



COUNTY OF KENDALL, ILLINOIS ECONOMIC DEVELOPMENT COMMITTEE

**KENDALL COUNTY OFFICE BUILDING
111 W. Fox Street; County Board Room; Yorkville
Friday, March 25, 2022 at 8:00a.m.
AGENDA**

- 1. Call to Order**
- 2. Roll Call – Dan Koukol (Chair), Amy Cesich, Scott Gryder, Matt Kellogg, Robyn Vickers**
- 3. Approval of Agenda**
- 4. Approval of Minutes from February 25, 2022**
- 5. Committee Business**
 - *CPACE Program in Kendall County Presentation*
 - *Discussion of Remaining Small Business Grant Applications*
 - *Discussion of TMF Plastics Property Tax Abatement Application*
 - *Discussion of Camp Mutty Paws RLF Application*
 - *Discussion of Minooka Water Project*
- 6. Updates and Reports**
- 7. Chair’s Report**
- 8. Public Comment**
- 9. Executive Session**
- 10. Adjournment**

COUNTY OF KENDALL, ILLINOIS
ECONOMIC DEVELOPMENT COMMITTEE
Meeting Minutes for Friday, February 25, 2022

Call to Order

The meeting was called to order by Committee Chair Dan Koukol at 8:00a.m.

Roll Call

Attendee	Status	Arrived	Left Meeting
Amy Cesich	ABSENT		
Scott Gryder		8:12a.m.	
Matt Kellogg	Yes		
Dan Koukol	Here		
Robyn Vickers	ABSENT		

Others Present: Jennifer Karales, Financial Analyst, County Administrator Scott Koeppel, Plano Mayor Mike Rennels

Chair Koukol stated he was unsure if there would be a quorum for the meeting, and therefore, asked Member DeBolt to be present. Member Koukol officially seated Member DeBolt on the committee for the meeting on February 25, 2022.

Approval of Agenda – Member DeBolt made a motion to approve the agenda, second by Member Kellogg. **With three members present voting aye, the motion carried by a vote of 3-0.**

Committee Business

- *Plano Update – Mayor Mike Rennels* – Plano Mayor Mike Rennels briefed the committee on the proposed development of a Gas N’ Wash Convenience Store on the corner of Eldamain and Route 34 in Plano. Mayor Rennels stated that in discussion with Kendall County Engineer Fran Klaas, they could not come to an agreement about the need for full access to the facility at Cummins Road to allow traffic to enter and exit with left and right turns.

There was consensus by the committee to forward the item to the Highway Committee meeting on March 8, 2022 to discuss the access questions. Plano personnel and the Developers will be in attendance.

- *Discussion of Molto Properties Minooka Ridge Tax Abatement Application* – Scott Koeppel reviewed the application with the committee, stating that there would be two separate developments next to each other, one in 2022, and one in 2023 between Holt Road and Interstate 80 in Minooka by the Macy’s Warehouse. The unique thing about this project is that they don’t have an occupant yet, but are confident they will sell the building before they finish building. The developer will assist with payment for water, and sewer expansion and some work on Midpoint Road. Mr. Koeppel and Member Koukol are meeting with the Village of Minooka next week.

Koeppel said that next steps include meeting with the taxing districts which include the School District, Libraries, Kendall County, Fire Protection District, the Village of Minooka and Molto.

Member Kellogg made a motion to approve w the three-year agreement with Molto Properties Ridge Tax Abatement, second by Member Gryder.

Roll Call

Member Koukol – Yes, Member Kellogg – Yes, Member DeBolt – Yes, Member Gryder – Yes. **With four members voting aye, the motion carried by a vote of 4-0.**

Mr. Koeppel was instructed to proceed with meeting the Minooka EDC Director Dan Duffy, and to assist in coordination of the meeting with taxing districts.

- *Discussion of Property Tax Abatement* – Mr. Koeppel reviewed the procedures for Property Tax Abatement, the Abatement Ordinance, and proposed changes to the Scoring Sheet, to add the Public Safety and Transportation Sales Tax component to the sheet. Mr. Koeppel suggested asking Planning, Building and Zoning to research the Transfer Tax for the County.

Member Koukol made a motion to forward the Property Tax Abatement to the State’s Attorney’s Office for legal review, second by Member Gryder. . **With four members voting aye, the motion carried by a vote of 4-0.**

- *Review of American Rescue Plan Act Small Business Grant Program Applications* – Ms. Karales briefed the committee on the twenty applications, the total amount for this group applications, and stated that there were over 400+ applications when the portal closed on February 23, 2022. Mr. Koeppel reminded the committee that an additional \$1,000,000 was approved by the Board in January for the Small Business Grant Program, for a total of \$2,000,000 available to qualifying small businesses in the county.

Member Koukol made a motion to forward the 20 applications to the March 3, 2022 Committee of the Whole meeting for discussion, second by Member Kellogg. **With four members present voting aye, the motion carried by a vote of 4-0.**

- *CPACE Discussion and Update* – There was consensus by the committee to ask CPACE to come to a future EDC meeting to provide Energy Efficient Updates to the committee. A date was not determined.
- *Review of American Rescue Plan Act Small Business Grant Program Applications* – Ms. Karales briefed the committee on the twenty-five applications, and one that did not qualify because the owner owned another business and was already given a grant.

Member Koukol made a motion to forward the next twenty- five applications totaling \$571,252 to the March 15, 2022 County Board meeting for final approval, second by

Member Kellogg. **With four members present voting aye, the motion carried by a vote of 4-0.**

Mr. Koeppel said the next twenty applications will go to the March 10, 2022 Committee of the Whole meeting for discussion, and then forwarded to the March 15, 2022 County Board meeting for approval.

Committee Member Reports – Mr. Gryder reported that Plainfield Village President John Argoudelis and Village Administrator Joshua Blakemore are onboard for the Industrial and Commercial development of Ridge and Johnson Roads, and the development of utilities in the southern portion of Kendall County.

Member Gryder also reported that Morris is interested in developing areas to the north of the City, and hope to attract larger industrial and commercial organizations along the Route 47 corridor.

Member Kellogg reported that the Finance Committee learned that the CPI/Tax Increase is 5 percent, and the EAV is even higher for the County. There will be more discussion on this issue at future Finance meetings.

Public Comment – None

Executive Session – Not needed

Adjournment - Member DeBolt made a motion to adjourn, second by Member Gryder. There being no objection, the Economic Development Committee meeting was adjourned at 9:30a.m. by a vote of 4-0.

Respectfully submitted,

Valarie McClain Administrative Assistant and
Recording Secretary

Whose letterhead?

March 2, 2022

Business name

Business owner address

City state zip

TO: Business Owner

RE: Kendall County Small Business Grant Application

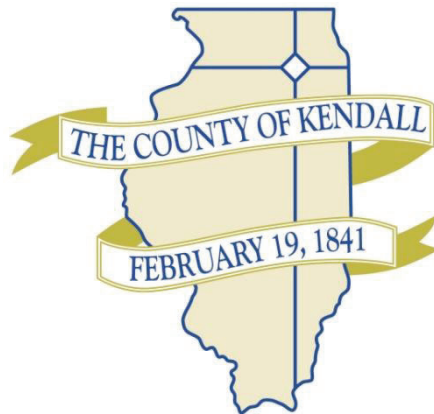
Thank you for applying for a Kendall County Small Business Grant. Small businesses are the lifeblood of our community. Kendall County received an overwhelming number of grant applications. The program awarded grants to businesses on a first come first served basis for applicants that met all qualifications.

Unfortunately, your application was received after the entire two million dollars was allocated to other businesses. Your application has been declined. We have your information on file and will reach out in the event of another grant program.

Sincerely,

Scott Koeppel

Kendall County Application for Tax Abatement



This application is an official part of the Tax Abatement process. Incomplete or inaccurate information may be cause for rejection of the application. It also is a representation that the applicant intends to implement the representations made in the application. Failure to implement these representations or to continue them during the term of any Tax Abatement that is offered will be sufficient basis for termination of the Abatement Agreement and repayment of any taxes that have been abated.

This packet should be completed and returned to the Kendall County Office of Administrative Services:

111 W. Fox Street, Room 316,

Yorkville, IL 60560

Phone: 630.385.3000

Fax: 630.553.4214

E-Mail kendalledc@co.kendall.il.us

Overview

Property Tax Abatement is a way to support and promote the expansion of existing businesses and the location of new businesses to Kendall County. A business that receives approval from a taxing body for an abatement will receive an abatement on a portion of the resulting property tax revenue after expansion, improvement, or new construction is complete and the building is occupied.

Goals and Objectives

The end result of providing tax abatement to a business for an expansion, improvement or new construction should include:

- *Economic Impact*
 - Job creation and retention and capital investment in land, buildings, and equipment
- *Fiscal Impact*
 - Total amount of new estimated property tax generated by the business expansion
- *Strategic Impact*
 - Factors such as the median salary of the employees, total payroll, and the quality of benefits available to the employees
- *Other Impacts*
 - Improvements to existing public infrastructure and/or construction of new public infrastructure

Eligible Projects

- Projects that will be considered for Property Tax Abatement from Kendall County are limited to the following:
 - Warehouse/Distribution/Logistics
 - Office Headquarters and Regional Headquarters
 - Manufacturing
- Preference will be given to projects that result in job creation, increase in property tax base, investment in machinery & equipment when purchased locally, and capital improvements for the expansion of existing buildings.

Process

- It is strongly recommended that the applicant contact the Kendall County Office of Administrative Services to arrange a pre-application meeting with County staff. This gives staff an opportunity to discuss the guidelines, application, process, and agreement provisions with the applicant.
- Once the application has been completed and submitted to the Kendall County Office of Administrative Services, staff will review the application to determine the eligibility of the project.
- Applications are reviewed and scored on a case by case basis on their economic, strategic, and fiscal impacts on a community.

- If it is determined that the project qualifies for an abatement of property taxes, County Staff will present the request to the County’s Economic Development Committee to secure an indication of their support for the project.
- Staff, as well as the applicable local Economic Development Corporation, will make contact to each taxing body having jurisdiction over the subject property for their support of the project and abatement approval.
- If a taxing body expresses support of the project, Staff will develop the agreement for the abatement of property taxes for approval by each governing board of the applicable taxing jurisdictions.

Abatement Terms & Levels

A business receiving a tax abatement is eligible to receive an abatement for a term of three years. The amount abated will be on a sliding scale consisting of 75% abated in year one, 50% abated in year two, and 25% abated in year three.

The term and levels of an abatement may be modified only at the discretion of the governing boards of the taxing bodies.

Clawback Provisions and Verification Audit

A business shall maintain operations at the project location for at a minimum, the length of the abatement term as well as for three years following the final year of the abatement term. During the abatement term businesses are not eligible to file an appeal of assessment of the property, to tender payment under protest, nor to file an objection to the property taxes levied by the taxing bodies. During the three years following the final year of abatement term, businesses are eligible to file an appeal of assessment of the property, tender payment under protest, and file an objection the property taxes levied by the taxing bodies *only* if the Supervisor of Assessments or the Board of Review establishes an assessed value based upon the market value that is less than the Estimated Market Value of the property provided by the applicant within this application.

To verify compliance of the Property Tax Abatement Agreement, a business must submit a payroll summary with listing of either the first name or initial of the employees or a listing of the employees’ ID number along with job titles, salaries, benefits, county of residence, and hiring dates on an annual basis to the Kendall County Office of Administrative Services.

Name of Company: TMF Management, LLC

Corporate Address: 12127B Galena Road Plano, IL 60545

Company Contact Person: Greg Kuppler

Address: 12127B Galena Road Plano, IL 60545

Phone: 630-552-7575

Fax: _____

Proposed Location in Kendall County: 12127B Galena Road Plano, IL

PIN #: 01-01-200-002

Proposed start of Construction: March 2022

Proposed start up of Operations: Summer 2022

What product(s) or services will be produced in the proposed facility?

TMF Management owns the building and TMF Plastic Solutions, LLC is the lessee. TMF Plastic Solutions, LLC manufactures and distributes plastic products so the facility will be an expansion of its operations. The lease agreement expires on January 1, 2042.

EMPLOYMENT

What specific jobs will be created? If phased employment is planned please provide details. Use additional pages if necessary.

Job Title	Mgt., Supv., or Worker	Occupational Code	Number of Jobs			Wages/ Salaries*	
			Initial	After Year 1	After Year 2	Starting	Maximum
Production labor	Worker		10	20	20	\$13	\$16

**Not Including Benefits*

Explanation and details of work force.
 The workforce primarily consists of machine operators and production laborers.

EMPLOYEE BENEFITS

Please summarize benefits below and attach copies of insurance and pension plans.

Fringe Benefit	Type of Benefit	Company Portion (Annual %)	Employee Portion (Annual %)
Medical Insurance	HMO, PPO, HSA	Varies*	Varies*
Dental Insurance	PPO	0%	100%
Vision Insurance	Voluntary	0%	100%
Pension Plan Defined Benefit 401(K)	401(k) Plan	We are considering implementing a matching contribution	Pre-tax and Roth
Disability			
Life Insurance	Voluntary	0%	100%
Other Benefits (please specify)	ESOP**	100%	0%

*Employer pays a flat amount regardless of coverage levels so percentages vary based on plan and coverages but generally employer covers about 30% for family and approximately 85% for employee-only coverage.

**Employer is an employee-owned company.

VALUATION ANALYSIS

Assessed valuation shall be judged on the basis of impact upon the public services, which will be required (i.e., if judged that impact upon schools, roads, law enforcement, etc., will be great but assessed valuation will be low, a low rating will be assigned.)

Land size	<u>5 acres</u>
Building size	<u>20,000 sq. ft.</u>
Building height	<u>32 feet</u>
Type of Construction	<u>Steel frame/siding</u>
Estimated dollar value of sales attributed to site	<u>\$30 million</u>
Total Investment in new machinery and equipment purchased from local Kendall County businesses	<u>\$100,000</u>

Provide a construction budget that shows the allocation of cost for each phase of the process.

Is the property one of the following:

New facility	<u></u>
Expansion of an existing facility	<u>yes</u>
Previously closed facility	<u></u>

The current assessed valuation of the property:

Land	<u>102,329</u>
Improvements	<u>547,782</u>
Total	<u>650,111</u>

What is the estimated cost of the completed facilities?

Cost of land and site development	<u>\$ 20,000</u>
Cost of buildings	<u>\$ 1.8 million</u>
Cost of permanent fixed equipment	<u>\$ 60,000</u>
Cost of pollution control devices	<u>\$ 0</u>
Cost of non-fixed equipment	<u>\$ 150,000</u>
Cost of installation/construction	<u>\$ 200,000</u>
Total Cost	<u>\$ 2.23 million</u>

ESTIMATED MARKET VALUE \$ 3.2 million

(If application is approved, this value will be incorporated into the Tax Abatement Agreement)

IMPACT UPON INFRASTRUCTURE

What new or additional utilities and/or infrastructure will be needed?
(Roads, natural gas, rail spurs, etc.)

No additional utilities or infrastructure will be needed as we will tap into existing lines.

How will they be funded?

n/a

IMPACT UPON THE ENVIRONMENT

A. Will there be any pollution of air, water, soil, sound, etc.? If so, please describe?

No

B. Will hazardous chemicals, products, or waste be used or produced? If so, please specify and indicate how they will be managed. If an E.P.A. permit is necessary, please attach the permit, or if not yet received, attach a copy of the application.

No

C. Will any waivers or exceptions from either Federal or State E.P.A. be needed?
If so, please specify and attach any E.P.A. phase reports.

No

D. Are you familiar with Kendall County and other local performance standards? (Refer to Kendall County zoning ordinance and any applicable municipal code.) Will the proposed facility meet or exceed these standards? Please explain.

Yes

APPROPRIATE LOCATION

Which planning and zoning authority (municipality or county) has jurisdiction of this site?

Kendall County

What is the current zoning?

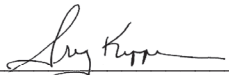
0080 - Industrial

If not currently zoned for the intended use, what is the planned use in the Comprehensive plan?

n/a

Please attach a site plan and a sketch or artists conception of the building(s), landscape plans etc.

I, Greg Kuppler, certify that I am an official of the applicant business with authority to make application for a property tax abatement, that I have read this application and that the application and any attachments hereto are true and correct. I further understand that inaccurate information or misrepresentations may be cause for rejection of the application: I further understand that failure to implement these representations will be sufficient basis for termination of the abatement agreement and repayment of any taxes, which have been abated.



Signature

2/23/2022

Date

President

Title



COUNTY OF KENDALL, ILLINOIS

SCOTT KOEPEL
COUNTY ADMINISTRATOR
KENDALL COUNTY OFFICE BUILDING
111 WEST FOX STREET, SUITE 316
YORKVILLE, ILLINOIS 60560
630.553.4171

March 23, 2022

TO: Economic Development Committee

RE: Camp Mutty Paws Loan Application

Revolving Loan Fund Goals and Objectives

Kendall County hereby adopts the following goals and objectives for its RLF and the RLF loans granted by Kendall County pursuant to the Strategy:

1. The RLF and RLF loans should stimulate economic growth in Kendall County by assisting with the retention and growth of the existing industrial and commercial base in Kendall County; by providing needed equity to new start-up businesses in Kendall County; and by providing an incentive for established businesses to relocate to Kendall County. **Yes, the loan will allow the business to expand.**
2. The RLF and RLF loans should assist new or existing Kendall County businesses in creating and retaining jobs. **Potential to add up to 8 part-time and 3 full-time positions.**
3. The RLF and RLF loans should increase the Kendall County property and sales tax base. **The business is already located in the county and the expansion won't have a big impact on their property taxes.**
4. The RLF and RLF loans should provide businesses with the opportunity to expand business activities in Kendall County. **The loan would allow Camp Mutty Paws to continue to grow.**
5. The RLF and RLF loans should encourage partnerships local, private, financial institutions, Kendall County, and the business seeking the loan. **The business owner got a loan for the purchase of the business from Heartland Bank and was not able to get additional funds for the expansion.**
6. The RLF and RLF loans should encourage and leverage loans to municipalities to create or expand their own Revolving Loan Funds. **N/A**

7. The RLF and RLF loans should assist Kendall County in growing the Kendall County Revolving Loan Fund. **The interest from the loan will grow the loan fund.**

Staff recommends APPROVAL of the loan for the following reasons.

1. The Camp Mutty Paws loan application meets 5 of the goals and objectives of the Revolving Loan Fund Recapture Strategy.
2. Staff completed financial analysis and feels the business is in a strong position for the future (chart below).
3. Camp Mutty Paws provided a complete and robust loan application. The only missing item was the \$500 deposit that Administration will collect if the committee approves the loan.
4. The business owner provided two vacant lots to use as collateral. The combined value is similar to the loan request.

Term, amount, and interest rate

1. The owner requested \$54,100. The total estimated renovation will cost \$108,000 and the remaining cost will be paid with cash reserve.
2. The term can be between 3-7 years.
3. The rate is between 3.5% and 5.5%

Year 1 Mutty Paws Revenue and Expense

	Expense		Revenue	Difference
Daycare	90,020	Daycare	119,600	29,580
Grooming	100,895	Grooming	169,000	68,105
Cat Boarding	47,515	Cat Boarding	60,225	12,710
Merchandise	42,675	Merchandise	26,000	(16,675)
Reception	56,635	Reception	60,225	3,590
	<u>337,740</u>		<u>435,050</u>	97,310

Year 2 Mutty Paws Cumulative Revenue and Expense

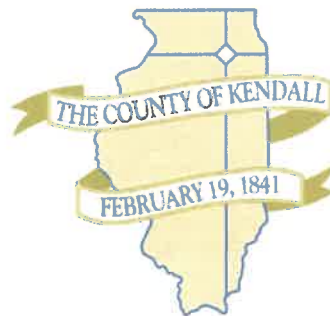
	Expense		Revenue	Difference
Daycare	162,540	Daycare	239,200	76,660
Grooming	179,115	Grooming	338,000	158,885
Cat Boarding	72,355	Cat Boarding	120,450	48,095
Merchandise	62,675	Merchandise	52,000	(10,675)
Reception	90,595	Reception	120,450	29,855
	<u>567,280</u>		<u>870,100</u>	302,820

Year 3 Mutty Paws Cumulative Revenue and Expense

	Expense		Revenue	Difference
Daycare	235,060	Daycare	358,800	123,740
Grooming	257,335	Grooming	507,000	249,665
Cat Boarding	97,195	Cat Boarding	180,675	83,480
Merchandise	82,675	Merchandise	78,000	(4,675)
Reception	124,555	Reception	180,675	56,120
	<u>796,820</u>		<u>1,305,150</u>	508,330

Mutty PAWS
3/25/2022

COUNTY OF KENDALL
REVOLVING FUND PROGRAM
APPLICATION



Kendall County
Office of Administrative Services
111 West Fox Street, Room 316
Yorkville, IL 60560
Phone: 630.553.4171
Fax: 630.553.4214
kendalledeco.kendall.il.us

Revised: June 2016

COUNTY OF KENDALL RF APPLICATION

Please attach the following:

- Project Budget Summary with detailed Source and Uses breakdown
- Project Profit and Loss Projections for next 3 years
- Company Profit and Loss Statement
- Company Balance Sheet
- Company Profit and Loss Projections
- Current Indebtedness and Tax Statements
- Personal Financial Statements
- Land and Building Information
- Brief History of Company and Marketing Information
- Letter of Commitment for Leveraging and Job Creation
- Listing Of Job Classifications, Salary Ranges, And Number of Positions as a Separate Attachment)

*NOTE: At least 51 percent of all jobs created and/or retained must be filled by individuals meeting low-to-moderate income guidelines as established by the Illinois Department of Commerce and Community Affairs (Please see attached "Employer Job Certification" Form at back of this application).

A. Activity Detail

1. Property Acquisition

Applicable to Project? Yes _____ No X

If "Yes", complete items below.

Address (If Different From Business Address): _____

Phone Number (If Different From Business Phone): _____

Applicant: _____ Owns _____ Leases Business Property

If Leased, Owner's Name: _____

Owner's Address: _____

Terms of Lease: _____ (Attach Copy of Lease)

Property Size: _____ (Sq.Ft./Acreage)

Existing Buildings: Total Square Footage Occupied: _____

Approximate Year Constructed: _____

Proposed Buildings/Expansions: _____ Sq.Ft.

Assessed Valuation of Property: \$ _____ (Most Recent Year)

Real Estate Taxes Paid: \$ _____ 20 _____

2. Description of Machinery / Equipment Acquisition for Project

Applicable to Project? Yes _____ No X

If "Yes", Complete items below.

Item Description _____

Estimated Cost \$ _____

Item Description _____

Estimated Cost \$ _____

Item Description _____

Estimated Cost \$ _____

Item Description _____

Estimated Cost \$ _____

Item Description _____

Estimated Cost \$ _____

Item Description _____

Estimated Cost \$ _____

Item Description _____

Estimated Cost \$ _____

3. Description of Working Capital Expenditures (inventory, payroll, etc.)

Applicable to Project? Yes _____ No X

If "Yes", Complete items below.

Activity Description _____

Estimated Cost \$ _____

Activity Description _____

Estimated Cost \$ _____

Activity Description _____

Estimated Cost \$ _____

Activity Description _____

Estimated Cost \$ _____

B. Total Estimated Project Cost

Site Acquisition	\$ _____
Site Improvements	\$ <u>108,100</u>
New Construction	\$ _____
Building Renovations	\$ <u>108,100</u>
Capital Equipment	\$ _____
Inventory/Working Capital	\$ _____
Other Associated Project Costs	\$ _____
TOTAL	\$ <u>108,100</u>

Estimated Target Dates

Begin Project 4/10/22
Complete Project 6/1/22
Occupancy/Start Up 6/1/22

Project Financing

Approached Lending Institution? Yes X No _____

If Checked "No", Please

Explain _____

If Checked "Yes", Please Complete the Following:

Name of Lending Institution Heartland Bank
Address 11500 US-34, Plano
Contact Person/Title Joel Rigario
Phone Number 630 552 4114

Please State the Amount, Interest Rate, and Term of the lender's loan: _____

Commitment

Please attach lender commitment letter (must indicate that RF funds are needed)

They we should of rolled the extra funds into the purchase loan but we didn't expect to grow so quickly. Heartland funded our purchase but is to soon for them to do an equity line or refi

Selecting one of the following, provide detailed justification on an attached sheet for the need for RF funds:

- { } FINANCING GAP – This argument will demonstrate that a business can raise only a portion of the financing necessary to complete the project. Reference the documentation within the application which supports this argument.
- { } RATE OF RETURN – This assumes that full financing is available but the rate of return is insufficient to induce development. Provide the rationale and cite supporting documentation.
- { } LOCATIONAL – This argument is used when firm is considering multi-state location options. CDAP funds are needed to equalize cost factor variations between sites. This requires disclosures for each site under consideration. This application must contain this supporting documentation.

C. Requested Use and Loan Amount Through Kendall County Economic RF:

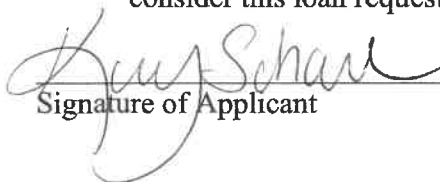
Use: _____ (unit of government) Amount: \$ 54,100
Listed Other Financing, Use and Amount, Required For Project:
 Bank Loan Use: _____ Amount \$ _____
 SBA Loan Use: _____ Amount \$ _____
 Other Cash Use: _____ Amount \$ 54,100

Total \$ 108,200

CERTIFICATION

AGREEMENT

The agreement applied for the loan indicated in this application to be used in connection with the project described herein. All statements made in this application are true and are made for the purpose of obtaining this loan. Verification may be obtained from any source named in this application. The applicant agrees to abide by all Kendall County Economic Development Commission RF Requirements. The Applicant agrees to furnish any additional information to the County of Kendall, Illinois as needed to review and consider this loan request.



 Signature of Applicant

3/21/22

 Date

EMPLOYER JOB CERTIFICATION FORM

Name of Firm: Camp Muttys Paws

I/We hereby certify that we will retain/create jobs, at least 51 percent of which will go to persons of low-to-moderate income. The number of Full Time Equivalent (FTE) jobs we intend to retain = 6; the number of Full Time Equivalent (FTE) jobs we intend to create = 8. Of the figure(s) previously indicated, at least 51 percent or _____ Full Time Equivalent (FTE) jobs will go to low-to-moderate income persons as documented by complete Employee Certification Forms. I/We further certify that these jobs will be retained and/or created within two (2) years of the applicants approved Kendall County Economic Development Commission Revolving Fund (RF) Application.

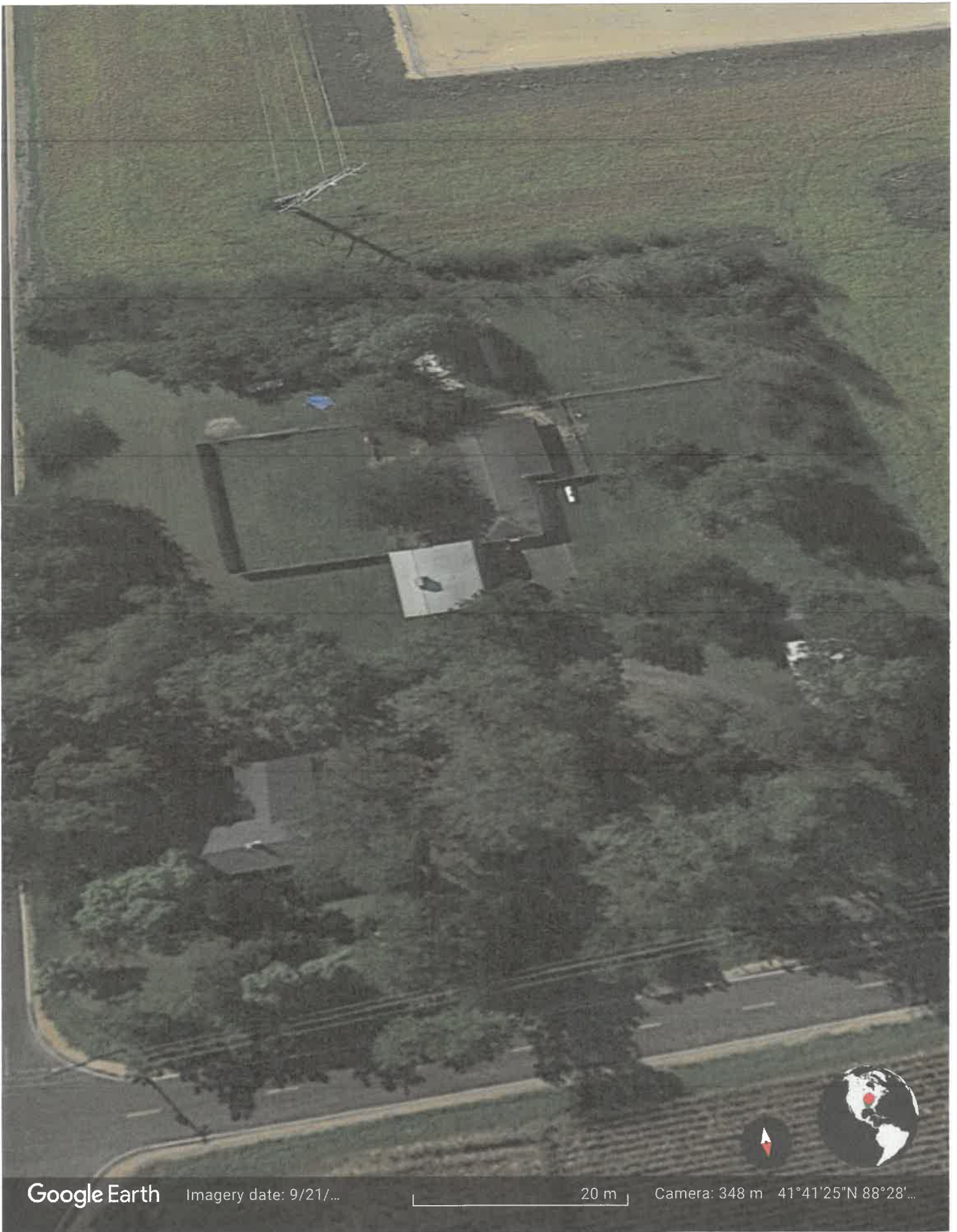
Signed: [Signature]
Owner

[Signature]
Owner

[Signature]
Owner

[Signature]
Owner

3/21/22
Date



Google Earth

Imagery date: 9/21/...

20 m

Camera: 348 m 41°41'25"N 88°28'...

Project Budget Summary

Barn Conversion to Office, Merchandise Area, Grooming and Cat Boarding

Total Cost: \$90,700

Concrete: \$9000: A layer of concrete will be laid down and stained and this will be finished flooring throughout.

Siding: \$8000: Siding will be installed on the exterior of the building.

Roof: \$11,000: Current roof will be removed and disposed of, all new plywood and roofing will be installed.

HVAC: \$10,000: Complete HVAC system will be installed with forced heat and air

Framing: \$8000: Walls, support beams, reception counter will all be framed out.

Electric: \$6000: Complete electric to be installed with proper voltage for grooming machines and standard outlets throughout. Electric panel to be installed.

Fire System: \$3000: Professional fire system to be installed throughout the building.

Plumbing: \$8000: Plumbing needs to be run to the building and then installed in the grooming area.

Insulation: \$4000: All walls and ceiling will be blown in insulation.

Drywall: \$7000: Drywall to be installed throughout, taped and sanded.

Paint: \$3000: Walls and ceiling will be painted.

Windows and Doors: \$3300: Four doors will be added along with eight windows

Grooming equipment: \$5000: Grooming wash sink, two grooming tables, drying kennel and holding kennels

Trimwork: \$2500: Reception counter installed, desk trimmed out and stained, baseboard trim

Lighting: \$700: Ceiling Lighting throughout

Cat Cubbies: \$2200: Cat boarding cubbies will be purchased and installed. These can be configured into different size lodging rooms for cats.

We will be repurposing an original corn crib on the property into the new main hub of the kennel. Right now our guests and employees get checked-in, checked-out, make reservations and answer phones in a very small 10x8 lobby that includes our TLC suite. This can be very stressful for our boarders. This new layout will allow our guests to enter a stress free environment, they can spend time in our merchandise area that will be offering quality food, treats and toys not just to boarders but to the local community. Our grooming area will be able to handle multiple appointments a day which is much needed in this area because a lot of local groomers are booked out months in advance.

From the research I have done the only cat boarding in our area is at the local veterinary offices. This can be very stressful for most felines, they are not used to being kept in a cage. Our cat boarding will give each boarder a multi level dwelling that allows for separation of the litter box and sleeping area. We will have individual daily playtime where each cat can come out of their dwelling and get some time to stretch, play or just sunbathe in the window.

This expansion will create three full time positions and two part time positions. The full time will include a week day receptionist and two groomers while the part time positions will include a cat boarding attendant and weekend receptionist.

Daycare

Total Cost: \$17,500

HVAC: \$5000: Install full HVAC system to provide heat and air

Electric: \$2000: Current building has an updated panel so more outlets will be added and lighting boxes.

Insulation: \$1000: Current building has some insulation so the remainder will be installed.

Drywall: \$3000: Drywall install, taping and sanding

Paint: \$1000: Interior paint on walls and ceiling

Exterior Paint: \$1000: Trim paint on exterior

Fence install: \$4500: We have already purchased all the fence panels. All post holes need to be dug, post purchased and installed and then fence panels attached.

The dog daycare will be run out of what is currently an enclosed three car garage. This inside will be used on rainy days or days where the weather is not good for dogs to be outside. Most of the time the dogs will be out in the play yard. This renovation will add a minimum of four part time workers. We will run a morning session and afternoon session of which each will require two workers. These sessions will be run five days a week.

Project Profit and Loss Projections for next 3 years

Grooming:

Loss:

Building out:	\$22,675 (¼ of construction costs)
Full-time Staff(groomers)	\$70,720 (2 staff per year)
Supplies (grooming)	\$7,500 (per year)

Profit:

Average grooming cost is \$65 with ten bookings a day for five days a week. Two groomers could easily handle ten dogs a day per person but for these figures we will say each groomer handles five dogs a day for a total of ten dogs.

10 dogs x \$65 per groom = \$650 per day
\$650 per day x 5 days a week = \$3250 per week
\$3250 per week x 52 weeks = \$169,000 per year

\$169,000 in sales per year - \$100,895 in building and 1st year expenses = \$68,105

In year one we are projecting a profit of \$68,105 and with the cost of construction of the grooming area paid off in that first year the profit of year two and three with just the ten dogs a day is \$90,978 per year. With the growth rate moving toward fifteen dogs a day and during busy times twenty dogs per day this number is bound to increase.

Total 3 year Loss is: \$257,335

Total 3 year Profit is: \$507,000

Cat Boarding:

Loss:

Building out:	\$22,675 (¼ of construction costs)
Part-time Staff	\$21,840 (2 staff per year)
Supplies (cats)	\$3,000 (per year)

Profit:

We will be able to configure the cat cubbies to hold a max amount of 12 cats at a cost of \$33 per day. On average we predict having five cats per day, seven days a week.

5 cats @ \$33 per day = \$165 per day
\$165 per day x 365 days per year = \$60,225
\$60,225 profit per year - \$47,515 operation costs per year = \$12,710 profit

The projected profit for the first year is \$12,710 and that covers the construction cost of the cat boarding area. The remaining two years will have a projected profit of \$35,405 each because the construction cost was paid off in the first year. This gives us a profit of \$83,520 in the total of three years.

Total 3 year loss: \$97,195
 Total 3 year profit: \$180,675

Merchandise:

Loss:

Building out: \$22,675 (¼ building cost)
 Merchandise: \$20,000 (per year)

Profit:

Merchandise is marked up 30% above wholesale cost and orders are placed weekly for the following week's supplies. This company has ordering guidelines of a minimum of \$500 per order and \$500 per month. Supplies are also ordered through this company for the kennel.

\$20,000 in supplies per year x 30% sales price increase = \$6,000

Total 3 year loss: \$82,675
 Total 3 year profit: \$78,000

Merchandise will not be a big money maker for us but it provides our clients with an option to buy quality food, treats and toys at a convenience. We have many clients that like to purchase a bag of treats for their dogs stay or a toy when they are checking out. After four years the merchandise area will cover its losses and provide a small additional income.

Reception:

Loss:

Building out: \$22,675 (¼ building cost)
 Full-time Staff (office) \$24,960 (1 staff per year)
 Office Supplies \$3,000 (per year)
 Utilities: \$6,000 (per year)

Profit:

The reception area of the build outs profit will be based on the business that is conducted through there so I will put the number of ¼ of the kennels generating income. Our max capacity is 65 dogs but will give a low average of 20 dogs per day at the minimum rate of \$33 per night.

20 dogs per day x \$33 = \$660
 365 days per year x \$660 = \$240,900 per year
 \$240,900 x 25% of kennel income = \$60,225
 \$60,225 (¼ yearly income) - \$56,635 (1st year expenses) = \$3,590 Profit

The projected first year profit is \$3,590 and that includes the payoff of the construction of the reception area. The second and third year are looking at a combined profit of \$52,530 after all losses for the year are paid.

Total 3 year Loss: \$124,555

Total 3 year Profit: \$180,675

Dog Daycare

Loss:

Building Cost:	\$17,500
Six Part Time staff:	\$66,520 (per year)
Supplies:	\$3,000 (per year)
Utilities:	\$3,000 (per year)

Profit:

10 daycare dogs per session with 2 sessions per day @ \$23 per dog per session
10 dogs x 2 sessions = 20 dogs per day
20 dogs per day x \$23 = \$460 per day
\$460 per day x 5 days per week = \$2,300 earnings per week
\$2,300 earning x 52 weeks = \$119,600 earning per year

\$119,600 earning - \$90,020 = \$29,580 (1st year profits)

Building will be paid off in the first year of profits and then the two consecutive years will have a combined profit of \$94,160.

Total 3 year Loss: \$162,540

Total 3 year Profit: \$358,800

Camp Mutty Paws P and L

Expense	Monthly	Yearly
Gas	\$300	\$3,600
Electric	\$195	\$2,340
Trash	\$65	\$65
Software	\$145	\$1,740
Supplies (cleaning)	\$300	\$3,600
Supplies (dog)	\$300	\$3,600
Insurance	\$1560	\$18,720
Mortgage	\$1793	\$21,516
	Total: \$4658	\$55,896
Payroll		
Stephanie:	\$2,880	\$34,560
Morgan	\$2,400	\$28,800
Emma	\$1,000	\$12,000
Emily	\$744	\$8,928
Sam	\$744	\$8,928
Kathi	\$360	\$4,320
	Total: \$8,128	\$97,536
Total Expenses:	Monthly: \$12,786	Yearly: \$153,432

Profit

Our initial numbers were an average of 22 dogs a day, seven days a week when we purchased. We have a total occupancy of 65 dogs and permit to expand to 100 total dogs. Our standard runs start at \$33 per day and increase to \$51 for two dogs in one suite. The deluxe suites start at \$53 per night for one dog, \$72 for two and \$85 for three in one suite. The cabins start at \$51 and climb to \$70 for two dogs. On average the nightly cost to stay at Camp Mutty Paws is \$47. For calculations we will use our lowest rate of \$33 per night

22 Dogs @ \$33 = \$726 per night
 \$726 per night x 365 = \$264,990 per year

\$264,990/12 = \$22,083 income per month
 \$22,083 income per month - \$12,786 monthly expenses = \$9,297

Monthly Profit is \$9,297

Since our purchase in February 2022 we saw a profit of \$2,700 the first month and our projected bookings to have a profit of \$8,594 for March.

Projected Profit and Loss

Taking into account the above listed figures the following P and L is projected for the next three years.

Loss:

Total: \$394,865 (per year to include all loss from all departments)

Profit:

Boarding we project to have an average of 30 nightly boarders with a price increase of \$3-\$5 per suite because of the new renovations and increased services.

30 (dogs per night) x \$36 (minimum cost per night)= \$1080 per day
\$1080 (per day) x 365 = \$394,200 per year

Kennel: \$394,200 (per year)

Grooming: \$169,000 (per year)

Cat Boarding: \$60,225 (per year)

Merchandise: \$6,000 (per year)

Reception: \$52,530 (per year)

Daycare: \$119,600 (per year)

Total: \$801,555 of generating income per year

Profit vs Loss

\$801,555 - \$394,865 = \$406,690

Total income after Loss is \$406,690 each year

Minooka Village Board

Agenda Memorandum

Item #

4a

To: Economic Development Committee
From: Dan Duffy, Village Administrator *D.D.*
Subject: Feb/March Projects

3/14/2022

New submittals for the month of Feb/March:

- a. Project Ted Lasso -- This project is looking for a greenfield site to construct a national training center and headquarters. This complex plans to attract thousands of players, fans, and coaches on an annual basis. Details - Jobs: 275, 100-125 acres required.
- b. Quick Trip – a national chain gas station is interested in the remaining acreage around Citco on the south corner of Midpoint and Ridge Road. Site is annexed in as part of the Opus AA, and staff is working with QT on a draft site plan. (project details attached to this memo).
- c. A local developer is looking to purchase the Chapins Banquet facility for a collectable antique car dealer/showcase. Staff is working with the local fire dept on sprinkler coverage.
- d. The old First Midwest bank was bought by Heartland Dental a national chain.
- e. The old Dellwood Tire facility is being rebuilt as a climate controlled self storage unit.

Project Updates:

1. UZB Project – a small trucking freight and repair terminal is looking at the 15 acres along Minooka Road across from Metal Stamp. Estimated \$6-7M project, with 40 employees. (still in due-diligence phase, but has submitted a profession fee deposit and signed document).
2. Molto is moving forward with the annexation process of the three Fleming properties along Holt Road to expand their park. They are working on the annexation of those parcels for the March/April time frame.
3. Conor is moving forward with the annexation process. Staff is still working on the utility/road commitments and drafting the annexation agreement.
4. Unlimited Carrier Project (Helland site) is still working with staff on the project details to incorporate into a draft annexation agreement for Board consideration.
5. Ridgeline is looking to mass grade this summer with building materials arriving late summer/fall timeframe for the 1.2 M SF spec building.
6. Walmart has submitted all paperwork and sureties needed to start building their 580,000 facility. Mass grading will start with their General Contractor finalizes bids.
7. Techo-Bloc (landscape block firm buying the remaining lots of Serena Court, west side) has completed their final engineer site plans, with hopes to start their build this spring.
8. Silver Oaks -Staff continues to work with reps from Shady Oaks on overall project costs , as their attorney prepares the draft annexation. Staff anticipates first viewing in April.
9. Update- Staff is still working with a large residential apartment building/rental firm. The firm has narrowed their search down to one site and is currently working on a contract.