

**MINUTES OF THE VILLAGE OF OLYMPIA FIELDS
MEETING OF THE BOARD OF TRUSTEES
Held on May14, 2018**

The Regular Meeting of the Board of Trustees was held on Monday, May14th, 2018, at the Linzey D. Jones Municipal Building and was called to order by Village President Sterling M. Burke at 7:00 P.M. The assembly recited the Pledge of Allegiance. Village Administrator/Deputy Village Clerk, Cynthia Saenz called the roll.

Present: Trustees – Gibson, Oliver, Pennington, Thomas, Hudson, and Matz
Village President Sterling M. Burke
Village Administrator/Deputy Village Clerk, Cynthia Saenz

Absent: None.

READING AND APPROVAL OF MINUTES:

Motion by Trustee Pennington, second by Trustee Oliver to Dispense with the Reading of the Minutes from the March 10th, 2018, Board Meeting, the March 17th, 2018, Board Meeting, and the April 16th, 2018, Board Meeting, and Approve the Minutes from the March 10th, 2018, Board Meeting, the March 17th, 2018, Board Meeting, and the April 16th, 2018, Board Meeting as Presented.

Voice Vote: All Ayes Motion Carried.

BILLS FOR APPROVAL:

Village President Burke stated that we have Bills for Approval in the amount of \$618,224.04.

Trustee Matz stated that she has two questions. The first one is under the “Police Department, Kamille Green.” She inquired what that was for.

Chief Krull stated that the check for Miss Green was due to a vehicle that was inadvertently destroyed. It was left too long over at Coy’s Towing. It was an error on our part with regard to our paperwork. She was kind enough to let us know that there was a problem. We tracked down the paperwork. We didn’t stop Coy’s from crushing the vehicle that was towed. Trustee Matz thanked Chief Krull.

Trustee Matz stated that the other one, she was kind of confused with the expenditure for Mrs. Britt-Johnson. There were two payments out of two different accounts. One was for “Administration.” The other one was for “Lincoln/Western TIF.” She inquired why those two were separated.

Village President Burke stated that because of the activities that she is involved in, the Village is paying for half of it. The other half is coming out of Economic Development, and the TIF is paying for it. It does not affect the General Fund. He stated that her job is to do economic development. We are going to talk about that today. It involves the TIF as well as the rest of the

Village. Those activities in the TIF that we are working on, that's where some of the income, or revenue, or expense is going to be allocated to.

Trustee Matz inquired wouldn't it all come out of that TIF. Village President Burke stated that we can't do it all, because some of what she is doing is in the TIF. Some is outside of the TIF. He stated that portions of what she is working on is being allocated to two different buckets of money. Trustee Matz thanked Village President Burke.

Motion by Trustee Oliver, second by Trustee Pennington to Approve the Payment of Bills for May 14th, 2018, in the Total Amount of \$618,224.04.

Roll Call: Ayes (6-0) Motion Carried.

PUBLIC COMMENT:

Village President Burke opened Public Comment at 7:08 P.M. Although, there were members of the public present in the audience, no one wished to address the Board. Village President Burke closed Public Comment at 7:08 P.M.

Administration Reports:

REPORT OF THE VILLAGE PRESIDENT:

Village President Burke stated that he has had the pleasure to work quite a bit with a number of our Commissions and Committees. Today, we are going to talk a lot about economic development in the Village. He is sure that you saw the letter that he sent out to everybody. He talked about the three Guiding Principles. The first of which is to maintain the nature of the Village of Olympia Fields. 2. Streamline our business processes; and 3. Economic development.

Village President Burke stated that today we are going to talk about a Study and some of the fruits of our labor in the Economic Development Commission. We spent the last eight, nine-months of building processes on how we are going to go about doing this. We don't have factories. We don't have big-boxes, except one, and that is Wal-Mart. The objective that we have laid out is that we want to maintain the nature of the Village. He stated that part of what we are going to do is completely regentrify the Office Park. There are other things that we are working on around the Village. We are working very diligently to get control of the Jewel Plaza. We are getting close to that. We have a plan for a lot of the other areas around the Village. Village President Burke asked Mike Lewis, who is the Chairperson for the Economic Development Commission, to introduce this evening's discussion on economic development.

Economic Development Commission – Michael Lewis, Economic Development Chair - Mr. Lewis stated that he is serving as the Chair of the Village of Olympia Fields Economic Development Commission. Mr. Lewis wanted to give a brief background to set the stage. He has been on the Economic Development Commission for five-years. He retired from BMO Harris Bank after a 35-years career as a Corporate Banker. He brings what he knows about business to the Commission. Mr. Lewis acknowledged the Economic Development Commission Members, some are present this evening: Trinette Britt-Johnson, George Chandler, Randy Conn, Richard Gibb, Johnny Morris, and Phillip Paige. He stated that our Liaison Member from the Planning and Zoning Commission is Hilde Betts. They are all talented and dedicated. As a team of

individuals, they serve the best interests of our community. He is very happy to have them as part of our team.

Mr. Lewis stated that all of the members of the Commission have two key qualifications. They have had long and successful careers in business. They are residents of the Village, lending time and talent to make our community a great place for businesses to grow and prosper. That is their sole and only mission on the Commission. They have made great progress in the last 12-months towards our goal. The cooperation they have received from this Administration has allowed them to progress at an accelerated rate of speed. The presentation that you will hear tonight will give you more insight and information on what needs to be done next.

Mr. Lewis stated that about a year ago, we were at a critical decision point relative to our Economic Development Commission. Our choices were first, maintain our current strategy. Second, modify the strategy slightly and add a marketing function, or third, develop a new Plan including a marketing function and an economic development resource. He stated with the full support and approval we have opted for choice Number 3 with the best long-term interest of our community as the objective. In concert with that decision they sought and were granted by the Board of Trustees in March of 2017, a change in our designation to Economic Development Commission with specific rights and responsibilities detailed in the Public Record, as an advisory body to both the Board and the Village President. Seeking to capitalize on the core strengths of our community, we are proactively marketing what we are, as opposed to reacting and apologizing for what we are not. We sought community input. We created an RFP for an outside Consultant to guide us in creating a sustainable, long-term Strategic Plan that will capitalize on our economic advantages, in part represented by Franciscan St. James, Olympia Fields Country Club, Metra, and our wonderful community assets. Our motto in all we do as an Economic Development Commission is “STAMP.” That stands for “Strategic, Transparent, Accountable, Measurable, and Practical.”

Mr. Lewis stated that he will turn the presentation over to Trinette. In addition to her volunteer work as an EDC Member, she has been hired via her highly qualified consulting firm, TBJ and Associates to serve as the Economic Development Consultant guiding us systematically in building our future plan. She will introduce Valerie Kretchmer Associates.

Economic Development Update – Trinette Britt-Johnson, Consultant – Mrs. Britt-Johnson stated that she is pleased to update you on what she and the Economic Development Commission have accomplished in the past year. There will be two presentations this evening. They are the basis for one of the Guiding Principles of this Administration, which is to protect the property values of the Village of Olympia Fields with an Economic Development Program consistent with the future lifestyle and the new economy business models. The Economic Development Commission recommended that the Board approve the contractual services of VSK and Associates. You will hear a presentation that provides us with the data that helps us understand the highest and best uses, the future market potential, and the feasibility for retail, office, hospitality, entertainment, and/or Mixed-Uses for the northern Vollmer Corridor and the southern Lincoln Highway Corridor. We understand the market demand and development opportunities. Like the opportunity to create a Main Street, a walkable community, with Commercial and Retail, entertainment, arts, green play space, and hospitality in Governors Office Park. We have a better understanding of the constraints and market feasibility at various

sites, and have a comprehensive strategy customized for the Village recognizing our unique assets.

Based upon the recommendations from the Study, she has created an aggressive Economic Development Strategy and Work Plan, a living document, that has been vetted by the Economic Development Commission, the Village President, the Village Administrator, and integrates all Village Departments, and one that the Commission, the Village Staff, and Trinetta have begun implementing. It is a comprehensive approach of weaving the interrelated activities of Commercial development, property land dispositions, technology, infrastructure, business retention, marketing, and incentives that will create a tapestry or mosaic of businesses, activities, and places that will afford the Village the necessary financial resources to grow revenue and to decrease property taxes. There will be immediate midterm and longer term real estate opportunities. Immediate opportunities are reality-based projects that could be under construction within a six-month timeframe with a business opening and operating within one-year. Midterm opportunities could be under construction within one-year and open for business within 18-months. Longer term opportunities are expected to be under construction within two to three-years, and open and operating within three to five-years. There will be significant strategic work by the Village and other economic development partners to acquire property, structure financial incentives, and garner commitments to open in the Village. These developments will likely require significant financial incentives and the leveraging of political and business relationships.

Mrs. Britt-Johnson introduced Valerie Kretchmer of VSK Associates. She stated that over the past 32-years Valerie S. Kretchmer Associates has provided planning and real estate consulting services to Municipalities, Transit and Regional Planning Agencies, Developers, Property Owners, and Lenders, including the Chicago Metropolitan Agency for Planning, the Regional Transportation Authority, Chicago Transit Authority, Pace and Metra. The firm has also conducted hundreds of Market Studies for developers, property owners, lenders, and Municipalities for a wide range of Residential, Retail, Office, and Industrial Uses, in a variety of settings, including downtowns, city and suburban Commercial Corridors, and neighborhoods. VSKA has extensive experience that gives us the knowledge of what developers and lenders consider when planning and executing Development Projects.

Valerie S. Kretchmer, Valerie S. Kretchmer Associates, Inc. – Mrs. Kretchmer stated that she appreciates the opportunity to speak before you, and the opportunity to have worked with the Economic Development Commission with Mike, Trinetta, and the Mayor. It has been a very interesting process for all of us. (Mrs. Kretchmer presented a PowerPoint Presentation).

Mrs. Kretchmer stated that we started out looking at what are the assets and what are the weaknesses for economic development for the Village. There are quite a few assets that you have. You have a very attractive community. Lovely Residential neighborhoods. A small-town kind of a feel. Upper middle income. Demographics, strong institutions such as the County Club, the hospital, and your Metra Stations. On the other side of the ledger, your population skews older, which is something that happens as communities age. People age in place. That becomes somewhat of a weakness and you need to get younger people moving into the community. The small population of about 5,051 is not a whole lot. When retailers are looking at places, they want to have density. They are looking at roof tops. She stated taxes, any of us that live in Cook

County we understand that there is some craziness with our property tax assessment system. South Cook County is disadvantaged more than some other parts. Places that are close to County lines such as Will County, or the State Line of Indiana have an even harder time competing.

Mrs. Kretchmer stated that one of the things that we found is that a lot of people don't really know where Olympia Fields is. She stated that because it is a small town sometimes it is sort of hidden. People know more about Homewood and Flossmoor but may not be aware as to what Olympia Fields has to offer. We heard people talk about the fact that Homewood and Flossmoor are known for better schools. She knows that folks in the Village are looking at that in terms of overall economic development and improving the image of the community.

The real game changer as far as they can see right now is the \$120,000,000.00 expansion of Franciscan St. James. This will have a major impact on the community. She stated 1,000 full-time employees, 60,000 projected annual visits. In addition to what the hospital is doing, they see opportunities for additional Medical Offices, Urgent Care, Allied Providers, whether it is kidney dialysis, physical therapy, or occupational therapy. They have seen some very successful health-based fitness centers with some other hospital campuses, and restaurants that would serve the hospital staff as well as the visitors. There are lots of opportunities for catering, and even for people who are working in the hospital. We think that this is something that could be of great value to the community.

Mrs. Kretchmer stated that retailers want to know what the demographics are. They want to know how many people are within one-mile, three-miles, and five-miles. It may not be the actual trade area that somebody is going to draw from, a market area. We can compare this site of Olympia Fields to this site that might be in Frankfort, or Tinley Park. National Retailers look at their opportunities that may be in a totally different state or metro area. Different sites will have somewhat different opportunities. Traffic counts are good. She stated 31,000 average trips on Lincoln Highway is very positive. On Vollmer Road there are 18,800 average trips. If you start getting some of this additional activity that we expect once the expansion of the hospital is in place, that will probably increase the traffic counts.

Mrs. Kretchmer stated that one mile is a pretty small ring. Three-miles tends to be a little more realistic. Once you get to five-miles there is a lot of competition out there. She stated that getting things within one to three-miles is more realistic. This presents what you have within three-miles of Governors Office Park, Olympia Corners Shopping Center, and then the Village. The Village is a very small piece of this larger area, 75,000, 87,000, but only 5,000 in the Village. The median household income is estimated at \$83,000.00, \$84,000.00 in the Village, which comes out higher than these other areas. That is expected because we know this radius is incorporating some areas further east that are somewhat lower income. This median age of 51 is among the oldest that they have seen in the Chicago Metro area for a Municipality. She knows that you have Brookdale over here. That doesn't account for the fact that you have that higher median age. When we look at the population over 65, it is significantly different. As you can see, 29% versus the 16% that gets you within the three-miles. That is something that retailers will look at. If we are looking at Toy Stores or looking at something that is going to be catering to families, families need clothing for their kids for school. When you have that many people who are over 65, they are not spending money on those kinds of things. However, those people are spending more money on healthcare related things, and certain kinds of entertainment with restaurants because

they may have more disposable income because they are not buying shoes for their kids who have grown out of their shoes every six-months. There are pluses and minuses when we look at that.

Mrs. Kretchmer stated what happens when we look at regionally. We know that the retail situation is in a state of flux right now. The south suburbs have a pretty high vacancy rate, 13½% as of the end of 2017. That number will be worse when we start looking at numbers by June of 2018. It seems every week we hear about another major store that is closing. It's not easy to fill these large spaces. That is obvious when you drive down Lincoln Highway. The suburban vacancy rate overall is 10.6% which isn't great. It is better than what we are seeing here in the south suburbs. The rents are lower here in the south suburbs. It makes it somewhat easier for certain kinds of retailers to operate. We have some issues with taxes that are an offset as far as rents and taxes. The spending power in the Village is about \$100,000,000.00. We know that Wal-Mart draws a lot from outside of the Village. We have the year-end 2017 retail sales data. The Village had a pretty substantial increase in the retail sales taxes that it received in 2017 over 2016. That is almost exclusively the result of Wal-Mart. That has been quite significant in your retail sales. We look at data that talks about what kind of retail gap is there. We know that there is this much money being spent in the Village. The potential that people have to spend is far greater. That means that they are going somewhere else. We know that within the Village there is a gap. When we looked at a larger area of Homewood, Flossmoor, and Olympia Fields, we see that there continues to be a gap with the exception of restaurants. Homewood has been pretty successful in getting restaurants.

Mrs. Kretchmer stated that they had the 2016 Retail Sales number. She just got the 2017 year-end numbers. She was pleased to see that it was over \$108,000,000.00. She stated that from 2016 to 2017 the retail sales went up by \$30,000,000.00 in the Village which is quite substantial. That was higher than the increase in your neighbors. That is very positive news for you.

Mrs. Kretchmer stated the real estate taxes is the elephant in the room down in south Cook County and many other parts of the County. Even with a Class A Tax Abatement which reduces the property taxes, we have seen a range looking at individual tax bills, or what landlords will quote as far as what the taxes per square foot would be. It is almost \$3.00 to \$16.00. That is a huge range. She stated that \$16.00 per square foot in real estate taxes is so prohibitive. When you have such high real estate taxes, the landlord has to lower their rents to be able to get somebody in the door. That means that there is not as much money for the landlord in maintaining the building, as well as in making a profit. The rents on Vollmer Road tend to be below average. Some of the spaces are also not in the greatest shape. We talked to a lot of brokers who are not just handling space in Olympia Fields but also in this greater area including Matteson, Flossmoor, and Homewood. They definitely get restaurant inquiries, but very often the restaurants want a high tenant improvement allowance. The tenant is asking the landlord to pay for a lot of the build-out of the restaurant space. If there isn't already a commercial kitchen in there, that will be fairly costly for a restaurateur to go in. She stated that getting somebody into a restaurant is the key thing. We know there is sometimes higher turnover among restaurants, but at least you have a space that is fitted for a restaurant. She understands that we are going to have some comments from a restaurateur here.

Mrs. Kretchmer stated that Olympia Corners we talked to lots of different brokers. There has been very little interest in an anchor tenant. There has been interest from some smaller tenants. The property owner wants to get that anchor in place, which is understandable from his standpoint.

Mrs. Kretchmer stated that we did look at the difference in property tax rates in Olympia Fields versus your neighbors. This is based on data from the Cook County Clerk. It shows the percentage tax rate across all different classes of property in each of these communities. Olympia Fields is 17 plus percent. It is not as bad as some of your neighbors, which is the good news. Frankfort was given to them many times as an example by brokers. She stated that because it is in Will County you can see the difference of 12.7% in their taxes. What they have found is that if you are a broker and you are representing a tenant who is looking for space in the south suburbs, you will tell that tenant if you go to Frankfort that will cut your costs compared to what it might be in Olympia Fields, Flossmoor, Homewood, or Matteson. They are going to weigh that. The only way to make up for that difference, is for the landlord to lower the rent. The total occupancy cost which is what the retailer needs to be cognizant of is going to be equal enough or lower where you are. A retailer can't afford to spend more than 15% of their sales on their occupancy costs. They have to be able to do enough sales to generate the rent.

Mrs. Kretchmer stated retail considerations. We know that consumer fundamentals are better, low on employment rate right now. There is this whole specter of what is going on with online sales, 9% now. The likelihood is that it is going up. Significant growth in the last five-years. Over 20% of apparel sales are done online. There are more bankruptcies and more store closings. She stated that who is going in is convenience-oriented stores and experiential retail. Experiential retail can be that entertainment. It can be cooking classes. It can be music classes. It can be concerts. All sorts of things like that, that retailers are starting to think about to bring people in and keep them in the stores or bring them in more frequently than they might have been before. There are many movie theaters that serve your area. That may not be something in the short-term that you are likely to get. We see some opportunity for music. And some of these things like a cooking class, or some other kinds of classes that some retailers may be able to include and hopefully you will stay and spend a little money afterwards.

Mrs. Kretchmer stated that the office market is not the easiest market these days. Suburban office space is doing worse than downtown and city office space. Big companies are deciding that they no longer want to be in the suburbs such as McDonald's. She stated that not only are you competing with office space here in the south suburbs, you are competing with places like Schaumburg that has close to 30% office vacancy. When you have a high vacancy rate, that makes it difficult. It means that there aren't as many tenants out there, and the quality of the space leaves something to be desired right now. In order to be able to attract people in, you need better quality space, probably less space, because there is too much space right now which goes along with some of your ideas for trying to do something that might eliminate some of these vacant office buildings right now and working with the landlords. What does that mean looking ahead for your economic development strategy? Marketing materials are important. The last that we looked they were not up-to-date. She knows that your Economic Development Commission will be working on that as well as Trinette. You have to make sure that you understand what some of your existing businesses need. The best thing is trying to keep them and grow those businesses and make sure they don't close, and that they are successful. That can be setting up

individual meetings with retailers, or breakfasts with retailers. That is something to make sure that you are reaching out to them. She stated hiring marketing and broker help. It is very important to be proactive with the brokerage community since they are the ones that are working directly with the retailers who are looking for a space. She stated taking stock of what is going on with these different office buildings and which ones make sense to see if they can be maybe torn down for some other kind of development.

Mrs. Kretchmer stated that on the infrastructure side, looking at what is working and what might not be working on Vollmer Road in terms of traffic patterns, parking, egress, and exiting. Is it safe for pedestrians if they want to walk between shopping centers? She stated hopefully working together with your neighbors to the north and Flossmoor so that Vollmer Road can have some kind of a consistent image, so that it is not just one side of the street looks good and maybe the other side of the street doesn't look so good. That doesn't help either of you. She stated making Governors Office Park more attractive for the buildings that are going to be viable and understand what these redevelopment opportunities are.

Mrs. Kretchmer stated that on the incentive side, Class 8 is quite important. It reduces the assessment ratio on property for 12-years and can be renewed. In talking to some of your nearby Municipal colleagues, Homewood has done a pretty good job in being able to attract new businesses. They had said that without Class 8 they would have been dead in the water. Nobody likes to have to deal with incentives, but unfortunately Cook County makes it almost an imperative that you have to be able to do something along those lines.

Mrs. Kretchmer stated that this Concrete Entitlement Plan for key sites, when somebody is coming in and is thinking about investing in your community, they want to know what do we have to do to get from this point to the point where we can put a shovel in the ground. Communities put so many stumbling blocks out in front of them. As long as you are consistent in how you are applying these kinds of requirements, developers are usually okay with that. It is just the uncertainties that drive them crazy. She stated look at what kind of incentive programs realistically you can do. Some of them you can't. You are a small community with less financial wherewithal than some larger communities. She stated special districts, special service areas, TIF, you have to see if that makes sense for Vollmer Road. It may or may not depending on what you might be able to attract there. You indicated that you were going to be talking to the owners at Olympia Corners and possibly taking action there. That is something that is also important for you. Those are the main takeaways from this. There is a lot in there that we looked at. She is looking forward to hearing more about what is happening in this community.

Village President Burke stated that he just wants to assure the public that the Economic Development Commission has been taking the information that Valerie just presented. There is a lot more detail than what she has presented. We know the average spend rate of the people who live around here. The three to five-mile radius that they are looking at takes in Flossmoor, Homewood, and Matteson. The number of people who potentially benefit from anything that we put into the areas that she spoke about is much bigger. Part of what was driving us is to try to find ways to get people to stop going to Orland and Tinley, and places like that. We heard from the public that is something that they don't want to continue to do. They want to do things in the Village. We have done a number of road trips. We have been to Old Frankfort. We analyzed what makes that place tick. The age of the people who live in the Village of Olympia Fields is

somewhat different from what is in Old Frankfort. They have events all summer long to bring in people from 50, 60, 70-miles away to come there and not only experience the things that they have in Old Frankfort, but once they get there they buy things at 40 or so shops and they eat at the eight or nine different restaurants that are there. He stated that part of our strategy is to not just have people who live here to participate in what we are doing. Part of our strategy is to get people from outside of the Village to come into Olympia Fields and participate in what we are doing. One of the original models was the MB Financial Park by O'Hare Airport in Rosemont. MB Financial Park has 4,000 people. They have 75,000 to 110,000 people a day go through that facility. They have all kinds of restaurants. They have entertainment. They have been to Burr Ridge and looked at what they do. They have a walkable environment. They had to create an Office Park. We have an Office Park. We have bubble charts on the kinds of things that we want to put into the Office Park. We are going to publish this. Office Parks have been declining. We know that because of what is going on all around the country. Those that have risen, have risen because they had activities going on in those Office Parks that brought people from outside of their towns into their community.

Village President Burke stated that one of the things that we are going to do with the Community Relations Commission is to look for four or five new activities that we can bring people into the Village, to get people to want to come here and participate in the activities that we have in the Office Park. There's a lot more to this. This is just the tip of the iceberg that we started. He stated that Trinette will introduce the next guest.

Mrs. Britt-Johnson stated that she is so excited and delighted to present the first of many fruits of our plan. She introduced Mr. Bing Zhou. She stated that Bing is a nationally and internationally acclaimed chef and restaurateur of 13-restaurants across the country, with five of them located in the Chicagoland area. Koi, which is located in Evanston. Bar Roma located in Andersonville. Old Crow Smoke House he has two. One is located in Wrigleyville and one in River North. Le Sud is in Roscoe Village. Mrs. Britt-Johnson stated that Simon Lamb an experienced operator will run the facilities. The developer for this project is Mr. Michael Brown. He is a local, neighborhood landowner, and together with Bing will develop a 12,000-square foot complex that is inclusive of 4,000-square feet of steak restaurant, and 4,000-square feet of gourmet Italian restaurant and a 4,000-square foot catering and event space. This complex is a total investment of approximately \$7,000,000.00 located adjacent to the Brookdale Senior Center. We anticipate construction to begin late summer, early fall, with opening in the spring of 2019. Bing decided that the Village of Olympia Fields was a great place to do business. A community that he wants to partner with which is part of his business model and strategy. This is a really big deal. It is a catalyst for our future economic development. It is the first leg of future development of a revitalized Office Park feeding off of the synergies of new developments across the street in Flossmoor at the northeast corner of Vollmer and Pulaski.

Bing Zhou, Vollmer Property LLC – (There was a round of applause for Bing Zhou). Mr. Zhou thanked everyone for having him here today. He is a Manager and Partner at Chens Chinese Sushi, Koi Chinese Restaurant, Old Crow Smoke House, Bar Roma in Andersonville which is an Italian Restaurant, and Le Sud in Roscoe Village. It has been his passion since he was 18-years old to work in the restaurant industry. He grew up in a doctor family. His dad wanted him to be a doctor. He decided on hospitality and finished Hotel Management in east Shanghai. He came to Chicago in 1987. He worked at a restaurant on Michigan Avenue. He

worked at Tang Dynasty. He opened his first restaurant in 1994 in Lakeview, Chens Chinese Sushi. In 1998 he moved to Wrigleyville. In 2004 he opened his second restaurant in Evanston, Koi's Chinese Sushi. It quickly became one of the most famous Chinese Sushi Restaurants. In 2010 they opened their first Old Crow Smoke House in Wrigleyville. The next year they opened the Old Crow Smoke House in River North, Chicago downtown. Three-years ago they opened their first Old Crow Smoke House in California in Huntington Beach. It is right on the ocean front. It is a beautiful barbeque restaurant. Last year they opened the Old Crow Smoke House in Orange, California.

Mr. Zhou stated that at the same time he opened an Italian Restaurant, Bar Roma in Andersonville. Chicago Magazine named it one of the top 10 new Italian Restaurant in Chicago. Zagat Magazine named it as one of the top 10 Italian Restaurants you must see in Chicago. They got awards from Chicago Restaurant Magazine for the "Best Italian Restaurant."

Mr. Zhou stated that right now he is working with Simon and one of his top French chefs to open a French Mediterranean Restaurant in Roscoe Village. Everybody asks him why Olympia Fields because he is growing so much in Chicago and California. He thanked everyone for the marketing information. Restauranteurs do a lot of marketing and research. He gets a lot of marketing and research by one-mile, three-miles, five-miles too. He understands that Olympia Fields really needs a good restaurant. We are building a steakhouse. A good steakhouse you have to travel all the way to the Orland Park area. That's about a half hour drive. He stated for an Italian Restaurant you have to travel 15-miles away to have a decent Italian Restaurant. He understands the age here is a little bit older than normal. He understands that 65% of the household are a two-person household. That means the kids go to college and they have a good amount of money they can spend here. As parents we raise our kids, we want the best for our kids. That's why we spend so much money for school, for everything, for their future. He thinks that a lot of people here have done a great job already. Now they are entertaining themselves. They have to treat themselves good. That is a great market for him. There is so little competition here that can compare to what they can do here. That's why he is bringing it here. He is very proud. It is his great opportunity.

Village President Burke stated that the pictures here are what the restaurant will look like. The Board has an opportunity to see the restaurant. This is a 12,000-square foot facility. It's going to have three, 4,000-square foot buildings attached. Can you explain why you configured it this way?

Mr. Zhou stated one side will have the steakhouse and the other side will have the Italian Restaurant. In the middle is a banquet facility. He did research and, in the area, you really need a banquet facility, especially because of the hospital and the golf course. They need a banquet facility here. He is going to bring the top of the line AB System, including online, facetime for the banquet facility. It is best for the banquet facility to divide it into three spaces.

Village President Burke stated that we talked to the hospital. They are looking for a place to eat lunch. We talked to all of the country clubs around here. Olympia Fields Country Club, 47% of the people who pay \$500.00 to play that golf course come from outside the Metropolitan Chicago area. They look for a place to stay from a hotel standpoint. They look for good restaurants. They wind up having to drive all the way to Tinley Park, or Orland, or go back over

into Munster or someplace like that. The people that do come in, they are just like the people who live here in the Village, they don't want to travel. They want to be able to go to something close right here. Between Flossmoor and Olympia Fields, it is like 12,000 and then you add the population over in Matteson. Everybody is tired of having to travel someplace else even if people come from outside. There are 25 to 35-weddings a year being held at the Olympia Fields Country Club, at Ravisloe, at the Flossmoor Country Club, and Idlewild. These people spend anywhere from \$50,000.00 to \$100,000.00 for a wedding. They come and want to stay for a while. A hotel is a big deal, as well as when these people come here they want to eat someplace.

Village President Burke stated that Bing is bringing his experience and Simon's experience from Michigan Avenue in the city and they are international. Bing is being kind of modest about this. He started out in China doing this. He came to the United States doing it. He has been very, very successful. As a managing partner of this hotel group, he is looking at expanding their footprint and doing other things. He chose us. This is a big deal. He chose us. Originally, Mike Brown wanted to put up a hamburger joint. We said that we are not doing a hamburger joint. We don't need that. We need something that's more upscale than that. He came back and introduced us to Bing. We were blown away about what he wanted to do. We are very, very happy that they chose us and that we have been adopted by Bing and his group. This is going to be a big success. This is the tip of the iceberg. There is a lot more that we have been working on that hopefully will bear fruit. It is all part of redeveloping this Office Park. His group has stepped up and said that they are willing to get this started. They want to get going as soon as possible.

Village President Burke stated that you can see from the pictures that it is adjacent to Brookdale. Trustee Hudson stated that it is not "Brookdale" anymore. They have a new Manager. It's called "Olympia Fields Senior Living." It is the same corporation, just a new Manager.

Village President Burke stated that there are people that come here from out of town to visit their loved ones there. They take their loved ones out to lunch and to dinner. The people who live here, the people in the country club, the senior citizen location, all of these people will be part of what Bing and his group analyzed as potential people who would want to use this facility. He mentioned the California location. He is being modest. They have gotten all kinds of accolades and awards, and people have noted how great these restaurants are. These are just a few of the magazines that have touted how great these two guys are as restaurant owners. The one in California is considered one of the 75 best places to eat in California. It has been open two-years. It's a little bit different in that it is the Texas Two Step. They have live music. Bing stated that it is barbeque and it has live country music. Village President Burke stated that people have a good time there. He is not sure if that concept fits in Olympia Fields. Bing stated that this is the Old Crow Smoke House in Wrigleyville. They have a retractable roof. You can open the whole roof because the weather is getting nice. It is a real big restaurant. It is 16,000-square feet with the roof top. This is when we have Cubs Game Day. This is Bar Roma. Their specialty is a meatball. All of their pasta is handmade. He picked out the floor. He built the table with his contractor. The lights are like a meatball. This restaurant is all about our meatball. We have pork belly meatball. We have beef meatball. We have lamb. We have veal. We have chicken. That's our specialty.

Bing stated that this is the French Restaurant in Roscoe Village. The Grand Opening should be in two-months. This is a little bit about the steakhouse. We are open for lunch, and the afternoon for

Happy Hour, and dinner. We serve brunch on the weekend. This is the Italian Restaurant. We serve lunch, and then Happy Hour, and dinner. We have a brunch on the weekend. They have a lot of outdoor space. They are going to use that for brunch. Each restaurant will have 20 to 30 full-time, and around 20 part-time. That's a great job opportunity for the area. These are some of the dishes from the Italian Restaurant. Village President Burke stated that the food is really, really good.

Village President Burke stated that this notion of us having to travel someplace away from the Village of Olympia Fields we won't have to do that anymore. We will have two excellent restaurants. These two restaurants are going to have people traveling from other places to come here. The food is excellent.

Bing stated that we are very confident to bring first quality food to Olympia Fields. This is a picture where we are doing food tasting for the French Restaurant. We are looking forward to opening soon. (There was a round of applause). Village President Burke stated that we are looking forward to that too.

Mr. Simon Lamb stated that he comes from a family of doctors. In his family you either came from the military, or you were in the medical field. His mother was a French trained chef and told him to never get into this business. She put him to work at the age of 12 washing dishes in her restaurant. He was born in the United States. He went back and forth between the United States and Europe for most of his life. His dad was a college professor. He worked in electrical engineering. It was hard for him to find somewhere to teach. Mr. Lamb stated that he went through four-years of Premed and went out to California to go to Grad School and decided that wasn't what he wanted to do. He took a part-time job in a restaurant and here he is. He considered Chicago his home. He has lived in Manhattan. One of the reasons that he picked the field was because he could travel around, work with different people, and see different things. He was lucky enough to work with Dream Works in LA. That cemented his restaurant career forever. Developing restaurant concepts for Spielberg is pretty cool. It was a good time. That led him to Chicago where he worked with Levy for a long time, and a bunch of larger companies. He broke off on his own. He has done quite a few restaurants in Chicago. He has opened 33 restaurants. He has done 15 in Chicago, 14 of them have made the top 20 Best New Restaurants of the Year. He plans on getting us some props out here when we open. His whole thing is really good, really simple food, really humble, really friendly service. We are in the service industry. It's all about humility. We will find people locally that want to be in this industry that aren't actors and just doing this to make a buck and everything else. We will put all of your children and grandchildren to work as they should at least once in a restaurant. He stated that he bumped into Bing and he is a dynamo. He is struggling to keep up with him. He stated that Bing emails him at 1 o'clock in the morning and he is very excited. That makes Mr. Lamb excited. He knows a little bit about the area because his in-laws are in Orland. His wife grew up in Orland and Tinley Park. We have been down here for family functions and desperately tried to find somewhere good to eat. It's tough.

Mr. Lamb stated that he is looking forward to doing an old school steakhouse. Mr. Lamb and Bing discussed why doesn't anybody do a piano in the bar anymore. In this setting we can be very focused. It will be a slower pace, but a little higher quality for us. He is looking forward to

the opportunity. Village President Burke stated thank you so much for considering us. (There was a round of applause).

Mrs. Britt-Johnson stated that as you can see, we have been a little bit busy. We will keep you up-to-date with the groundbreaking, and many more projects to come that we are working on that we will be announcing soon in the future. (There was a round of applause).

Village President Burke stated that we talked to Ace Hardware. They are interested in opening an Ace Hardware in the Village. He won't go into the other restaurants that they are talking to until we get further down the road. He mentioned the Land Bank before. We are getting close to being able to acquire that space where Jewel was. We have plans for that also. There are a lot of things happening. We don't need to have big-boxes that are going to go away. We are going to have those kinds of industries that are impervious to the Internet. We are going to do things that are going to make this park a walkable destination for people who don't necessarily live in the Village, but people who come from other places that want to participate in what we have in the Village of Olympia Fields. Part of it is going to get younger people in here. Hopefully, young people who want to have kids that participate in what is going on here. We have to do that transfusion. We are looking at bringing in people who are the right types of folks to come to the Village and that is part of our strategy.

Mr. Jeremy Stanulis stated that he has been an architect for just over 20-years, primarily in the Chicagoland area. He came here in 1993. He went to IIT. He stated that for the first seven-years out of school he worked on large scale, Mixed Use Developments, not too uncommon from what you are experiencing in Burr Ridge. Most of the work that he did was on the east coast in the D.C. area with a local developer out of Chicago. The first seven-years he spent bringing tenants in and working bringing tenants from the landlord side. He stated that for the last 13-years, he has been working on the tenant side putting functions into these buildings. He has been in business for himself for the last 11-years. They have always taken a hands-on approach. They work on the design. They build what they design. They don't build everything that they draw. There are a select few projects every year that they stay onboard through construction. He stated that Bing is one of those clients. When they work with Bing they are part of a team. He has done upwards of 20-restaurants. Bing has had about 15 food tastings for a 4,000-square foot restaurant. He is invited to everyone. Everybody works together when you work with Bing. We pick out materials. We taste food. We get feedback. We travel and try other food to see what other people are doing, and we bring that information back. Everybody works as a strong team. That's one of the things that we really like about this project and the projects that we do together.

Village President Burke stated that there is one other member that you have not met that is not here. Mrs. Britt-Johnson stated that he is in California. His daughter is getting her doctorate. Village President Burke stated that Mike Brown is an African-American Developer who lives in Flossmoor. What we are trying to do is get people who live in the community to participate in what we are trying to do.

Mrs. Sheri Song stated that she is one of the partners/owners of the subject land that we are discussing today. She is working with her partner, Michael Brown, to open 30 Burger King Restaurants across the country. She is funding for this project in China with her Chinese Investor. She came back from China two-days ago. She is so excited to attend this meeting

today. A lot of helpful information for her as well. She is looking forward to bringing this information to her investors. She is looking forward to making things happen in Olympia Fields very soon. (There was a round of applause).

Dr. Doris Langon stated that she lives in Olympia Club. She thanked Bing for choosing us. Dr. Langon wanted to ask Mrs. Kretchmer a few questions. Dr. Langon stated that you referenced that Metra was an asset. You indicated that solid traffic numbers attract retailers. She inquired whether or not Mrs. Kretchmer considered the car roof tops that are daily at our Metra Station, and whether or not that could be an economic component for our Village. Mrs. Kretchmer stated that they did identify what the ridership is at the Train Stations. That definitely is an asset for potential businesses here, specifically at 211th Street. We think that people that are coming home from the Metra Station, or walking from the Metra Station will be able to stop at potential businesses on Vollmer Road. Everything that brings people to this area is an asset. It doesn't matter if it is 100-people, or a thousand people, everything is an asset.

Village President Burke stated that the MB Financial Park has 75,000 to 100,000 plus people. There are people that come from the city via the Metra Line, the CTA, into that park to go to the Comedy Clubs and the restaurants. Instead of going downtown, they use public transportation to come out to MB Financial Park. It would not be beyond the pale that instead of going downtown, if we do all of this correctly, they will take the train here instead of going downtown. We have a quiet, safe community. We plan on doing everything we can to get the right kind of people to come in here to participate in what we are trying to do. The train could be a definite asset.

Village President Burke stated that when they had the LPGA there were 200 women that paid \$85,000.00 a head to participate in a summit at the country club. There was no place to eat and no place to stay. They took a private train everyday back and forth from downtown to Olympia Fields. We want to take advantage of that kind of thing.

Dr. Langon stated that her question was whether or not there will be any economic development opportunities at the Metra Train Station. Village President Burke stated that we haven't had too much of an opportunity to talk too much about that. He stated that via the Land Bank, we have picked up six PIN Numbers by the Post Office that the Village now has control over. We've had a Transit-Oriented District Study that we did with some of the local citizens here. We now have control of land except for one parcel by that Train Station. There are things that we want to put in there that can be economic development. We are in the middle of rezoning the north side of where that neighborhood is over there to do Commercial activities along Vollmer Road. The strip from the Train Station all the way to Crawford on our side of the street and in the Office Park, is going to be similar to what you see over in Homewood on Halsted. That's part of our strategy to make that happen, as well as part of what is going on on Lincoln Highway. He stated no big-boxes. Neighborhood type things that are going to have small businesses that are impervious to the Internet.

REPORT OF THE VILLAGE ADMINISTRATOR:

Resolution #2018-14 – A Resolution Appointing A Local Government Director to the South Suburban Land Bank and Development Authority – Village Administrator Saenz stated that what you have in front of you is a Resolution. We had discussions on this previously. We talked

about the South Suburban Land Bank that we are a member of. She stated with David Mekarski leaving, that left a vacancy for Olympia Fields. Now we need to formally appoint her as the Liaison for Olympia Fields on that Committee so that any discussion, any activity involving the parcels in Olympia Fields that are with the Land Bank she will have a say with direction from the Board as to what happens to those parcels. The six parcels at Cumberland and Kedzie over by the Metra Station are in the Land Bank. The Olympia Corners/Jewel Plaza that area is in the Land Bank. We also have three other parcels within the Village that are now a part of the Land Bank. This is just a matter of housekeeping to get her formally appointed to the Committee.

Village President Burke stated that Mrs. Kretchmer talked about the ability to mitigate taxes. Class 8 is one of the ways that you can do that. The other way that you can do that is if you own the land and you can work special deals. You may not be able to reduce the taxes, but you may be able to reduce how much you have to pay for the property value. If the Village is in ownership of the land, then we can attract people to come into the Village where we are providing the land as an incentive. They pay taxes. We get the tax money and reduce their overall fixed cost by lowering their actual rent for the space. Having access or ownership of the land and having Cindy as our agent in the Land Bank, says that the Village has that ability to do that without giving up taxes. That is a really, really good deal.

Motion by Trustee Matz, second by Trustee Oliver to Approve Resolution No. 2018-14 – A Resolution Appointing a Local Government Director to the South Suburban Land Bank and Development Authority.

Roll Call:

Ayes (6-0)

Motion Carried.

Village Administrator Saenz stated that the Village is a member of the South Suburban Land Bank. Village Administrator Saenz stated that Mrs. Britt-Johnson in her role as a Consultant, set up a meeting with us with the Cook County Land Bank. We wanted to find out what the differences were between the South Suburban Land Bank and the Cook County Land Bank. One of the things that we found out was with the South Suburban Land Bank, normally properties are donated to Municipalities, or there could be land that is in foreclosure that the Village wants to take ownership of so then the South Suburban Land Bank gets involved. She stated with the Cook County Land Bank, they receive information on properties ahead of time that are delinquent in property taxes, or if there are scavenger sales. They take control of the properties and then will work with Municipalities with ownership, marketing, placement, as well as working with the South Suburban Land Bank. We now have two different entities that we can work with in the Village to acquire property and make sure that we are involved when those properties are vacant.

DEPARTMENT HEADS REPORTS:

Betty Zigras – Director of Finance

Ordinance #2018-13 – An Ordinance Amending Section 21-21 of the Olympia Fields

Village Code Dealing with Water Rates – Mrs. Zigras stated that today we will be discussing Ordinance #2018-13. It's an Ordinance to amend the Olympia Fields Village Code dealing with water rates. We are proposing a Residential water rate decrease of approximately 10.8%. We will be decreasing the rates from \$13.20 per thousand gallons to \$11.80 per thousand gallons. She stated that to offset this revenue reduction, we are proposing an increase in Commercial Rates for the high-volume users. In the Village we have approximately 80 Commercial Accounts. She has

done a detailed analysis looking at each individual account and looking at their usage over the last years. She wants to make sure that we don't impact our smaller Commercial, to midsize Commercial users. She stated from the small individual shops to the McDonald's or Bizios, we do not want to affect these users. The proposal is to increase the rate for those larger Commercial customers. It would impact five, very large, Commercial customers. This is the Ordinance that is before you to decrease the Residential Rate and offset that revenue reduction by increasing the Commercial Rate for any usage over 400,000 gallons in a billing period.

Trustee Thomas inquired who are these users. Mrs. Zigras stated that these users are St. James Hospital; the Olympia Fields Country Club; Brookdale; and a dialysis center on Lincoln Highway, SSKG, is the name of the corporation; and the Wal-Mart sprinklers. She stated obviously not in the winter months. A few billing periods they exceed 400,000 gallons. Trustee Thomas inquired where the dialysis center is. Village President Burke stated that it is across the street from Game Stop on Lincoln Highway. It is Lincoln Highway and Brookwood.

Mrs. Zigras stated that this increase in the rate would only affect anything over 400,000 gallons. In her analysis she figured out what our loss in revenue would be by reducing the Residential Rate and offsetting increasing the Commercial Rate by that same amount.

Trustee Thomas inquired whether or not there is consistency in that over 400,000 in usage. Did you see consistency in those larger businesses, or is it sporadic? Mrs. Zigras stated that they are pretty much year over year that had increased over 400,000 gallons per billing period. Sometimes they are up and sometimes they are down. Consistently, they were over 400,000. Trustee Thomas inquired of Mrs. Zigras how you are going to communicate this to the businesses? Are you going to give them a detailed, nice explanation explaining this?

Village Administrator Saenz stated that we are going to make a notation on the water bills. It may not be a bad idea to send them a copy of the Ordinance once it is approved. There are 80 businesses. We can let them know what the effective date will be.

Trustee Matz inquired whether or not this is a gradual increase, or are you going to hit them all at once. Village Administrator Saenz stated that it won't be a gradual increase. As it states in the Ordinance, it will be effective with the June 15th billing cycle. They will have 30-days to pay that. It is only going to affect five of the big users, and from zero to 399,000 gallons they will be paying their same rate. It is a tiered rate. It's not like the entire amount of their usage will be at that higher rate. It is just going to be from 400,000 to whatever their usage is.

Trustee Thomas inquired what the dollars look like. Mrs. Zigras stated that the total dollar amount is about \$132,000.00 annually. Mrs. Zigras passed out her analysis to the Board.

Village President Burke stated that the businesses that are affected, for the most part, do not pay a proportionate amount in taxes that the citizens pay. He stated for the citizens as a whole, this is like 99.993%. It would have no affect on the lower rate than what they were paying before.

Trustee Thomas stated that it is going to be effective with the June 15th billing. Is there a reason in our Fiscal Year we are voting on it tonight and doing it? Mrs. Zigras stated that June 15th covers the April and May usage. That's why June 15th.

Village President Burke stated that they won't get the bill until June. Trustee Thomas stated that we are putting something in place and they will get the bill in June. It's really for usage that they had no idea this was happening, April, May. Why can't we make it effective for the next two-months? Let them know. And then make it effective so that now they know for May, June, come July this is what they have to pay. In April, May, they had no idea that we were going to do this. She thinks that if it was reversed, as a resident she would want the Village to do that. She doesn't see any harm or foul. We already are not receiving that. You can make it effective for the residents. It can all be the same. She is not saying that this is not a good thing to do. She stated but to go backwards from April, May, and they didn't know this was happening, and then you say that you will pay this new thing in June, she doesn't think that is right. She doesn't really want to support it like that.

Mrs. Zigras stated that what we do for the Commercial side we have to do for the Residential side. Trustee Thomas stated right. It is going to be a benefit for the residents. If you are going to do it, make it going forward not going backwards. She stated that people didn't know. It is only five businesses.

Village President Burke stated that there is something in your Packet that talks about the increases. In this particular case, the residents as he indicated 99.99% of them will benefit in this reduction. The increase is for those that go over 400,000. One of the reasons that you might want to give them a heads up on this is that they would be able to potentially reduce their water usage. Because their water usage isn't so high, them knowing about this a month or two in advance is not going to affect the impact to them. It is going to be the same.

Trustee Thomas stated that is not what she is talking about. The principle here, you already said that you are going to do it. She read it in the Packet and now we are discussing it. All she is offering is there is nothing wrong with doing it. She is saying let's be considerate. We're trying to attract businesses. We want the businesses that we have to stay. Little things like this add up. If we are going to do it, just have a conversation. Let them know what we are doing. Tonight, the Board had a meeting. They voted that this was going to take place. She stated knowing the next two-months when you pay your bill again, you will be paying at this rate. Don't tell them that they are going to pay a higher rate for usage that was in April and May that they had no idea, even if it is going to be a savings to the residents. Do it right across the board. That's all she is asking. Just be fair. Village President Burke stated that this is a Democracy and people can weigh-in on their opinion of this. Trustee Matz stated that makes sense to her. She wouldn't want to be personally blindsided. She might not have used as much water.

Mrs. Zigras stated that the handout she passed out, the front sheet explains how it came up to the analysis on the usage. Our total usage in Fiscal Year 2018, was 157,000,000 gallons of which 94,000,000 was Residential and 63,000,000 was Commercial. The additional revenue we needed was \$134,000.00 to get the Residential rate of \$11.80 per thousand gallons. The next page shows the five users and their usage. Some usage is 2.5 million gallons per billing cycle. The first column is showing usage. All the way to the right it shows you what additional revenue we will be receiving from each of the users.

Trustee Thomas stated that Mrs. Zigras has done a good job on putting this together. She is not questioning that. She is speaking for Janice, as the Trustee, that you do this correctly. When

something is implemented, most of the time, you are aware that it is coming. This is business. They are in business. Let them know that your next bill you are going to pay a higher rate for those that it is going to impact. That's all she is saying.

Village Administrator Saenz stated that if we are making it effective in June, and she thinks it was a very good idea that you brought up about notifying them. If the Ordinance is approved today and passed, we can get this information out in the mail by the end of the week, so that they will have 30-days prior to that actual billing cycle. The bills will be issued June 15th.

Trustee Thomas inquired for what period. She stated let's stay on principle here. She is talking about the billing cycle, you've already used the water for April and May. This was not in place. You say you have 30-days to pay it. You are saying to the business owners, that just because you are a business, you have 30-days to pay this. That's not what we want to do. We want to do it before. She stated for June and July, if you pay your bill in August, this is what you want to pay. She stated to go backwards and say come June when you get this bill for water you already used, for those that it impacts, you are going to pay higher. She doesn't understand why there is such haste to do it like this. Are we missing something? Do we need to make up a hole in the Budget? Mrs. Zigras stated that it is an offset. Trustee Thomas inquired will it not be an offset if we don't do it? Mrs. Zigras stated no, we will be fine.

Village President Burke stated that what we can do, there are two billing cycles. He stated that half of the Village gets charged one time, and the other half is the other cycle. There was a stake that was put in the ground. You can move the stake for the people who are coming up for the next cycle to take into consideration what Trustee Thomas is saying. We can just go and make it for the next cycle, the one that is going to get the increase, and the decrease for the next group of people. That would be the first time that we do this.

Trustee Pennington stated that he believes that is an important point. Do the five affected businesses have a split when they get their bills too, like the residents do? Village Administrator Saenz stated that you have three that are in Route 1 and three that are in Route 2. She stated that what Trustee Thomas is saying is that from the time of consumption June 1st forward, which means that that would be the July billing and August billing. Mrs. Zigras stated that May and June would be the July 15th billing. Village Administrator Saenz stated that she is talking about consumption not billed. Mrs. Zigras stated that May and June consumption will be billed in July.

Trustee Hudson stated that what we are looking at is this. It is May right now. If she knew that you were going to increase her bill, she would turn off her water because she doesn't want to pay that high thing that you are going to charge her. If you tell her in June, then she can start in June to not use a lot of water. You are giving her a bill where she didn't know that you were going to increase the rates. She was having parties and using all kind of water. Then she gets that bill. She didn't know that you were going to increase the rates. She wouldn't have had those parties.

Trustee Pennington stated let's not confuse Commercial Use. Trustee Hudson stated that she is just making a scenario so that Mrs. Zigras can understand what we are saying. They have parties at the country club. Trustee Hudson inquired whether or not the Village had an Agreement with the country club that they were going to pay the water bill if we did something else, and now we are going to increase that water bill?

Village President Burke stated that the country club does not pay sewer charges. Their water bills have been pretty much tagged to whatever our rates are since that Original Agreement was put into effect. They only pay half of what everyone else pays. They only pay on water. They don't pay a sewer charge at all. One of the reasons that this is being considered is that the people who are in this category, are larger companies that consume more water, which means we have to pay more to maintain the system for them. They do not pay proportionate taxes like the rest of the citizens pay in terms of taxes. You are talking about giving them a grace period. That is something that we can figure out. How we want to do that is the discussion.

Trustee Thomas stated that she doesn't know how this vote is going to go. She understands that we are trying to soften the blow to residents. It would benefit her. The water bill is high. At the same time, we want to do things decently. We still want to treat our businesses well. They elected to stay here or be here for whatever reason. We want to be fair. We still want to have a partnership with them as we look to bring other businesses to the Village. We want to do all things consistently. She stated that Mrs. Zigras did a great job putting this together. She did a great presentation. She totally understands it. Can we pick one date across the board and go forward instead of backwards That's all she is saying.

Trustee Oliver inquired whether or not he could make a Motion to table this. Village President Burke stated that we don't want to table this. He stated that Village Administrator Saenz made a recommendation.

Village Administrator Saenz stated that the recommendation that she has is that in the Ordinance, we change the wording on Page 2, where it says: "The rates established by this Ordinance shall apply to all water billed on this particular date," we say, "Apply to all water consumed as of a particular date." That way, we will have time to notify the users. We will set a date, and as of consumption.

Village President Burke stated that it is consumed by June 15th. Mrs. Zigras stated that if we pick June 1st, the July 15th bill would have a different rate on May and a different rate on June. She reads on June 30th so she can't tell how much was consumed in May and how much was consumed in June.

Trustee Thomas inquired of Mrs. Zigras whether or not July 1st would be a better date. Mrs. Zigras stated that if we do the July 15th billing date, it means consumption or usage of all of May, and all of June. That would impact 15-days somebody didn't know, had 14-days of usage without knowing that the rates went up. It is highly unlikely that anybody used 400,000 gallons in 15-days. That is one scenario. The other one is to push it to August. It is consumption of June and July. Even if we go to the July 15th billing, you have May and June usage. There is only 15-days of usage in May. Nobody is going to hit 400,000 gallons.

Trustee Pennington stated that there is a possibility that those businesses may not use the 400,000 gallons anytime during that period so their rate will remain the same as it is now. The consistency is still there. Mrs. Zigras stated that if you don't hit 400,000 gallons you are going to be billed at the same rate. Trustee Pennington stated that it makes little difference what time we want to do it. Mrs. Zigras stated that the analysis shows that these are big users and they are going to hit it. If they don't hit it, then we have other issues because our revenue just went down.

Trustee Thomas stated that this is why sometimes these things are good to discuss in Executive Session so we can ask all these questions. What happens if it doesn't do what you forecasted? Mrs. Zigras stated that she looked at years of analysis.

Village President Burke stated that some people may not be aware that there is a minimal usage at the consumer or residence level. The minimum is 2,000 gallons. That is no longer on the table here. If this was earlier in the year like during the winter, there are roughly 50-people who are being charged for water at a minimum of 2,000 gallons. They were out of town. They are snowbirds. We eliminated that. Trustee Thomas stated that we are good with that. We are trying to settle what is a fair and reasonable date. We are not in business to make money. We are trying to make sure we maintain, operate, and provide services as a public entity. We are trying to figure out what is a fair and reasonable date to implement, and to have a conversation with those business owners, even though it is just five. She stated however you want to roll it out. You can send the Ordinance, or you can do a nice little letter explaining it to them. What's going to be the date? The numbers are going to be what they are going to be. Mrs. Zigras stated that the dates are either the July 15th billing or August 15th billing.

Trustee Oliver inquired whether or not we have done anything like this before. Trustee Pennington stated no. Trustee Oliver inquired have we ever gone to our businesses for a cost that they only had two-weeks to consider. He inquired whether we are talking about being fair or not, what really is the impact of these five businesses if we pass what is on the table tonight? Mrs. Zigras stated that the impact is the last column on the spreadsheet. These five businesses total \$135,000.00. Trustee Oliver inquired what is the worst that could happen.

Village President Burke stated that the existing Ordinance is in the Board Packet. It was originally set up that it was going to be 2%, 15%, and 2% each year, and there was going to be an increase. He stated that everyone depending on their billing cycle, you could be caught by this rate increase. This rate increase as set by the previous Ordinance, it was laid out in such a way that it was 2%, 2%, 2%, 2%, 2%, 2%, 15%, and then a 10% increase. There were people that were going to get caught in no man's land in each one of these, depending on when this increase went into effect.

Trustee Thomas stated that she is only debating one thing. A date that we let people know that moving forward, this is what we have agreed on, and they know. That's all she is asking. We are doing a lot of things that have not been done in this Village before. The impact, we know that it is suppose to be \$135,000.00. When they pay their bill in June you move it forward. That's all we are looking at here.

Village Administrator Saenz stated that to answer Trustee Oliver's question, the rate increases were always effective with the beginning of the Fiscal Year, so May 1st. Trustee Thomas stated that this should have been on the Agenda a long time ago. Village Administrator Saenz stated the previous Ordinance. Mrs. Zigras stated that we put a Moratorium on that. Village Administrator Saenz stated yes.

Village President Burke stated changing the language to consume after a certain date. What's the date? Village Administrator Saenz stated that Betty said it is better to have it as billed. The Board

needs to determine if it is July 15th or August 15th. Trustee Thomas stated August 15th. Village President Burke inquired whether or not the Motion is to change it to August 15th.

Motion by Trustee Thomas that we change the date for the cycle to notify the business owners about the increase in the rate to August 15th.

Trustee Pennington stated, point of order, please. If we move it to August 15th, the impact to five businesses in terms of their billing, they will be billed for June and July. Mrs. Zigras stated June and July usage through July 30th. By the time we get to the billing reading, the bill goes out on August 15th. Trustee Oliver inquired whether or not this will apply to the residents as well. Village Administrator Saenz stated the reduction, yes. Mrs. Zigras stated that it gives them 15-days' notice that effective June 1st any usage they have we will have that escalate.

Trustee Gibson stated that she doesn't understand why we can't go with what we have already. She doesn't understand why we have to go to August 15th. Trustee Pennington stated that he agrees. It's not like these five businesses are going to leave. Trustee Hudson stated that they might. That's what a lot of people said and they don't have their businesses now either. Trustee Oliver stated no. Trustee Pennington stated that he doesn't think that any of the five that are listed on this sheet will be leaving the Village. Trustee Hudson stated that she knows what he said. She is saying that it is not necessarily fair. Trustee Pennington stated that he just wants to make it clear. Trustee Hudson stated that it is not fair.

Trustee Thomas stated that what we are saying is for April and May you use this rate. We are saying as elected officials, it's all right that we didn't let them know. We decided to increase this. You already used April and May. You are going to pay a higher rate. We are saying we don't have a problem with that. We are saying we can't wait to notify them and then implement it. That 's what it sounds like you are saying.

Trustee Gibson inquired of Village Administrator Saenz whether or not she made a comment that after this is approved by the Board this evening, that those five businesses could be informed. Village Administrator Saenz stated that we would notify all of the Commercial Users. Trustee Gibson believes that takes care of it. She is proposing that we stay with June 15th.

Trustee Hudson stated that they are already using the water that we want to be billing them for. Trustee Thomas stated that you are notifying them after the fact. Trustee Gibson stated yes, it is May now. Trustee Hudson stated that they are using the water. Trustee Thomas stated that they already used the water for April and May. You are letting them know after they used it. That's what we are saying. Trustee Gibson stated that she agrees with you there. It doesn't seem fair for them to have used it and don't know that it is going up.

Trustee Matz stated that good governance is being a good neighbor. She doesn't think that we are being a good neighbor by telling them after the fact.

Motion by Trustee Hudson, second by Trustee Matz for this to take effect August 15th.

Village President Burke stated just so it is clear, we modified it from June 15th to August 15th.

Motion by Trustee Oliver, second by Trustee Gibson to Waive in First Reading and Approve in Second Reading Ordinance #2018-13 - An Ordinance Amending Section 21-21 of the Olympia Fields Village Code Dealing with Water Rates; with a Modification from June 15th to August 15th.

Roll Call: Ayes (5) (Trustee Pennington Voted No) Motion Carried.

TRUSTEE REPORTS:

Finance/Planning – Trustee Pennington

March 2018 Financial Statement – Trustee Pennington stated that we are now 11-months into our 2017-2018 Budget. Tonight, he will be reporting the financial results for the period ending March 31st, 2018. He stated beginning with the General Fund, our realized revenue for the month of March was \$1,194,431.00 against a budgeted figure of \$1,455,199.00 or 18% unfavorable to Budget Plan. Our General Fund Expenses for this period was 11% favorable to Budget. The Village projected March expenses at \$737,363.00. Our actual expenses incurred for this period was \$654,670.00. Our current month Fund Balance actual is a surplus \$539,761.00, or 25% of Plan. Our Fiscal Year to Date Actual, Plus Encumbrance in the General Fund is a surplus \$759,173.00.

Trustee Pennington stated that with respect to the Water Fund, water revenue exceeded Budget Plan by \$20,826.00, or 6%. The Village budgeted the sum of \$340,267.00 in revenue and realized \$361,053.00 in actual revenue. Water expenses were 19% favorable to the Budget Plan for the month of March. The Village budgeted the sum of \$187,681.00 for expenses and incurred \$152,621.00 in actual expenses. This resulted in a fund surplus of \$208,472.00. Our Fiscal Year to Date Actual Plus Encumbrance in the Water Fund for the month of March is a surplus of \$338,347.00.

Trustee Pennington stated that with respect to the Sewer Fund, the Village's Revenue Budget for March was set at \$227,941.00. The Village realized actual revenue in the amount of \$223,677.00, or 2% unfavorable to Plan. Sewer expenses were favorable to Budget Plan by 10%. He stated that \$87,786.00 was budgeted for sewer expenses. The Village incurred \$79,392.00 in actual expenses. This resulted in a total fund surplus in the Sewer Fund of \$144,285.00. Our Fiscal Year to Date Actual Plus Encumbrance is a surplus of \$372,700.00.

Trustee Pennington stated that in your Board Packet you have detailed data outlining the expenses and revenues incurred and expended for the month of March.

Treasurer's Report of Cash Balances – Trustee Pennington stated that also in your Board Packet is the Treasurer's Report of Cash Balances, which is still pretty much consistent to what prior months have been. We have definitely turned the corner as it relates to our finances. We remain on track for the 2017-2018 period.

Public Safety – Gibson

Cook County Sheriff's Award of Merit – Patrol Officer Sean Barry – Trustee Gibson stated that as the Trustee Liaison of the Public Safety Committee she has one report relative to the 2017 Cook County Sheriff's Award of Merit.

The Olympia Fields Police Department is proud to announce that Patrol Officer Sean Barry was recognized by Cook County Sheriff Thomas Dart with the Cook County Sheriff's Law Enforcement Award of Merit on Monday, May 7th, 2018, at 5:30 P.M. at the Moraine Valley Community College.

The Cook County Award of Merit is presented to police officers from throughout Cook County in recognition of their heroism, outstanding service to the community and professionalism. Officer Barry was nominated by his peers with the Chief of Police submitting the formal application to Sheriff Dart.

Officer Barry has consistently demonstrated his dedication to duty while serving the residents of our Village and is a credit to the Village of Olympia Fields and the law enforcement profession.

There have been other officers from the Department who have previously received this recognition.

2013 Sergeant Scott Metzger and K9 Lars were awarded.

2014 Detective Corporal Mark Akiyama

2015 Officer Daniel Kickert

2016 Officer Lawrence Smith and Officer Riley Mayer

We would like to congratulate in 2017 Officer Sean Barry.

NEW BUSINESS:

The Board did not have any New Business this evening.

Trustee Matz stated she wanted to make a quick statement. She wanted to acknowledge that a couple of us up here on the dais have been in this seat for one-year as of last week. It was an honor and a privilege that we were elected to this seat, and that we are doing our best to make sure that we stay up on current events, and we constantly study and make ourselves better. She stated that one great thing about our Democracy is that in order to run for an office all you need is the age and a serving heart. It is up to us to make sure that once we get in this seat, that we do it justice by continuing to educate ourselves so that we can be better tomorrow than we were today. She had an opportunity to go to Springfield on April 25th which is IML Lobby Day, which is Illinois Municipal League Lobby Day. It is made up of an organization of all of the Municipalities in the State of Illinois. They are located in Springfield. Our local organization is SSMMA, which is South Suburban Mayors and Managers Association. That is another collective body of Mayors and Managers, several to be exact, where they are a lobbying group almost as if they were a watch dog to make sure that our interest is at heart, our Municipality interest, our resident interest is at heart. The Legislators in Springfield are making Policy. When we go down

to Springfield every year, April 25th, we go as a collective body as a voice. We meet and we discuss what we are going to go into the Capital to talk to our Legislators about, and what we want to bring back to our communities. It gives us an opportunity to talk best practices with all other Municipalities. They also have an opportunity for us to look at seminars and conferences that are going to increase our knowledge so that we can bring back best practices to our community and make sure that we are solvent and we are watching over the community as best as we can.

OLD BUSINESS:

Trustee Oliver stated that there is something that we just took a vote on that he is now having some second thoughts on. He wants to make sure that he gets this on the record and that it is done according to Roberts Rules. He would like to change his vote after thinking about it a little bit more, having to do with June 1st for the water rate. If it is doable, he would like to change his vote to a “No vote,” on the basis that he is thinking more and more about the residents. Our major responsibility as a Board is to serve our residents. He forgot about that. He was thinking about the businesses. It is kind of a hard decision to make. He wants to change his vote to “No.”

Trustee Pennington stated to obviate the Original Motion and call for a new Motion. Village Administrator Saenz stated that we are going to reopen the Motion for Ordinance #2018-13. **Motion by Trustee Gibson, second by Trustee Pennington to Waive in First Reading and Approve in Second Reading Ordinance #2018-13 - An Ordinance Amending Section 21-21 of the Olympia Fields Village Code Dealing with Water Rates; Changing the Date to August 15th Versus June 15th.**

Roll Call: Ayes (4) (Trustee Pennington and Trustee Oliver Voted No) Motion Carried.

RESIGNATIONS AND APPOINTMENTS:

Resignation – Beverly Sokol from the Beautification Committee –

Motion by Trustee Pennington, second by Trustee Thomas to Accept the Resignation of Beverly Sokol from the Beautification Committee and Authorize a Letter to be Sent on Behalf of the Village Board of Trustees.

Voice Vote: All Ayes Motion Carried.

Resignation – Donald Theobald, CPA, Village Treasurer – Village President Burke stated that in the Board Packet you will see that Donald Theobald was the Village Treasurer for the past 10-years. He tendered his Resignation on April 24th, 2018.

Motion by Trustee Thomas, second by Trustee Pennington to Accept the Resignation of Donald Theobald, of Theobald & Associates as the Village Treasurer.

Voice Vote: All Ayes Motion Carried.

Appointment – Stanley P. King, CPA as the new Village Treasurer – Village President Burke stated that Stan had been the Village’s Auditor going back many, many years ago. He is a resident of the Village. He was the Senior VP at Northern Trust where he did consulting for them. He did auditing all over the world. He had his own firm, Stanley King and Associates in Calumet City. He was the President and owner. He prepared governmental and CAFR annual

audit reports. He did audits for a number of communities in the southern suburbs. He is currently on the Public Safety Committee.

Village Administrator Saenz stated that Stan King was a member of the Finance Committee years ago when she was hired. She has been working with him for a very long time. We have a really good relationship because of his knowledge of the Village. Not only was he a Finance Committee Member, but he then became our Auditor for about three-years. She stated that lately, with the change in the Finance Department Stan will be a huge asset to us, thinking about the Pension Fund and some of the conversations that we have to have about that and decisions that we have to make about funding. The Village President mentioned the CAFR Report. Stan prepared CAFR Reports for a lot of his clients. She presented to the Board a couple of years ago, that she thought we should start preparing a CAFR and get that designation. Betty has started that process. That would be huge for us being a small Municipality. She stated that with Stan's knowledge and his skills, he will definitely bring a lot to the table for us, and with her and Betty as far as guidance and direction. The three of us as a team will be great for the Village.

Trustee Pennington stated that he worked with Stan since he has been on the Board and that started back in 2005. He is eminently qualified to do the Treasurer's job.

Trustee Gibson inquired whether or not it would be a good idea for the ones that are on the Trustee Board as elected by the people to know what kind of money we are spending for a new Treasurer.

Mrs. Zigras stated that what we were budgeting for Fiscal Year 2019 was based on what we projected we would be using for Don Theobald as Treasurer. In Fiscal Year 2018 what we paid Theobald Associates was a little over \$23,000.00. What we had budgeted for 2019 was in the range of \$13,500.00. That's the same amount that we would be compensating Stan King. It is the same amount that we had budgeted for Theobald Associates.

Trustee Gibson stated that she doesn't have a problem with Stan as the Treasurer. She has a problem when there are amounts of money being paid that the Trustees don't even know about. She doesn't think that is a very wise idea.

Village President Burke stated that he knows there was a discussion about the contract. That was something that should have been put in the Board Packet. This was at the very last minute. We apologize. Staff apologizes for that. The compensation is what was in the Budget. That's a net savings from what it was in the past. We get someone who has an additional interest in this as a resident of the Village. Trustee Gibson stated that she likes that idea.

Motion by Trustee Pennington, second by Trustee Oliver to Approve the Candidacy of Stanley P. King, CPA as the Village Treasurer, for a Term Continuing until a New Appointment is made by the Village President.

Trustee Hudson stated that she believes that the salary should be added into the Motion.
Motion by Trustee Pennington, second by Trustee Oliver to Approve the Candidacy of Stanley P. King, CPA as the Village Treasurer, for a Term Continuing until a New Appointment is made by the Village President with Compensation of \$13,500.00.

Roll Call: Ayes (6-0) Motion Carried.

Appointment – Julius J. Smith to the Community Relations Commission– Village President Burke stated that Pastor Smith has been the Executive Director of the Generations Community Services Company. He has been a Methodist Minister in the Chicago area since 1976. He has extensive experience working with communities. He has been a resident of the Village for about 20-years.

Motion by Trustee Matz, second by Trustee Pennington to Approve the Candidacy of Julius J. Smith to the Community Relations Commission, for a Term to Continue Until a New Appointment is made by the Village President.

Voice Vote: All Ayes Motion Carried.

ADJOURNMENT:

Motion by Trustee Pennington, second by Trustee Thomas to adjourn the Board Meeting at 9:13 P.M.

Voice Vote: All Ayes Motion Carried.

Respectfully submitted by Faith Stine.