



## **ECONOMIC DEVELOPMENT COMMITTEE**

Wednesday, January 31, 2018 – 7:00pm

Lorraine Morton Civic Center, 2100 Ridge Avenue, Lighthouse Conference Room (2402)

### **AGENDA**

#### **1. CALL TO ORDER / DECLARATION OF QUORUM**

#### **2. APPROVAL OF MEETING MINUTES OF October 25, 2017**

#### **3. ITEMS FOR CONSIDERATION**

- A. Entrepreneurship Support Grant for Alicia Skipworth - Lashing Out
- B. Storefront Modernization Program Application for Linmay Studio at 525 Kedzie
- C. Code Evanston / Blue 1647
- D. Downtown Performing Arts Center
- E. Approval of 2018 Meeting Schedule

#### **4. DISCUSSION**

- A. Evanston Explorers 2018

#### **5. COMMUNICATIONS**

- A. Monthly Economic Development Communication
- B. RETT Report
- C. Announcements/Updates from EDC Members

#### **6. ADJOURNMENT**

**Order of Agenda Items is subject to change.** Information about the Economic Development Committee is available at [http://www.cityofevanston.org/economicdev\\_special-council-committees/economic-development-committee/index.php](http://www.cityofevanston.org/economicdev_special-council-committees/economic-development-committee/index.php). Questions can be directed to Paul Zalmezak at 847.448.8013. The City of Evanston is committed to making all public meetings accessible to persons with disabilities. Any citizen needing mobility or communications access assistance should contact the City Manager's Office 48 hours in advance of the scheduled meeting so that accommodations can be made at 847-448-8683 (Voice) or 847-448-8064 (TTY).



## **ECONOMIC DEVELOPMENT COMMITTEE**

Wednesday, October 25, 2017 – 7:30pm

Lorraine Morton Civic Center, 2100 Ridge Avenue, James C. Lytle City Council Chambers

**Members Present** Ald. Wynne, Ald, Simmons, Ald, Rainey, J. Sierant, M. Berns,

**Members Absent** Ald. Braithwaite, Ald. Wilson, H. Powell, T. Dubin

**Staff Present:** M. Lyons, P. Zalmezak, C. Plante

### **1. CALL TO ORDER / DECLARATION OF QUORUM**

Ald. Wynne called the meeting to order at 7:48pm

### **2. APPROVAL OF MEETING MINUTES OF June 28, 2017**

Ald. Simmons moved approval

M. Berns seconded.

Approved 5-0

### **3. ITEMS FOR CONSIDERATION**

#### **A&B Approval of Main-Dempster Mile and Downtown Evanston levy & budget.**

P. Zalmezak introduced Main-Dempster Mile and Downtown Evanston. Each organization has a 10 minute presentation. If annual levy is approved tonight it will go to council on Saturday.

Ald. Rainey praised the quality of Main-Dempster Mile's written materials. Asked if the organization had made progress in identifying a service provider for supplemental snow removal.

K. Gotsick said that they had been talking with Chorebug, a student startup at ETHS that does yard work tasks. Insurance and not wanting kids out at night had been limiting factors for them but they're in the process of getting insurance.

Ald. Simmons moved approval of the Main-Dempster Mile levy.

Ald. Rainey Seconded.

Approved 5-0

Ald Simmons moved approval of the Downtown Evanston Levy.

Ald. Rainey seconded.

Approved 5-0

Ald. Wynne thanked Downtown Evanston for the guidance and support they provided in helping to organize the Main-Dempster Mile, and the upcoming work with Central St.

Ald. Simmons encouraged Downtown to also reach out to CEBA to help them get more organized.

### **C. Approval of 2018 Meeting Schedule**

M. Berns moved approval

Ald. Simmons seconded.

Approved 5-0

### **D. Storefront Modernization Program Updates**

C. Plante summarized updates. Program guidelines for 2018 are a pilot, eliminating interior buildout eligibility and adding in 100 percent funding in NSP areas as opposed to 50/50 match.

M. Berns moved approval

Ald. Simmons seconded

Approved 5-0

## **4. COMMUNICATIONS**

Announcements/Updates from EDC Members

Ald. Rainey requested that staff make additional updates to the ED report in the packet – lots of old items that haven't been updated, and would like to see 128-130 Chicago and recent Theo Ubiqne fundraiser mentioned.

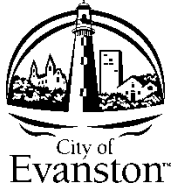
Ald. Wynne reported that she will be out of town for the meeting scheduled for November.

## **5. ADJOURNMENT**

M. Berns moved to adjourn

Ald. Simmons seconded

Adjourned at 8:04 pm



## Memorandum

To: Chair and Members of the Economic Development Committee

From: Paul Zalmezak, Economic Development Division Manager  
Cindy Plante, Economic Development Coordinator

Subject: Entrepreneurship Support Program Application – Lashing Out

Date: January 26, 2018

### Recommended Action:

Staff supports a recommendation from the Economic Development Committee to City Council for approval of financial assistance through the Entrepreneurship Support Program for up to \$1,000 in assistance with City permitting and licensing and up to \$2,500 for equipment, work space, and certifications for Lashing Out.

### Funding Source:

The Economic Development Fund's Business Retention/Expansion Account (100.21.5300.62662). The approved Fiscal Year 2018 Budget allocated a total of \$150,000 for this account. To date, \$1,800 has been spent or encumbered from the account, leaving \$148,200 available for expenditure.

### Livability Benefit:

Economy and Jobs: retain and expand local businesses, develop workforce, and expand job opportunities

Equity and Empowerment: support poverty prevention and alleviation

### Background:

The Entrepreneurship Support Program was created to provide limited one-time grant assistance to individuals starting or expanding a small business in Evanston. The program guidelines were approved by City Council in April, 2017 after consultation with the Minority, Women, and Evanston-Based Enterprise Committee (M/W/EBE Committee), Sunshine Enterprises, and LEND. The program guidelines provide for up to \$1,000 in assistance with City licensing and permitting fees (to be provided by an interfund transfer from economic development rather than a fee waiver) and/or up to \$2,500 in assistance for qualifying business expenses such as tools, equipment, insurance, professional services, training, certifications, and production space. Such payments are to be made directly to vendors and service providers. Applicants must provide three estimates for services to be funded (when possible) and must submit a detailed business plan as part of the application, and proof of either residence in



Evanston or a business location in Evanston. Businesses receiving funding through this program are not barred from seeking funding through the Storefront Modernization Program in the event that they open a brick and mortar location in Evanston, though each program must be applied for separately. For more detailed information, please refer to the attached Program Guidelines.

Summary:

Owner Alicia Skipworth intends to open Lashing Out in the retail space fronting Spex Hand Car Wash at 1235 Dodge. The salon will offer skincare, eyelash, brow, and nail services. Ms. Skipworth has completed Sunshine Community Business Academy and is also working with LEND at Northwestern for a loan and technical assistance.

Ms. Skipworth's entrepreneurship support program funding request for the maximum amount of \$2,500 will help cover costs associated with renting the space, completing certification classes, and purchase of equipment such as pedicure bowls and manicure tables. Approval is also requested for up to the \$1,000 maximum amount of assistance available for City permitting, licensing and inspection fees. Estimates have been provided for the cost of certification classes as well as equipment including manicure tables, pedicure bowls, chairs, and pedicure stools. The property owner requires an \$1,800 deposit to rent the space, which is currently the applicant's top priority for funding, followed by certifications and equipment.

Attachments:

Entrepreneurship Support Program Guidelines  
Lashing Out Application & Business Plan




Cindy Plante &lt;cplante@cityofevanston.org&gt;

## Entrepreneurship Support Program Application [#12]

**Wufoo** <no-reply@wufoo.com>  
 Reply-To: no-reply@wufoo.com  
 To: cplante@cityofevanston.org

Tue, Jan 23, 2018 at 3:47 PM

Applicant Name *	Alicia Skipworth
Applicant Address *	 1810 Dodge Ave Apt 2 Evanston, IL 60201 United States
Applicant Email *	<a href="mailto:aliciaskipworth@yahoo.com">aliciaskipworth@yahoo.com</a>
Applicant Phone Number *	7733120209
Business Name *	Lashing Out!

Please provide a description of your business (500 words max)

Lashing Out! will be an upscale lash/nail salon located in the Evanston area. Our line of services will include mink, strip and individual cluster lash applications. We will also offer skin care services such as waxing, facials, makeup application, eyebrow fills, tinting and arching. In addition, nail services will also be rendered, which include acrylic, gel and overlays, silk wraps, polish changes, no-chip manicures, dip manicures and pedicures. To appeal to this specific demographic, we will also sell small retail items such as jewelry, lash/nail and makeup accessories – this will be driven by customer demand.

While customers want to look nice and be pampered, they are willing to pay others to do it. Lashing Out!'s services will be provided by qualified nail and lash technicians and licensed estheticians who will use uniform quality products, that will be purchased via the internet.

Our target customer will be women between the ages of 15-60; however, we will also strategically target professional men between the ages of 21-50 who like to keep their nails and feet groomed. The common thread amongst these demographics are people that take pride in their appearance and are okay with paying for quality services. Often, customers want to enhance their natural beauty and will commit to a weekly or bi-weekly regimen to make sure they are looking their best at all times. I want our customers to feel that they are getting professional, quality service, for an affordable price – Lashing Out!'s emphasis will be on quality over quantity.

Our main competitors are other nail, lash salons and spas that offer similar services. The length of time in business, market share and location may be key strengths, however, from personal experience, I've seen many salons that are too focused on quantity and not quality. Moreover, most often, customer choices are limited and customers don't have much say on the products that are ultimately used on them – some of which can be hazardous. At Lashing Out! we will only utilize products, services and tools that are specifically designed to carry out certain tasks. Moreover, we will provide niche's in the way we offer our services to differentiate ourselves from the competition. We will offer healthy snack options including fruit and infused water to customers while they are receiving services. Furthermore, we will adopt the moniker "beauty from the inside out," to facilitate and encourage healthy intake in working in close conjunction with external beauty.

Lashing Out! will be located in Evanston and will be one of the few minority owned businesses of its kind. I will be responsible for primarily running the business with help from the co-owner. I am looking to employ independent contractors who will operate off commission. The salon will provide the inventory to ensure each contractor is using

consistent products. I will solicit up to four nail techs and up to four lash artists/estheticians (or a combination thereof) to work agreed upon hours throughout the week and on weekends.

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**Services to be funded:**

- Tools/Equipment
- Licenses/certifications
- Production & Work Space
- Continuing Education

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**Do you need financial assistance with City licensing or permitting requirements?**

- Yes (please specify below):

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**Please describe how you intend to use Entrepreneurship Support Program funding to expand your business (500 words max)**

I intend to the Entrepreneurship Support Program funding to obtain an eyelash and nail application certificate and/or to purchase material (equipment) for my salon. In addition, if feasible, I would like to use the money to secure the location I'm looking to obtain at [1235 Dempster St](#) in Evanston (Dempster and Dodge). If I could use the money towards the \$1800 deposit (which would be ideal), I could use any leftover for training certificates or business licenses.

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**Upload business plan (.pdf or .doc) \***


[entrepreneurship\\_grant\\_document.docx](#)

1.32 MB · DOCX

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**Upload proof of completion of a business training program (Community Business Academy or other) \***


[proof\\_of\\_completion\\_for\\_sunshine\\_enterprises\\_community\\_business\\_academy.docx](#)

12.51 KB · DOCX

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"I certify that all of the information contained in this document, all statements, information, and exhibits that I am submitting is true and accurate and to the best of my knowledge. I certify that I have reviewed the Program Guidelines associated with the City of Evanston's Entrepreneurship Support Program." (Type name below for signature).

Alicia Skipworth

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**Date**

Tuesday, January 23, 2018

# Entrepreneurship Support Program Application

#9

**Applicant Name \*** Alicia Skipworth

**Applicant Address \***  1810 Dodge St Apt. 2  
Evanston, IL 60201  
United States

**Applicant Email \*** aliciaskipworth@yahoo.com

**Applicant Phone Number \*** 8472172096

**Business Name \*** Lashing Out!...beauty in the blink of an eye

## Business Address

### Please provide a description of your business (500 words max)

Lashing Out! will be an upscale lash/nail salon located in the Evanston area. Our line of services will include mink, strip and individual cluster lash applications. We will also offer skin care services such as waxing, facials, makeup application, eyebrow fills, tinting and arching. In addition, nail services will also be rendered, which include acrylic, gel and overlays, silk wraps, polish changes, no-chip manicures, dip manicures and pedicures. To appeal to this specific demographic, we will also sell small retail items such as jewelry, lash/nail and makeup accessories – this will be driven by customer demand.

**Services to be funded:**

- Professional Services
- Tools/Equipment
- Licenses/certifications
- Continuing Education
- Professional and Market Networks

**Do you need financial assistance with City licensing or permitting requirements?**

- Yes (please specify below):

Yes, I would like to request funding assistance in obtaining the necessary permits and licensure.

### Please describe how you intend to use Entrepreneurship Support Program funding to expand your business (500 words max)

**Upload written estimates for the services needed below:**



[lashing\\_out\\_\\_beauty\\_in\\_the\\_blink\\_of\\_an\\_eye\\_2016workingco...](#)  
17.43 KB · XLSX



[estimates\\_of\\_costs\\_\\_classes.docx](#)  
933.52 KB · DOCX

**Upload business plan (.pdf or .doc) \***



[lashing\\_out\\_\\_executive\\_summary\\_final.docx](#)  
26.49 KB · DOCX

Upload proof of residency or business location (lease, utility bill, bank statement, etc.)

Upload proof of completion of a business training program (Community Business Academy or other) \*

"I certify that all of the information contained in this document, all statements, information, and exhibits that I am submitting is true and accurate and to the best of my knowledge. I certify that I have reviewed the Program Guidelines associated with the City of Evanston's Entrepreneurship Support Program." (Type name below for signature).

Alicia Skipworth

Date

Wednesday, July 5, 2017

<p>Created <b>5 Jul 2017</b> 1:44:05 PM</p>	<p><b>173.119.29.195</b> IP Address</p>
<p>PUBLIC</p>	

# LASHING OUT!

*...beauty in the blink of an eye*

## Executive Summary

Lashing Out! will be an upscale lash/nail salon located in the Evanston area. Our line of services will include mink, strip and individual cluster lash applications. We will also offer skin care services such as waxing, facials, makeup application, eyebrow fills, tinting and arching. In addition, nail services will also be rendered, which include acrylic, gel and overlays, silk wraps, polish changes, no-chip manicures, dip manicures and pedicures. To appeal to this specific demographic, we will also sell small retail items such as jewelry, lash/nail and makeup accessories – this will be driven by customer demand. With the emergence of YouTube, consumers are becoming more and more self-sufficient, however, as a consumer, I

I understand that while customers want to look nice and be pampered, they are willing to pay others to do it. Lashing Out!'s services will be provided by qualified nail and lash technicians and licensed estheticians who will use uniform quality products, that will be purchased via the internet.

Our target customer will be women between the ages of 15-60; however, we will also strategically target professional men between the ages of 21-50 who like to keep their nails and feet groomed. The common thread amongst these demographics are people that take pride in their appearance and are okay with paying for quality services. Often, customers want to enhance their natural beauty and will commit to a weekly or bi-weekly regimen to make sure they are looking their best at all times. I want our customers to feel that they are getting professional, quality service, for an affordable price – Lashing Out!'s emphasis will be on quality over quantity.

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Lashing Out! will be located in Evanston and will be one of the few minority owned businesses of its kind. I will be responsible for primarily running the business with help from the co-owner.

I am looking to employ independent contractors who will operate off commission. The salon will provide the inventory to ensure each contractor is using consistent products. I will solicit up to four nail techs and up to four lash artists/estheticians (or a combination thereof) to work agreed upon hours throughout the week and on weekends.

I will market the business using social media, old fashion signs, local news bulletins and websites such as Groupon. I will also look to partner with other entities to co-promote the business such as smoothie shops and beauty supply stores. In addition, I will offer customer loyalty rewards such as Lash-Passes, so customers can receive special bonuses for being repeat customers. Moreover, I will offer ways to incentivize business on slower days such as special discounts on “Winning Wednesday’s” or “Facial Friday’s.” My pricing strategy will hover around industry standards in order to stay competitive, but my emphasis will be on providing better quality than my competitors.

I have a very comprehensive vision for Lashing Out! and in 1-3 years’ time, I look to have a steady stream of loyal clients and a thriving business. To get there, I need to provide consistent quality service, attract and retain loyal employees that take pride in their work, market as much as possible and be sound with my financial practices. If I do these things, I have no doubt that I will continue to differentiate myself from the competition and Lashing Out! will thrive.

## Background Information

### **Please describe your business or the business you intend to start:**

Lashing Out Eyelash Boutique will offer eyelash extensions and nail services where the focus is on quality and health related beauty practices. I also want to offer small retail items (eyelash tools, lipsticks and retail polish).

### **Who will buy your product or services, and how will you attract these customers?**

I intend to market to women and men, starting as early as high school age. I will try to locate the business in an area that demographically represents my target market. I will use marketing techniques such as Groupons, Promotions and other incentives to solidify repeat business.

### **Why do people want this product or service? What benefits do they get from it?**

People would want this service to preserve and promote their inherent beauty and to feel pampered. In certain cases, it may be therapeutic. Also, they get start this process without lifting a finger; just sit back and get pampered.

### **Who are your competitors and what will you do that makes you different from or better than the competition?**

Other competitors include other local nail salons. My services will challenge the way people are currently being pampered by creating niche services. The emphasis will be on quality and not quantity. I will also reward repeat customers by offering a customer loyalty program and offering promotions on various days.

**Please describe why you decided to go into business:**

I wanted the autonomy of trying new things and implementing new ideas. Also, I wanted the flexibility in running a business. Moreover, it is important to show my child another option and road to success.

Do you have any work and/or educational experience directly related to your business idea?

**Please describe your experience or qualifications that will help you to succeed:**

I have a Master's Degree in Business and over 15 years administrative and HR experience; this will help me choose the right people to complete my team and create and execute our vision for success.

**Please describe your current goals for the business or business idea. What are you already doing to move forward with starting or growing your business?**

I have created a business plan; I have met with microlenders; I have benchmarked other business to come up with a service list and price structure; I have also begun looking for potential locations.



# Budget

See attached Excel Spreadsheet

*...beauty in the blink of an eye*

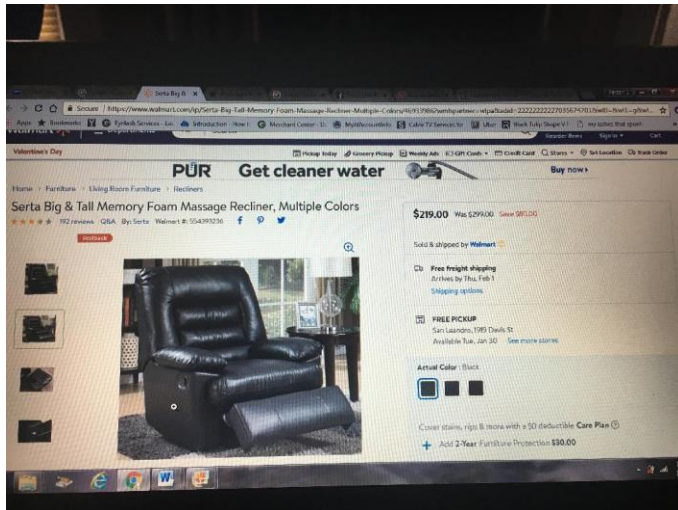
Item	Ordered From	Quantity	Price	Shipping	Total
<b>LOAN AMOUNT</b>	LEND	Tax Id# - 472-969-760			\$ (10,000.00)
Rent	Leasing Agent	4	\$ 1,200.00		\$ 4,800.00
Desk -	Garage sale	1	\$ 50.00		\$ 50.00
Eyelashes	eyelashesunlimited.com	200	\$ 2.52		\$ 504.00
Towel warmer x 2	Ebay	2	\$ 50.00		\$ 100.00
Labeler	Ebay	1	\$ 30.00		\$ 30.00
Nail polishes (Gel too)	Ebay	150	\$ 5.00		\$ 750.00
Gel Polish Light	Ebay	4	\$ 20.00		\$ 80.00
Dust Collector	Ebay	2	\$ 100.00		\$ 200.00
Nail dryer	Ebay	4	\$ 30.00		\$ 120.00
Heavy Duty UV light	Ebay	1	\$ 100.00		\$ 100.00
Acrylic Bowl (soak of nail)	Ebay	4	\$ 20.00		\$ 80.00
Beauty Industry Drill (micro engrave)	Ebay	1	\$ 100.00		\$ 100.00
pedicure flip flops	Ebay	100	\$ 1.00		\$ 100.00
Parafin Wax	Ebay	5	\$ 14.00		\$ 70.00
Foot Spas (Portable)	Ebay	8	\$ 50.00		\$ 400.00
Manicure tables	Ebay	4	\$ 150.00		\$ 600.00
Manicure Chairs	Ebay	8	\$ 50.00		\$ 400.00
Spa Tablets	Ebay	100	\$ 1.00		\$ 100.00
Toe separators	Ebay	100	\$ 0.15		\$ 15.00
Acrylic Powder	Ebay	4	\$ 10.00		\$ 40.00
Acrylic Nails to decorate for display (500)	Ebay	1	\$ 5.20		\$ 5.20
Acrylic Nails - Tips \ (500)	Ebay	4	\$ 5.99		\$ 23.96
Alcohol	Ebay	4	\$ 2.00		\$ 8.00
Polish Remover	Ebay	4	\$ 2.00		\$ 8.00
Laundry	Bill	4	\$ 20.00		\$ 80.00
Towels	Ebay	75	\$ 1.00		\$ 75.00
Aluminum Foil - tips	Ebay	1	\$ 30.00		\$ 30.00
Lights	Ebay	8	\$ 15.00		\$ 120.00
Coat Rack	Ebay	2	\$ 25.00		\$ 50.00
Bling / Metallic	Ebay	1	\$ 150.00		\$ 150.00
Dry Erase Board	Ikea Walmart	1	\$ 60.00		\$ 60.00
Spa Chairs	Ebay	4	\$ 250.00		\$ 1,000.00
Display cabinet	Ikea	1	\$ 300.00		\$ 300.00
Storage Cabinet	Ikea	1	\$ 100.00		\$ 100.00
Glue - Clear	eyelashesunlimited.com	6	\$ 3.95		\$ 23.70
alarm	ADT	9	\$ 39.99		\$ 359.91
Groupon	Groupon.com	1	\$ -		\$ -
Business Inspection - License	City of Evanston	1	\$ 150.00		\$ 150.00
Sterlization Machine	eBay	2	\$ 100.00		\$ 200.00
Curtains / Hardware	Roses		\$ 60.00		\$ 60.00
Flyers	Vista Print. Com	14 of 71	\$ 150.00		\$ 150.00
Aprons	eBay	3	\$ 9.88		\$ 19.76

...beauty in the blink of an eye

Item	Ordered From	Quantity	Price	Shipping	Total
Material Stand	ebay	6	\$ 36.85		\$ 221.10
Window Logo	Signs Now	1	\$ 150.00		\$ 150.00
Rugs	Santuck	6	\$ 20.00		\$ 120.00
Heat/Electric (initial)	Com ED	1	\$ 150.00		\$ 150.00
Cable	Knology	9	\$ 100.00		\$ 900.00
Pictures	Maxway	2	\$ 60.00		\$ 120.00
Bathroom Accessories	Maxway	1	\$ 40.00		\$ 40.00
Tools - files, drills buffers, applicators, cotton, bottles , skin remover tools etc	eBay	100	\$ 10.00		\$ 1,000.00
Glue -Black	eyelashesunlimited.com	20	\$ 3.95		\$ 79.00
Business Cards	Vista Print. Com	1	\$ 100.00		\$ 100.00
Register / Credit Card	?	1	\$ 80.00		\$ 80.00
labor - cleaning	9 Months	9	\$ 30.00		\$ 270.00
Carpet Clean	Cedrick Johnson	1	\$ 60.00		\$ 60.00
Garbage - Trash/water	City of Evanston	9	\$ -		\$ -
Phone	AT&T	9	\$ 40.00		\$ 360.00
insurance	AIA		\$ 500.00		\$ 500.00
Curtains	Maxway	1	\$ 150.00		\$ 150.00
LASH CLASS + transportation to Atlanta	Bonner Brothers	1	\$ 500.00		\$ 500.00
blow dryer	Target	3	\$ 25.00		\$ 75.00
Router	Walmart	1	\$ 80.00		\$ 80.00
Massage Table	eBay	3	\$ 109.99		\$ 329.97
Stools	eBay	3	\$ 27.99		\$ 83.97
Small Bladeless Fan	eBay	2	\$ 6.58		\$ 13.16
Sterlization Machine	eBay	1	\$ 25.75		\$ 25.75
Tools	eBay	2	\$ 11.11		\$ 22.22
Pink Light	eBay	3	\$ 7.99		\$ 23.97
Printer	Walmart	1	\$ 60.00		\$ 60.00
Fire Extinguisher	Home Depot	1	\$ 45.00		\$ 45.00
Desk - Chair	Garage sale	1	\$ 20.00		\$ 20.00
Folding Chair	?	8	\$ 15.00		\$ 120.00
Gloves	Walmart	1	\$ 20.00		\$ 20.00
Clock	Roses	1	\$ 25.00		\$ 25.00
	<b>TOTAL</b>				<b>\$ 14,492.63</b>
	<b>TOTAL</b>	<b>\$ 410.00</b>			<b>\$ 14,902.63</b>
	<b>TOTAL</b>	<b>\$ 860.00</b>			<b>\$ 15,762.63</b>
	<b>TOTAL</b>	<b>\$ 1,594.04</b>			<b>\$ 14,168.59</b>
	<b>Grand Total</b>				<b>\$ 14,168.59</b>

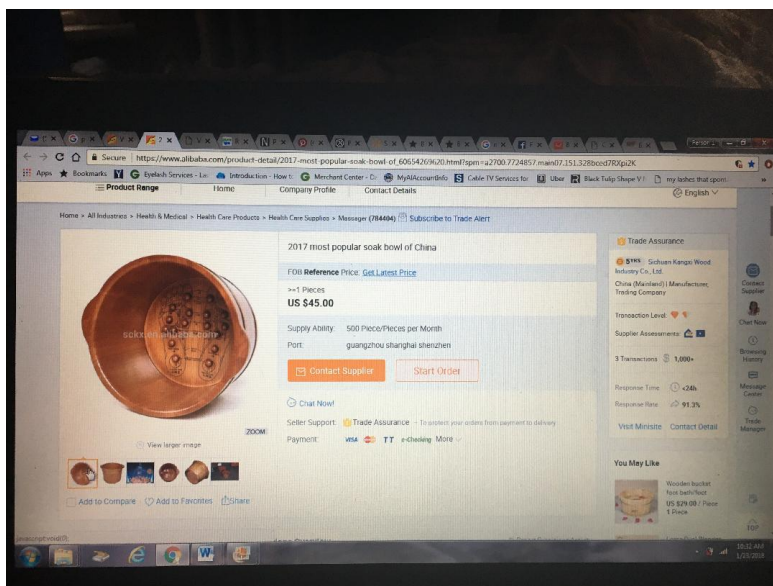
## Recliner/Pedicure Chair – Walmart - \$219+ tax (Free shipping)

<https://www.walmart.com/ip/Serta-Big-Tall-Memory-Foam-Massage-Recliner-Multiple-Colors/46933986?wmlspartner=wlp&adid=22222222227035674701&wl0=&wl1=g&wl2=c&wl3=96706016208&wl4=pla-134478149088&wl5=9021564&wl6=&wl7=&wl8=&wl9=pla&wl10=8175035&wl11=online&wl12=46933986&wl13=&veh=sem>



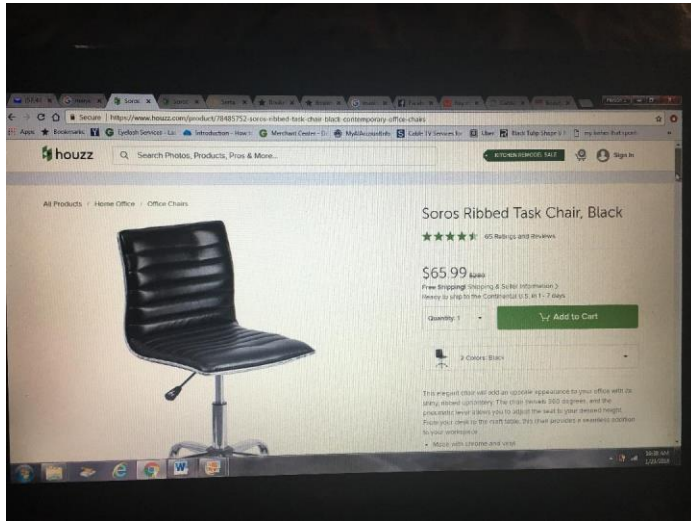
## Pedicure Soak Bowl – Alibaba - \$45+tax and shipping

[https://www.alibaba.com/product-detail/2017-most-popular-soak-bowl-of\\_60654269620.html?spm=a2700.7724857.main07.151.328bcd7RXpi2K](https://www.alibaba.com/product-detail/2017-most-popular-soak-bowl-of_60654269620.html?spm=a2700.7724857.main07.151.328bcd7RXpi2K)



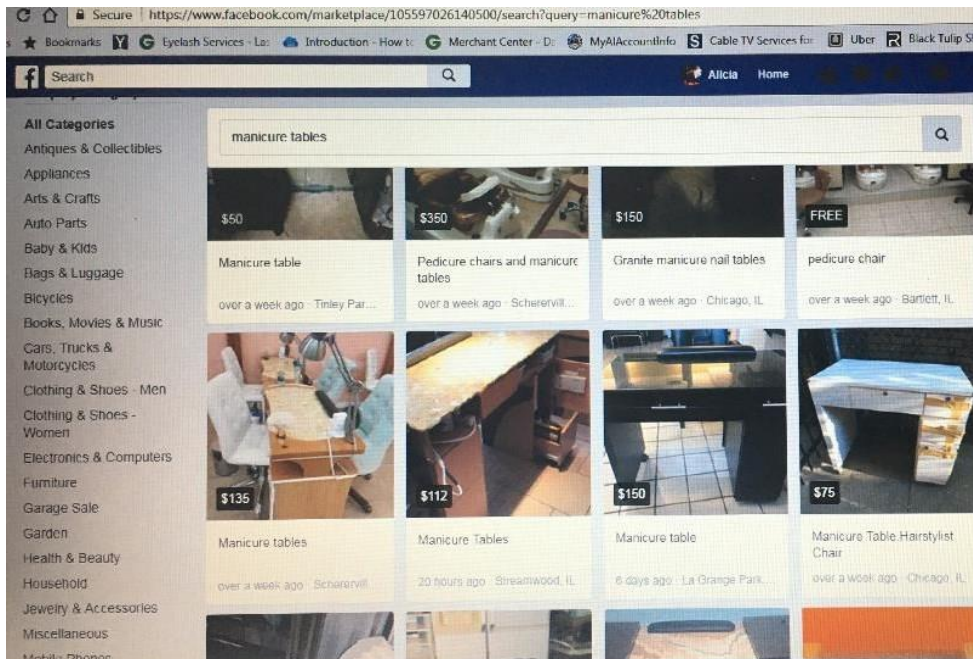
## Manicure Chairs – Houzz - \$65.99+ tax (Free Shipping)

<https://www.houzz.com/product/78485752-soros-ribbed-task-chair-black-contemporary-office-chairs>



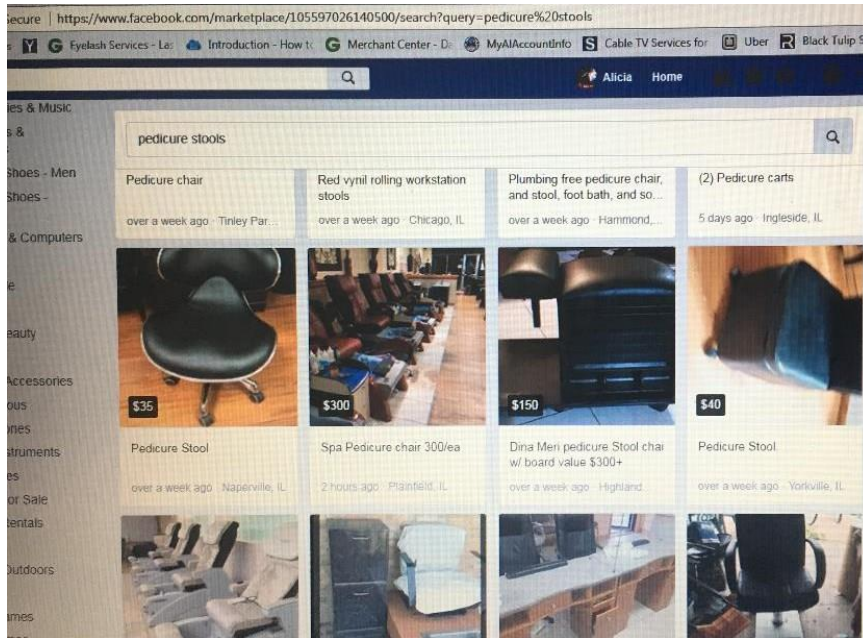
## Manicure Tables – Facebook Market place (several to choose from, depends on availability at the time)

<https://www.facebook.com/marketplace/105597026140500/search?query=manicure%20tables>



**Pedicure Stools – Facebook Market Place (several to choose from, depends on availability at the time)**

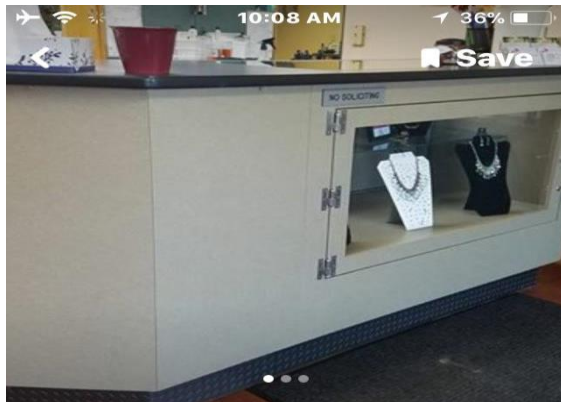
<https://www.facebook.com/marketplace/105597026140500/search?query=pedicure%20stools>



**Reception Desk - \$200 Facebook Market Place (depends on availability at the time)**

<https://www.facebook.com/marketplace/item/1732075416832031>





**\$200** Viewed by 79 people

**Melissa Nurkala**  
Posted in West Bend, WI · 22 days ago

**Reception desk**  
Beautiful in great condition,



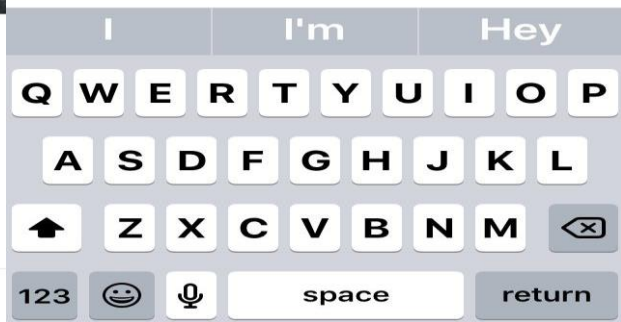
10:11 AM 33%  
**Melissa Nurkala** Marketplace

**Reception desk**  
**\$200** · West Bend, WI (5309...

Is this item still available?

Yes

Type a message... Send



**Nail Technology – Certification Course - \$1,000**

<http://www.trenzbeautyacademy.com/requirements-tuitions/>

1:11 PM 92% trenzbeautyacademy.com SHARE

trenzbeautyacademy.com Share

**trenz**  
beauty academy

CALL NOW: CALUMET CITY: 708-832-0000 / CHICAGO: 773-737-7400

NAVIGATION

**REQUIREMENTS & TUITIONS**

<b>Nail Technology (350 Hours)</b>	
Registration Fee	\$100
Books/Hand-outs	260
Tuition	\$640
<b>Total Cost</b>	<b>\$1000</b>
<b>Refresher Course (250 Hours)</b>	
Registration Fee	\$100
Tuition	\$750
<b>Total Cost</b>	<b>\$850</b>
Uniforms sold separately	

SCHOOL HOURS

Wednesday - Saturday	
Full Time	9am - 5pm
Part Time (Morning)	9am - 1pm
Part Time (Evening)	6pm - 10pm
Saturday	

Trenz Beauty Academy maintains high standards on education. Our goal is to train the students to successfully pass Illinois State Board receive their license. In addition, provide a comprehensive curriculum that goes above and beyond state requirements to ensure that you will actually have the skills to become successful in the beauty industry.

You must meet the following requirements:

## Eyelash Extension Certification Course - PS LASH EXTENSION TRAINING COURSE PRICE \$999 USD

<https://www.psextensionacademy.com/eyelash-extension-classes-chicago>

[TO REGISTER FOR A LASH EXTENSION TRAINING COURSE PLEASE VIEW OUR COURSE SCHEDULE HERE](#)

### ON-GOING SUPPORT

Students who require more assistance after training are welcome to sit in on an additional training class free of charge for one calendar year after course completion. After course completion students are encouraged to join our online forum to connect with other hair extension students and our trainers to help get feedback and support in their new career.

### PRIVATE & ONLINE LESSONS


[We also offer private and online hair extension training courses on a one to one basis for both new and returning students. To view details on private lessons please click here.](#)

Facebook 2:55 PM 44% psextensionacademy.com

### PS Extension Academy Lash Extension Training Program

The PS Extension Academy offers a fully accredited classic single stranded eyelash extension training course using high quality premium lash products.

Eyelash extensions add length and volume to a client's own eyelashes providing them with that must have celebrity eyelash look that last for approximately 2 - 4 weeks!



### PS Extension Academy Eyelash Certification Course

The PS Extension Academy's Eyelash Extension training course runs over 1 full day. During the course students will work closely with a trainer using a training mannequin and a live model.

**Content covered includes:**

- HEALTH & SAFETY
- LIABILITY & WAIVERS
- WORKSTATION SETUP
- PRODUCT KNOWLEDGE
- CLIENT CONSULTATION
- LASH APPLICATION TECHNIQUES
- LASH EXTENSION TOUCH-UPS
- LASH EXTENSION REMOVAL
- AFTERCARE & MAINTENANCE
- PRICING FOR PROFIT & BUILDING YOUR BUSINESS

*working right away. The kit includes:*

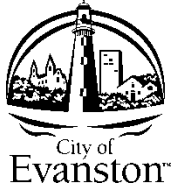
- PS EXTENSION ACADEMY KIT CASE
- 10x LINT-FREE UNDER EYE PATCHES
- 2x SIGNATURE MINK LASH TRAYS
- 1x VETUS STRAIGHT TWEEZER
  - 1x VETUS TWEEZER
    - 1x JADE STONE
    - 1x GEL REMOVER
    - 1x AIR BLOWER
    - SURGICAL TAPE
    - MASCARA WANDS
    - 1x SKY ADHESIVE
    - 100x MICROBRUSH
- CERTIFICATE OF TRAINING COURSE COMPLETION

**DAILY TRAINING AGENDA**



**Store Location Rental Information** – \$1,800/month including utilities + \$1,800 deposit - 1235 Dodge St. Evanston, IL ( Dempster and Dodge -inside the Spex Carwash Location) – Contact Asad – 847.864.9274





## Memorandum

To: Chair and Members of the Economic Development Committee

From: Paul Zalmezak, Economic Development Division Manager  
Cindy Plante, Economic Development Coordinator

Subject: Storefront Modernization Program Application for Linmay Studio at 525  
Kedzie Street

Date: January 26, 2018

### Recommended Action:

Staff supports a recommendation from the Economic Development Committee to the City Council for approval of financial assistance on a 50/50 cost-sharing basis through the Storefront Modernization Program to Linmay studio at 525 Kedzie Street in an amount not to exceed \$696.66 for improved signage.

### Funding Source:

The Economic Development Fund's Business District Improvement Account (100.21.5300.65522). The approved Fiscal Year 2018 Budget allocated a total of \$250,000 for this account to fund both the Storefront Modernization and Great Merchant Grant programs. To date, \$0 has been spent from this account, leaving \$250,000 available for expenditure.

### Livability Benefit:

Economy and Jobs: retain and expand local businesses  
Built Environment: enhance public spaces

### Background:

The Storefront Modernization Program provides a financial incentive to property owners and their commercial tenants to invest in improvements to commercial property in Evanston. Eligible expenses include street-facing exterior improvements such as windows, doors, signage, painting, and the like. Maximum eligibility amounts for façade projects are determined based on the building's frontage, with the first 35 feet of linear frontage eligible for a maximum of \$10,000; frontage beyond 35 feet increases eligibility by \$100 for each additional square foot up to a \$25,000 cap. Applicants are eligible to receive a forgivable loan of up to 50% of the total qualifying project cost, and must obtain three written bids for the work proposed, with at least one of the three bids being provided by an Evanston-based contractor whenever possible. The program is intended to help modernize aging building stock in targeted development areas and

improve the aesthetics individual commercial businesses within their respective business districts. (For more detailed information, please refer to the Program Guidelines [online](#).)

**Summary:**

Linmay Studio is a hair salon moving into street-level space at 525 Kedzie Street. The business owner is seeking assistance with fabrication and installation of a sign that will improve visibility from Chicago Avenue. The proposed signage consists of white acrylic lettering to be installed on the brick wall that fronts on Chicago Avenue. The space has less than 35 linear feet of frontage, making the property eligible for a maximum of \$10,000 in funding assistance.

The applicant has submitted three bids for the proposed scope of work, including at least one from an Evanston-based contractor as required under the program guidelines. The estimates provided are summarized below:

<b>Sign Estimates</b>	
Chicago Sign Systems 4200 W. Diversey Ave. #31 Chicago, IL 60639	\$2,200
FastSigns Lincolnwood (in partnership with Evanston Signs) 3450 W. Devon Ave. Lincolnwood, IL 60712	\$827
Impact Signs 505 N. Lake Shore Dr., Unit 1703 Chicago, IL 60611	\$1,153
<b>Average:</b>	<b>\$1,393.33</b>

The average of the three estimates submitted for the proposed sign work was \$1,393. Based on the documentation and bids submitted for this project, staff recommends approval of financial assistance for this project for a total amount not to exceed the maximum of \$696.66 on a 50/50 cost-sharing basis.

**Attachments:**

- Storefront Modernization Program Application for Linmay Studio at 525 Kedzie
- Proposed sign rendering
- Contractor Bids



Cindy Plante &lt;cplante@cityofevanston.org&gt;

## 2018 Storefront Modernization Program [#26]

**Wufoo** <no-reply@wufoo.com>  
 Reply-To: linmaystudio@gmail.com  
 To: cplante@cityofevanston.org

Thu, Dec 14, 2017 at 11:14 AM

Property Address *	<a href="#">525 Kedzie Street</a>
Property PIN *	525?
Year Property was constructed	10+ years
Length of store frontage (feet): *	6
Is this property a historic landmark?	No
Applicant Name: *	Lindsay Mayuga
Applicant Address: *	<a href="#">4835 N Damen Ave #2S, Chicago IL 60625</a>
Email *	<a href="mailto:linmaystudio@gmail.com">linmaystudio@gmail.com</a>
Phone Number	<a href="tel:(773)710-4799">(773) 710-4799</a>
Name of business (if applicable):	Linmay Studio
Applicant is: *	Tenant
Name(s) of business(es):	Linmay Studio
Business Owner Name(s):	Lindsay Mayuga
Date of lease expiration (if applicable):	12/01/2022
How many years has the business been at this location?	0
Provide a description of the ground floor business(es) at this location (500 words max).	Modern hair studio, nestled into <a href="#">525 Kedzie</a> .
Property Owner Name:	Kate Varde
Property Owner Address:	<a href="#">2211 N. Elston Ave., Suite 302   Chicago, IL 60614</a>
Property Owner Phone Number:	<a href="tel:(773)305-4908">(773) 305-4908</a>
Property Owner Email:	<a href="mailto:katevarde@essexrealtygroup.com">katevarde@essexrealtygroup.com</a>
Is the property currently for sale?	No
What type(s) of improvements are you planning to make? (check all that apply) *	<ul style="list-style-type: none"> <li>• Signage/awnings</li> </ul>
Provide a narrative of your proposed project. Include information on portions of	White acrylic lettering with Linmay Studio logo. Float on the brick wall.

the building that will be improved and what particular work activities will be completed. (500 words max) \*

Provide a narrative of sustainability measures that will be employed in this project (500 words max)

The sign will be drilled into the concrete grout on the building.

Provide a narrative of how your proposed project will improve accessibility at your building (500 words max)

My space is nestled into the side of the building. The sign I am proposing will allow visibility from Chicago Avenue, the main street my customers will be accessing my location from.

Upload 3 current photos of the building for which you are applying.



[img\\_7157.png](#)

956.34 KB · PNG



[img\\_7230.jpg](#)

2.10 MB · JPG



[img\\_7232.jpg](#)

1.82 MB · JPG

Upload 3 contractor estimates for the project(s) being proposed.



[image1.jpg](#)

114.22 KB · JPG



[img\\_7281.png](#)

143.85 KB · PNG



[preview\\_attachment\\_estimate.pdfestimate.pdf77\\_kb.webloc](#)

351 B · UNKNOWN

If applicant is not the owner of the building for which funding is sought, upload a letter of support from the property owner.



[unnamed.jpg](#)

89.61 KB · JPG

"I certify that all of the information contained in this document, all statements, information, and exhibits that I am submitting for the property listed in this form under 'property information' is true and accurate and to the best of my knowledge. I certify that I have reviewed the Program Guidelines and Program Agreement form associated with the City of Evanston's Facade Improvement Program." (Type name below for signature). \*

Lindsay Mayuga

Date \*

Thursday, December 14, 2017



Done

LinmaySignage.pdf



 Back

2 Messages



Signage

 **Kate Varde**

10:19 AM



To: Lindsay Mayuga

[Details](#)

That size is fine by me. Please let me know what else I can do to help.

Also, if you tell me what color you would like for the bathroom. I think I can have our guys paint the bathroom (since they will paint anyways).

Thanks,

Kate Varde, Director

Essex Realty Group, Inc. | Investment Real Estate Services

2211 N. Elston Ave., Suite 302 | Chicago, IL 60614

Direct: 773.305.4908 | Fax: 773.305.4901

Mobile: 773.484.8866

[katevarde@essexrealtygroup.com](mailto:katevarde@essexrealtygroup.com) |

[www.essexrealtygroup.com](http://www.essexrealtygroup.com)

*This email message is for the sole use of the intended recipient(s) and may contain confidential and*



27 of 71







Cindy Plante &lt;cplante@cityofevanston.org&gt;

## Fwd: Impact Signs Quote Request - Linmay Studio

1 message

**Lindsay Mayuga** <linmaystudio@gmail.com>  
 To: "cplante@cityofevanston.org" <cplante@cityofevanston.org>

Thu, Jan 11, 2018 at 9:26 AM

One of my quotes

----- Forwarded message -----

From: Shabbir Moosabhoy <portal@impactsigns.com>  
 Date: Tue, Dec 12, 2017 at 10:40 AM  
 Subject: Re: Impact Signs Quote Request - Linmay Studio  
 To: <Linmaystudio@gmail.com>

##- Please type your reply above this line -##

Hello Lindsay,

Thanks for your quote request for a **cut metal logo sign**.

Here is a proposal for your project:

Overall 42" wide, height to scale from logo  
 1/4" thick solid aluminum, painted white  
 Includes stud mounts, installation template and  
 Spacers to "float" your letters.  
 Sign price = \$1153

**See these examples:**<https://goo.gl/PRDJPc>**Typical lead time is about 3 weeks production time.**

(After proof approval and payment in full)

**Did you need the order by a specific date?**

In many cases we can meet rush deadlines with a rush production fee and expedited shipping  
 (Please do not plan your event without confirmation that we can meet your in-hand date)

**Need a shipping estimate?**

Please provide your complete street address.

**We can also discuss more cost effective options:**

Acrylic with metal laminate (about 75% of the price) <https://goo.gl/AXcHyN> <https://goo.gl/GR8KdQ> <https://goo.gl/hmujZq>  
 Painted acrylic (about 65% of the price) <https://goo.gl/IntMwm> <https://goo.gl/wOZdqi>  
 Or adding the metal logo to a glass, metal, or acrylic panel (ask for a quote)

**Are you ready to order?**

We'll send you an invoice link for a \$250 deposit. \*\*Deposit is non-refundable if you decide to not proceed with the production

Once we receive the deposit payment, we'll begin your proof. (Typically 2-3 business days)

In the proof phase, we can adjust size, details and layout as needed.



Please let me know your thoughts, and I look forward to working with you very soon!

Regards,  
Shabbir Moosabhoy  
708-469-7178  
shabbir@impactsigns.com

Submitted Form Details below:  
Date Submitted: 10:22 AM

<p><b>Client Name:</b> Lindsay Mayuga</p> <p><b>Company:</b> Linmay Studio</p> <p><b>Email:</b> <a href="mailto:Linmaystudio@gmail.com">Linmaystudio@gmail.com</a></p> <p><b>Phone:</b> <a href="tel:(773)710-4799">(773) 710-4799</a></p> <p><b>Internal Notes:</b> White 1/2" acrylic letter. Quote with instillation.</p> <p><b>Overall Size:</b> 20" x 42"</p> <p><b>Files:</b> <a href="#">EF8F92B8-7233-4874-8921-084F209AC19E.png</a></p>
<p><b>Source:</b> (direct)</p> <p><b>Medium:</b> (none)</p> <p><b>Term:</b> -</p> <p><b>Campaign:</b> (direct)</p> <p><b>Embed URL:</b> <a href="http://www.impactsignschicago.com/">http://www.impactsignschicago.com/</a></p>

**\*Note, if you are sending us images please send them as individual attachments (no inline/embedded images please)**

**FASTSIGNS LINCOLNWOOD**

3450 W.DEVON AVE.  
LINCOLNWOOD, IL 60712  
ph: (847)675-1600  
fax: (847)675-1614  
Email: 80@fastsigns.com

**Estimate**

**80- 32616**

**Estimate Date:** 12/12/2017 5:05:45PM

**Printed:** 12/12/2017 5:08:21PM

---

Customer: **Mayuga, Lindsay** ph: (847) 675-1600  
Contact: Lindsay Mayuga Customer: 12986  
Description: EXTERIOR ARCHITECTURAL LETTERING, INSTALLED (NEW SIZE)  
Sales Person: Dawn Schram  
Clerk: Elizabeth O'Connor email: lindsay.mayuga@gmail.com

Dear Lindsay:

Thank you for considering FASTSIGNS LINCOLNWOOD for your sign needs. The quotation you requested is attached below. If you have any questions, please don't hesitate to call us at 847-675-1600.

**TO PROCEED AND PLACE YOUR ORDER:**

- Carefully Review All Details of This Estimate
- Sign and Date The Estimate (Lower Right Hand Corner)
- Complete Credit Card Authorization Form (If Applicable)
- Fax or E-Mail Your Signed Estimate and Credit Card Authorization Form

**ORDER AGREEMENT TERMS:**

A. ARTWORK: All sign prices quoted are based on CUSTOMER PROVIDED "PREPARED ARTWORK". Any artwork creation, recreation, or modification will incur itemized DESIGN fees.

B. PROOFS: Will be completed the business day after an order is placed and must be approved prior to production. NOTE: ONCE A PROOF HAS BEEN PROVIDED (PRIOR TO PRODUCTION) CANCELLED ORDERS ARE SUBJECT TO MINIMUM CANCELLATION FEE OF \$50.00 OR APPLICABLE DESIGN FEES.

C. FASTSIGNS PROOF POLICY: Fastsigns provides up to (2) sign proofs ("First Proof" and a "Revised Proof"-only if necessary) for your approval prior to actually manufacturing your custom made sign. If the "Revised Proof" contains any errors or omissions by FASTSIGNS, we will provide a "Corrected Revised Proof" at no additional charge. Any customer requested "changes" (after the "Revised Proof") are subject to an additional Proof charge of \$15. per additional proof.

D. STANDARD IN HOUSE PRODUCTION TIME: Completion by 4pm the business day following approved proofs. NOTE: ONCE PROOFS ARE APPROVED, YOU ARE RESPONSIBLE FOR 100% OF THE ORDER TOTAL SHOULD ANY CHANGES BECOME NECESSARY AFTER PRODUCTION BEGINS

E. COMPLETED SIGNS: ARE PAYABLE IN FULL AND ARE NON-REFUNDABLE

F. CUSTOM SIGN ORDER MINIMUM: \$50. Plus Applicable Sales Tax

- SHIPPING/HANDLING CHARGES (if Applicable) Will Be Added To the Invoice upon Completion
- Prices Honored Up to 30 Days from Date of Original Estimate
- HOURS: M-F 8:30 AM - 5:00PM CLOSED SAT. AND SUN.

**E-MAILING ARTWORK:**

For large file transfers (over 4 MB), please go to <http://www.fastsigns.com/US-IL-Lincolnwood-store80.html> and click on "Send a File" or [fastsigns.com/80](http://fastsigns.com/80)

Sincerely,

Dawn Schram

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	Product	Qty	Sides	H x W	Unit Cost	Totals
1	Architectural Letters	1	1	19.53 x 42	\$513.00	\$513.00
<b>Description:</b> Custom Architectural Letters = 1/2" THICK ACRYLIC						
<b>Color:</b> White						

2	INSTALL-SIGNS	* 1	1	0 x 0	\$265.00	\$265.00
<b>Description:</b> LOCATION: BUILDING EXTERIOR						
SURFACE: BRICK						
HEIGHT: APPROX 5' FROM GROUND						
ADDRESS: 525 KEDZIE EVANSTON IL 60202						
ON SITE CONTACT: TBD						

CHARGES ARE BASED ON ONE TRIP INSTALLATIONS DURING REGULAR BUSINESS HOURS (M-F 8:30 AM-5:00 PM) UNLESS OTHERWISE NOTED. MULTIPLE TRIP AND AFTER HOURS INSTALLATIONS WILL INCUR ADDITIONAL CHARGES.

**NOTES:**

1) Exterior Installations are "Weather Permitting" and may be rescheduled at our discretion.

2) "Removal" of existing signs/graphics and or adhesive/residue from previous signs/graphics are not included unless noted

3) OBTAINING SIGN PERMITS (IF APPLICABLE) ARE THE RESPONSIBILITY OF THE CUSTOMER

**Notes:**

Line Item Total:	<b>\$778.00</b>
Tax Exempt Amt:	<b>\$280.00</b>
Subtotal:	<b>\$778.00</b>
Taxes:	<b>\$49.80</b>
Total:	<b>\$827.80</b>

Deposit Required: **\$413.90**

Bill To: Mayuga, Lindsay  
Lindsay Mayuga  
525 Kedzie  
Evanston, IL 60202

CUSTOM SIGNS ARE NON-REFUNDABLE

**Received/Accepted By:** / /

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Dawn Schram

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Bill To: Mayuga, Lindsay  
Lindsay Mayuga  
525 Kedzie  
Evanston, IL 60202

CUSTOM SIGNS ARE NON-REFUNDABLE

**Received/Accepted By:** / /



Cindy Plante &lt;cplante@cityofevanston.org&gt;

---

**Fwd: Signage.ai**

---

**Lindsay Mayuga** <linmaystudio@gmail.com>  
To: "cplante@cityofevanston.org" <cplante@cityofevanston.org>

Thu, Jan 11, 2018 at 9:27 AM

Quote

----- Forwarded message -----

From: Phil Schultz <phil@chicagosignsystems.com>  
Date: Mon, Dec 11, 2017 at 11:05 AM  
Subject: Re: Signage.ai  
To: Lindsay Mayuga <linmaystudio@gmail.com>

Hi Lindsay,

I hope you had a good weekend.  
I have some pricing here for the wall logo.

If we do the logo at size sent. (42" wide)

3/4" thick White Cut Acrylic = \$950 + tax.  
1" thick Cast Aluminum /White / = \$1,650 + tax

Either option would be installed with studs behind the letters that get drilled into the concrete.

Installation at ground level will cost \$550.

Prices do not include Permits.

Please let me know if you have any questions.

Regards,  
Phil

On Dec 7, 2017, at 11:33 AM, Lindsay Mayuga wrote:

No rush but thank you!!!

On Thu, Dec 7, 2017 at 11:07 AM, Phil Schultz <phil@chicagosignsystems.com> wrote:  
Hi Lindsay,

I am very sorry but this slipped through on me.  
I will have a quote for you ASAP.

Phil

Phil Schultz  
[phil@chicagosignsystems.com](mailto:phil@chicagosignsystems.com)

On Dec 7, 2017, at 10:04 AM, Lindsay Mayuga &lt;linmaystudio@gmail.com&gt; wrote:

Hey Phil,

Following up on the quote.

Thank you,  
Lindsay

On Thu, Nov 30, 2017 at 10:32 PM Lindsay Mayuga <[linmaystudio@gmail.com](mailto:linmaystudio@gmail.com)> wrote:

I have not checked with the permitting because I am going to be a part of a city program where I get half my sign reimbursed.

I will check with my landlord

Plastic I believe because I want white? But maybe you do white aluminum.

The smaller is door yes!

Also depending on the price I may skip the program and do it on my own, so I will look into permits.

On Thu, Nov 30, 2017 at 8:03 PM Phil Schultz <[phil@chicagosignsystems.com](mailto:phil@chicagosignsystems.com)> wrote:

Perfect!

I have a couple of questions.

Have you checked in with the village to see about a permit for your sign?

Also, I would recommend getting approval from your landlord.

Would you like me to quote Aluminum letters or Plastic?

Is the smaller graphic going to be for the door?

Phil

On Nov 30, 2017, at 2:41 PM, Lindsay Mayuga wrote:

Is this what you need?

----- Forwarded message -----

From: Lindsay Mayuga <[lindsay.mayuga@gmail.com](mailto:lindsay.mayuga@gmail.com)>

Date: Thu, Nov 30, 2017 at 2:41 PM

Subject: Signage.ai

To: <[linmaystudio@gmail.com](mailto:linmaystudio@gmail.com)>

Sent from my iPhone

<Signage.ai>

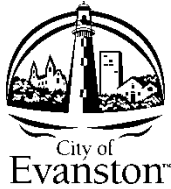












## Memorandum

To: Chair and Members of the Economic Development Committee

From: Johanna Leonard, Director  
Paul Zalmezak, Economic Development Manager

Subject: Code Evanston Proposal from BLUE 1647 founder Emile Cambry

Date: January 23, 2018

### Recommendation

Staff seeks a recommendation from Economic Development Committee to the City Council to provide financial assistance to Blue 1647 in an amount not to exceed \$75,000 to help facilitate job creation opportunities for primarily low- and moderate-income Evanston residents in information technology fields of work.

### Funding Source:

Staff recommends using the General Fund Economic Development Division Workforce Development account (#100.21.5300.62663). The City Council approved a budget of \$100,000.

### Livability Benefits:

Economy & Jobs: retain and expand local businesses, expand job opportunities.

### Summary

Staff introduced the Blue 1647 proposal as a discussion item at the July 2017 meeting of the Economic Development Committee. Mr. Cambry's presentation was received favorably by the committee and he was encouraged to return for a funding request. Due to budgetary constraints, staff was unable to return to the Committee for funding approval in 2017, and instead awaited approval of the 2018 budget to return for the funding request.

In 2015, Economic Development Division and Community Services Division staff presented the Evanston Workforce Development Program Vision for 2016, summarizing Economic Development and Youth & Young Adult Division's vision for strengthening Evanston's workforce development initiatives. The vision, attached, focused on four key initiatives: 1) Evanston Small Business Workforce Development Program; 2) Evanston Pre-Apprentice Support Program; 3) Minority-led Entrepreneurship Training and Co-

Working; 4) Code Evanston. Significant progress was made on three of the four areas with the coding initiative delayed while staff identified a vendor to assist in delivering the program.

Emile Cambry, founder of BLUE 1647, and recent Evanston resident, has proposed a private sector solution staff believes will have an impact on the number of Evanstonians who are prepared to enter information technology fields of work.

As summarized in the attached proposal, “BLUE|1647 is a network of entrepreneurship and innovation centers focused on business acceleration and economic development through technology education.” BLUE 1647 leads “over 100 innovative tech classes and workshops, annually, and fosters shared co-working services with access to resources and mentorship.” BLUE 1647 is committed to serving “youth, start-ups, veterans, and diverse individuals who seek to learn 21st century skills. Students who complete BLUE|1647 programs receive technology education as well as insight into the technology ecosystem.”

Staff has met with Mr. Cambry numerous times to discuss the coding initiative and have visited BLUE 1647 in Chicago, at both the original location and the newly formed arts and tech incubator “[Blue Lacuna](#)” located in the Lacuna artist lofts at 2150 S. Canalport Avenue in Chicago’s Pilsen neighborhood. Staff attended the [grand opening](#) for the space on July 13, 2017. Mr. Cambry recently relocated his residence to Evanston.

As highlighted in the November 2016 memo attached, the media has documented the talent shortage in web / tech fields. A quick google search reveals articles across the country focused on skill gaps and talent shortages. The Chicago Cook Workforce Partnership Quarter 1 (Jan-Mar) 2017 report lists IT as the third leading industry in Cook County with available job postings. (See attached) Also, in a recent Burning Glass International job market analytics report for the period July 1, 2014 – June 30, 2015, there were over 900 job postings for information technology jobs in Evanston. Skills in greatest demand included SQL, JavaScript, Microsoft C#, Microsoft Windows, and .NET Programming.

Chicago alone has over 18 boot camps, including several offered by universities, according to [switchup.org](#). Northwestern University offers the Master of Science in Predictive Analytics (MSPA) program. Established in 2011, it is a fully online part-time graduate program, one of the first to offer dedicated training in data science. These programs are generally expensive. [Coursereport.com](#) reports the average cost of a web development boot camp is approximately \$10,000 for a 10 week course.

The [Chicago Tribune](#) recently reported the closing of Dev Bootcamp, one of the first coding schools in Chicago. The coding school is closing nationwide. Their charge of \$12,000 per student apparently is not sustainable in the Chicago market. Mr. Cambry reports that requests for coding bootcamp doubled the week since the Dev Bootcamp announcement. Typically, it takes 12-18 months to become proficient in web development, and traditional 12 week programs isn’t sufficient for students to get the

training necessary to fulfill this requirement. Additionally, Dev Bootcamp students have some technical background of experience, attended classes 50-60 hours per week and the Evanston demographic targeted may not have those basic requirements and pre-requisites.

Based on the high demand for skills, the low supply of trained individuals and the relative expensive cost of boot camps, staff is exploring an alternative web based training model with periodic “meet up” support group led by a local coding expert, or group of experts.

With this backdrop, staff challenged Mr. Cambry to create a solution suitable for Evanston. Attached is his proposal to deliver coding education to 100 Evanstonians annually. Furthermore, beginning July 2018, BLUE 1647 is offering a free license of the online BLUE Academy training for three additional Evanston residents. In essence, the BLUE 1647 relationship would serve 400 annually. The online portal will be ready for use in July 2018.

In addition to the complimentary licenses, Mr. Cambry envisions the relationship expanding to ultimately build up a technology development culture throughout Evanston, as follows:

1. Training for other organizational partners, such as Family Focus, that would be outside of the scope of this proposal.
2. Develop an interface with other opportunities like the Mayor’s Summer Youth Employment Program where students can build apps and websites for Evanston businesses, programs, and even for graduates of the Sunshine Enterprises program.
3. Leverage the graduates of the BLUE 1647 coding academy to be ambassadors at local schools to set up coding clubs throughout Evanston as well. In some cities, BLUE 1647 pays students stipends as interns to administer the program.

Mr. Cambry proposes a program, taught by two lead instructors and a teaching assistant, with a 2018 budget of \$75,000 summarized below.

**Blue 1647 Evanston Codes Summary**

\$ 77,760	Four Cohorts Total Cost <sup>[1]</sup>
(\$2,760)	Discount
<b>\$75,000</b>	<b>Total Cost</b>
60	Evanston Resident Students
\$1250	Cost per student
12	weeks
\$104	Cost per student per week
3 : 1	Student Teach Ratio
[1]two lead instructors and teaching assistant salaries and course materials	

For comparison purposes, the City Council approved an agreement with Sunshine Enterprises for \$150,000 in its first year and \$75,000 in the second. The Sunshine agreement requires 75% Evanston resident participation for full funding. Sunshine serves approximately 20 persons per cohort.

Staff proposes the following program agreement framework, to be codified in an agreement to be considered by City Council:

1. \$75,000 for the period March 1, 2018 through December 31, 2018
2. A payment of \$37,500 upon approval, which allows Blue 1647 to better negotiate with instructors to pay them up front, which lowers the cost significantly according to Mr. Cambry.
3. The remaining \$37,500 would be distributed in four \$9,375 increments at the conclusion of each quarter/cohort.
4. Shortfalls in Evanston resident participation will be deducted from the quarterly reimbursement at a rate of \$1,250 per student.
5. Proof of Evanston resident enrollment will be required before approving payments.
6. Blue 1647 will be required to return to City Council to report progress of completed cohort prior to releasing funding for the following quarter/cohort.
7. Blue 1647 will be required to report progress of each participant including completion/graduation rate, job placement or business startup information.
8. For each Evanstonian enrolled in the program, three additional Evanstonians will be granted access to Blue 1647's online BLUE Academy training.
9. Prior to City Council consideration, staff and Blue 1647 will contact Districts 65 and 202 and established workforce development programs and agencies to determine potential strategy for coordination.

Attachments:

-BLUE 1647 Proposal

-2016 Staff Workforce Development Memo to Economic Development Committee

# BLUE | 1647



## Evanston Codes Program

Powered By: BLUE|1647



# Who Are We



**BLUE|1647** is a network of entrepreneurship and innovation centers focused on business acceleration and economic development through technology education. We spearhead over 100 innovative tech classes and workshops, annually, and foster shared coworking services with access to resources and mentorship.

**BLUE|1647** proudly serves youth, start-ups, veterans, and diverse individuals who seek to learn 21<sup>st</sup> century skills. Students who complete **BLUE|1647** programs receive technology education as well as insight to the technology ecosystem.

## Why Blue|1647

**BLUE|1647** provides expert instructors who transform thinkers into creators through education and opportunities in technology and design. Students learn how to:

- Take an idea and develop it from concept to completion.
- Familiarize oneself with the intricacies of the programming platform to foster inspirational thinking.
- Cultivate and encourage collaboration and group-based learning in relaxed teaching sessions.
- Develop and nurture multiple skill-sets in order to approach problems from numerous perspectives.
- Look beyond simple technical limitations to foster their unique “strategic vision.”
- Develop a strong understanding of logic, basic programming syntax, and structure.

# Evanston Codes Program

## Cohort Overview

Evanston Codes will be comprised of courses that teach web development, while creating, developing, and maintaining a personal online portfolio for each student. Students will understand the foundations of websites as well as build an online “resume.” We encourage all students to understand that there is no limit to creativity and skill development.



## Cohort Description

Students begin the cohort with an introduction to world wide web from multiple lenses. In the process of developing sites, students are introduced to the various methods, assets, and processes of web development and maintenance. The skills will culminate to the development of a personal website that can be further expanded, creating an online portfolio of web development competency as well as confidence utilizing technology skills. Lastly, BLUE|1647 strives to ensure students understand how these skills are applied to the 21st century workforce.

## Evanston Responsibilities:

- If hosted at **BLUE|1647**, coordinate transportation to **BLUE|1647**
- Coordinate final showcase (e.g., marketing (members | patrons), attendance confirmation, refreshments).
- Grant full permission to **BLUE|1647** to use and own data and metrics.
- Grant full permission to **BLUE|1647** to use photos and/or video to chronicle experience.

## Program Participants

- **We will recruit all students**
- **Pro-bono Offerings: Additional workforce development software training to organizations such as Family Focus, YWCA Evanston, etc. This is in addition to the four cohorts fulfilled through this proposal**
- **For every student trained, we will offer a free license of the online BLUE Academy training for two students for Evanston Township residents.**



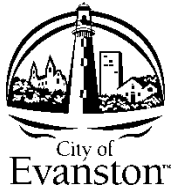
# Course Deliverables:

<b>Technical Skill Development</b>
<ul style="list-style-type: none"><li>● Intro to Programming</li><li>● Codepen.io</li><li>● HTML/ CSS Concepts</li></ul>
<b>Duration</b>
<ul style="list-style-type: none"><li>● Cohorts: 4 Cohorts</li><li>● Dates for first cohort: Starting mid March 2018</li><li>● Times: 1:00pm - 4:00pm or evenings 6:00pm - 9:00pm</li></ul>
<b>Skill Development</b>
<ul style="list-style-type: none"><li>● Critical Thinking</li><li>● Problem Solving</li><li>● Project Management</li><li>● Leadership</li><li>● Teamwork</li><li>● Design Processes</li><li>● Software Development Lifecycle</li><li>● Software Development Workflow</li></ul>

*\*NOTE: If under 13 years-of-age, parental consent needed*

# BUDGET

	Four (4) Cohorts
<b>Students</b>	15 x \$108 per Student * 12 weeks = \$26,400 * 4 Cohorts = \$77,760
<b>Teacher's Assistant</b>	
<b>Discount</b>	(2,760)
<b>Program Total</b>	<b>\$75,000</b>



## Memorandum

To: Chair and Members of Economic Development Committee

From: Kevin Brown, Community Services Manager  
Paul Zalmezak, Senior Economic Development Coordinator

Subject: Evanston Workforce Development Program Review

Date: November 11, 2016

### Discussion

Approximately one year ago, Economic Development Division and Community Services Division staff presented the Evanston Workforce Development Program Vision for 2016, summarizing Economic Development and Youth & Young Adult Divisions vision for strengthening Evanston's workforce development initiatives. The vision, attached, focused on four key initiatives: 1) Evanston Small Business Workforce Development Program; 2) Evanston Pre-Apprentice Support Program; 3) Minority-led Entrepreneurship Training and Co-Working; 4) Code Evanston.

With new members of the Economic Development Committee appointed in recent months and having experienced one year with the workforce development vision, staff is providing an update on progress and seeking additional direction as we further define the program vision.

Key Best Practice Element Components in the design and implementation of Workforce Training Programs:

- Identify and engage education, cross agency, and employer training Partners
- Identify target populations, entry points, and participant recruitment strategies
- Review, develop, or modify competency models with employers and develop and validate career ladders/lattices
- Analyze the regions education and training resource and response capacity
- Research and promote local work-based learning opportunities within business and industry
- Develop integrated, accelerated, contextualized learning strategies
- Provide flexible delivery methods
- Provide career services, case management, and comprehensive supportive services

- Provide employment assistance and retention services

Staff has initiated partnerships with the Youth Job Center of Evanston and the National Able Network, both workforce agency partners, and Oakton Community College. Staff has also begun partnership discussions with the 741 Collaborative, a network of community based workforce agencies. These agencies assist the City in its efforts to provide residents with multiple entry and exit points to accommodate academic readiness and employment on-ramping and off-ramping when necessary. The intent of these workforce programs is to lead to industry-recognized credentials that lead to jobs that pay family-sustaining wages and offer occupational advancement opportunities.

A summary of 2016 activities is summarized in the table below.

### 2016 Review

Program	Description	Participants
Mayor's Summer Youth Employment Program	\$300,000 from general fund Private partner contributions	600 participants during summer, additional 100 year round.
COE/Youth Job Center of Evanston Building Career Pathways to Sustainable Employment Program	\$80,000 from general fund for job readiness training, supportive services, and paid on-the job training for up to 20 participants.	2012 to 2015 – 61 participants completed the program and 53 participants secured permanent employment. 18 industry credentials were also obtained by participants.
Small Business Workforce Development Program	Up to \$15,000 annual funding after job placement after completing "earn and learn" job training.	The program has not been utilized in 2016.
Northwestern University/COE Skilled Trades Program (Pre-Apprentice Training Program)	Northwestern in partnership with the City of Evanston hired twelve young adults from Evanston as part of a one-year skilled trades apprenticeship program in the University's Facilities Management Division in 2015 and 2016. In addition to the technical training, this program provides joint City of Evanston and Northwestern advising in order to best prepare them for full-time careers at the	To date the inaugural 6 participants all obtained full-time local employment in a skilled trade and 6 participants are currently pre-apprentices at Northwestern University.

	University and elsewhere.	
Minority-led Entrepreneurship Training and Co-Working	Sunshine Enterprises has launched Community Business Academy in funding partnership with City of Evanston.	Sunshine has served 54 individuals since January 2016.
Code Evanston	Financial support for purchase or subsidy for cost of web based coding licenses and/or the cost of the local coding expert	Program on hold as staff reevaluates potential vendors.
Commercial Driver's License (CDL) Training Program	In partnership with Oakton Community College, City of Evanston contributed \$16,000 to truck driver licensing program.	Four individuals have obtained CDL
Forklift Operator Training	Oakton Community College proposing a partnership similar to CDL Training. Warehousing growing industry.	TBD, Anticipate proposal similar to CDL training program in early 2017

Attachment

Evanston Workforce Development Program Vision for 2016

## **Evanston Workforce Development Program Vision for 2016**

The City of Evanston has established Workforce Development initiatives to educate and train individuals to meet the needs of current and future business and industry in order to maintain a sustainable competitive economic environment. These initiatives are driven by the goals contained within the local economic development plan.

In recent years, City divisions have overseen the implementation of the Mayor's Summer Youth Employment Program (MSYEP), the Building Career Pathways to Sustainable Employment Program partnership with the Youth Job Center of Evanston (YJC), the Truck Driver Training and Certification Program with Oakton Community College, the Transportation Construction Apprenticeship Readiness Training Program with United Services of Chicago, Inc. and the Chicago Urban League, and the Curt's Café life skills/job readiness program. General funds combined with federal (CDBG) and county grants (DHSEM) have funded these initiatives yearly at nearly \$500,000. These initiatives have provided Evanstonians with permanent, part-time, and seasonal employment opportunities.

In addition, staff has worked closely with a number of workforce development partners including National Able Network, YJC, Moran Center, Evanston Community Foundation, Oakton Community College, and Northwestern University. These partnerships facilitate the development of strategies that cut across welfare, job training, education, human services and economic development systems to enhance the employment and quality of life prospects for disadvantaged workers. Working with these partners the City is able to create conditions for local citizens' success in the workplace.

In 2014, Northwestern University and the City of Evanston launched a Workforce Development Program, a groundbreaking new partnership to help provide jobs for Evanston residents through the University's construction and renovation projects. Northwestern has committed to spending at least \$1 million a year with local businesses and will provide construction industry jobs on campus annually to 25 Evanston residents. The jobs are both employment and apprenticeship opportunities

A final component of the City's Workforce Development Programs is the Evanston Minority, Women and Evanston Business Enterprise Development Committee (M/W/EBE). It meets regularly to identify and assess the needs of the M/W/EBE community and to develop programs to address the established needs of the M/W/EBE community. Accomplishments include the increased placements of local citizens on local City construction based projects and increasing the penalty for contractor non-compliance. The committee has held meetings with local contractors to discuss changes to the Local Employment Program and provide step by step "how to comply" instructions for city bid documents. The committee has also hosted a Procurement 101 Workshop to increase the participation of underrepresented businesses that could compete for City contracts.



The City's Workforce Development Programs and Partnerships are having an impact. Since 2012, summer employment for Evanston youth has increased from 160 jobs per summer to more than 550 jobs in 2015. More than 70 residents have participated in the Building Career Pathways to Sustainable Employment Program and 80% of them have obtained permanent employment. And Northwestern University is on target to meet its goal of hiring 25 residents. Residents have also completed the training requirements for the Curt's Café, Truck Driver Training and Certification, and the Transportation Construction Apprenticeship Readiness Training Programs. In all more 650 residents are served each year. These programs support the core objective of economic growth by creating synergies across varied workforce development initiatives that are meeting individual and organizational needs.

Moving forward, staff believes that the City's comprehensive approach to Workforce Development can be strengthened. There are a number of additional initiatives that can increase the City's number of sector and place-based employer strategies. These initiatives will also enhance the short and long term training programs and create greater customization for individual job seekers and employers.

Funding sources for Evanston Workforce Development, including CDBG, General Fund, and Economic Development Fund should be explored to: 1) support local city businesses and agencies that increase skill and educational attainment for Evanstonians, 2) to find and retain employment, and 3) support local economic growth by helping to close local workforce skills gaps to meet the needs of growing in-demand industries.

Staff is recommending that funding focus on supporting "earn and learn" workforce development models in eight target areas that are based upon the Chicago Cook Workforce Partnership (Partnership) – "Where are the jobs in Cook County?" 2015 Report. These areas would form the foundation of a City of Evanston supported workforce development program. They are: 1) IT 2) Sales, 3) Business & Financial, 4) Healthcare, 5) Office & Administrative, 6) Transportation, 7) Food Service, and 8) Manufacturing.

Earn and learn strategies help employers to address skill shortages by training new workers in job specific skills and protocols while receiving partial reimbursement for employee wages. Employers are able to hire employees based upon fit and attitude, and employees are able to earn a wage as they train. This model benefits the public by investing tax dollars into local businesses and citizens.

According to the Partnership report, in the first quarter of 2015 there were nearly 180,000 job postings in the eight occupational groups. Also, listed among the top 20 Cook County employers were local employers Presence Health, Northwestern University, CVS Caremark, Whole Foods Market Inc., and Northshore University Health System.

To support these trends, staff would like to further explore potential funding and the launching of four new workforce development initiatives that have the potential to strengthen the City's Workforce Development foundation and advance the work already highlighted above. The proposed initiatives are:

1. Evanston Small Business Workforce Development Program
2. Pre-Apprentice Support
3. Minority-led Entrepreneurship Training and Co-Working
4. Code Evanston

### **1. Evanston Small Business Workforce Development Program**

Evanston-based small businesses of 20 or fewer employees in the Partnership's eight targeted industry areas are eligible to apply for funding. The applicant would be eligible for one round of funding annually and capped at \$15,000. This funding level would support up to five participants per business at \$3,000 maximum per trainee. Business owners with multiple businesses or businesses with multiple locations would be eligible for the maximum of \$15,000 to be allocated amongst multiple locations. The business is reimbursed once the training participant is placed in a job for at least 90 days. Applicants would propose their own "earn and learn" job training model which provides opportunities for grassroots creative approaches to training.

### **2. Evanston Pre-Apprentice Support Program**

Construction jobs provide low-income adults opportunities to enter the middle class according to the Aspen Institute's report: [A solid foundation: Key Capacities of Construction Pre-Apprenticeship Programs](#). However, the path to quality construction jobs, including apprenticeships, is often difficult for those unfamiliar with the industry. Construction pre-apprenticeship training programs, which train people for entry-level construction jobs, provide a way for contractors, unions and industry associations to improve the workforce to meet current demand.

In the Chicagoland labor market, pre-apprenticeship training is the only pathway to union membership for the most marginalized of the labor force – and the greatest opportunity to employ Evanstonians through contractors who are working on large scale projects such as Northwestern University and Chicago/Main. The proposed Evanston Pre-Apprentices Support Program would subsidize the wage of participants as they work in pre-apprentice status earning the skills necessary to become unionized. The City of Evanston would partner with interested trades contractors (i.e. carpentry, flooring, plumbing, etc.) to identify qualifying participants. Staff is in preliminary conversations with Power Construction to further define the program details. Next steps include defining a process for identifying qualified candidates and contractors, and defining the process for determining the level of wage subsidy and the method for distributing wages.

### **3. Minority-led Entrepreneurship Training and Co-Working**

Bloomberg reports; “although minorities represent roughly 27% of the U.S. population, minority-owned outfits represent just 14% of U.S. businesses”. Entrepreneurship is a key pathway to economic growth and an alternative route for those who may not be a good fit for job placement in traditional corporate “9 to 5” or small business environments. Staff has identified an entrepreneurship training and coaching program that has the potential to launch Evanston-based startups founded by our targeted population.

Staff is researching a potential partnership with [Sunshine Enterprise](#) to launch an Evanston-based program with local Evanston participant program leaders and program participants. Sunshine has implemented a successful launch of the [Rising Tide Capital](#) program in Chicago’s Woodlawn Neighborhood. The program “supports women, minorities, immigrants and other traditionally marginalized populations to start and grow successful businesses by investing in the entrepreneurial spirit that already exists in distressed communities.”

In summary, the program is offered three times annually in ten week sessions to cohorts of up to 20 budding entrepreneurs. Those entrepreneurs who show promise and growth potential receive additional ongoing support beyond the ten weeks. Staff proposes Gibbs Morrison Cultural Center be the headquarters for the program. A co-working component (i.e. shared work space) within an existing small office in Gibbs Morrison could evolve as companies launch from this program and need support space to grow their business.

The program is in planning stages and is preliminary scheduled to launch in Evanston at the end of September. Staff proposes returning to Economic Development Committee on October 28<sup>th</sup> to introduce the Sunshine Enterprise and local service provider team. It will also be an opportunity to hear from the participants in the program who will have had a month of training and coaching. The estimated cost of each ten week cohort is approximately \$50,000 depending upon the number of participants. The program has successfully launched in a number of cities with the support of public/private funding agreements.

### **4. Code Evanston**

The media has documented the talent shortage in web / tech fields. A quick google search reveals articles all over the country focused on skill gaps and talent shortages. In a recent [Burning Glass International](#) job market analytics report for the period July 1, 2014 – June 30, 2015, there were over 900 job postings for information technology jobs in Evanston. Skills in greatest demand included SQL, JavaScript, Microsoft C#, Microsoft Windows, and .NET Programming.

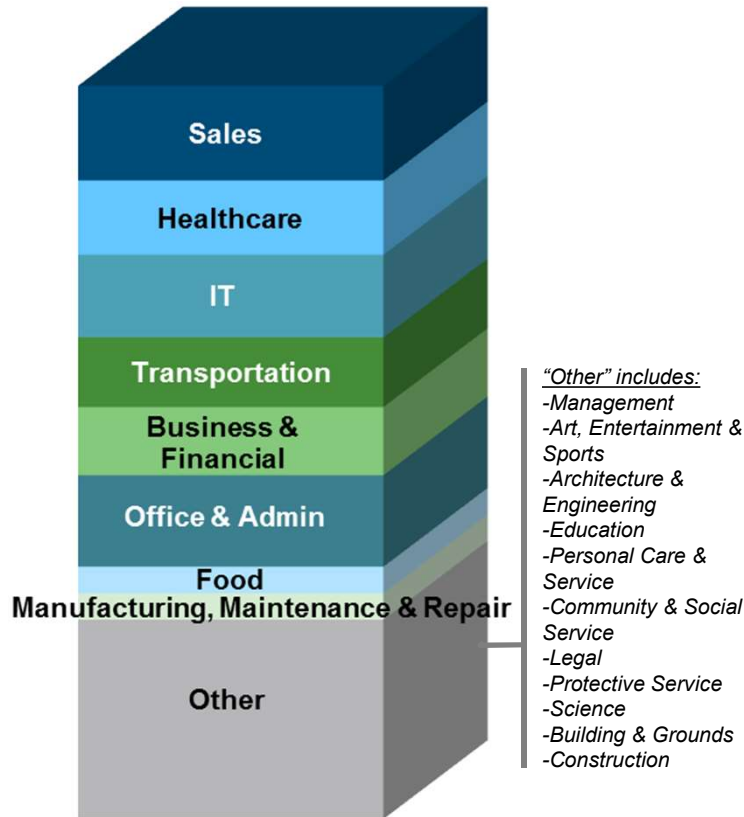


# WHERE ARE THE JOBS?

A Summary of Online Job Postings in Cook County

QUARTER 1 (JAN - MAR) 2017

## 142,887 JOB POSTINGS (grouped by occupation)



## TOP 30 EMPLOYERS TO POST JOBS (grouped by industry)

<b>BUSINESS &amp; FINANCIAL</b>	Accenture, JP Morgan Chase, Deloitte, Bank of America, BMO Harris
<b>HEALTHCARE</b>	Advocate Health Care, Sinai Health System, Presence Health, North Shore University Health System, Alexian Brothers
<b>HOSPITALITY</b>	Marriott, Aramark, Hyatt
<b>INSURANCE</b>	Allstate, Anthem BlueCross, Aetna
<b>MANUFACTURING</b>	Aryzta
<b>REAL ESTATE</b>	Berkshire Hathaway, Jones Lang LaSalle
<b>RETAIL</b>	Sears, CVS Caremark, Macy's, BestBuy
<b>SECURITY</b>	AlliedBarton
<b>TECHNOLOGY</b>	CDW, Motorola, Oracle
<b>UNIVERSITIES</b>	University of Chicago, Northwestern University, University of Illinois (includes hospitals)

*This report analyzes online job postings, not job openings. Jobs and employers who do not advertise online are underrepresented here.*

### Sales

**OCCUPATIONS**

- Sales representatives
- Retail salespersons & cashiers
- Retail supervisors
- Sales agents (financial services, insurance, real estate, advertising)
- Telemarketers

**CREDENTIALS**

- Real estate certification
- Insurance licenses (life & health; property & casualty)
- Financial licenses (see detail in business & financial)
- Mortgage license
- Project management certification (PMP)

**SKILLS**

- Sales & customer service
- Microsoft Office
- Business development
- Sales management
- Merchandising

### Healthcare

**OCCUPATIONS**

- Registered nurses
- Nursing assistants & medical assistants
- Physicians & surgeons
- Medical records & health information technicians
- Speech language pathologists

**CREDENTIALS**

- Registered Nurse (RN)/Nurse Practitioner/Critical Care
- First Aid/CPR/AED/ Cardiac Life Support (CLS/ACLS)
- Certified nursing asst. (CNA) & Certified medical asst.
- American Registry of Radiologic Technicians
- Pharmacy Technician Certification Board

**SKILLS**

- Patient care & treatment planning
- Rehabilitation
- Case management
- Patient & family education
- Dialysis

## IT

**OCCUPATIONS**

- Software developers, applications
- Computer systems engineers/architects
- Computer systems analysts
- IT project managers
- Web developers

**CREDENTIALS**

- Certified info. systems security professional; systems auditor; security manager (CISSP/CISA/CISM)
- Project management certification (PMP)
- Cisco certified network professional; associate; internetwork expert (CCNP/CCNA/CCIE)
- Certified A+ technician

**SKILLS**

- Programming skills (SQL, JAVA, JavaScript, C#, Python, jQuery, XML, C++)
- Operating systems (LINUX, UNIX)
- Database skills (Oracle, SQL Server)
- Software frameworks (.NET)

## Business & Financial

**OCCUPATIONS**

- Accountants
- Human resources specialists
- Management analysts
- Market research analysts & marketing specialists
- Financial analysts & auditors

**CREDENTIALS**

- Certified public accountant (CPA)
- Securities licenses (Series 6, Series 7, Series 63)
- Real estate certification
- Certified financial planner
- Professional in human resources (PHR)

**SKILLS**

- Microsoft Office & productivity tools
- Accounting
- Budgets
- Project management
- Financial analysis & reporting

## Food

**OCCUPATIONS**

- Combined food prep & serving workers, incl. fast food
- Food service supervisors
- Cooks & chefs
- Waiters & waitresses
- Dishwashers

**CREDENTIALS**

- SERVSAFE/food service sanitation
- Food service certification (e.g. FMP)
- Cash handling certification
- Alcohol service certification (TIPS, BASSET)
- Certified sous chef

**SKILLS**

- Cleaning & food safety
- Cooking & food preparation
- Customer service
- Supervisory skills
- Cost control

## Transportation \*

**OCCUPATIONS**

- Truck drivers (tractor trailer & delivery)
- Laborers & freight/stock movers
- Automotive service attendants
- Forklift operators, packers, packagers
- Taxi drivers & chauffeurs (includes rideshare drivers)

**CREDENTIALS**

- Commercial driver's license (CDL)
- Automotive service excellence (ASE)
- Forklift operator certification
- Air brake certified
- Hazmat certification

**SKILLS**

- Inspection & repair
- Labeling & packaging
- Scanners
- Cleaning
- Commercial driving

*\* Most of these jobs are in long distance truck-driving. With no permanent location, the same job is often advertised in locations across the country, and is not necessarily based in Cook County.*

## Office & Admin

**OCCUPATIONS**

- Customer service representatives
- Secretaries & administrative assistants
- Bookkeeping, accounting & auditing clerks
- Supervisors of administrative support workers
- Receptionists & information clerks

**CREDENTIALS**

- Project management certification (PMP)
- Certified payroll professional
- Social work license/licensed professional counselor
- Certified healthcare access associate
- Medical billing and coding

**SKILLS**

- Customer service
- Microsoft Office & productivity tools
- Administrative & clerical tasks (incl. scheduling)
- Data entry
- Customer billing

## Manufacturing, Maintenance & Repair

**OCCUPATIONS**

- Maintenance & repair workers
- Production supervisors; mechanic supervisors
- Bus & truck mechanics & diesel engine specialists
- Inspectors, testers, sorters & machinists
- Automotive specialty technicians

**CREDENTIALS**

- Automotive service excellence (ASE)
- Certification for HVAC technicians(CFC Type 2; EPA 608)
- Airframe & power plant certification
- Welding certification
- Professional engineer

**SKILLS**

- Maintenance, inspection & repair
- HVAC
- Plumbing
- Welding
- Occupational health & safety



A number of web development/coding “boot camps” have emerged in recent years to provide intensive training to individuals with varying degrees of experience, or lack thereof. The media often features middle aged career changers who have successfully transitioned to the tech field in addition to young recent college grads who had difficulty finding jobs in traditional industries.

Chicago alone has over 18 boot camps, including several offered by universities, according to [switchup.org](http://switchup.org). Northwestern University offers the Master of Science in Predictive Analytics (MSPA) program. Established in 2011, it is a fully online part-time graduate program, one of the first to offer dedicated training in data science. These programs are generally expensive. [Coursereport.com](http://Coursereport.com) reports the average cost of a web development boot camp is approximately \$10,000 for a 10 week course.

Based on the high demand for skills, the low supply of trained individuals and the relative expensive cost of boot camps, staff is exploring an alternative web based training model with periodic “meet up” support group led by a local coding expert, or group of experts.

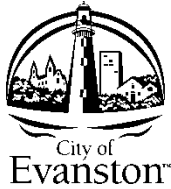
Staff is in preliminary conversations with [Treehouse](http://Treehouse) about a “Code Evanston” initiative designed to prepare recent Evanston high school or college graduates and career changers for job placement in tech fields. Through the economic development fund, the City of Evanston could support a “Code Evanston” initiative by purchasing or subsidizing the cost of web based coding licenses and/or the cost of the local coding expert. Treehouse has proposed donating one license to District 202 for every one purchased through the economic development fund.

The estimated cost of the program is \$50,000 to \$100,000 depending on the number of students served. Staff will continue to research other programs and determine the demand level for this type of service. Staff will further explore cost sharing partnerships with the Evanston’s business community who could directly benefit from the increased talent pool and/or retraining of existing employees.

## **Conclusion**

Evanston has a solid Workforce Development foundation and strong community partners. Northwestern University’s role in Evanston workforce development has magnified with its recently announced construction pre-apprenticeship program partnership with the City. As the economy has improved in recent years, storefront vacancies have declined, and new development underway, this is a great opportunity to focus economic development efforts to further strengthen Evanston’s workforce through the comprehensive sector and place-based employer approach outlined in this report.





## Memorandum

To: Chair and Members of the Economic Development Committee

From: Wally Bobkiewicz, City Manager  
Paul Zalmezak, Economic Development Manager

Subject: Resolution Authorizing the City Manager to Investigate Performing Arts Center Single Purpose Unit of Local Government and Public Parking

Date: January 23, 2018

### Recommendation

Staff seeks a recommendation from Economic Development Committee to the City Council approval of resolution 8-R-18 authorizing the City Manager to work with Northlight Theater and Farpoint Development, LLC to pursue a single purpose unit of local government and pursue potential financing for public parking.

### Funding Source:

N/A

### Livability Benefits:

Economy & Jobs: retain and expand local businesses, expand job opportunities.

Support Vibrant, Connected & Diverse Culture: Incorporate arts and cultural resources

### Summary

Founded in Evanston in 1974, Northlight Theater is seeking to return to its birthplace with plans for a downtown performing arts center to be located within a mixed use development proposed by Farpoint Development, LLC at 1706-1726 Sherman Avenue. In addition to a 350-seat main stage and an estimated 100-seat second stage, the development is planned to incorporate a hotel and residential development atop public parking and retail.

Northlight Theater and Farpoint Development, LLC has requested the City Manager's assistance in two areas:

1. Assistance in exploring a single purpose Illinois unit of government for purpose of financing relocation of Northlight to Evanston
2. Identifying a location and potential financing of a public parking lot as part of the development.

Since leaving Evanston in 1997, Northlight Theatre has performed at the North Shore Center for the Performing Arts in Skokie. The 68,000 square foot facility includes an 867-seat main stage and a convertible 318-seat theater. According to the Center's website, the facility was conceived in the mid 1980's with support from the "Build Illinois Program" and the Village of Skokie. The North Shore Center was constructed at a cost of \$18 million. The State of Illinois contributed \$13.2 million and the Village of Skokie \$3.4 million. The remaining construction funds were contributed by the Daniel F. and Ada L. Rice Foundation and other private donors. Northlight Theatre raised additional dollars for the build-out of its namesake theatre.

The State of Illinois created the Centre East Metropolitan Exposition, Auditorium and Office Building Authority as the owner (unit of local government) of the new performing arts center. According to a [October 27, 1996 Chicago Tribune Article](#), the State of Illinois Department of Commerce and Community Affairs granted \$10 million to the project, with condition that the quasi-governmental building authority be established to own and operate the facility. The state also required that the authority establish a nine member board with broad representation. The Village of Skokie appoints six of the nine members of the Authority aboard and Niles Township appoints three members. Professional Facilities Management (PFM) has managed the North Shore Center since its opening according to the website.

To facilitate Northlight's relocation to Evanston, the City Manager is seeking a recommendation to City Council to pursue a similar single purpose unit of government to finance this project. Article VII, Section 1 of the Constitution of the State of Illinois defines "Units of Local Government" as "...counties, municipalities, townships, special districts, and units, designated as units of local government by law, which exercise limited governmental powers or powers in respect to limited governmental subjects..."

The City Manager is also seeking a recommendation City Council to pursue potential funding for a public parking garage to support the project and to serve the retail and office in the area.

Attachments:

-Resolution 8-R-18

**8-R-18****A RESOLUTION****Authorizing the City Manager to Investigate the Creation of a Limited Purpose Local Government and Need for Additional Public Parking to Support a Downtown Performing Arts Center**

**WHEREAS**, the Northlight Theatre, an Illinois not-for-profit corporation, was founded in Evanston in 1974 with numerous locations in Evanston from 1974 – 1997 at Kingsley School and Coronet Theater; and

**WHEREAS**, in 1996 the Illinois General Assembly created a unit of local government called the “Centre East Metropolitan Exposition, Auditorium and Office Building Authority” (70 ILCS 200/50), which provided bonding authority and financing mechanism to enable the new unit of local government to construct the Centre East Civic Center at 9501 Skokie Boulevard, Skokie, Illinois commonly known as the “North Shore Center for the Performing Arts”; and

**WHEREAS**, Northlight Theatre (“Northlight”) relocated to the North Shore Center for the Performing Arts in 1997 and now among one of the largest non-profit theatres in Chicago area, maintaining over 6,000 subscribers and audiences totaling over 50,000 each season, as well as an array of enrichment events and an extensive youth education program; and

**WHEREAS**, Northlight and Farpoint Development (“Developer”) seeks to return to Evanston at a proposed development located in the 1700 block of Sherman Avenue (“project”) to take advantage of downtown amenities, public transportation,

closer to subscriber base, and an opportunity to grow younger audience in urban environment; and

**WHEREAS**, the majority of Northlight's roughly 6,000 subscribers and the artists that work there, live either in Evanston or Chicago; and

**WHEREAS**, Northlight and Developer continue to receive public feedback and investigate options for the proposed project prior to submittal of a formal development application to the City; and

**WHEREAS**, Northlight and Developer have requested the City provide assistance in investigating creation of a Limited Purpose Local Government to assist in establishing the Downtown Evanston Performing Arts Center; and

**WHEREAS**, the City staff believes that the proposed project could include public parking that would support parking needs throughout the downtown; and

**WHEREAS**, the City Manager is requesting authorization from the City Council to assist the project in investigating the matter prior to formal project submittal to the City; and

**WHEREAS**, no other assistance has been requested by the project or offered by City Staff including any financial assistance such as Tax Increment Financing.

**NOW THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF EVANSTON, COOK COUNTY, ILLINOIS:**

**SECTION 1:** The foregoing recitals are hereby found as fact and incorporated herein by reference.

**SECTION 2:** The City Manager and his designees are authorized to work with Northlight Theatre to investigate a single purpose unit of government with the Illinois General Assembly to finance the relocation of Northlight Theatre to the City of Evanston.

**SECTION 3:** The City Manager and his designees are authorized to investigate the need for additional public parking in the downtown and determine the feasibility of including any public parking (owned, leased and/or operated by the City of Evanston) in the proposed project.

**SECTION 4:** Copies of this Resolution shall be transmitted to the Governor of the State of Illinois and the General Assembly.

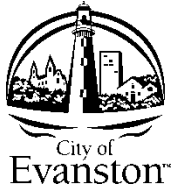
**SECTION 5:** This Resolution 8-R-18 shall be in full force and effect from and after its passage and approval in the manner provided by law.

\_\_\_\_\_  
Stephen H. Hagerty, Mayor

Attest:

\_\_\_\_\_  
Devon Reid, City Clerk

Adopted: \_\_\_\_\_, 2018



## Memorandum

To: Chair and Members of Economic Development Committee  
City Clerk Devon Reid

From: Johanna Nyden, Director Community Development  
Paul Zalmezak, Economic Development Division Manager

Subject: Approval of 2018 Meeting Dates- Amendment

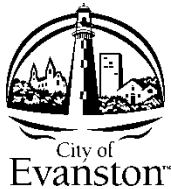
Date: January 25, 2018

Recommended Action:

Meetings of the Economic Development Committee are scheduled for the fourth Wednesday of each month with the exception of December; the committee has not met in December since 2010. Economic Development Committee meetings are scheduled for 7:00pm and will be held at the Lorraine H. Morton Civic Center, 2100 Ridge Avenue, in the James C. Lytle City Council Chambers unless otherwise noted.

Staff proposes amending the recently approved proposed 2018 meeting dates for 2018, by cancelling March and August 2018 meetings. The amended proposed 2018 meeting date schedule is as follows:

- January 24
- February 28
- April 25
- May 23
- June 27
- July 25
- September 26
- October 24
- November 28



## Memorandum

To: Chair and Members of the Economic Development Committee

From: Paul Zalmezak, Economic Development Division Manager  
Cindy Plante, Economic Development Coordinator

Subject: Evanston Explorers Update

Date: January 25, 2018

### Background:

In response to the rise of e-commerce and the challenges it presents for brick and mortar retail, economic development staff began investigating alternative users for street-level commercial spaces in order to complement Evanston's growing restaurant scene and continue to drive foot traffic to business districts. "Activity-based" businesses were identified as a target sector for expansion and recruitment. Examples include indoor recreation and indoor play spaces, maker spaces, cooking schools, and art studios offering classes and space to the public.

Several initial focus group meetings were held with the owners of Little Beans Café, Goldfish Swim School, Gather, Kit Gymnastics, and Lil' Kickers Soccer to investigate opportunities for collaborative events and marketing for this group of experience-oriented businesses that focus on activities, classes, and parties for children and families. Little Beans, Goldfish, and Lil' Kickers offered the example of "[League of Littles](#)," a collaborative marketing program for children's activity businesses in the City of Chicago, where they have additional locations. Participating businesses cosponsor a few annual events and offer a rotating selection of deals and coupons to customers who sign up for the group's email list. The Evanston businesses expressed an interest in replicating this model in Evanston and including both the Evanston Public Library and Department of Parks & Recreation.

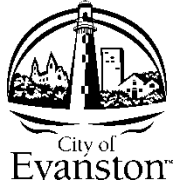
In 2016, the Evanston Explorers group launched a website held a kickoff party and progressive playdate in mid-February. The kickoff party was held at Fleetwood-Jourdain Community Center and attracted an estimated 500 attendees. On Saturday and Sunday, businesses also had a "progressive playdate," offering a schedule of free activities and classes hosted at participating organizations and businesses throughout Evanston. These events were well-received by both participating businesses and attendees, and are being repeated in 2018 on February 23-24.



The costs for the kickoff event marketing and first year of web services for the Evanston Explorers group are summarized as follows:

Tote bags for expo event	\$ 622.00
Facebook ads/post boosts	\$ 20.00
Website domain & hosting	\$ 50.00
Evanston explorers mobile app hosting	\$ 698.00
<b>Total</b>	<b>\$ 1,390.00</b>

City funding for the event will come from the General Fund Economic Development Business Retention/Expansion Investments Account 100.21.5300.62662.



# Memorandum

To: Honorable Mayor and Members of the City Council

From: Paul Zalmezak, Economic Development Division Manager

Subject: Monthly Economic Development Report for December 2017

Date: January 3, 2018

## Discussion

Enclosed is the monthly report of economic development activities for the month of December 2017. The report summarizes meetings, ongoing initiatives, new businesses, marketing activities, as well as activity reports on key economic development projects and sites.

If you have any questions or would like to discuss the report further, please contact me at 847-448-8013 or [pzalmezak@cityofevanston.org](mailto:pzalmezak@cityofevanston.org).

<b>WEST SIDE (CEBA/Church &amp; Dodge)</b>			
<b>Project</b>	<b>Address</b>	<b>Ward</b>	<b>Latest Update</b>
Central Evanston Business Association (CEBA)	N/A	5	Staff will meet with CEBA and Aid. Simmons on Jan. 10, 2018 to discuss 2018 goals. Group is creating plan for NW corner of Church/Dodge.
Church and Dodge	1901 Church	5	EDC approved update to storefront modernization program to cover 100% of program cost in NSP areas and up to \$25,000 for facades only citywide. 2018 pilot. Church/Dodge businesses also requested elimination of reimbursement requirement. May bring interior program back in 2019 - budget dependent
Former Fresh Foods	1723 Simpson	5	Potential tenants have been in contact with zoning and economic development for new I type II restaurant and community meeting space.
1829 Simpson Street	1829 Simpson	5	Restaurant use approved. Under construction / demo occurring
5th Ward Bank	TBD	5	Staff to identify potential locations for a bank in the 5th ward
1806 Church	1806 Church	2	Landlord is seeking tenants.
Foster School / Family Focus	2010 Dewey	5	Property for sale. Pursuing reuse options.
<b>CENTRAL STREET</b>			
<b>Project</b>	<b>Address</b>	<b>Ward</b>	<b>Latest Update</b>
Central Street Business Association	N/A	6,7	Staff has been working with CSBA to pursue SSA status. Staff is also working with organization to fulfill Great Merchants Grants Requests.
1801 Central Street	1801 Central	7	Mr. Albazi is expecting to close building sale at the end of December or early January. He will not be conducting demolition.
Little Green Treehouse Daycare	2812-12 Central	6	License applications have been submitted to the State of Illinois and the City of Evanston, but still pending for final approval. Expected opening date is after the holidays.
Vacant Former 7-Eleven	Ewing & Central	6	Owner seeking tenant
Former Rose's Bakery	2901 Central	6	Restaurant and Office Use in early concept
Central Rug and Carpet	3006 Central	6	Building received facade improvement funding. Rug shop using half of space. Seeking tenant for other half of space, and offices upstairs
2929 Central Street	2929 Central	6	Vacant former Coldwell Banker. Owner seeking retail/service.
Lush Wine & Spirits	2022 Central	7	ROW permits will be issued after the holidays
Beer on Central	1930 Central	7	"Beer on Central" opened. Official Grand Opening January 20th.
Central Street Metra Station Café		7	UP to hire broker to market retail space / former cafe
Tag's expansion	2012 Central	7	Substitution of special use was approved. Building permits and health license is the next step.
The Danon Gallery	1810 Central	7	Business is for sale
Shell Station on Central & Central Park	2966 Central Street	6	Business is for sale
Amy Kartheiser Design	1804 Central	7	Interior design business is schedule to open on January 15, 2015. Pending certificate of occupancy inspection.
<b>DOWNTOWN</b>			
<b>Project</b>	<b>Address</b>	<b>Ward</b>	<b>Latest Update</b>
Dan Kelch Project - Retail Space	1028 Davis	4	Spenga (spin, cardio, yoga) approved by CC on 10/9/17.

Wintrust Bank		N/A	Wintrust leased former Chase branch on Grove and leased former COSI space on Sherman
Trammell Crow Senior Housing	1007 Church	2	Proposed senior housing on parking lot north of 1007 Church building. Zoning analysis submitted
1611 Chicago Avenue	1611 Chicago	1	The Merion property management is seeking retail user for 3,200 sq ft new retail space in expanded Merion Building (formerly the North Shore Retirement Hotel)
Burger King (Downtown)	1740 Orrington	1	Interested developers have contacted property owner.
AAA (American Automobile Association)	1724 Sherman	1	Space for lease. potential parcel in downtown performing arts center development
Sherman Plaza Retail	1620 Sherman	1	Target has leased vacant spaces along Sherman Avenue. March 2018 opening. Vacant 800 Degrees Pizza space available on Church Street. Former Evereve space available on Sherman.
Vacant Davis Fish Market Space	501 Davis	1	Space for lease. Owner dividing into several smaller storefronts
717 Church	717 Church	1	2nd floor above Andy's/Sprint Store/Chipotle. Owner reports several co-working spaces considering the space. Staff has been in contact with Serendipity Labs coworking.
The Merion Retail	1611 Chicago	1	Joy Yee is to relocate to the corner space at Chicago/Davis and then to move the Tsim Sha Sui Cafe (1627 Chicago) to the current Joy Yee space (519 Davis) by Thanksgiving.
Varsity Theater	1710 Sherman	1	Potentially part of the new performing arts center
Church Street Plaza	1705 Maple	1	Buffalo Wild Wings, American Apparel, Second Time Around spaces available
National Towel Building Site	815 Ridge	2	Senior housing project construction expected March 2018 start date.
Albion Residential	1454-1508 Sherman	1	City Council Approved 11/13/2017. Construction Spring/Summer 2018
1571 Maple	1571 Maple	1	Building is leasing. Monitor retail space
605 Davis & Chase Bank Drive Thru	605 Davis	4	City Council consideration January 2018
1020 Church	1020 Church	4	Owner seeking buyer for building
Studio Media Space	1030 Davis	4	Owner pursuing tenants.
Las Palmas	817 University	1	Potential sale of business
Copy Cat	1830 Sherman	1	Property owner seeking tenants for garden level
King Homes	1555 Oak	4	Cameel Halim purchased property. Plans TBD.
Whole Foods Downtown		4	Staff will monitor in light of Amazon purchase of Whole Foods
E2 Retail	1890 Maple	2	Exhale fitness closed. Space available.
Pono Ono Poke	1630 Chicago	4	Now open
Evanston Rocks - Rockin Ravioli and Bourbon & Brass	1012 Church	4	Now Open
Office above Giordano's	1527 Chicago	1	Owner reports marketing company has submitted an LOI
<b>HOWARD STREET</b>			
<b>Project</b>	<b>Address</b>	<b>Ward</b>	<b>Latest Update</b>
Howard Street Business Association	N/A	8	Staff is working with organization to fulfill Great Merchants Grants Requests.
128-130 Chicago Avenue	128-130 Chicago	8	Peterson Garden Project and Harrington Brown mixed use development. City Council approved \$1.9 million TIF. Original structure demolished. Staff reviewing PD Application. Community meeting scheduled for 1/18/2018.

999 Howard	999 Howard	8	Vacant Dairy Queen Site. Listed with Ed Schwartz/FARA. Suggests it is a redevelopment site. Building in poor condition
Theo Ubique Howard Street Theater	721-723 Howard	8	pre-bid site visit on Jan. 4, 2018. Health Department staff is working with theater to obtain food license.
727-729 Howard Street (former maureen broom location)	727-729 Howard	8	Staff is pursuing tenants
Med Spa	815 Howard	8	General and Cosmetic surgeon. staff reviewing plans.
Vain	747 Howard	8	Clothing store applied for business license 10/24/17
Sherwin Williams Howard Street	611-21 Howard	8	Store relocated to Green Bay Road.
311 Howard Street	311 Howard	8	Terra Cotta residential conversion
633 Howard - Former Police Outpost	633 Howard	8	Cafe Coralie opening early 2018. Under construction
519 Howard	519 Howard	8	Potential tenant (TBD) considering space
<b>MAIN DEMPSTER MILE</b>			
<b>Project</b>	<b>Address</b>	<b>Ward</b>	<b>Latest Update</b>
Main/Chicago	847 Chicago	3	Stone Realty retail broker actively pursuing tenants. Apartments reportedly 85% leased
Binny's (vacant Whole Foods south)	1111 Chicago	3	Ward 3 Community Meeting with Binny's held November 15. Binny's reviewing liquor license process
Main Street Metra Station	600 Main	3	Union Pacific hiring broker to market vacant space.
Vacant Paramour Bungalow Space	812 Dempster	3	Seeking tenants
Firehouse Grill	750 Chicago	3	New owner Pat Fowler (also owns Candlelite in Chicago)
Amanecer Taco Shop	512 Main	3	Now open.
710 Main Street	710 Main	4	Vacant toy store. Actively marketing for a new tenant.
802 Dempster Street	802 Dempster	4	former wiener still champs space. Owner actively seeking tenants.
517 Dempster	517 Dempster	3	French Kiss Cafe opening in Frio Gelato space
Frio Gelato	1301 Chicago	3	Frio Gelato moving to the corner space previously occupied by Bake 425
Dard Property	912 Custer	4	Property reportedly for sale
<b>WEST END / WEST VILLAGE</b>			
<b>Project</b>	<b>Address</b>	<b>Ward</b>	<b>Latest Update</b>
West End Business Association	N/A	2	Staff is working to fulfill 2018 Great Merchant Grant requests.
West Village Business Association	N/A	2	Staff is working to fulfill 2018 Great Merchant Grant requests.
1108 Dodge (Former Evanston Auto Glass)	1108 Dodge	2	Ald. Braithwaite, staff, and owner are working to explore use ideas.
Reed Biedler Building	1275 Hartrey	2	Pursuing tenants for limited vacancies
2222 Oakton Street	2222 Oakton	8	Former Recycling Center. Smylie Brothers is planning to open a production facility and event space at this location. A lease was approved by City Council on 12/12/2016.

Oakton Car Wash		9	Planning and transportation engineering staff met with the applicant and his traffic consultant on 9/22. Applicants continues to work on finalization of paperwork
Evanston Plaza	1924-26 Dempster	2	Staff working with ownership to identify tenants to fill remaining spaces.
1335 Dodge Ave.	1335 Dodge Ave.	2	Commercial property for sale
Everlights, Inc.	1900 Greenwood	2	Approved business license

Loan Status	Borrower		Date Loan Funded	Original Loan Amount	Monthly Payment	Total Amount Paid			Balance in Arrears	Remaining Balance to be Paid [1]	Date Loan Terminates
						Principal	Interest	Total			
OPEN	Ward Eight	629 Howard St.	3.15.12	\$130,000.00	\$1,316.19	\$58,582.48	\$20,438.92	\$79,021.40	\$ -	\$71,417.52	12.1.22
OPEN	Evanston North Shore Contractor's Cooperative	1817 Church	8.14.12	\$200,000.00	\$1,028.26	\$14,890.32	\$21,098.78	\$35,989.10		\$185,109.68	1.5.20
OPEN	Peckish Pig (Building)	623 Howard St.	3.18.13	\$675,000.00	\$8,500.00	\$241,500.00	\$ -	\$241,500.00	\$ -	\$433,500.00	NA
OPEN	Little Beans	430 Asbury Ave.	2.1.14	\$75,000.00	\$832.65	\$13,717.87	\$9,596.33	\$23,314.20		\$61,282.13	1.31.25
Last Update 12/20/12017											



**Howard Street TIF District Update -  
what is going on?????**

**New owner New Business**

**Anh-Tuan N. Truong MD, FACS  
Michelle Ortiz Executive Dir.  
Xsculpt , Cosmetic Surgery  
Opening February 2018  
815 Howard St, Evanston, IL 60202  
(833) 972-8578**

**Coming Soon Howard Street Theater  
721-723 Howard Street**

**Theo Ubique - Resident Theater  
Company  
Construction March 2018 - August  
2018**

**Old Business/New Owners, New  
Location 711 HOWARD Street  
Tony and Lenice Levy  
Jamaica Good to Go  
Opening soon - beautiful renovation**

**New Business**

**North Shore Cider, 707 Howard St.  
Open Now  
Chris Collins New Hours -Thursday 5p -  
9p Friday 4p - 9p  
Saturday 12p - 9p Sunday 12p - 4p**

**Expanded Evanston Business**

**Opening next Month  
Coralie South - French Bakery and Café  
633 Howard Street  
Pascal Berthoumieux**

**Relocated Businesses/ New Owners**

**525 HOWARD STREET  
Van Pham, BSEE, OD  
Vision 20/20  
Opening Spring/Summer 2018  
4863A N. Broadway St (current)**

**519 Howard Street Purchased 1/2018**

**Charlie Evanson  
New Neon Design World  
Headquarters!!!  
Opening Spring 2018  
3903 N. Lincoln Ave (current)**