACTURING AND TECHNOLOGY EXPO**

The "Made in Elk Grove Village Manufacturing & Technology Expo" (Expo) was an annual event, which was established in 2013 to assist businesses during a difficult economy recovering from a recent recession. Village manufacturers were offered the opportunity to set up booths at no cost and have an opportunity to connect with and showcase their businesses to Original Equipment Manufacturers (OEMs) to help build new relationships and generate leads. The Village conducted significant outreach to OEMs to invite and encourage their attendance by leveraging the Village's reputation as the second-highest concentration of manufacturers in the State of Illinois. Additionally, the event served as an opportunity for companies to network with other manufacturers in the Village.



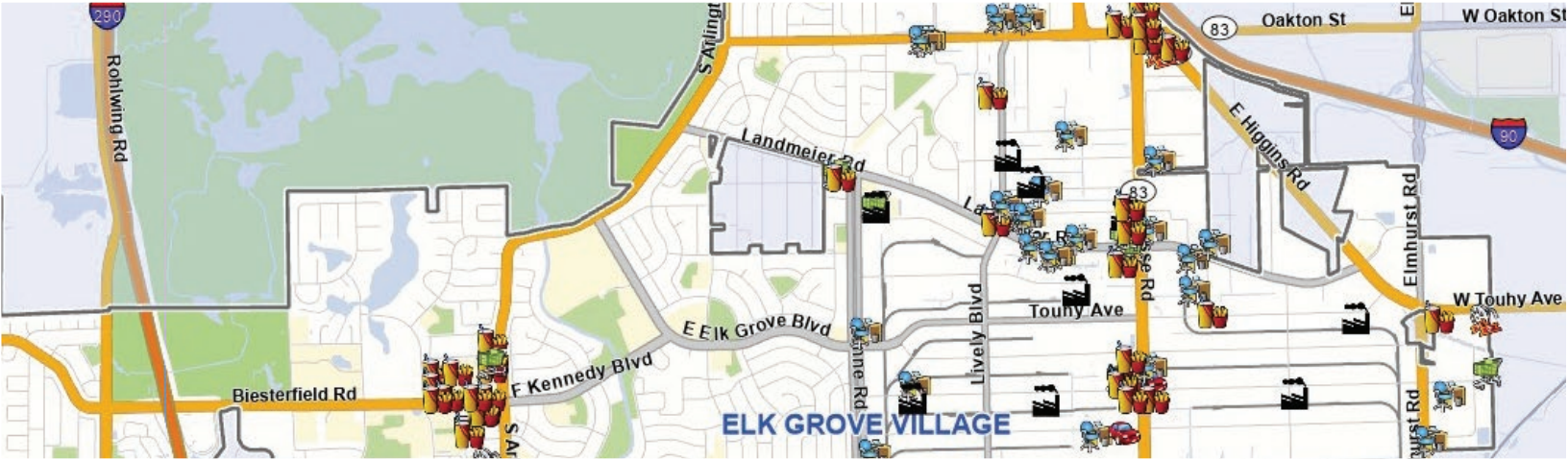


As the kick-off event for the Expo, the Village hosted a complementary exclusive luncheon for exhibitors and invited guests featuring the announcement and presentation of three Business Excellence Awards in categories of **Community Support**, **Innovation** and **Sustainability**. The event also featured a prominent keynote speaker.

**Strengths:** The Expo provided Village manufacturers an opportunity to connect with purchasing agents and a forum to showcase their products. The Expo exhibitor luncheon served as both a networking opportunity for exhibitors, and as a way to recognize Village manufacturers for their achievements. These awards provided further positive promotion to the Village and the Business Park.

**Opportunities for Improvement:** Expo attendance dropped off substantially in the last two years after the break during the COVID year. This occurred at the same time as the overall Business Park companies were recovering from the previous economic downturn which may have decreased the need, or staff availability, to generate more leads or for networking. Subsequently, the Village has decided not to continue the event in 2023. The Village may wish to consider a separate awards event in the future to honor companies in the Business Park for their outstanding achievements both within the Business Park and throughout the community.





## SHOPELK GROVE WEBSITE

Shop.ElkGrove.org is a site designed to connect consumers to Elk Grove Village businesses. It includes a business directory and features an interactive map that lists the company websites, hours of operation with an icon identifying the type of business. It contains a featured business section providing a deeper insight into select companies with interesting questions and answers of a more personal nature.

**Strengths:** The search function of the online business directory allows the public to find businesses based on certain classifications and view a company profile and location.

**Opportunities for Improvement:** The Consultant Team has seen similar websites operated by local chambers of commerce designed to highlight and promote their members, however their value proposition is unclear. With the advent of the internet and search options on cell phones these sites have limited utility due to lack of viewership and the operational cost it takes to keep this type of business information current. The Shop Elk Grove website currently receives approximately 100 visits per month.

As the primary purpose of such sites is to help provide visibility for local businesses, perhaps more effective alternatives might be explored with the local Chamber of Commerce, the local Small Business Development Centers, and Community College to offer opportunities to

assist retail businesses with their web Elk Grove Village presence.

## ELK GROVE VILLAGE BIZHUB WEBSITE

Elk Grove Village Bizhub is the Village's primary business website. The website is featured in the Village's business communications and outreach and is also accessible through the Business section on the Village's main website, elkgrove.org. The Bizhub homepage displays initial promotional material and allows the user to head to a number of subdirectories including: A Village business directory; Block Party (which provides a wealth of business and government happenings stories); Podcast (which is a link to several podcasts relating to Business Park business happenings and stories of business interests); Business Resource Guide (which provides a menu of government programs); Mission (that explains the Village's credo of being "Business Friendly"); and Media and Contact information tab.

**Strengths:** The Bizhub link starts out with some marketing pizzazz and goes on to provide a comprehensive package from "soup to nuts" on Elk Grove Village businesses, business stories, business videos, business resources, business mission and contacts to provide the user a comprehensive business look into the Village.

**Opportunities for Improvement:** There is so much information on the Bizhub site that it is a bit overwhelming. It appears to be attempting to be all things to all people we believe that it is simply





too much information to keep the user engaged. Additionally, a review of how the information is organized may help users find what they're looking for.

The Consultant Team's thoughts and comments on two of the main sub directories are as follows:

- **BUSINESS DIRECTORY** – Elk Grove Village's businesses can register their businesses on this site with a thumbnail sketch of their company, business category, site location and contact information.

**Strengths:** The concept of this directory is to allow business searches by category which could be a useful tool in locating like businesses and creating synergies within the Village.

**Opportunities for Improvement:** There are two major challenges regarding the utility of this business directory.

The first challenge is that for a directory to be useful, it needs to be accurate and up to date. Maintaining the accuracy of a business directory for a community with over 5,600 businesses is very time-intensive and represents a significant cost. Similar directory services that offer business information on a subscription basis verify the accuracy of their information on a quarterly basis using dedicated staff. This type of effort is not possible for Village staff to complete and would be costly for the Village to contract out. While the web-

site offers businesses the ability to submit updates, such updates are rarely received.

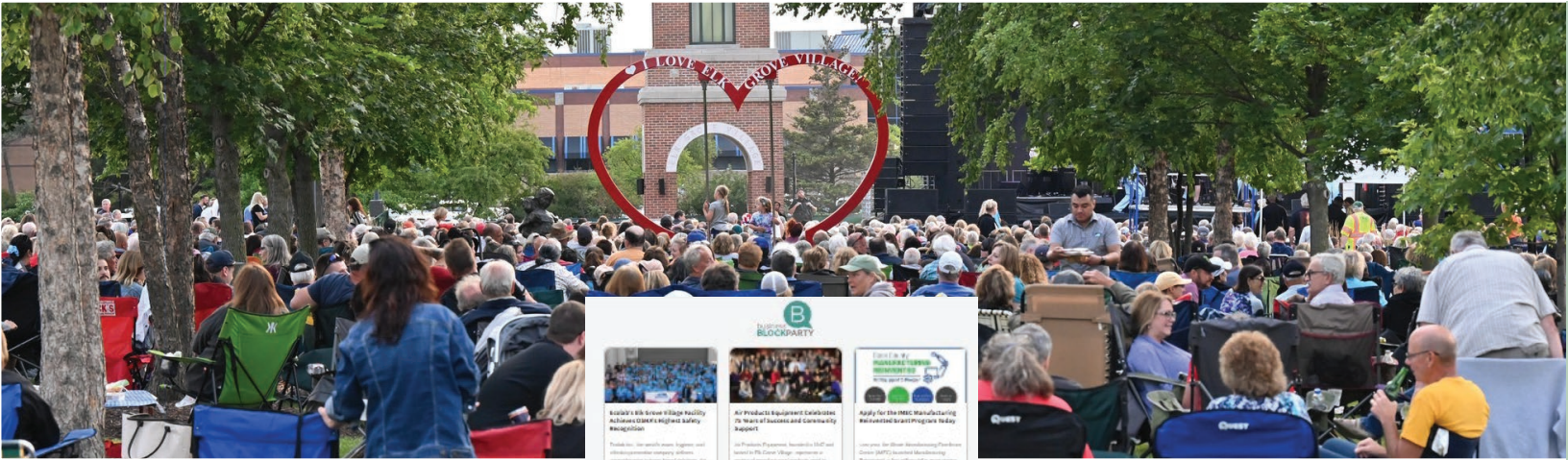
The second challenge is that while businesses may be very interested in proximity of other companies, they are not likely to be concerned with whether a potential customer or supplier is located within the Village's municipal boundaries. As such, other resources for locating businesses, such as trade organizations, online searches, etc., are likely to provide more utility, which limits interest in this resource from the Village. In the past three months, the Business Directory received just 160 visits. The Consultant Team recommends considering whether there is value in continuing this feature.

- **BUSINESS RESOURCE GUIDE** – This is a menu of potential programs to assist businesses.

**Strengths:** It provides the basic menu of programs businesses may be looking for to assist with their projects.

**Opportunities for Improvement:** This menu and guide need to be redesigned to be more friendly for the user. It needs to provide links to the full description of the programs and information about eligibility and how to apply for each program.

The other subdirectories have multi-faceted components, well beyond this web site, and will be discussed in greater detail later in the Consultant Team's analysis.

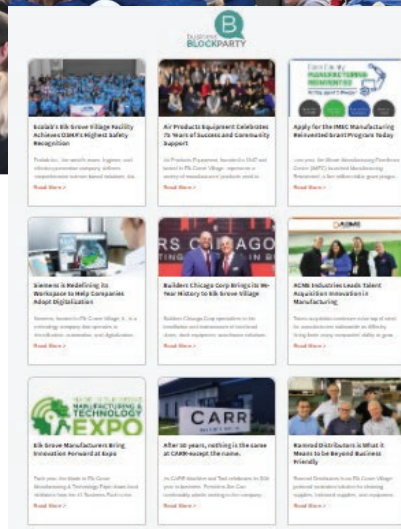


## BUSINESS BLOCK PARTY

This effort showcases articles on companies that are interested in sharing important activities or accomplishments via a variety of methods. The articles also cover business issues and opportunities relevant to the community and important Elk Grove Village announcements and updates. The Business Block Party is a tab on the Bizhub website. Additionally, the Village sends these articles as a monthly e-newsletter to a contact list of over two thousand.

This monthly Block Party e-newsletter is well done; the analytics indicate that 25% of the emails are opened monthly by recipients. The Village is in the process of consolidating other business e-mail contact lists to expand the audience to over 24,000 and expects to see some fluctuations in the open rate and level of subscriptions as recipients determine if the content is relevant to them.

**Strengths:** Elk Grove Village has been strategic in capturing email addresses through various business program and event registrations, as well as capturing email contacts from new businesses to ensure a large base of contacts connected to the Business Park. Business Block Party serves a dual purpose of providing ongoing



engagement for those already connected to Elk Grove Village and providing fresh content for the Elk Grove Village Bizhub website. On the website, the tri-column format is easy to navigate and visually pleasing.

**Opportunities for Improvement:** With over 100 articles, there is too much content on the Bizhub website Block Party tab for the viewer to absorb. The Village may consider limiting the content to more recent postings, perhaps within the last six to twelve months. Additionally, there should be an easier more obvious way for visitors to sign up for the Block Party e-newsletter on the Bizhub web site, including on the Block Party tab..

The intended audience of the Business Block Party is not well defined, and it is difficult to know what content will provide the most value to the recipients. Tracking the newsletter's "open rates" across different featured topics may help provide useful feedback on what content is most engaging.

While Elk Grove Village has a large contact list, it is not being fully utilized as a targeting mechanism to enhance marketing efforts. The Village is currently working to better identify and categorize contacts into defined groups that may allow for more targeted email outreach in the future.





## BUSINESS MATTERS NEWSLETTER

"Business Matters" is a print newsletter that is mailed every other month to approximately 3,000 business addresses in Elk Grove Village. The newsletter features information important to businesses, such as planned infrastructure improvements, information on Village resources, news on local businesses, and on upcoming developments. The Village's residential print newsletter is also attached to the back of the mailing, so that businesses can also see residential related information that is important to the community.

**Strengths:** Mailing a print publication offers a reliable way for Elk Grove Village to communicate with the many businesses who move in and out of the Business Park on a regular basis by delivering news to their doorstep. As "Business Matters" is also provided at the back of the residential print newsletter, it provides an opportunity to highlight businesses to the community.

**Opportunities for Improvement:** Print publications typically do not allow for two-way engagement between the Village and the reader. When planning future content, the Village may consider enhancing social media (they currently use primarily LinkedIn and Twitter for business communications) or the Block Party podcast e-newsletter to distribute important business news.

- Total Listens: 16,494
  - 75% decrease from 2022 to 2023 due to no new episodes
- Top listening cities:
  - Elk Grove Village
  - Chicago
  - Mountain View



Table 101 :  
STRICTLY  
BUSINESS  
PODCAST  
VIEWERSHIP

## "STRICTLY BUSINESS" PODCAST

In 2016, the former Village Director of Business and Development began hosting a podcast featuring local businesses and topics of potential interest to connect and showcase the Village's diverse business community. It is also accessed through a tab on the Bizhub website.

**Strengths:** It is an innovative effort to allow listeners to better understand the diversity of companies in the largest business park in North America, and to provide visibility to those businesses featured. Additionally, it has served to provide topics of interest to the Elk Grove Village business community.

**Opportunities for Improvement:** Under the leadership of the new Director of Business and Development Elk Grove Village will have to decide if these podcasts produced the results they were seeking. The Consultant Team obtained viewership numbers since the program's inception (shown above), and they were not overwhelming. In fairness to the production, no new episodes have been produced since 2022 and therefore the number of listeners has naturally dropped off. The Village may wish to consider new and innovative promotional efforts for the podcasts to draw more listeners.





## BEYOND BUSINESS FRIENDLY ORGANIZATIONAL CULTURE

The Village's "Beyond Business Friendly" mission originated over a decade ago in response to feedback from the business community about their frustrations with Village services. The Village took this feedback seriously and went to great lengths to institutionalize the "Four P's" of customer service: Partnership, Professionalism, Proactive Problem Solving, and Politeness. Since the creation of the Beyond Business Friendly approach, the Village has created an organizational culture that makes a proactive customer service mindset a central operating principle for all Village staff. The importance of the Village's businesses to the success of the community is emphasized beginning with the employee on-boarding process.



Economic development is considered part of every role in the Village, and the need to act as a good partner with the business community is a guiding principle for problem-solving, and decision-making. This organizational culture is firmly established at the Village and consistently reinforced by leadership. Some of the core ways in which staff operate have been created as part of the Beyond Business Friendly focus. Some examples of this include a consistent and effective permitting process that offers a standard 10 business day turn-around for all permit reviews, as well as proactive assistance to minimize operating disruptions due to incidents such as storm damage, water main breaks, fires, etc.



**Strengths:** The commitment to Beyond Business Friendly customer service sets the Village apart from other communities and gives the Village a competitive advantage. "Beyond Business Friendly" has been ingrained in the Village's reputation of going above and beyond as an approach to address business operational issues and identifying challenges faced by the business community.

The Village receives consistent positive feedback from businesses who are pleased to find that the Village believes strongly in partnership and backs that up by working quickly to help businesses meet important deadlines and proactively setting up meetings to talk through potential issues. Village staff reported that companies working on a development project often come in for a first meeting expressing concerns about the review process slowing them down but end up finding that Village staff often moves more quickly than the company's consultants and design teams.

**Opportunities for Improvement:** The Beyond Business Friendly approach provides value to the business community and has helped the Village create a strong reputation for being a good place to do business. It is important to remember that organizational culture takes consistent reinforcement. As operational and technological capabilities evolve, the Village should continue to re-evaluate opportunities to improve efficiency and convenience of services. One small opportunity to enhance the Village's business friendly reputation is by incorporating the Beyond Business Friendly mission into the Elk Grove Village Bizhub website, by changing the "Mission" tab to "Beyond Business Friendly Mission."





**BUSINESS FACILITATION & OUTREACH**– The Village conducts numerous direct outreach initiatives outside of the Business Ambassador Program which are designed to focus on current business challenges, provide networking opportunities, and strengthen the Village's relationship with its business community. These efforts have varied throughout the years, based on needs and opportunities.

The Village regularly hosts one-day Business Police and Fire Academies to explain Village services, educate businesses about fire and crime prevention tips they can apply to their properties and operations.

Other recent efforts include networking events targeting industrial brokers, leadership sessions creating a leadership group with CEOs, and a cohort of Human Relations managers interesting in helping each other learn about solutions and problem solve similar issues.

**Strengths:** Proactive outreach to businesses provides another avenue for creating and enhancing public/private relationships. Listening to businesses and using Elk Grove Village resources to help address common problems them demonstrates a strong commitment to partnerships and networking opportunities can enhance relationships between companies.

**Opportunities for Improvement:** Many of these efforts have sprung from conversations with and suggestions from businesses in the field. Not every effort is successful, but continued trial and error can help surface programs and resources that will help Elk Grove Village continue to be a leader in supporting local businesses.



**WORKFORCE DEVELOPMENT:** Workforce initiatives have been a component of the Village's business retention efforts for many years. Over the past five years, Elk Grove Village has provided \$500,000 in the form of workforce development grants to the District 214 Education Foundation for continued modernization of the Elk Grove Village High School's advanced manufacturing lab to make manufacturing careers more accessible for students. These funds assist in the continued modernization of Elk Grove High School's manufacturing curriculum which introduces students to rewarding and challenging career opportunities within the manufacturing sector. This initiative has jumpstarted efforts to modernize the advanced manufacturing laboratory. The purchase of high tech manufacturing equipment such as lathes and mills allow students to obtain specialized skills in working with metal, wood, and other materials.

In addition to giving students opportunities to become proficient in the use of modern manufacturing equipment, the grant supports the school's "manufacturing career pathway," a broader effort to expose students to careers in production. The grant is a tangible illustration that the Village is backing up their commitment to provide Elk Grove students with practical, career-based learning opportunities while also providing the manufacturers who call Elk Grove Village home with a with a deep pool of talented workers who are ready to begin careers in the manufacturing sector.

The Village is also a founding member of the Greater Chicago Advanced Manufacturing Partnership (GCAMP), which was created with the goal of communities working with manufacturing executives to address their workforce needs in the region. The partnership vision is





for manufacturers, associations, educational institutions and government economic development departments to collaborate in building a manufacturing workforce which would benefit everyone.

In 2021, the Village hosted a series of jobs fairs in response to widespread feedback from Elk Grove businesses about their challenges with hiring and the shortage of workers. The Village stepped up to assist by creating a convenient opportunity for Elk Grove businesses to connect with jobseekers. The Village heavily advertised these events throughout the region to draw jobseekers and offered a complimentary lunch to encourage attendance. All Elk Grove businesses were invited to host a booth at these events at no cost.

**Strengths:** The Village's workforce development efforts have been admirable in both furthering the cause of assisting businesses at a time when they really needed quality workers. They also offered considerable opportunities for the young people to remain in the Village and thrive for the next generation.

**Opportunities for Improvement:** Recruiting is one of the largest challenges faced by the manufacturing sector today. With a rapidly aging workforce and a growing demand for skilled workers, there are immense difficulties in finding and retaining talent. These challenges are likely to continue for some time. This may be an area where Elk Grove Village can provide valuable assistance. It will be important to determine what programs are best suited to address these challenges and where partnerships may help achieve the best results. The Consultant Team recommends further research on possible matching resources with the State of Illinois or possible foundation partnering to stretch public dollars and extend the reach of the Village's valuable efforts.



## Business Attraction Activities

**Assessment.** The Village has a wide variety of business attraction tools intended to bring positive continuous branding for the community and the Business Park. These include everything from the current sponsorship of a NASCAR race team to involvement with five distinct websites.

### WEBSITES

The Village has multiple web identities that relate to business services and economic development. Elk Grove Village Bizhub is the Village's primary business website, with a target audience of both current and prospective businesses. The Bizhub site includes links to other web presences, including [shop.elkgrove.org](http://shop.elkgrove.org), [makerswanted.org](http://makerswanted.org), [elkgrovesites.com](http://elkgrovesites.com), and [madeinelkgroveexpo.com](http://madeinelkgroveexpo.com). The Village's primary website, [elkgrove.org](http://elkgrove.org), also has a "Business" tab intended to provide connection to Bizhub and the Village's other supporting economic development websites.

The **Shop Elk Grove** and **Elk Grove Village Biz Hub** sites were discussed in depth in Sections A3 and A4 of this document respectively.

The **Madeinelkgroveexpo.com** is a site that was created to host information about the Village's Made in Elk Grove Manufacturing and Technology Expo (discussed in Section A2 of this document). Since the Village has discontinued the Expo, the website currently shares a message about this decision.

The **Makerswanted.org** website is intended to serve as both a landing page for the Village's "Makers Wanted" marketing efforts and a tool to attract businesses, providing a collection of resources useful to prospective businesses.



The **Elkgrovesites.com** website serves primarily as a guide to currently available properties for sale or lease in Elk Grove Village. It also provides additional functionality regarding data visualization with various layers available related to nearby infrastructure, demographics, labor, and consumer expenditures. For the past few years, there have been an average of 90-120 searches per month by users on [elkgrovesites.org](http://elkgrovesites.org). The site also includes business testimonials and general marketing materials directed at prospective businesses.

**Strengths:** The Village and the Business Park have a significant web presence, which helps to create and maintain a positive image for the Village and the Business Park on many levels. There is much good information and many engaging visuals about what makes Elk Grove Village a great place for business.

**Opportunities for Improvement:** Having so many websites could make it difficult for new or current business prospects to uncover the information they are seeking in short order. Each website should be well coordinated and seamless with the others. The web navigation could use some improvement to optimize and increase navigation speed. Most of the sites are considered slow by current web design standards.

Additionally, when the websites are sharing overlapping information, it should be more consistently presented. For example, the websites could have links to a common business assistance program menu, which would assist in identifying categories of assistance and program details that would better fit visitors' needs.

The Made in Elk Grove Expo website currently displays a message explaining the decision to discontinue the event. This should be maintained at least through October, when the event has been held in past years. After that, the Village should consider whether



to redirect to another active web presence, perhaps to a landing page that still shares some of the history of the event.

The Elk Grove Sites website be discussed in greater detail in Section B5.

### BUSINESS WELCOME PACKET

For new businesses considering locations in Elk Grove Village, staff provides an informational folder with several brochures that include the *"New Business Workbook,"* and *"Beyond Business Friendly Welcome Brochure"* in a professionally printed folder.

**Strengths:** The "New Business Workbook" is used as a resource for communications with prospective businesses and is also available on the [elkgrove.org](http://elkgrove.org) website. The eight (8) page booklet is professional, welcoming, easy to follow and provides a roadmap for a business to come to Elk Grove Village. It provides five (5) simple steps to choose a site, licensing, permitting, and zoning, inspections and setting up utilities.

Each step has links to other information resources, contact telephone numbers, and space to take notes. The booklet is easy and helpful. The site links to other valuable resource sites and information like [Elk Grove Villagebizhub.com](http://ElkGroveVillagebizhub.com) and [ElkGroveSites.com](http://ElkGroveSites.com) that could potentially serve as an additional resource for further information.

**Opportunities for Improvement:** The Village may consider designing select Program Overview pages. These informative summaries can have the same or similar professional layout design in pdf, be easy to update and inexpensive. The Program Overviews can be attached to and provided along with the professional



brochures in electronic format. If a hard copy was needed, it could be color laser printed with a desk top color laser printer on high gloss paper. The Program Overviews would provide more detail on business resources that can include low interest loan programs, income tax credit programs and property tax abatement programs and provide descriptive summaries on how they work, what it takes to qualify, what benefit it provides and how to apply.

## PROGRAM INFORMATION ON MULTIPLE BRANDING INITIATIVES

**Assessment:** Elk Grove Village has multiple branding or "call-signs" such as Makers Wanted or Beyond Business Friendly. Elk Grove Village has been successful in portraying a business-friendly core value by utilizing these supporting brands.

- **MAKERS WANTED BRANDING** – The Makers Wanted branding initiative creates a clear fresh message that encourages businesses to move to Elk Grove Village. It emphasizes the strategic business advantages of locating in the Village, as well as the Village's awards, and success stories.
- **BEYOND BUSINESS FRIENDLY BRANDING** – Beyond Business Friendly is a cultural message for the Village as an organization that is also used to promote the business-friendly environment in Elk Grove Village. The Village has incorporated significant training and emphasis toward the goal of ensuring that every Village employee realizes that they are an ambassador for business retention and recruitment.

## **PROACTIVE ZONING CODE UPDATES**

Zoning is one of the first things businesses need to consider as they evaluate potential sites, as it controls whether a specific use is permitted, as well as any development restrictions such as the building height, parking requirements, setbacks, etc. Requesting relief from zoning requirements often requires additional steps such as public hearings that can cause time delays and uncertainties. This has the potential to create a barrier to entry for certain modern projects and even certain communities.

Village staff noticed interest from businesses that had prospective uses that were either not currently allowed or required regulatory site variations to operate. Village staff believed the prospective uses were desirable and proactively helped companies through the then zoning process as efficiently as possible. Sometimes this involved adding new permitted uses, like microbreweries, and in some cases approval for an individual site variation.

Village staff recognized that some of the existing zoning requirements appeared outdated and may be preventing desirable and compatible businesses from considering the Village. The Village took direct and proactive steps to address this issue, by conducting a complete page by page review of its Zoning Code to identify regulations that are not serving their intended purpose. They worked with an outside consultant to incorporate a best practices model to make the Zoning Code format more user-friendly. The Village planning to conduct public hearings on the new draft Zoning Code in the fall of 2023.



Completely replacing a Zoning Code is not a quick process, and when needed, the Village has made several intermediary updates to discrete sections of the Zoning Code to continue being responsive to current business needs. The biggest example of this was the creation of the Innovation and Technology Center (ITC) Zoning District, to replace the former Office Park (O-P) Zoning District covering Northwest Point. Demand for space in the suburban office market had been declining even prior to COVID-19 and left several sites in Northwest Point undeveloped. The two newest additions to Northwest Point were CNC machine showrooms, which served both as corporate headquarters and warehousing, required a complex zoning entitlement process. The ITC zoning was intended to maintain design and aesthetic requirements that are common to office parks, but provide flexibility to integrate high-tech, low-impact industrial uses. Shortly after the ITC Zoning District was adopted, interest in Northwest Point increased sharply. Two speculative industrial buildings are underway, and a data center operator has acquired several former office buildings and intends to develop a data center campus that will likely comprise most of the sites in Northwest Point.

**Strengths:** The Village's proactive approach to identify regulations that may be an impediment to desirable development helps the Village set the stage for continued success.

**Opportunities for Improvement:** The Consulting Team has identified no Opportunities for Improvement in an area where the Village's has been working to become a leader in best practices.

## ELK GROVE SITES

The Elk Grove Sites (EG Sites) webpage contains the standard site selection information that features a property report on current available properties, an interactive map, and the opportunity for users to add sites. This level site-specific information is the industry norm.

The EG Sites webpage also includes an extraordinarily, impressive feature of massive demographic information on occupational, labor force, consumer, wage business and talent data. The interactive site automatically calculates the demographic outputs based upon the size of a concentric circle surrounding the site. It can further automatically modify demographic outputs by adjusting the mileage, drive time or even walking distance to the site. This encyclopedia of information is legions beyond what is available on other site location apps.

This allows a specific type of business the ability to obtain important information that can positively impact their choice of an Elk Grove Village location. The business can identify the things such as the size of the labor force available near the site, the number of workers within each occupation, the wage levels of workers by Standard Occupation Code (SOC code), how much money is spent in the area surrounding the site not only in total, but specific categories of apparel, entertainment, food, furnishings, and sporting goods. The data can provide detail on the number of industrial businesses near the site, the type of that industry (via NAICS Code) and even plots a color coded dot, when clicked reveals that company's name, address, industrial code, their sales level, and number of jobs they employ.

The interactive mapping includes mapping layers covering broadband, energy, environment, geography, education, transportation, and incentives. The detail available for each site. The detail shows the location of railroad spurs and power and internet trunklines. The incentives layer identifies locations of special zones that qualify for expanded governmental program incentives.

**Strengths:** The extraordinary demographic features are more advanced than any site location webpage ever seen by the Consulting Team and beyond what one would normally expect on a site selection website. The map layering, especially showing where incentives might be available in Elk Grove Village is very helpful. The Village may wish to add an overlay for the TIF and EDGE expanded regions as another feature of the incentive layer.

**Opportunities for Improvement:** The Village may wish to evaluate how often these extraordinary features are utilized. This data should be gathered for every tab on the entire site if one is to better understand the total usage. Sometimes, if the website pathway to information is not clear it will impact usage of individual features dramatically. Once these analyses are complete, it must be evaluated as to whether goals of this website, with these extraordinary features, are being met compared to the time and cost incurred by Elk Grove Village. If it is decided to go in a different direction, there are numerous other web-based realtor site selection sites where industry norm basic site information is currently available.





## Economic Development Activities

**Assessment.** Economic Development is a high priority to the Village. The focus on helping businesses grow is indeed a main area of emphasis. Almost every decision made by Village staff considers how it will affect the Business Park and its members. This core activity has been successful with the support of the Village residents. There is a proud "ownership" of living and working in Elk Grove Village.

### AWARDS & RECOGNITION

The Village has received multiple awards underscoring their success in being a good place to do business. The Village was ranked the number one industrial park in the United States by "Business Facilities Magazine" for both 2022 and 2023 and the Village received recognition as Municipality of the Year from "RE Journals Magazine" in 2022. Elk Grove Village has also received the Small Business Advocate Award from the U.S. Conference of Mayors and been recognized as a best American City for Global Trade, and the one of the top communities in Illinois for start-ups.

**Strengths:** These awards provide an enormous validation that the "Business Friendly" mission is working in the Village.

**Opportunities for Improvement:** The Consulting Team has identified no "Opportunities for Improvement" in an area where the Village continues to attain significant recognition and validation nationwide.

### FULL TIME PROFESSIONAL STAFF

The Village has a highly dedicated professional staff. There is a mandated emphasis from Village leadership to provide top quality customer care to the Elk Grove Village Business Community. Businesses interviewed have said the Village "gets it." The Village maintains two full-time professional positions—one of which is currently vacant—focused on economic development, business services & marketing.

**Strengths:** Businesses needing assistance from Village staff are highly satisfied with the local approval process. New prospects are provided a welcome packet and Village staff walks them through the licensing and permit process. The Village has a reputation of success in accessing property tax benefits through the Cook County 6B Program.

**Opportunities for Improvement:** Tracking of the number of companies that have experienced growth in jobs, made additional investments, participated in economic development financing, tax credits, tax abatements, and workforce training programs would provide a better picture



of what companies are looking for in assistance. This information would also assist in telling the Elk Grove Village success story to the citizens, businesses, and the outside world.

Once the second position is filled, the staffing level for economic development activities of the Village appear to be consistent with the staffing normally needed to provide the level of service of a municipality the size of the Village. However, it is difficult to make exact comparisons due to the extremely large business component to the Village. A review was performed on the staffing levels of other comparable municipalities in Illinois using the following three related areas of methodology (additional details on the analysis are available in the Appendix):

- **Population Analysis** - The Population Analysis comparable sample selection was made of the twelve Illinois municipalities that have a total population higher and twelve with total population lower than Elk Grove Village.
- **Proximity Analysis** – The Proximity Analysis comparable sample selection was made of the twelve Illinois Municipalities that are within immediate and adjoining proximity to Elk Grove Village.
- **Econometric Analysis** - These municipalities were ranked based upon a variety of factors relevant to economic development to determine which communities

most closely resemble Elk Grove Village. The scoring criteria below was applied to communities in Cook and DuPage Counties with a population between 15,000 to 80,000 and with a Per Capita Income of \$30,000 or more.

<i>CRITERION</i>	<i>TOTAL POSSIBLE POINTS</i>
1. Commercial/Industrial EAV	20
2. Proximity to Elk Grove Village	10
3. Number of Full Time Employees	10
4. Sales Tax Revenue	10
<b>TOTAL</b>	<b>50</b>

For each criterion, the closer a community is to matching Elk Grove Village, the closer the community would be to receiving the maximum number of points for the category. The points from each category are then added together to provide a total comparability score. A municipality receiving 50 points would be considered the most comparable to Elk Grove Village. A community with 0 points would be the least comparable to Elk Grove Village. Details of all three analyses are provided in the appendix.

The three methods of analysis yield an optimum staffing level of between 1.83 to 2.86 full-time equivalent positions. We recommend staffing at 2.0 to 2.5 as being appropriate and



consistent with these analyses. This could be achieved with two full-time positions and a part-time research assistant or intern in addition to general clerical support. The Village is currently in a period of staff transition with one full-time professional and a second full-time staff position vacant. The second full-time position should be filled in a timely manner, or it will place an unrealistic workload on the Director of Business and Development.

#### **GROWTH WITH OTHER GOVERNMENTAL PARTNERS IN DEVELOPMENT**

The Village has had enormous success in business development and growth. This effort has been assisted by strong relationships with surrounding communities and Cook County. One example is being a member of Next Level Northwest which has served as a mentoring program to over 24 businesses from the Village, and four surrounding communities. This organization has mentored each business and the results have been increased sales and growth.

**Strengths:** The Village has had strong area relationships by participation with Next Level Northwest, GOA Regional Business Association, Greater Chicago Advanced Manufacturing Partnership (GCAMP), and Meet Chicago Northwest.

**Opportunities for Improvement:** Because the Village now has a new Director of Business and Development, this presents an opportunity to allow economic development groups like the Illinois Department of Commerce & Economic Opportunity (DCEO), the Illinois Economic Development Association and others to be reintroduced to the Village and learn more of your amazing success. By participation in events by these groups Elk Grove Village will gain earlier access to information on new programs and changes to existing programs that may benefit both the Village and the businesses in the Business Park.





## Business Incentive Programs

**Assessment.** The Village has primarily utilized various economic development tools, on the local level, with great success. The Cook County Assessor's 6B Classification Program and Tax increment Financing appear to be the most active. It is unclear as to what extent they have utilized State incentives.

### COOK COUNTY 6B & CLASS C PROGRAM

The Program provides a discretionary status where the owner of the qualifying project property would have their assessment level lowered for a period of up to twelve (12) years. To be eligible for Class 6B Abatement, the property must be used for an industrial purpose and either include new construction, buying a building that has been vacant for one year or more, or involve a substantial renovation to an existing building.

The Class C Program requires the property to be used for an industrial purpose and involve contamination with environmental testing and remediation receiving a "No Further Remediation" letter from the Illinois Environmental Protection Agency. In addition, the property needs to involve remediation costs totaling at least \$100,000.

The programs are administered by Cook County. The application must be accompanied by a resolution adopted by Elk Grove Village supporting the application.

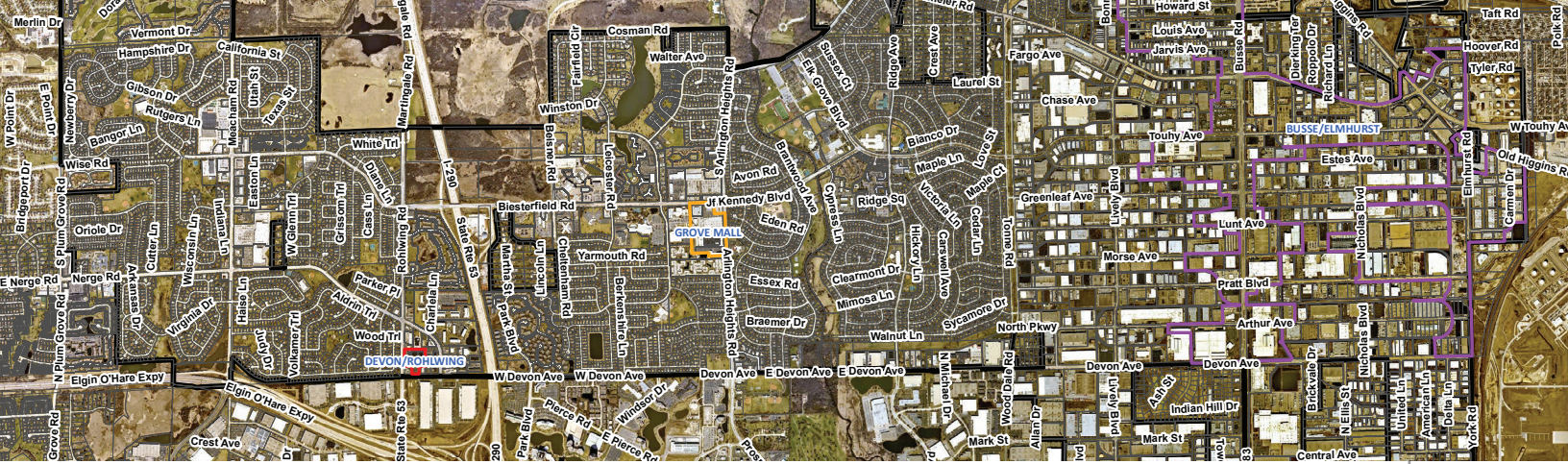
**Strengths:** The Village has successfully assisted over 300 businesses in applying for and obtaining approval under the Cook County Assessor's program guidelines since 1984 and has garnered an impressive reputation in utilizing the program on behalf of their projects.



**Opportunities for Improvement:** Aggregate information is available on specific companies assisted under the program. The 2022 Village Compendium Report identified 13 business participants the reinvested \$63 million and created 357 jobs in the Business Park. This is major league activity in itself for a single "snapshot" year. If aggregate numbers were reported at the same time on a 3-5 year cycle. Then growth trends may be discovered. Whatever the pace is of upward growth, the downward growth moves much faster and hits harder.

Additionally, the Village may consider additional analysis on how these activities have spurred further economic activity. Economic Growth has a "spin-off" effect that can be documented through formal economic development modeling. This type of study calculates the cost inputs and derives the economic growth results in a "rate of return-type" fashion. Remote Integration Models (RIM) can be a useful tool to evaluate the typically rare allocation of municipal resources. One can better conclude whether the existing goals and strategies are being met.





## TAX INCREMENT FINANCING (TIF) PROGRAM

Tax Increment Financing is a program to encourage redevelopment of a specific blighted area. A special district is created by local taxing bodies to attract and retain private development and businesses where the beginning property tax level is frozen. As property values increase due to the redevelopment, the increment in property tax revenue that increased is placed in a separate fund to reimburse up front or ongoing costs that were negotiated as part of the re-development plan. Illinois law allows a TIF project to exist for a period of up to 23 years. The Village has the following six (6) TIFs:

- Devon-Rohlwing Road Redevelopment TIF
- Busse-Elmhurst Road TIF Redevelopment Plan & Project
- Higgins Road Corridor TIF Redevelopment Plan & Project
- Midway Court TIF Redevelopment Plan & Project
- Oakton-Higgins TIF Redevelopment Plan and Project
- Arlington Heights/Higgins TIF

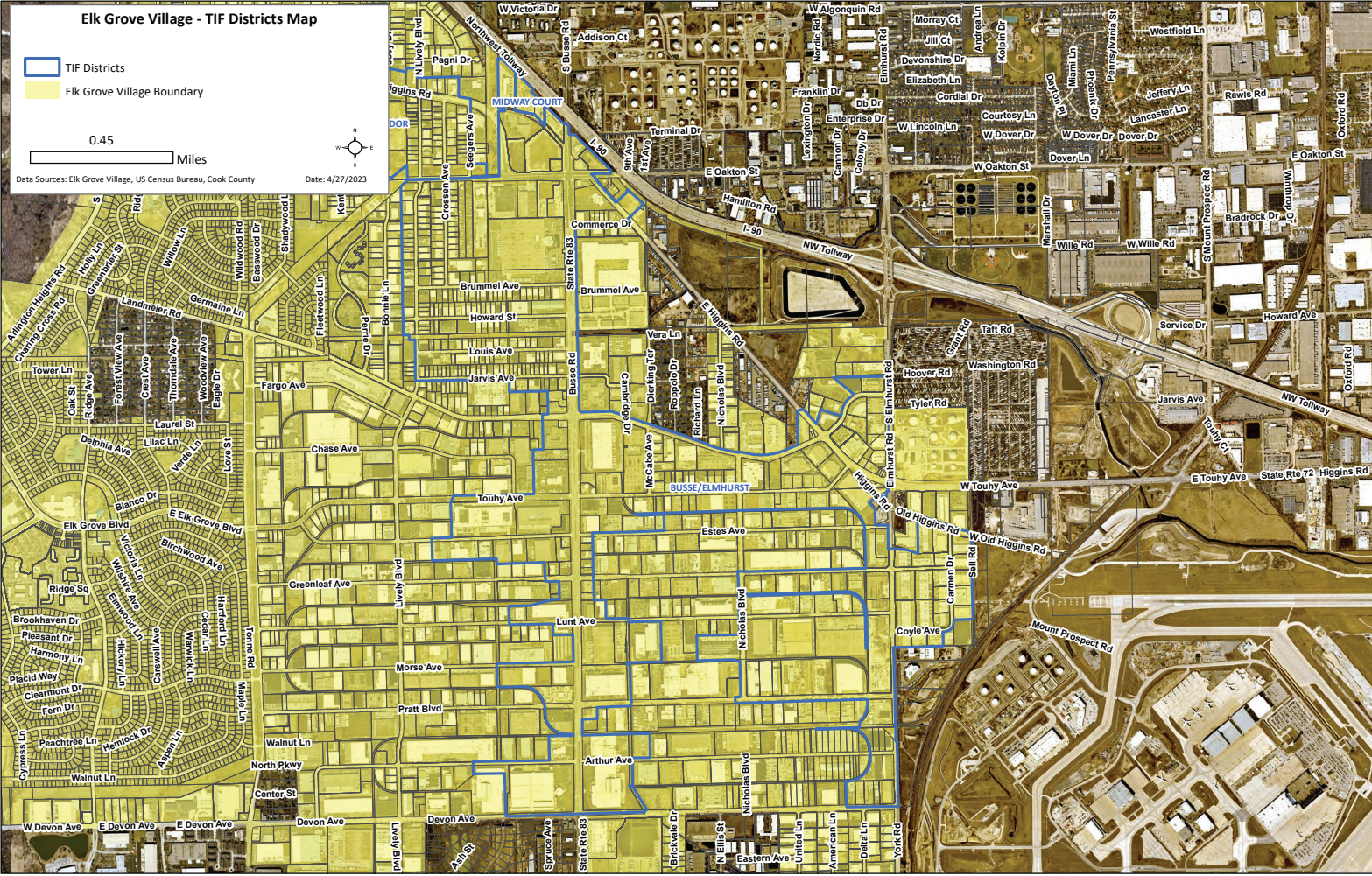
The Busse/Elmhurst Road TIF contains a large section of the Business Park, and it is currently a significant driver for new business and infrastructure investment.

**Strengths:** The TIFs have been successful in generating increased values and are interconnected to allow funding flexibility.

**Opportunities for Improvement:** Consideration might be given to update and improve the TIF linkage and sections of each website to allow the visitor to quickly link to explanations of TIF's, quality maps of each TIF and further explanation of the purpose of each TIF.

## Elk Grove Village TIF Districts





Map 1 : ELK  
GROVE VILLAGE  
TIF DISTRICTS -  
BUSSE ELMHURST



If the residents of Elk Grove Village should ever desire further validation of these extremely effective redevelopment tools, it would be nice to have the information more readily available to staff. Items such as aggregate information on the economic benefits achieved by each TIF; information on how TIF inflows exceed TIF costs; the amount of investment and jobs created and retained as a result of each TIF. Remote Integration Models (REMI) might also be a useful tool to evaluate whether economic development goals and objectives are being met.

### **ILLINOIS ECONOMIC DEVELOPMENT FOR A GROWING ECONOMY PROGRAM (EDGE)**

The Village webpages reference several State economic development tools and resources that include EDGE and other incentives. The EDGE program was recently changed to no longer require companies to provide an "out of state" option for relocation of their facilities to receive this significant financial incentive.

**Strengths:** A list of programs that may be able to assist businesses is helpful as a tool to identify potential programs that can be used as a starting point to obtain a referral to a name, phone number, or website for further investigation.

**Opportunities for Improvement:** Direct links to the programs from Elk Grove Village's websites would be more helpful to accessing the programs. This is particularly true with the EDGE program. The Village is in a unique position because most of the Business Park is in an area categorized as an "underserved area" which allows the EDGE program to award companies 50% tax credits on State tax withholdings for each new employee hired. Several of the Business Park tenants have made significant investments that have resulted in hundreds of new jobs. These businesses could significantly lower their costs with tax credits and remain in Elk Grove Village.

# ELK GROVE VILLAGE

## Community Revitalization Master Plan

# BUSINESS SERVICES



## APPENDIX

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Table 103

## Comparison by Illinois City Population

09/01/23

	Municipality	Population 2023	Population 2020	Population Rank	Density (mi <sup>2</sup> )	Form	City FTE	Regional EDC	Volunteer Board	Combined EDP Staff	Regional Organization
13	Elk Grove Village	30,903	32,664	61	2660	Village					
1	McHenry	27,850	27,136	73	1,926	City	0.0	4.0	-	2.0	McHenry EDC
2	New Lenox	27,923	27,257	72	1,801	Village	2.0	-	-	2.0	
3	Glen Ellyn	27,987	28,810	71	4,122	Village	1.0	-	-	1.0	
4	Danville	28,177	29,097	70	1,567	City	-	5.0	-	2.5	Vermillion Advantage
5	Huntley	28,439	27,795	69	1,991	Village	2.0	-	-	2.0	
6	Lake in the Hills	28,977	28,929	68	2,838	Village	0.5	-	-	0.5	
7	Galesburg	29,141	30,002	67	1,642	City	-	2.0	-	1.0	Knox County Partnership
8	Niles	29,233	30,917	66	5,001	Village	1.0	-	-	1.0	
9	North Chicago	29,822	30,133	65	3,731	City	1.0	-	-	1.0	
10	Highland Park	30,169	30,181	64	2,465	City	2.0	-	13.0	3.3	Bus & ED Advisory Group
11	Gurnee	30,202	30,682	63	2,236	Village	1.0	-	-	1.0	
12	Algonquin	30,483	29,678	62	2,478	Village	4.0	-	-	1.0	
14	Pekin	31,057	31,645	60	2,129	City	1.0	9.0	-	5.5	Greater Peoria EDC
15	Mundelein	31,562	31,559	59	3,310	Village	1.0	-	10.0	2.0	Mundelein ED Commission
16	Glendale Heights	32,088	33,156	58	5,925	Village	1.0	-	-	1.0	
17	O'Fallon	32,208	32,334	57	2,096	City	2.0	-	-	2.0	
18	St. Charles	32,937	33,045	56	2,287	City	0.5	-	-	0.5	
19	Woodridge	33,209	34,139	55	3,436	Village	1.0	-	-	1.0	
20	Northbrook	33,500	35,144	54	2,530	Village	2.0	-	-	2.0	
21	Calumet City	33,820	35,848	53	4,710	City	5.0	-	-	5.0	
22	Addison	34,728	35,670	52	3,529	Village	1.0	-	-	1.0	
23	Hanover Park	35,679	37,334	51	5,629	Village	0.5	-	13.0	1.8	Hanover ED Committee
24	Rock Island*	35,839	37,041	50	2,124	City	2.0	28.0	-	5.2	Quad Cities Chamber
25	Oswego	36,558	34,711	49	2,456	Village	1.0	1.0	-	1.5	Kendall EDC

Notes:

Regional EDC equivalent to 50% of staffing in rural  
 Regional EDC equivalent to 15% of staffing in urban  
 Volunteer ED Board equivalent to 10% of staffing

Total  
 Number  
 Average

32.5	49.0	36.0	46.8
22.0	6.0	3.0	24.0
1.5	8.2	12.0	
			1.95

Table 104

## Comparison by Proximity (Adjacent Cities)

09/01/23

	Name	Population 2023	Population 2020	Population Rank	Density (mi <sup>2</sup> )	Proximity	Form	Population % of EG	City FTE	Regional EDC	Combined EDP Staff	Population Adjustment	Regional Organization
25	Elk Grove Village	30,903	32,664	61	2,660	Subject	Village						
1	Arlington Heights	73,320	77,377	15	4,416	Tier #1	Village	237%	2.0	-	2.0	4.7	
2	Bensenville	18,136	18,742	137	3,311	Tier #1	Village	59%	1.0	6.0	4.0	2.3	Choose DuPage
3	Des Plaines	57,409	60,511	20	4,035	Tier #1	City	186%	1.0	-	1.0	1.9	
4	Itasca	9,241	9,526	233	1,853	Tier #1	Village	30%	3.0	6.0	6.0	1.8	Choose DuPage
5	Mount Prospect	53,433	56,626	25	4,985	Tier #1	Village	173%	2.0	-	2.0	3.5	
6	Rolling Meadows	23,129	24,114	102	4,118	Tier #1	City	75%	1.0	-	1.0	0.7	
7	Roselle	22,147	22,921	107	4,050	Tier #1	Village	72%	2.0	6.0	5.0	3.6	Choose DuPage
8	Schaumburg	74,431	78,443	14	3,856	Tier #1	Village	241%	3.0	-	3.0	7.2	
9	Wood Dale	13,581	14,003	178	2,861	Tier #1	City	44%	1.0	-	1.0	0.4	Choose DuPage
10	Addison	34,728	35,670	52	3,529	Tier #2	Village	112%	1.0	6.0	4.0	4.5	Choose DuPage
11	Bloomington	22,508	22,325	105	3,327	Tier #2	Village	73%	2.0	6.0	5.0	3.6	Choose DuPage
12	Carol Stream	38,512	39,750	44	4,228	Tier #2	Village	125%	2.0	6.0	5.0	6.2	Choose DuPage
13	Elmhurst	44,687	45,649	33	4,357	Tier #2	City	145%	1.0	-	1.0	1.4	
14	Franklin Park	18,163	18,366	136	3,805	Tier #2	Village	59%	4.0	-	4.0	2.4	
15	Glendale Heights	32,088	33,156	58	5,925	Tier #2	Village	104%	1.0	6.0	4.0	4.2	Choose DuPage
16	Hanover Park	35,679	37,334	51	5,629	Tier #2	Village	115%	3.0	-	3.0	3.5	
17	Hoffman Estates	49,439	52,333	29	2,348	Tier #2	Village	160%	1.0	-	1.0	1.6	
18	Lombard	43,007	44,340	34	4,213	Tier #2	Village	139%	2.0	6.0	5.0	7.0	Choose DuPage
19	Palatine	63,858	67,588	19	4,696	Tier #2	Village	207%	2.0	-	2.0	4.1	
20	Prospect Heights	15,123	15,983	161	3,555	Tier #2	City	49%	1.0	-	1.0	0.5	
21	Rosemont	3,704	3,933	384	2,067	Tier #2	Village	12%	1.0	-	1.0	0.1	
22	Schiller Park	10,994	11,645	208	3,969	Tier #2	Village	36%	1.0	-	1.0	0.4	
23	Streamwood	37,209	39,393	46	4,776	Tier #2	Village	120%	2.0	-	2.0	2.4	
24	Villa Park	21,514	22,235	109	4,557	Tier #2	Village	70%	1.0	6.0	1.0	0.7	Choose DuPage
								Total Number Average	41.0 24.0	54.0 9.0	65.0 24.0	68.7 24.0	2.86



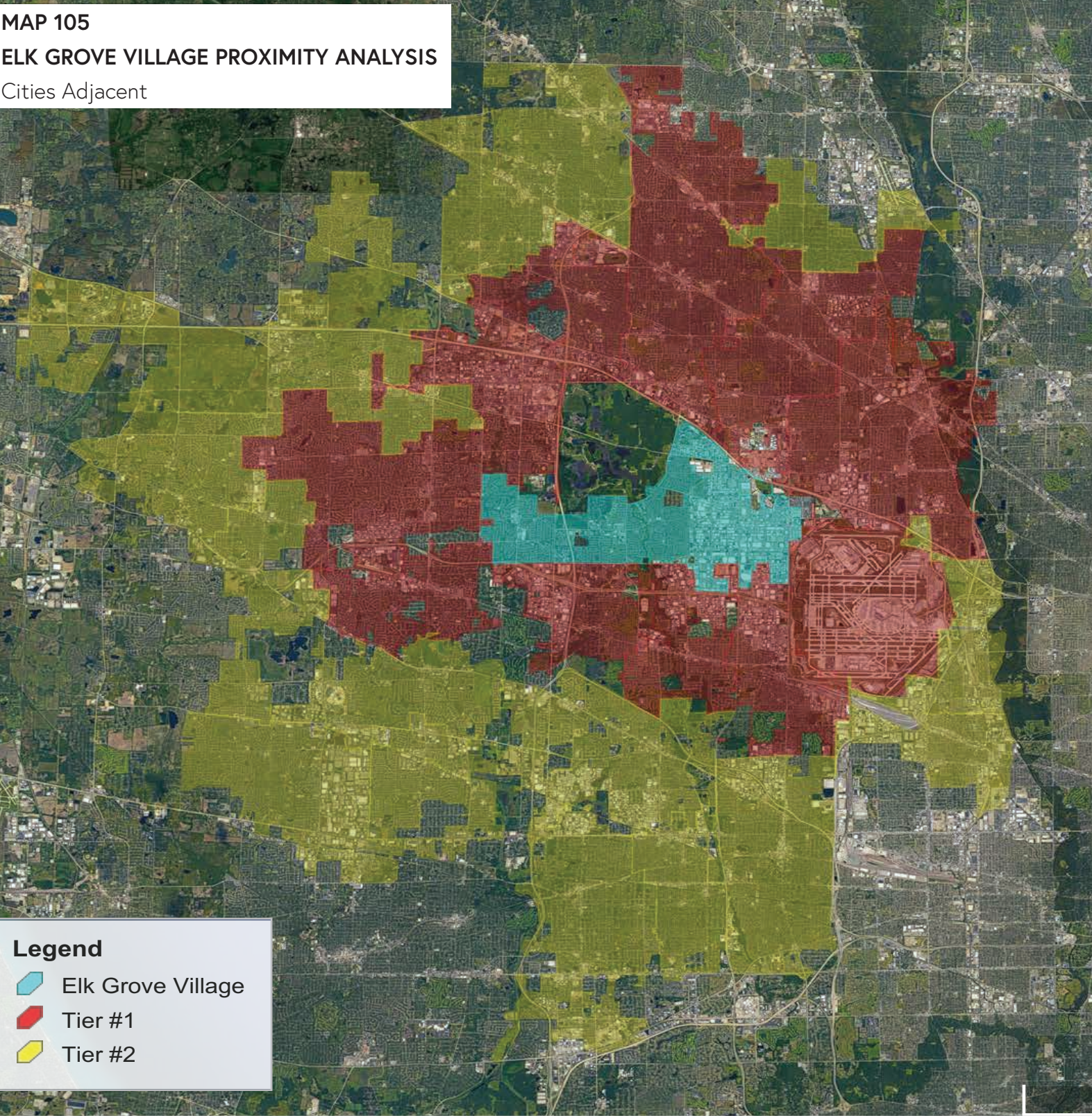




Table 106  
Comparison by Econometric Factors

	Municipality	Population 2023	Population 2020	Comparability Rank	Density (mi2)	Form	Economic Development FTE
	Elk Grove Village	30,903	32,664	-	2,660	Village	
1	Des Plaines	57,409	60,511	50	4,035	City	1.0
2	Skokie	63,971	67,682	47	6,356	Village	2.0
3	Arlington Heights	73,320	77,377	45	4,416	Village	2.0
4	Northbrook	33,500	35,144	42	2,530	Village	2.0
5	Schaumburg	74,431	78,443	41	3,856	Village	3.0
6	Glenview	46,341	48,632	40	3,304	Village	1.0
7	Addison	34,728	35,670	40	3,529	Village	1.0
8	Niles	29,233	30,917	40	5,001	Village	1.0
9	Hoffman Estates	49,439	52,333	38	2,348	Village	1.0
10	Downers Grove	48,723	50,126	37	3,356	Village	4.0
11	Lombard	43,007	44,340	37	4,213	Village	1.0
12	Bolingbrook	73,131	73,831	37	2,970	Village	3.0
13	Mount Prospect	53,433	56,626	36	4,985	Village	1.0
14	Orland Park	56,569	58,501	35	2,568	Village	3.0
15	Elmhurst	44,687	45,649	35	9,644	City	1.0
16	Palatine	63,858	67,588	35	4,696	Village	2.0
17	St. Charles	32,937	33,045	34	2,287	City	1.0
18	Carol Stream	38,512	39,750	34	4,228	Village	1.0
19	Wheeling	37,094	39,221	33	4,277	Village	2.0
20	Wheaton	52,204	53,593	30	4,618	City	1.0
21	Evanston	75,021	78,796	29	9,644	City	3.0
22	Rolling Meadows	23,129	24,114	26	4,118	City	1.0
23	Buffalo Grove	42,144	43,123	25	4,228	Village	3.0
24	Oak Park	51,102	54,318	25	10,873	Village	3.0
Total							44.0
Number							24.0
Average							1.83



Table 107

## Econometric Factors All Communities by Rank

Municipality	Commercial/ Industrial EAV (millions)	Max. Points	Proximity	Max Points	Full Time Employees	Max. Points	Sales Tax (millions)	Max. Points	Total Points
Elk Grove Village	1,496.66	20	-	10	0	10	0.00	10	50
Des Plaines	1,007.71	20	6.4	10	330	10	13.93	10	50
Skokie	1,127.00	20	13.5	7	334	10	13.15	10	47
Arlington Heights	901.77	15	6.9	10	403	10	15.16	10	45
Northbrook	889.98	15	15.9	7	265	10	11.42	10	42
Schaumburg	2,032.22	20	8.3	10	494	7	31.18	4	41
Glenview	851.17	15	12.3	7	269	10	21.73	8	40
Addison	547.05	10	6.3	10	233	10	11.06	10	40
Niles	719.87	10	9.5	10	235	10	15.51	10	40
Hoffman Estates	577.48	10	10.3	10	338	10	7.36	8	38
Downers Grove	668.93	10	16.4	7	315	10	15.88	10	37
Lombard	550.04	10	10.7	10	179	7	10.12	10	37
Bolingbrook	799.15	15	27.5	4	309	10	21.40	8	37
Mount Prospect	614.70	10	6.0	10	300	10	30.10	6	36
Orland Park	749.61	15	31.3	2	263	10	19.70	8	35
Elmhurst	426.86	5	8.8	10	281	10	14.13	10	35
Palatine	406.89	5	10.2	10	327	10	13.99	10	35
Carol Stream	526.97	10	15.2	7	152	7	8.82	10	34
St. Charles	561.79	10	23.4	4	239	10	14.20	10	34
Wheeling	519.48	10	11.7	7	215	10	5.47	6	33
Wheaton	374.68	5	15.7	7	232	10	7.38	8	30
Evanston	725.94	10	18.4	7	693	4	6.74	8	29
Rolling Meadows	419.87	5	9.3	10	157	7	4.13	4	26
Buffalo Grove	357.93	-	18.3	7	232	10	6.14	8	25
Oak Park	244.26	-	18.5	7	343	10	7.79	8	25
Park Ridge	222.15	-	7.0	10	226	10	4.04	4	24
Oak Lawn	333.74	-	28.1	4	284	10	11.29	10	24
Streamwood	194.70	-	13.9	7	196	7	9.23	10	24
Westmont	279.79	-	17.8	7	196	7	10.28	10	24
Wilmette	211.02	-	16.9	7	375	10	4.45	4	21
Alsip	410.13	5	30.9	4	133	4	7.11	8	21
Villa Park	161.48	-	9.1	10	149	4	5.55	6	20
Morton Grove	286.84	-	12.0	7	162	7	4.28	4	18
Deerfield	163.77	-	19.2	7	109	2	7.98	8	17
Lisle	405.18	5	20.0	7	91	0	4.22	4	16
Evergreen Park	145.05	-	30.5	4	128	4	7.67	8	16
Hinsdale	126.06	-	15.8	7	98	0	6.09	8	15
Bartlett	53.83	-	13.3	7	166	7	2.65	0	14
Norridge	165.65	-	10.9	10	66	0	4.29	4	14
Glen Ellyn	161.00	-	12.7	7	120	2	4.67	4	13
West Chicago	336.12	-	19.5	7	108	2	4.17	4	13
Darien	103.68	-	19.4	7	65	0	5.40	6	13
Tinley Park	268.77	-	44.7	2	205	10	1.99	0	12
Roselle	151.21	-	7.8	10	103	2	0.87	0	12
Matteson	202.81	-	45.1	2	130	4	5.22	6	12
Woodridge	357.87	-	23.2	4	107	2	5.85	6	12
Elmwood Park	67.87	-	13.3	7	121	4	1.72	0	11
Prospect Heights	94.82	-	8.8	10	42	0	1.28	0	10
Homewood	137.31	-	40.0	2	102	2	5.60	6	10
La Grange	124.07	-	17.5	7	88	0	3.35	0	7
Brookfield	43.75	-	17.1	7	87	0	1.61	0	7
Westchester	173.90	-	14.4	7	90	0	1.29	0	7
Oak Forest	82.45	-	39.0	2	124	4	2.37	0	6
Country Club Hills	53.58	-	40.3	2	110	2	3.37	0	4
Lemont	139.67	-	29.0	4	60	0	2.48	0	4
Palos Hills	69.34	-	27.6	4	74	0	1.65	0	4

Table 108  
Econometric Factors Scoring Key

1. Commerical/Industrial Equalized Assessed Valuation: Maximum 20 Points						
\$1,496.66 Million						
Factor	Minimum Range			Maximum Range		Points
1.50	997.77	1,496.66		1,496.66	2,244.99	20
2.00	748.33	997.76		2,245.00	2,993.32	15
3.00	498.89	748.32		2,993.33	4,489.98	10
4.00	374.17	498.88		4,489.99	5,986.64	5
All Others						0
2. Proximity to Elk Grove Village: Maximum 10 Points						
Factor:						Points
1 to 10 miles:						10
11 to 20 miles:						7
21 to 30 Miles:						4
31 and more miles:						2
All Others						0
3. Number of Full Time Employees: Maximum 10 Points						
302						
Factor	Minimum Range			Maximum Range		Points
1.5	201	302		302	453	10
2.0	151	200		454	604	7
2.5	121	150		605	755	4
3.0	101	120		756	906	2
All Others						0
4. State Sales Tax: Maximum 10 Points						
\$12.04 Million						
Factor	Minimum Range			Maximum Range		Points
1.50	8.03	12.04		12.04	18.06	10
2.00	6.02	8.02		18.07	24.08	8
2.50	4.82	6.01		24.09	30.11	6
3.00	4.01	4.81		30.12	36.13	4
All Others						0
Initial screen:						
Illinois communities in Cook and DuPage Counties with a population between approximately 15,000 to 80,000 and with a Per Capita Income of \$30,000 or more.						
Sources:						
(1) Illinois Comptroller Website - Local Government Data: Full Time Employees, States Sales Tax. <a href="https://illinoiscomptroller.gov/constituent-services/local-government/local-government-warehouse">https://illinoiscomptroller.gov/constituent-services/local-government/local-government-warehouse</a>						
(2) County Websites - EAV by property class. Cook County. <a href="https://www.cookcountyclerk.il.gov/property-taxes/tax-extension-and-rates">https://www.cookcountyclerk.il.gov/property-taxes/tax-extension-and-rates</a> DuPage County. <a href="https://www.dupagecounty.gov/elected_officials/election_and_voter_information/property_tax/property_tax_rate_and_reports.php#outer-967">https://www.dupagecounty.gov/elected_officials/election_and_voter_information/property_tax/property_tax_rate_and_reports.php#outer-967</a> Lake Count. <a href="https://www.lakecountyil.gov/268/Tax-Extension-Data-2016-Present">https://www.lakecountyil.gov/268/Tax-Extension-Data-2016-Present</a> Kane County. <a href="https://clerk.kanecountyil.gov/TaxExtension/Pages/taxExtension.aspx">https://clerk.kanecountyil.gov/TaxExtension/Pages/taxExtension.aspx</a> Will County. <a href="https://www.willcountyclerk.gov/taxes-2/tax-extensions/equalized-assessed-values-by-property-class/">https://www.willcountyclerk.gov/taxes-2/tax-extensions/equalized-assessed-values-by-property-class/</a>						
(3) U.S. Census Bureau: 2020 Population.						
(4) U.S. Census Bureau: Per Capita Income - Past 12 Months in 2020 dollars.						
(5) Google Maps: Proximity						
Note:						
Each of the eight criterion contain ranges to assess comparability with the Village's data. For example, each of the four ranges for the Village's population is developed using a factor of .5 percent (+/-). To determine the population range that will receive a score of 15 (most similar to the Village), the Village's population is multiplied by 1.5 (maximum range) and divided by 1.5 (minimum range). The Village's population is then multiplied and divided by 2.0, 2.5 and 3.0 to determine ranges of decreasing similarity (and subsequently decreasing "comparability points").						

