AGENDA

1. CALL TO ORDER / DECLARATION OF QUORUM

2. APPROVAL OF MEETING MINUTES OF June 28, 2017

3. ITEMS FOR CONSIDERATION
   A. Code Evanston Proposal From Blue 1647
   B. Storefront Modernization Program Funding for Rock N Ravioli 1012 Church St.
   C. Hispanic Heritage Month Funding Request

4. ITEMS FOR DISCUSSION
   A. Updates to Storefront Modernization Program Guidelines

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 https://www.cityofevanston.org/government/agendas-minutes/special-council-committees/economic-development-committee. Questions can be directed to Paul Zalmezak 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, June 28, 2017 – 7:00pm
Lorraine Morton Civic Center, 2100 Ridge Avenue, James C. Lytle City Council Chambers

Members Absent: H. Powell
Staff Present: P. Zalmezak, C. Plante, P. Martínez, M. Lyons

AGENDA

1. CALL TO ORDER / DECLARATION OF QUORUM
   Ald. Wynne called quorum at 7:14 p.m.

2. APPROVAL OF MEETING MINUTES OF May 24, 2017
   Ald. Wynne moved to approve minutes
   Ald. Simmons second
   Approved 8-0

3. ITEMS FOR CONSIDERATION
   A. Storefront Modernization Grant for 2113 Greenleaf

   Ms. Cindy Plante presented the storefront modernization grant application for 2113 Greenleaf. She explained the building owner is building a brand new space co-working space, which is nearly fully leased. The total budget of the project is $300,000. The owner of the building, Mr. Andy Spatz is asking for $50,000 in assistance.

   Ald. Wynne moved to recommend
   Ald. Braithwaite second
   Approved 8-0

   B. Entrepreneurship Program Updates

   Ms. Cindy Plante explained the previous guidelines which did not have need-based vetting provision. She reviewed the projects that have been been approved, which include Jennifer's Edibles, CrossFit Sharp Edge, and Human Success Factors. Ms. Plante introduced the revised guidelines, which consist of restricting eligibility to only those who have completed a specific list of entrepreneurship training programs.

   Ald. Wilson moved to recommend
   Ald. Wynne second
   Approved 8-0
C. Patisserie Coralie

Mr. Paul Zalmezak asked for a recommendation to lease 633 Howard Street and provide a loan to Sweet Vendome, owned by Mr. Pascal Berthoumieux. Mr. Zalmezak explained that the loan would be for up to $50,000, which would be funded from the Community Development Block Grant (CDBG) and the Economic Development fund. The proposed loan terms include 3.0% interest with a 10-year term with no payments for the first 12 months. The package also includes a $50,000 tenant improvement allowance. Mr. Zalmezak also described the building renovation plans.

Ald. Wilson moved to recommend the lease and loan
Ald. Rue Simmons second
8-0

D. Great Merchant Grants

Ms. Paulina Martínez introduced Great Merchant Grant requests from three business districts (Central Street, West Village, and Howard Street). The requests totaled $14,766.20. Ms. Martínez explained that, due to time constraints, all the landscaping requests have been presented to the Administration and Public Works Committee, thus all other non-landscaping related requests were being presented to the Economic Development committee.

Ald. Rue Simmons moved to recommend
Ald. Braithwaite second
Approved 8-0

E. 128-130 Chicago Avenue Project

Mr. Paul Zalmezak introduced the mix-use project at 128-130, which he explained, will consist of retail space to be occupied by the Peterson Garden Project social enterprise, and apartments with affordable housing units. The project proposed a seven story building.

Developer, Mr. David Brown from Harrington Brown, explained the challenges of the property and the scope of work for the project.

Mr. Brown indicated the benefits of the project include sustainability, jobs, tax generation, and affordable housing.

Ms. LaManda Joy, Executive Director of the Peterson Garden Project, explained the history of the Peterson Garden Project and the business model they have in mind. The business model will consist of retail, classes, and curated services to teach people to grow their own food and cook it, as well as a community café.
Ald. Wilson inquired about the extent of commitment from the City in terms of environmental remediation. Mr. Brown explained that they are requesting a total of $130,000 for environmental remediation.

Ald. Wilson asked how the developer was going to address gap financing. Mr. Brown explained that financing will come from his personal equity and his partners’ equity, and traditional construction financing, in addition to other potential gap financing sources such as Illinois Facility Fund.

Ald. Rue Simmons asked for clarification on the total financial commitment from the City. Ald. Rainey explained that the funds would come from the Howard Street TIF and the affordable housing fund.

Ald. Wilson inquired about the value of the lot. Mr. Zalmezak explained the appraisal has not happened, but that staff is working to have it completed as soon as possible.

Ald. Wilson inquired about the longevity requirements of the affordable housing units. No one was sure, so staff was instructed to find out.

Ms. Mary Beth Berns asked why the project was not calling for more density so that the City’s contribution can be less. Mr. Brown explained that a bigger project doesn't necessarily decrease the financial gap / reduce the subsidy requirement. Construction cost increase as the building gets taller. He also explained the building is designed to be Transit Oriented Development (TOD), because there is not enough parking for more units.

Ald. Braithwaite asked if this project would take away from the affordable housing funds for the 831 Emerson project. Mr. Martin Lyons, City of Evanston CFO, said no.

Ald. Wilson moved to send to council with no recommendation and direct staff to do further due diligence (appraise the property, conduct appropriate environmental studies, and find alternative sources of funding).

Ald. Rue Simmons second
Approved 8-0

4. ITEMS FOR DISCUSSION
   A. Wayfinding Signage Update

Ms. Kimberly Richards reviewed the history of the project and explained test signs have been installed in each ward. To narrow the focus of the program Ms. Richards wants to focus on parking signage instead of destination signage due to the rise of technology that help find specific destinations (i.e. Google Maps).

Ald. Wynne disagreed with eliminating destination wayfinding, because not everybody has access to a smartphone.
Ald. Wilson asked if City destinations and roads are tied to apps and if there is a cost. Mr. Wally Bobkiewicz, City Manager, explained that we are tied to apps and that we are working with Google and Waze. He also explained there is a cost of Waze, but not for Google.

Ald. Wynne stated she wants staff to find out the cost to work with a consultant to scale the project and include the destination signs.

B. Code Evanston / Blue 1647

Mr. Paul Zalmezak introduced Mr. Emile Cambry. Mr. Zalmezak explained Mr. Cambry is proposing to train 100 students per year to code at affordable costs.

Mr. Explained explained the background of Blue 1647, the organization he founded, is an economic justice enterprise with a focus in technology.

Ald. Wynne asked what the profile of a typical student is. Mr. Cambry explained that the typical student is anywhere from 4-24 year olds.

Ms. Mary Beth Berns asked what would be the cost. Mr. Cambry replied there is a fee, but that it would be free to the participant. Ms. Berns asked if that is the best model. Mr. Cambry said he has tried a couple of different models, but there is a blend of mixed results. Mr. Cambry explained there is application and interview process to sign up for the program.

C. Storefront Modernization Program Report

Ms. Plante provided a history of the program and a quantitative analysis of the results of the program.

Ms. Plante explained staff is working on solutions to be more inclusive and accessible to 5th and 2nd ward businesses, where not a lot of businesses have benefited from the program.

Ms. Mary Beth Berns suggested tracking the level of success. She suggested having the number of sales as part of the application.

Mr. Martin Lyons, CFO, said staff has access to that information, but would have to be provided as an aggregate number, but not for individual businesses.

Ald. Braithwaite indicated he would like to see policy suggestions from staff to engage landlords and better serve 2nd and 5th ward businesses.

Ald. Rue Simmons suggested modifying the guidelines to cover 100% of the cost for low-income businesses / businesses in areas that have not benefited from the program. Staff agreed to return at future meeting with proposed updates.

5. COMMUNICATIONS
City Manager Bobkiewicz announced a recent “distressing” development related to the Cook County minimum wage and earned sick leave ordinance.

Mr. Bobkiewicz explained that the Cook County ordinance is scheduled to be active July 1, 2017. Until recently, Evanston’s neighbors and peer communities had remained committed to the Cook County ordinance. However, a number of communities have either opted out of the minimum wage or have introduced legislation that would allow them to reconsider opting out during a later council meeting.

Mr. Bobkiewicz suggested that having the adjacent cook county communities of Skokie and Wilmette opt out of the ordinance, in addition to La Grange and Oak Park, could put Evanston businesses at a disadvantage as neighboring communities would have lower wage requirements.

Mr. Bobkiewicz explained that the Economic Development Committee was unable to recommend a course of action as the matter did not appear on the Committee agenda. Mr. Bobkiewicz suggested that a special meeting of the City Council to further discuss and gather public comment on the matter (prior to the July 1st implementation date of the ordinance) might be warranted.

Alderman Rainey agreed that a meeting is necessary as the minimum wage ordinance may pose a risk to small businesses in Evanston and that the matter deserved additional discussion.

General consensus of the committee was to call the meeting to discuss the minimum wage.

6. ADJOURNMENT

Ald. Wynne called adjournment at 9:49 p.m.
Memorandum

To: Chair and Members of the Economic Development Committee

From: Martin Lyons, Assistant City Manager
Paul Zalmezak, Senior Economic Development Coordinator

Subject: Code Evanston Proposal from BLUE 1647 founder Emile Cambry

Date: July 19, 2017

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 $98,000 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 Retention and Expansion account (#100.15.5300.62662). The City Council approved a budget of $250,000. A total of $96,441.73 has been committed to date. An estimated 152,748 is available when including the $810 proposed for Hispanic Heritage Month under consideration at this meeting.

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

Summary
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. There 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.

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, BLUE 1647 has offered a free license of the online BLUE Academy training for three additional Evanston residents. In essence, the BLUE 1647 relationship would serve 400 annually.

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 an annual budget of $98,000 summarized below.

- 25 Students
- $88 per student per week
- $26,400 per Cohort
- Four Cohorts Annually
- Annual Cost = $105,600
- Discount = $7,000
- **Total Cost = $98,000**

For comparison purposes, the City Council approved an agreement with Sunshine Enterprises for $150,000 in its first year, $75,000 in the second, and a potential third year is being considered for $32,500. The Sunshine agreement requires 75% Evanston resident participation for full funding. Sunshine serves approximately 20 persons per cohort.

Mr. Cambry predicts that the 2nd, 3rd, and 4th quarters will use a combination of organically grown Evanston talent who have completed the program along with their traditional instructors, will help keep costs very competitive.

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

1. $100,000 for the period September 1, 2017 through August 31, 2018
2. A payment of $40,000 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 $58,000 would be distributed in four $14,500 increments at the conclusion of each quarter/cohoot.
4. City will pay up to $980 for each Evanston-resident participant, up to $25,000
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/cohoot.
7. Blue 1647 will be required to report progress of each participant including completion/graduation rate and job placement 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. Blue 1647 Evanston will be required to participate in the Council on Integrity in Resulting Reporting (CIRR). [https://cirr.org/published-data](https://cirr.org/published-data)
10. Prior to City Council consideration, staff and Blue 1647 will contact Districts 65 and 202 to determine potential strategy for coordination.

**Attachments:**
- BLUE 1647 Proposal
- Staff Workforce Development Memo to Economic Development Committee
Evanson 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 21st 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 three students for Evanston Township residents.
Course Deliverables:

Technical Skill Development

- Intro to Programming
- Codepen.io
- HTML/ CSS Concepts

Duration

- Cohorts: 4 Cohorts
- Dates: March 27th - 30th
- Times: 1:00pm - 4:00pm

Skill Development

- Critical Thinking
- Problem Solving
- Project Management
- Leadership
- Teamwork
- Design Processes
- Software Development Lifecycle
- Software Development Workflow

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

BUDGET

INSTRUCTOR & BASIC SUPPLIES

<table>
<thead>
<tr>
<th>Four (4) Cohorts</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Students</td>
<td>25 x $88 per Student * 12 weeks = $26,400 * 4 Cohorts = $105,600</td>
</tr>
<tr>
<td>2 Lead Instructors</td>
<td></td>
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<tr>
<td>Teacher's Assistant</td>
<td></td>
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<tr>
<td>Discount</td>
<td>(7,000)</td>
</tr>
<tr>
<td>Program Total</td>
<td>$98,500</td>
</tr>
</tbody>
</table>
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**

<table>
<thead>
<tr>
<th>Program</th>
<th>Description</th>
<th>Participants</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mayor’s Summer Youth Employment Program</td>
<td>$300,000 from general fund Private partner contributions</td>
<td>600 participants during summer, additional 100 year round.</td>
</tr>
<tr>
<td>COE/Youth Job Center of Evanston Building Career Pathways to Sustainable Employment Program</td>
<td>$80,000 from general fund for job readiness training, supportive services, and paid on-the-job training for up to 20 participants.</td>
<td>2012 to 2015 – 61 participants completed the program and 53 participants secured permanent employment. 18 industry credentials were also obtained by participants.</td>
</tr>
<tr>
<td>Small Business Workforce Development Program</td>
<td>Up to $15,000 annual funding after job placement after completing “earn and learn” job training.</td>
<td>The program has not been utilized in 2016.</td>
</tr>
<tr>
<td>Northwestern University/COE Skilled Trades Program (Pre-Apprentice Training Program)</td>
<td>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 University.</td>
<td>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.</td>
</tr>
<tr>
<td>Program</td>
<td>Description</td>
<td>Outcomes</td>
</tr>
<tr>
<td>------------------------------------------------------------------------</td>
<td>-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------</td>
<td>------------------------------------------------------------------------</td>
</tr>
<tr>
<td>Minority-led Entrepreneurship Training and Co-Working</td>
<td>Sunshine Enterprises has launched Community Business Academy in funding partnership with City of Evanston.</td>
<td>Sunshine has served 54 individuals since January 2016.</td>
</tr>
<tr>
<td>Code Evanston</td>
<td>Financial support for purchase or subsidy for cost of web based coding licenses and/or the cost of the local coding expert</td>
<td>Program on hold as staff reevaluates potential vendors.</td>
</tr>
<tr>
<td>Commercial Driver’s License (CDL) Training Program</td>
<td>In partnership with Oakton Community College, City of Evanston contributed $16,000 to truck driver licensing program.</td>
<td>Four individuals have obtained CDL</td>
</tr>
<tr>
<td>Forklift Operator Training</td>
<td>Oakton Community College proposing a partnership similar to CDL Training. Warehousing growing industry.</td>
<td>TBD, Anticipate proposal similar to CDL training program in early 2017</td>
</tr>
</tbody>
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**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 28th 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)

BUSINESS & FINANCIAL
Accenture, JP Morgan Chase, Deloitte, Bank of America, BMO Harris

HEALTHCARE
Advocate Health Care, Sinai Health System, Presence Health, North Shore University Health System, Alexian Brothers

HOSPITALITY
Marriott, Aramark, Hyatt

INSURANCE
Allstate, Anthem BlueCross, Aetna

MANUFACTURING
Aryzta

REAL ESTATE
Berkshire Hathaway, Jones Lang LaSalle

RETAIL
Sears, CVS Caremark, Macy’s, BestBuy

SECURITY
AlliedBarton

TECHNOLOGY
CDW, Motorola, Oracle

UNIVERSITIES
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.

For more information or to request a customized report, please contact The Chicago Cook Workforce Partnership at (312) 603-0200.
### 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

### 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

---

### 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)

### 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.

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### 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

---

### 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

---

*Where are the Jobs in Cook County Q1 2017 Source: Burning Glass Technologies Labor Insight*
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. 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.

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 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: Martin Lyons, Assistant City Manager/CFO
      Paul Zalmezak, Economic Development Division Manager
      Cindy Plante, Economic Development Coordinator

Subject: Storefront Modernization Program Application for Rock N Ravioli at 1012 Church St

Date: July 20, 2017

Recommended Action:
Staff supports a recommendation from the Economic Development Committee to City Council for approval of financial assistance through the Storefront Modernization Program for Rock 'N Ravioli at 1012 Church Street in an amount not to exceed $11,500 for production and installation of new custom signage.

Funding Source:
The Economic Development Fund’s Business District Improvement Account (100.15.5300.65522). The approved Fiscal Year 2017 Budget allocated a total of $350,000 for this account to fund both the Storefront Modernization and Great Merchant Grant programs. To date, $70,759.60 has been spent from this account, leaving $281,840.40 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. The program was previously known as the façade improvement program, and eligible expenses were limited to street-facing exterior improvements such as windows, doors, signage, painting, and the like. In 2015, the program was expanded to allow for funding of interior improvements such as plumbing, HVAC, and carpentry for businesses located on targeted business corridors in Evanston. Applicants are eligible to receive a forgivable loan of up to 50% of the total qualifying project cost, up to a maximum amount of $50,000 for qualifying interior renovations and $25,000 for façade-only projects, depending on the size of the building being improved.
Applicants are required to obtain three written bids for the renovation work proposed, with at least one of the three bids being provided by an Evanston-based contractor when 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:
The building at 1012 Church Street previously housed Kefi Greek Tavern and the 27 Live music venue. New management has taken over the space with plans to reopen it as a new music venue, restaurant, and bar. Ron Onesti, owner of the Arcadia Theater in St. Charles, IL has a lease for the space through 2022.

The applicant seeks funding assistance for the fabrication and installation of a custom blade sign and marquee. The applicant has submitted renderings of the proposed signage along with three contractor estimates as summarized below. The average of the estimates submitted for the proposed signage was $47,362, as detailed in the table below.

Summary of subcontractor estimates for sign work:

<table>
<thead>
<tr>
<th>Contractor</th>
<th>Estimate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Doyle Signs Inc. 232 Interstate Rd.</td>
<td>$ 46,470.00</td>
</tr>
<tr>
<td>Grate Signs Inc. 4044 West McDonough</td>
<td>$ 42,130.00</td>
</tr>
<tr>
<td>Omega Signs &amp; Lighting 100 W. Fay Ave., Addison, IL</td>
<td>$ 53,486.00</td>
</tr>
<tr>
<td>Average:</td>
<td>$ 47,362.00</td>
</tr>
</tbody>
</table>

Based on the building’s 50 feet of linear frontage, the maximum eligible reimbursement is $11,500 ($10,000 for the first 35 linear feet of frontage, plus $100 of additional eligibility for each of the remaining 15 feet). Given the scope of the project and the documentation and bids submitted, staff recommends approval of financial assistance for the maximum rebate amount not to exceed $11,500.

Attachments:
Storefront Modernization Program Application for Rock N Ravioli at 1012 Church Street. Contractor bids
2017 Storefront Modernization Program [#24]

1 message

Mon, Jul 17, 2017 at 5:13 PM

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

Property Address  
*  
1012 Church St

Property PIN  
*  
27-0928869

Length of store frontage (feet):  
*  
50

Is this property a historic landmark?  
No

Applicant Name:  
*  
Nick Solideo

Applicant Address:  
*  
1012 Church St

Email  
*  
nick@oshows.com

Phone Number  
(847) 504-6701

Name of business (if applicable):  
Rock N Ravioli

Applicant is:  
Tenant

Name(s) of business(es):  
Rock N Ravioli

Business Owner Name(s):  
Ron Onesti

Date of lease expiration (if applicable):  
2/13/2022

How many years has the business been at this location?  
1

Provide a description of the ground floor business(es) at this location (500 words max).  
Restaurant - Rock N Ravioli  
Live Music Venue - EvanstonRocks

Property Owner Name:  
Fairway Evanston LLC

Property Owner Address:  
350 N LaSalle St, 9th Floor, Chicago IL 60654

Property Owner Phone Number:  
(312) 475-9400

Property Owner Email:  
Jstolberg@advantage-management.com

Is the property currently for sale?  
No

What type(s) of improvements are you planning to make? (check all that apply)  
*  
- Signage/awnings
- Lighting
- Painting

Provide a narrative of your proposed project. Include information on portions of Blade sign to be installed above existing canopy reading "Live Music".

https://mail.google.com/mail/u/0/?ui=2&ik=2e1c0d87b2&jsver=qNcEvBmGY9Q.en.&view=pt&search=inbox&th=15d529ce021c4b9f&siml=15d529ce021c4b9f
| **Provide a narrative of sustainability measures that will be employed in this project (500 words max)** | LED text wrapping to be installed on east and west sides of canopy. "EVANSTONROCKS.COM" sign to be installed on north side of canopy. Chaser bulbs to be installed around canopy. "Rock N Ravioli" sign to be installed above restaurant entrance. |
| **Provide a narrative of how your proposed project will improve accessibility at your building (500 words max)** | All lighting will be LED illuminated. |

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

LED text wrapping to be installed on east and west sides of canopy. "EVANSTONROCKS.COM" sign to be installed on north side of canopy. Chaser bulbs to be installed around canopy. "Rock N Ravioli" sign to be installed above restaurant entrance.

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

The marquee project will attract attention west of the railroad crossing, thus advancing the economic development of the area as a whole. It will serve to expand the downtown walking zones to bring more people to our business. Most importantly, the signs will inform the public of the new business and the events we host.

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

- **img_6745.jpg** 2.33 MB · JPG
- **img_6735.jpg** 2.47 MB · JPG
- **img_6734.jpg** 2.83 MB · JPG

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

- **est_2415_canopy_display_watchfire_19mm_red_1.pdf** 837.00 KB · PDF
- **contract_ridermarquee_signage_1.pdf** 196.38 KB · PDF
- **skm_c554e17071013570_1.pdf** 896.13 KB · PDF

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

- **am_letterhead_updated_060415.pdf** 135.44 KB · PDF

"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).

Nicholas M Solideo

**Date**

Monday, July 17, 2017
City of Evanston – Building Department

To Whom it May Concern

We are the managing agent for the property located at 1012-1016 Church Street. Onesti Entertainment is our new tenant for this location.

This letter shall serve as a confirmation that we are in agreement and are allowing for the signage plan put forth by Onesti Entertainment to

- Paint the exterior of the building they are leasing
- Include a sign saying “Live Music” and “Late Night Dining” above the stationed canopy
- Have the canopy wrapped in LED Messaging and lighting on all 3 sides
- Install additional signage with Logo and Name

These are supported and approved by us, the landlord.

Respectfully,

Jeremy I. Stolberg

As Agent for Fairway Capital LLC
DOYLE SIGNS, INC.
232 Interstate Road Addison, IL 60101
(630)543-9490  FAX (630)543-9493

Proposal

Onesti Entertainment Corp.  Phone Number:  630-635-6425  Date:  6/30/2017, revised 7/10/2017

105 E. Main Street  Project Location:  Bourbon & Brass / Rock-n-Ravioli
St. Charles, IL  1012 Church Street

Nick Solido  Mobile Number:  847-504-6701
Evanston, IL  60202

<table>
<thead>
<tr>
<th>Project: New Signage</th>
<th>Price</th>
<th>Extension</th>
</tr>
</thead>
<tbody>
<tr>
<td>Blade Sign: Fabricate &amp; install, (1) DF, 10'-6&quot;H x 3W x 18&quot;D, blade sign, painted black, with 12&quot;H x 3&quot;D channel letters that include red returns, interior and trim cap with clear acrylic faces, illuminated with single stroke red neon tubing; letters to be displayed vertically; top of custom shaped blade sign to include routed copy with red backers, illuminated with red LEDs; perimeter of blade sign and side (facing street), to have soft white, LED chaser bulbs with 1&quot;W &quot;saturn gold&quot; vinyl border; mount to building façade with steel mounting brackets, projecting 12&quot; from wall; copy to read: &quot;LIVE&quot;, &quot;MUSIC&quot;</td>
<td>$13,680.00</td>
<td>$13,680.00</td>
</tr>
<tr>
<td>Canopy: Fabricate &amp; install, 1'D x 4&quot;W, painted wireway with sockets and LED &quot;chaser&quot; bulbs; (2) lines of chaser bulbs run along perimeter of bottom; and perimeter of top, with configuration that ties-in the blade sign; includes 6.5&quot; &amp; 12&quot;H x 1&quot;D, LED-illuminated acrylic letters, face lit and mounted to front of canopy; copy to read: &quot;1012&quot;, &quot;EVANSTONROCKS.COM&quot;</td>
<td>$12,730.00</td>
<td>$12,730.00</td>
</tr>
<tr>
<td>Side EMC Units on Canopy: Provide &amp; install (2) single-faced 19mm amber 17&quot; high x 9'3&quot; wide electronic message center units with RF wireless communication on the sides of the canopy &amp; complete hookup to the existing service within 50&quot; of each unit. Pricing does not include engineering, adding more electric or strengthening the existing canopy to support the additional weight as these would be additional if required.</td>
<td>$13,780.00</td>
<td>$13,780.00</td>
</tr>
<tr>
<td>Bourbon 'N Brass wall sign: Fabricate &amp; install, (1) SF, 3'-6&quot;H x 3'-11.75&quot;W x 5'D, white LED-illuminated, custom shaped sign cabinet, with push-thru and vinyl graphics; copy to read: &quot;EVANSTON BOURBON 'N BRASS SPEAKEASY&quot;</td>
<td>$2,790.00</td>
<td>$2,790.00</td>
</tr>
<tr>
<td>Rock 'N Ravioli wall sign: Fabricate &amp; install, (1) SF 3'-6&quot;H x 5'-3&quot;W x 3&quot;D, non-illuminated, custom shaped (Red) backer pan, with 1&quot;D, white LED-illuminated acrylic letters mounted to pan, with &quot;Turquoise&quot; painted sides and back; copy to read: &quot;Rock 'N Ravioli&quot;</td>
<td>$3,490.00</td>
<td>$3,490.00</td>
</tr>
</tbody>
</table>

Applicable taxes and permit expenses are additional.

We propose to furnish material and labor - complete in accordance with above specifications, for the sum of:

**TOTAL:** $46,470.00

All material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to per standard practices. Any alteration or deviation from the above specifications involving extra costs will be executed only upon written orders, and will become an extra charge over and above the estimate. All agreements contingent upon strikes, accidents, or delays beyond our control.

Owner may carry fire, tornado and other necessary insurance. Our workers are fully covered by Workmen's Compensation insurance.

REQUIRED DEPOSIT $23,235.00

Payment Terms:
50% down payment with order and balance due upon completion.
A 3% service charge for the use of a credit card will be incurred in addition to the proposed price listed above.
Your order will be processed only when the deposit is received.

---

Larry Spence

Note: This proposal may be withdrawn if not accepted within 45 days.
CUSTOMER INFORMATION FORM

Date: ____________________________

Customer: ____________________________
Address: ____________________________
City/State: ____________________________
Phone #: ____________________________
Fax #: ____________________________
E-mail: ____________________________

Jobsite Name: ____________________________
Legal Address: ____________________________
City: ____________________________
Phone #: ____________________________
Contact Person: ____________________________

Please confirm that the Customer is the person to be billed, if not please provide that information:

__________________________________________________________________________

__________________________________________________________________________

References: Trade References

Phone Number / Fax Number

__________________________________________________________________________

Bank Reference

Phone Number

__________________________________________________________________________

If you are not the property owner please provide a landlord letter of approval and name:

Property Owner: ____________________________
Address: ____________________________
Phone #: ____________________________
E-mail: ____________________________

City/State: ____________________________
Fax #: ____________________________
Propety-Pin #: ____________________________

Who is the General Contractor on the job and do they have to approve payment requests?

Yes: ____________  No: ____________  Name: ____________________________

Are G702-703 payment requests required for approval?

Yes: ____________  No: ____________

What is the monthly pay request date?

__________________________________________________________________________

Are payments coming through a title company?

Yes: ____________  No: ____________

Name of Title Company: ____________________________
Address: ____________________________
Phone #: ____________________________

City: ____________________________
Escrow #: ____________________________

Are there any special insurance requirements? If so please provide.

Any items requested that we do not carry will be added to the quoted price at cost plus 10%.

If a deposit is required, your order will be processed when the deposit is received.

Our terms are net due upon completion. If you foresee any problem in keeping to these terms, please advise us at this time so we can make arrangements with you or put you in touch with a leasing company.

Your assistance in providing the above information will help us to process your order more efficiently and forestall any delay in completing the work.

Thank you! We appreciate your business!
S/F INTERNALLY ILLUMINATED WALL SIGN

SCALE: ¾" = 1'
- ALUM. SIGN CABINET PAINTED SATIN BLACK
- ALUMINUM FACE TO BE ROUTED OUT w/ ½" WHITE ACRYLIC PUSH THRU LETTERS
- BACKGROUND GRAPHIC ON FACE TO BE DIGITALLY PRINTED FIRST SURFACE APPLIED VINYL
- INTERNALLY ILLUMINATED w/ WHITE L.E.D.
- MOUNTED FLUSH TO BUILDING FASCIA

S/F INTERNALLY ILLUMINATED WALL SIGN

SCALE: ¾" = 1'
- 3" DEEP ALUM. PAN BACKER PAINTED RED(TBD)
- 1" THK. ROUTED ACRYLIC LETTERS w/ EMBEDDED WHITE LED. LETTERS SIDES & BACKS TO BE PAINTED TURQUOISE(TBD)

ALUM. FACE
- CONCEALED 3/8" WALL MT. FASTENERS

ALUM. PAN FACE
- 90 CLIPS & FASTENERS AS REQ'D

1" THK. MILLED ACRYLIC LETTERS w/ EMBEDDED L.E.D.

ALUM. PAN FACE
- 90 CLIPS & FASTENERS

3" ALUM. RETURNS
- 120v PRIMARY

WALL
This design is the original and unpublished work of Doyle Signs, Inc. and may not be reproduced, copied or exhibited in any fashion without the expressed written consent from an authorized officer of The Company. The rights to this design may be purchased.

CUSTOMER APPROVAL

DATE: 06.15.2017

CLIENT: BOURBON & BRASS
ADDRESS: 1012 CHURCH STREET
CITY: EVANSTON
STATE: IL

SALESPERSON: LS

DRAWN: NO. 16028
SCALE: NOTED
DATE: 06.15.2017
SHEET NO. 3
6.21.17
ADDED CHASER BULBS TO WALL ABOVE CANOPY & REVISED ADDRESS FONT

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DOYLE SIGNS, INC. and may not be reproduced, copied
or exhibited in any fashion without the expressed written
consent from an authorized officer of The Company.
The rights to this design may be purchased.

CUSTOMER APPROVAL DATE

CLIENT
BOURBON & BRASS

ADDRESS
1012 CHURCH STREET

CITY
EVANSTON

STATE
IL

DRAWN №.
16028

SCALE:
NOTED

DATE: 06.15.2017

SALESPERSON

LS

6.30.17
REVISED OVERALL HEIGHT OF PROJECTING BLADE SIGN

7.12.17
ADDED AMBER LED EMC'S TO SIDES OF CANOPY

FRONT ELEVATION
SCALE: ~3/16" = 1'

DOYLE
GENERAL SIGN CONTRACTORS
126 WEST 10TH STREET
NEW YORK, NY 10011
(212) 209-0300

BOURBON & BRASS
1012 CHURCH STREET
EVANSTON, IL
400-12009

DOYLE-232/Public/Design\BOURBON & BRASS\BOURBON & BRASS - EVANSTON IL.cdr
Contract Rider  Grate/Onesti-Evanston  5-26-17

Manufacture and Install:

Live Music display
One double faced internally illuminated right angle mount display with “Live”/arrow illuminated channel letter graphics. “Music” section in routed aluminum faces and LED internal illumination. Two rows LED chasing lamp raceways. All sizes, design and detail as shown in drawing #17-0217-A.  

$10,530.00

Marquee signage
Two Watchfire LED displays on canopy sides with LED internally illuminated “EVANSTONROCKS.COM” and LED illuminated address section on front face of canopy. 19mm Amber LED displays-1’x10’ views with aluminum cabinet section filler at ends. Double row of flashing LED lamp raceways around perimeter of marquee. All sizes, design and detail as shown in drawing #17-0212-A.  

$31,600.00

*PERMIT FEES BILLED SEPARATE.
*FIBER COMMUNICATION METHOD INCLUDED FOR MESSAGE CENTERS.
*POWER FEEDS BROUGHT TO SIGN LOCATIONS BY OTHERS.
*FIBER PULLED TO MARQUEE BY OTHERS.
New Canopy Signage

SIDES:
Watchfire 19mm Amber Monochrome displays on sides
- 1'x10 viewable area
- 17"x10'3" cabinets
- Black metal filler on ends to wrap around 9'x11' canopy

4" LED lamp raceways top and bottom - chasing bulbs

FRONT:
One (1) Single-face illuminated display with chasing LED lamps
top and bottom - Routed aluminum face graphics with LED illumination
| Name / Address | Rock N Ravioli  
1012 Church Street  
Evanston, IL 60201 |

<table>
<thead>
<tr>
<th>Date</th>
<th>Estimate #</th>
</tr>
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<td>6/27/2017</td>
<td>2415</td>
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<tr>
<td>50% Down, Balance at Completion</td>
<td></td>
<td>Canopy Displays w/Watchfire 19MM Red</td>
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</table>

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Total</th>
</tr>
</thead>
</table>
| Letter/Illuminated | Double Face Display with Channel Letters  
Furnish and install Qty:(1) double face 9'-10" x 4'-0 1/4" custom shaped aluminum display with Qty:(2) sets front-lit open faced channel letters mounted on cabinet as per approved drawing DWG004 specifications. Display to have double row of 11 Watt LED bulbs on outer perimeter of cabinet. Cabinet and letters to be aluminum non-corrosive construction. Letters to be illuminated with 11 Watt LED lamps. Mounted at top of display will be LED illuminated custom shaped aluminum display with routed faces and plex back-up copy with black perforated vinyl copy. LED’s and power supplies to carry a 5-year manufacturer replacement warranty and a 1-year Omega labor warranty. Display to be mounted to building above existing metal canopy. | 13,999.00  |
| Installation  | Front Canopy Display  
Furnish and install Qty:(1) 3'-1 1/2" x 9'-10" single sided LED internally illuminated custom shaped display as per attached drawing DWG001 specifications. Aluminum cabinet with polycarbonate solar grade faces decorated using digital print graphics and internally illuminated using LED's and power supplies and outlined with 11 Watt flashing bulbs, LED's to carry a 5-year manufacturer parts warranty and 1- year labor warranty. Display to be mounted flush to front of existing canopy and hook up to adequate existing electrical to be supplied by others at canopy. Canopy and supports supplied by others. | 11,999.00  |

Signature:_________________________ Date: _______________________
Name / Address

Rock N Ravioli
1012 Church Street
Evanston, IL 60201

<table>
<thead>
<tr>
<th>Terms</th>
<th>P.O. No.</th>
<th>Project</th>
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</thead>
<tbody>
<tr>
<td>50% Down, Balance at Completion</td>
<td></td>
<td>Canopy Displays w/Watchfire 19MM Red</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electronic Sign</td>
<td>Watchfire 19mm RED EMU's furnished and installed as per attached drawing DWG002 specifications. Furnish all labor and materials to properly install displays on each side of the existing canopy with 11 Watt LED Bulbs around perimeter of cabinet and hookup to existing sufficient electric to be supplied by others. LED's to carry a 5 year manufacturer parts warranty and 1-year labor warranty. Watchfire displays to be 19mm, Red 16 x 176 matrix, 17&quot; x 11'-3&quot; cabinet size, capable of 2 lines of 5&quot; copy, 35 characters per line, active area 12&quot; x 11'-0&quot;, 4G Wireless communication with 5-year Cellular Data Plan, Ignite operation software with free online training, 5-year Watchfire parts warranty, 1-year Omega labor warranty. Displays to be installed on existing canopy and supports supplied by others.</td>
<td>27,488.00</td>
</tr>
</tbody>
</table>

| Permit          | Permits, procurement, and engineering to be billed additional to this contract amount. This estimate amount includes all applicable taxes.                                                                                      |         |

Signature: ___________________________ Date: ___________________________

Total $53,486.00
NEW ILLUMINATED CANOPY FACE - ROCK AND RAVIOLI

Quantity: One(1) Canopy Front
O.A.H.: 3'-1 1/2"
O.A.W.: 9'-10"
Total Sq.Ft.: 30.7
Face: White Polycarbonate
Retainers: Painted Alum, PMS 129 C
Vinyl: Digital Print, 8500-070 Black
Illumination: White LED, LED Bulb Lights
Notes: Flasher Lights to light around perimeter of Canopy

PROPOSED

ROCK AND RAVIOLI

ADDRESS: 1012 Church St.
CITY/STATE: Evanston, IL
ZIP: 60201

SCALE: 3/8" = 1'-0"

DATE 6/7/17

UL NUMBER(S) 000000 000000 000000 000000

CUSTOMER APPROVAL

LANDLORD APPROVAL

ARTIST J. Richmond

001

FILE PATH: Share\Client Files\Rock & Ravioli\Rock and Ravioli Canopy DF Blade_7666.01.pdf
NEW ILLUMINATED CANOPY SIDES WITH WATCHFIRE 19mm Red EMU - ROCK AND RAVIOLI

Quantity: Two(2) Canopy Sides
O.A.H.: 2'-2"
O.A.W.: 11'-8 1/2"
Total Sq. Ft.: 25.4
Filler Panels: Painted Alum, Pantone Black
Retainers: Painted Alum, PMS 129 C
Illumination: White LED, LED Bulb Lights
Notes: Flasher Lights to light around perimeter of Canopy

Quantity: 2
Overall Cab. Height: 1'-5"
Overall Cab. Width: 11'-3"
Active: 1'-0" x 11'-0"
Overall Sign Depth: 5in.
Total Sq. Ft.: 15.9
Type: 19mm 16 x 176 Red LED Matrix Display
Cabinet Style: Double Face Twinpak (Slim)
Approx. Weight/Face: 206 lbs
Wattage/Face: Not Specified
2 lines of 5" CHAR; 35 CHAR/Line

Survey Required

ROCK AND RAVIOLI

ADDRESS: 1012 Church St.
CITYSTATE: Evanston, IL
ZIP: 60201

PHONE 630.237.4397 FAX 630.237.4398

www.OMEGASIGNCHICAGO.COM

SCALE: 3/8" = 1'-0"
DATE 9/7/17

UL NUMBER(S)
000000 000000 000000

ARTIST J. Richmond

CUSTOMER APPROVAL DATE
LANDLORD APPROVAL DATE

ELECTRICAL NOTES
- Sign Company DOES NOT provide electrical work to the sign. All electrical work must be done and performed by a licensed and bonded electrician. Electrician shall provide a certificate of completion.

1. A minimum of one dedicated 30A 220V circuit.
2. Junction box installed within a foot of sign.
3. Three wires: Live, Ground and Neutral.
NEW ILLUMINATED CANOPY SIDES WITH PRISMVIEW 16mm RGB EMU - ROCK AND RAVIOLI

Quantity: 2
Overall Cab. Height: 1'-2.1"
Overall Cab. Width: 10'-8"
Active: 0'-10.4" x 10'-4.8"
Overall Sign Depth: 6.5in.
Total Sq. Ft.: 12.5
Type: 16mm 16 x 192 RGB LED Matrix Display
Cabinet Style: Non-Structural Unibody
Approx. Weight/Face: 125.3 lbs
Wattage/Face: 292 (Display Only)
2 lines of 4.5" CHAR, 38 CHAR/Line

Quantity: Two(2) Canopy Sides
O.A.H.: 2'-2"
O.A.W.: 11'-8 1/2"
Total Sq. Ft.: 25.4
Filler Panels: Painted Alum, Pantone Black
Retainers: Painted Alum, PMS 129 C
Illumination: White LED, LED Bulb Lights
Notes: Flasher Lights to light around perimeter of Canopy

Survey Required

PROPOSED

ROCK AND RAVIOLI

ADDRESS: 1012 Church St.
CITY/STATE: Evanston, IL
ZIP: 60201

PHONE: 630.237.4397  FAX: 630.237.4398

www.OMEGASIGNCHICAGO.COM

UL NUMBER(S): CUSTOMER APPROVAL DATE
ARTIST: J. Richmond

LANDLORD APPROVAL DATE

ELECTRICAL NOTES

1. Minimum of one dedicated 30A 240V circuit
2. Junction box installed within 6 feet of sign
3. Three wired, Line, Ground and Neutral
NEW ILLUMINATED WALL-MOUNTED D/F BLADE SIGN - ROCK AND RAVIOLI

Quantity: One(1) D/F  
O.A.H.: 11'-5"  
O.A.W.: 4'-0 1/4"  
Total Sq.Ft.: 46.9  
Face: Painted Alum, PMS 129 C  
Retainers: Painted Alum, Pantone Black  
Topper: Painted Alum, Pantone White  
Backer: White Acrylic  
Vinyl: Perforated Black (Topper)  
Illumination: White LED, LED Bulb Lights  
Notes: Mounting plate on building to attach sign. Flasher Lights to light around outside of Cabinet
Memorandum

To: Chair & Members of the Economic Development Committee

From: Martin Lyons, Assistant City Manager
Paul Zalmezak, Economic Development Division Manager
Paulina Martínez, Economic Development Specialist

Subject: Hispanic Heritage Month Kick-off Event Request for Funding

Date: July 14, 2017

Recommended Action:
Staff supports a recommendation from the Economic Development Committee to the City Council to provide funding to the Evanston Latinx Business Alliance for an amount not to exceed $809.46 for costs associated with the groups’ first Hispanic Heritage Month kick-off Event as described in the budget in this memorandum.

Funding Source:
Staff recommends utilizing the Economic Development Business Retention/Expansion Fund (#100.15.5300.62662). The FY 2017 Adopted Budget for this account is $250,000. To date, $96,441.73 has been spent from this account, not counting this contribution or the $98,000 funding request from the Code Evanston proposal.

Livability Benefits
- Economy and Jobs: to attract, retain, or expand businesses
- Equity and Empowerment: Ensure equitable access to community assets, and provide for meaningful community engagement
- Education, Arts, and Community: Incorporate arts and cultural resources, and support social and cultural diversity

Summary
In December 2016 a group of Latinx business owners came together to form the Evanston Latinx Business Alliance. Economic Development staff has been working closely with the group to organize a signature event that will highlight Latinx culture in Evanston and bring awareness of Latinx-owned businesses in town.

The event is scheduled for Sunday, September 17, 2017 at Kamen Park East from 11 a.m. to 4 p.m. The event, Fiesta, will be a small business expo that will focus on family
activities sponsored by the participating businesses and organizations. The event is free and open to the public.

City of Evanston staff will also provide technical assistance and in-kind services in the form of:

- a website
- a digital ticket platform
- a business sign-up form
- two police officers for the event
- recycling and garbage disposal
- photography for the event

Staff recommends providing funding for an amount not to exceed $809.46 for:

<table>
<thead>
<tr>
<th>ITEM</th>
<th>AMOUNT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Banner</td>
<td>$98.00</td>
</tr>
<tr>
<td>Tote Bags</td>
<td>$317.46</td>
</tr>
<tr>
<td>Decorations</td>
<td>$25.00</td>
</tr>
<tr>
<td>Advertisement</td>
<td></td>
</tr>
<tr>
<td>Evanston Now</td>
<td>$144.00</td>
</tr>
<tr>
<td>Evanston Woman Magazine</td>
<td>$175.00</td>
</tr>
<tr>
<td>Facebook Boost</td>
<td>$50.00</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$809.46</strong></td>
</tr>
</tbody>
</table>

The Evanston Latinx Business Alliance will contribute to the event with the following items:

<table>
<thead>
<tr>
<th>ITEM</th>
<th>AMOUNT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ridgeville Park staff fees</td>
<td>$200.00</td>
</tr>
<tr>
<td>Musical entertainment</td>
<td>$500.00</td>
</tr>
</tbody>
</table>

Background:
Latinx is a gender neutral term often used in lieu of Latino or Latina that refers to individuals with cultural ties to Latin America and individuals with Latin American descent. The -x replaces the standard o/a ending of Latino and is intended to be more gender inclusive.

Since December 2016 Economic Development staff has worked closely with a group of Latinx business owners to create a collaborative marketing partnership and raise awareness of Latinx businesses in Evanston. To date, the group has organized to
create the Evanston Latinx Business Alliance, and are in the process of applying for 501(c)6 status. A recent report by the City of Evanston estimates that there are approximately 40 Latinx-owned businesses in the City of Evanston.

The Evanston Latinx Business Alliance has been working to put a kick-off event for Hispanic Heritage Month for the last six months. Part of their work has resulted in partnerships with the City of Evanston, Ridgeville Park District, and Latino Resources to make this event possible.

The mission of the Evanston Latinx Business Association is to advocate, promote, and advance the growth of Latinx-owned businesses. The official goals of the alliance are to:

- Enhance visibility of Latinx-owned businesses
- Provide networking opportunities
- Mentorship
- Provide informational resources for businesses

Attachments:
- Letter from the Evanston Latinx Business Alliance
- Quotes
To: Economic Development Committee
From: Ana Vela, President - Evanston Latinx Business Alliance, Owner – Amanecer Taco Shop
Subject: Request for Funding Support
Date: July 21, 2017

My name is Ana Vela, and I am President of the newly-formed Evanston Latinx Business Alliance. As an Evanston resident and small business owner, I was very interested in collaborating with other Latino-owned businesses to create more economic opportunities within our community. We began meeting in December of 2016, and have since established ourselves as a not-for-profit corporation in order to begin our mission.

For 2017, we have decided to coordinate an event to showcase our Latino-owned businesses to the Evanston community. We have selected Hispanic Heritage Month as the best time to do this. Our “Fiesta” event will be held on Sunday, September 17, 2017 at Kamen Park East from 11:00am-4:00pm. The following goals are set for this event:

- Bring awareness of our Evanston Latinx Business Alliance
- Provide economic opportunities to the Evanston Latino-owned businesses through their participation at the event
- Unite other Latino groups and resources from the Evanston community at this event, such as Latino Resources, Northwestern Latino Employees Network, and Public Library Spanish Resources
- Showcase our Latino culture and provide fun and educational opportunities for the Evanston community

Being the first event we are coordinating as a newly established group, our funds are very limited. We have partnered with Ridgeville Parks, which are assisting us by waiving the park rental fee, providing tables and chairs, and marketing the event to their community members through flyers and newsletters. We are asking the City of Evanston to further support our event by providing:

- $810 to be used for: printing a banner, tote bags for event giveaways, decorations, and advertisement of the event through local and Facebook ads.
- Police officers at the event
- Garbage bins at the event

The Evanston Latinx Business Alliance will be responsible for raising the remaining funds to pay for Ridgeville Park staff fees in setup and cleanup of the event, and booking musical entertainment, which will total no more than $1000. Each participating member will be responsible for providing marketing materials to the public and establishing a fun activity at their table.

Through food trucks and vendors, Latino music, and fun & educational activities from businesses and community partners, our hope is that this becomes a popular annual event in Evanston and continues to grow. It’s important for us to highlight our Latino culture and be good role models for the minority groups in the community.

Thank you,
Ana Vela

Evanston Latinx Business Alliance
Hello Paulina,
$190.00

Good afternoon,

I was hoping you could provide me with a quote for a banner 12'x2.5'

We are looking for a red banner and white lettering with the following printed on it: "Evanston's Hispanic Heritage Month Celebration"

Thank you for your consideration.

Best,

--

Paulina Martínez
Economic Development Specialist
City Manager’s Office
Morton Civic Center
City of Evanston

2100 Ridge Ave. | Evanston, IL 60201 | 847-859-7833
pmartinez@cityofevanston.org | cityofevanston.org | evanstonedge.com

Please consider the environment before printing this e-mail.
Hi Paulina,

A 144"x3" banner is $98. It takes 2-3 business days to produce.

Thank you,

Herbert Rivero

Minuteman Press | 847.866.9777
1553 Sherman Avenue | Evanston, IL 60201 | Hours: M-F, 9-5
evanston.minutemanpress.com

On Fri, Jul 7, 2017 at 12:33 PM, Paulina Martínez <pmartinez@cityofevanston.org> wrote:
Good afternoon,

I was hoping you could provide me with a quote for a banner 12'x2.5'

We are looking for a red banner and white lettering with the following printed on it:
"Evanston's Hispanic Heritage Month Celebration"

Thank you for your consideration.

Best,

--

Paulina Martínez
Economic Development Specialist
City Manager's Office
Morton Civic Center
City of Evanston

2100 Ridge Ave. | Evanston, IL 60201 | 847-859-7833
pmartinez@cityofevanston.org | cityofevanston.org | evanstonedge.com

Please consider the environment before printing this e-mail.
Good afternoon,

I was hoping you could provide me with a quote for a banner 12'x2.5'

We are looking for a red banner and white lettering with the following printed on it: "Evanston's Hispanic Heritage Month Celebration"

Thank you for your consideration.

Best,

--
Paulina Martinez
Economic Development Specialist
City Manager's Office
Morton Civic Center
City of Evanston

2100 Ridge Ave. | Evanston, IL 60201 | 847-859-7833
pmartinez@cityofevanston.org | cityofevanston.org | evanstonedge.com

Please consider the environment before printing this e-mail.

Good Morning Paulina,

The banner quote would be $195 > 12 x 2.5'
Standard Grommets would be every 2 feet across the top and bottom, but that depends on your application and how the banner will be mounted.

Production: 1-3 days.

Material: 13oz standard vinyl

Artwork: Customer Supplied PDF print ready
(Layout / Graphic design services available if required)

Any questions please give me a call.
Thank you
Bill
INVOICE #9850 City of Evanston Economic Development Di, Totes

Evanston Imprintables Inc.
2118 Ashland Unit 2
Evanston, IL 60201
(847) 425-3990 / Fax: (847) 425-3991
Email: orders@evanstonimprintables.com

Invoice Date: 8/17/2017
Customer Account #: 7970

Bill To
City of Evanston Economic Development Di - Paulina Martínez
2100 Ridge,
Evanston, IL 60201
(847) 859-7833
Email: pmartinez@cityofevanston.org

PO Number: 7/17/2017
Order Date: 8/17/2017
Date Order Due: 8/17/2017
Delivery Method

Ship To
City of Evanston Economic Development Di - Paulina Martínez
2100 Ridge,
Evanston, IL 60201
(847) 859-7833
Email: pmartinez@cityofevanston.org

Work Order #9850A - Screen Printing - Totes

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<th>M</th>
<th>L</th>
<th>XL</th>
<th>2XL</th>
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Setup Fees: $25.00
Sub Total: $317.46

Account Aging

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<tr>
<td>Total</td>
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Payments

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<th>Method</th>
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Order Total: $317.46
Sales Tax: $0.00
Shipping/Handling: $0.00
Amount Due: $317.46
Payments: $0.00
Balance Due: $317.46

Thank you for your business.
INVOICE #9850 City of Evanston Economic Development Di, Totes

PLEASE SIGN AND FAX/SCAN OR EMAIL YOUR ORDER APPROVAL BEFORE 2PM.

STANDARD PRODUCTION IS 7 - 10 BUSINESS DAYS ONCE WE RECEIVE YOUR APPROVED ORDER. YOUR ARTWORK MUST BE SENT WITH YOUR APPROVAL IN ORDER TO MAINTAIN PRODUCTION TIMELINE!

ART APPROVALS WILL BE SENT WITHIN 72 HOURS AND MUST BE APPROVED WITHIN 1 BUSINESS DAY IN ORDER TO ASSURE COMPLETION OF YOUR ORDER IN A TIMELY MANNER.

RUSH SERVICE IS AVAILABLE FOR AN ADDITIONAL FEE (5 DAYS +20%, 3 DAYS +40%, 1-2 DAYS +50%).

I have reviewed the attached order and found it to be correct and free from any errors. I have authority to purchase this product as an individual or an agent for the company/school or agency listed as customer. I confirm that the quantities, shirt styles, and other information on this form are correct. I agree to pay the amount listed as the Balance Due upon completion of the order. LATE FEES WILL BE ASSESSED FOR EACH DAY BEYOND THE PAYMENT TERMS. Acceptance of this order and your verbal, written or email approval are a binding contract. I agree to pay any and all fees incurred for failure to pay this invoice according to the stated terms. Fees may include, but are not limited to: monthly service charges, late fees, collection costs, attorneys fees and filing charges.

IF YOU HAVE ANY QUESTIONS ABOUT YOUR INVOICE, PLEASE CONTACT US AT orders@evanstonimprintables.com..

Thank you and we appreciate your business!

Signature:  
Date:

Thank you for your business.
Product Name Non-Woven Economy Tote Bag


Description Generate some successful brand exposure with the non-woven economy tote bag! Made of 80 gram non-woven, coated water-resistant polypropylene, this bag features convenient 22" handles for easy carrying. The simple tote is great giveaway for tradeshows or conventions especially once an imprint of your logo or company name on the front. Recipients will love to take this bag home and show off your advertising message!

Material Non-Woven Polypropylene

CPN 5043396

Color Black, FOREST GREEN, LIME, NAVY BLUE, Orange, Pink, Purple, Red, Royal Blue

Size 13 1/2 " x 14 "

Imprint Method Screen Printed, set-up charge $50.00

Imprint Size 9" x 9"

Production Time 5 business days after proof approval

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<tr>
<th>Silk-Screen</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quantity</td>
</tr>
<tr>
<td>Price</td>
</tr>
</tbody>
</table>

Price Includes Price include one color imprint on one location

Sigrid Pilgrim
sigrid@specialtypremiumgroup.com
847 3286339

7/7/2017
On Fri, Jul 7, 2017 at 1:04 PM, Sigrid Pilgrim <sigrid@specialtypremiumgroup.com> wrote:

Paula,

Add about $0.35 to the cost of the bag for regular price. But maybe someone else will have something on special in mid-August…I’ll keep my eyes open, because every week there are some sales, or close outs, or similar offers. It’s just that locking something in right now might not be valid in mid-August.

Sigrid
Underground Printing Quick Quote # Q1038507

Quote #Q1038507 for Paulina Martínez (pmartinez@cityofevanston.org)
07.06.2017 5:42pm

$2.14 per product
Jetline Nonwoven Value Tote - Red
150 pcs (priced at 150)

Place Your Order TODAY and it Will Arrive On: 07/19/2017

Add $1.75/pc for a 2XL, $2.25/pc for a 3XL and $3.25/pc for a 4XL
-Your Quote is valid for 14 days
-Above Pricing does not include Any Applicable Sales Tax
-40+ Stock Print Colors to Choose from! Non-Stock colors may require a $25 fee
-Personalization is easy! $5.00 per Name and $3.00 per Number
-Greek/Collegiate Licensed Orders May Require Royalty and/or A Later In-Hands Date

Questions?
Email ugpev@undergroundshirts.com referencing your Quote #Q1038507 and we'll be happy to help!

Or Visit Our Store

818 Clark Street
Evanston, IL 60201
224.420.7942

SCHEDULE AN APPOINTMENT
Lictin 100pcs Randomly Assorted Colors Party Balloons with a Blue Balloon Pump/Compressor/Air Inflator for Party, Birthday, Wedding, Holiday, Anniversary and Other Celebrations

Price: $15.99 & FREE Shipping on orders over $25—or get FREE Two-Day Shipping with

In Stock.

Want it Sunday, July 16? Order within 12 hrs 57 mins and choose Two-Day Shipping at checkout. Details

Sold by Lictin and Fulfilled by Amazon. Gift-wrap available.

- The glossy and colorful balloons can blow up to 12 inches/30.5cm and the blue balloon pump is 11.2 inches/28.5 cm long
- Randomly assorted colors and great assortment about 10 bright vibrant colors
- A source of constant entertainment: water balloons, air balloons for kids under adult supervision
- An endless source of fun for party, birthday, wedding, holiday, anniversary, baby shower decorations and other celebrations
- Solid pump/ compressor/air inflator with adapter for balloons and other inflatable toys

New (1) from $15.99 & FREE shipping on orders over $25.00. Details
Tatco Helium-quality Latex Balloons - 12" Diameter - Assorted - Latex - 100 / Pack Item # 510293

$13.99 pack

**Description**

Brighten your next event or party with helium-quality latex balloons. Balloons inflate up to 12" and come in bright assorted colors to create a festive atmosphere.

- Latex balloons are helium-quality to festively decorate any event.
- Assorted colors include blue, green, orange, pink, purple, red and yellow.
- Balloons inflate up to 12 inches.
- Package includes 100 balloons.

**Product Details**

<table>
<thead>
<tr>
<th>Item #</th>
<th>510293</th>
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<tbody>
<tr>
<td>OfficeMax #</td>
<td>24405939</td>
</tr>
<tr>
<td>Manufacturer #</td>
<td>TCO61100</td>
</tr>
<tr>
<td>Application/Usage</td>
<td>Party</td>
</tr>
<tr>
<td>assembly required</td>
<td>No</td>
</tr>
<tr>
<td>brand name</td>
<td>Tatco</td>
</tr>
<tr>
<td>color</td>
<td>assorted</td>
</tr>
<tr>
<td>diameter</td>
<td>12 in.</td>
</tr>
<tr>
<td>manufacturer</td>
<td>Tatco Products, Inc</td>
</tr>
</tbody>
</table>
Assorted Color Balloons 15ct

Save 10% off balloons with purchase of a helium tank

Price: $2.99

Decorate your party space in festive color! Our Assorted Color Balloons feature a glossy finish, perfect for a variety of occasions. Colors include red, pink, yellow, green and blue. Mix and match with other balloons for a colorful custom balloon arrangement!

Assorted Color Balloons product details:
- 12in when fully inflated
- 15 per package

SHOP MORE RAINBOW BALLOONS

Foil Balloons | Latex Balloons | Helium Tanks | Balloon Weights & Curling Ribbon
Thanks for choosing Evanston Now

Evanston Now, celebrating its 11th anniversary in 2017, has grown to serve over 50,000 unique visitors each month and deliver 250,000 monthly pageviews.¹

It has become the number one community news source for Evanstonians.

With our new responsive design, 60 percent of visits occur from mobile devices.¹

Your local business is important to us. We look forward to serving you.

Bill Smith
Founder/Publisher
847-733-7526 • bill@evanstonnow.com

¹ - Traffic data from Google Analytics.
Evanston Now’s demographics

Data from Quantcast.com

<table>
<thead>
<tr>
<th>Gender</th>
<th>Index</th>
</tr>
</thead>
<tbody>
<tr>
<td>Male</td>
<td>110</td>
</tr>
<tr>
<td>Female</td>
<td>90</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Age</th>
<th>Index</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt; 18</td>
<td>53</td>
</tr>
<tr>
<td>18-24</td>
<td>57</td>
</tr>
<tr>
<td>25-34</td>
<td>104</td>
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<td>35-44</td>
<td>123</td>
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<td>45-54</td>
<td>123</td>
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<tr>
<td>55-64</td>
<td>140</td>
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<tr>
<td>65+</td>
<td>116</td>
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<table>
<thead>
<tr>
<th>Household Income</th>
<th>Index</th>
</tr>
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<tbody>
<tr>
<td>&lt;$0-50k</td>
<td>67</td>
</tr>
<tr>
<td>$50-100k</td>
<td>106</td>
</tr>
<tr>
<td>$100-150k</td>
<td>138</td>
</tr>
<tr>
<td>$150k+</td>
<td>223</td>
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<table>
<thead>
<tr>
<th>Education Level</th>
<th>Index</th>
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<tbody>
<tr>
<td>No College</td>
<td>51</td>
</tr>
<tr>
<td>College</td>
<td>112</td>
</tr>
<tr>
<td>Grad School</td>
<td>219</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Ethnicity</th>
<th>Index</th>
</tr>
</thead>
<tbody>
<tr>
<td>Caucasian</td>
<td>103</td>
</tr>
<tr>
<td>African American</td>
<td>128</td>
</tr>
<tr>
<td>Asian</td>
<td>72</td>
</tr>
<tr>
<td>Hispanic</td>
<td>65</td>
</tr>
<tr>
<td>Other</td>
<td>72</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Children in Household</th>
<th>Index</th>
</tr>
</thead>
<tbody>
<tr>
<td>No Kids</td>
<td>108</td>
</tr>
<tr>
<td>Has Kids</td>
<td>92</td>
</tr>
</tbody>
</table>

US AVERAGE
Ad sizes

- **A** - Leaderboard -- 970x90 desktop, 728x90 tablet, 320x50 mobile. Home page, story page and email newsletter.
- **B** - Medium rectangle -- 300x250. Home page, story page and email newsletter.
- **C** - Half page -- 300x600.
- **D** - Billboard -- 970x250 desktop, 728x188 tablet, 320x82 mobile. Home page, story page.
## Display ad rates

Price per month for one of every five website pageviews for campaigns of 90 days or more.

<table>
<thead>
<tr>
<th>Ad type</th>
<th>Premium</th>
<th>Run-of-site</th>
<th>Standard</th>
</tr>
</thead>
<tbody>
<tr>
<td>A - Leaderboard or B - Medium rectangle</td>
<td>$480</td>
<td>$312</td>
<td>$144</td>
</tr>
<tr>
<td>C - Half page or D - Billboard</td>
<td>$780</td>
<td>$503</td>
<td>$234</td>
</tr>
</tbody>
</table>

‘Premium’ ads appear toward the top of the page. ‘Standard’ ads appear elsewhere. ‘Run-of-site’ campaigns mix both positions. Other frequency levels priced proportionately.

Open rate for website campaigns of less than 90 days: $10 cpm with run-of-site positioning for ad types “A” or “B.”

Interstitial (or “pop-up”) ad shown once per visitor per day for one week: $600

Email newsletter ad (728x90 or 300x250) in one fifth of newsletters: $150 per month. We send 46,000 daily and weekly newsletters to 1,900 highly-responsive subscribers each month.
Sponsored content

**Sponsored column**
A weekly or fortnightly feature that builds your brand as a subject matter expert. -- $Ask.

**Showcase home**
An article about your real estate listing -- complete with plenty of photos. -- $200.

**Business spotlight**
A promotional article about your business, service, event or product, written by a freelance writer for Evanston Now. -- $300.

‘The Weekly’
A weekly sponsored feature -- from “pet of the week” to “muffin of the week.” Drive awareness, foot traffic and clicks. -- $Ask
Annual visibility program

Your ad shown on 50,000 web pages and in 9,200 email newsletters each month. Your sponsored post appears on our homepage 12 times a year.

Special price: $115/week. 25 percent off regular price of $153/week.

Offer limited to 6 advertisers only. Requires annual prepayment.
New: Boost social reach

Facebook now makes you pay to reach your friends.

Make up for that lost reach by sharing your social media posts on Evanston Now.

It’s easy. No extra work for you. Your posts automatically flow into our Social Marketplace feature.

Your messages appear as often as you post.

Just $100/month for 12 months.
Details, details ...

Payment terms
Annual and half-year prepaid discounts are available and require payment in full by check before the start of a campaign.

Monthly prepaid rate requires recurring payment agreement by credit or debit card with first payment before campaign begins.

Open rate contract payments are due in full seven days before campaign begins. Inventory not reserved until payment is received.

Unpaid balances accrue interest charges at 1.5% per month.

Make checks payable to Evanston Now LLC.

Technical guidelines
Acceptable file formats: JPG, PNG, GIF, SWF.

SWF files require fallback images and proper clickTAG implementation.

Maximum file size: 40KB

Animation on premium ads only. Maximum duration 15 seconds. Maximum number of loops three.

Conditions
All ads must be prepaid unless other arrangements are made with the publisher.

Advertiser warrants that all ad text, images and other materials are authorized for such use and that all information presented is true and accurate. The advertiser agrees to hold the publisher harmless from any trademark, copyright or intellectual property claim or litigation resulting from the ad.

The publisher reserves the right to decline any ad for any reason.

In the event of natural disaster or internet service disruption for any reason that lasts longer than 24 hours, the advertiser agrees that as its sole remedy the publisher will, upon request, extend the run of the advertiser’s campaign by the length of the disruption. The publisher will not be responsible for lost sales or other claims or damages.

Campaign creative is due seven days before the campaign is scheduled to launch.

Revised 12/19/15.
Focus: To enhance the growth of non-profit organizations and small businesses.

_Evanston Woman Magazine_ is 'The Community Magazine for Women.' Our focus is highlighting non-profit organizations and supporting small businesses, especially women owned businesses.

Awareness

With over 700 non-profit organizations in Evanston, our focus is to raise awareness and create a support system between the organization and the community, lending itself to a strong understanding of the organization’s mission.

Empowerment

Evanston is made up of more than 100 women owned businesses. For many women businesses their first career was their family, second their business. Women today are balancing family and work, limiting their accessibility to education and resources. While understanding the diversity of women business owners here in Evanston, research shows that women owned/led businesses tend to stay smaller than those owned by men. Our focus with small businesses is to support their business toolbox by highlighting and featuring, grant free advertising, education, promoting, and empowering each of the business owners during their season of entrepreneurship.
<table>
<thead>
<tr>
<th>PRINT</th>
</tr>
</thead>
<tbody>
<tr>
<td>10,000 MO</td>
</tr>
<tr>
<td>120,000 YR</td>
</tr>
<tr>
<td>89%</td>
</tr>
<tr>
<td>READ EVANSTON WOMAN TO GAIN IN-DEPTH INSIGHTS ON WHAT MAKES EVANSTON UNIQUE.</td>
</tr>
<tr>
<td>12 ISSUES</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>DIGITAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>6982</td>
</tr>
<tr>
<td>UNIQUE MONTHLY VISITORS</td>
</tr>
<tr>
<td>55%</td>
</tr>
<tr>
<td>VIST EVANSTONWOMAN.COM FROM OUR FACEBOOK PAGE TO KEEP UP WITH THE LATEST</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SOCIAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>305 FB</td>
</tr>
<tr>
<td>Organic LIKES</td>
</tr>
<tr>
<td>10500%</td>
</tr>
<tr>
<td>ORGANIC REACHES AND POST ENGAGEMENTS</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NEWSLETTER</th>
</tr>
</thead>
<tbody>
<tr>
<td>877</td>
</tr>
<tr>
<td>Active Emails</td>
</tr>
<tr>
<td>87%</td>
</tr>
<tr>
<td>Clickable Rate from the monthly newsletter</td>
</tr>
</tbody>
</table>
ONLINE SERVICES

SPEC 728” x 90” | 160” x 600” | 300” x 250”

12 month run for all three specs $950
6 month run for all three specs $450
3 month run for all three specs $300

FACEBOOK

SPEC 5 min interviews

1 Interview $50
2 Interviews $75
3 Interviews $125

PRINT SERVICES

<table>
<thead>
<tr>
<th>SPEC</th>
<th>FLATE RATES</th>
</tr>
</thead>
<tbody>
<tr>
<td>12 FULL PAGE ADS</td>
<td>$6500</td>
</tr>
<tr>
<td>6 FULL PAGE ADS</td>
<td>$3500</td>
</tr>
<tr>
<td>3 FULL PAGE ADS</td>
<td>$2000</td>
</tr>
<tr>
<td>1 FULL PAGE AD</td>
<td>$710</td>
</tr>
<tr>
<td>12 HALF PAGE ADS</td>
<td>$3500</td>
</tr>
<tr>
<td>6 HALF PAGE ADS</td>
<td>$1550</td>
</tr>
<tr>
<td>3 HALF PAGE ADS</td>
<td>$1000</td>
</tr>
<tr>
<td>1 HALF PAGE AD</td>
<td>$525</td>
</tr>
<tr>
<td>12 ¼ PAGE ADS</td>
<td>$2750</td>
</tr>
<tr>
<td>6 ¼ PAGE ADS</td>
<td>$1375</td>
</tr>
<tr>
<td>3 ¼ PAGE ADS</td>
<td>$690</td>
</tr>
<tr>
<td>1 ¼ PAGE AD</td>
<td>$350</td>
</tr>
</tbody>
</table>

10,000 A MONTH TO 130 LOCATIONS IN EVANSTON. SHARED DROP BOXES, NORTHWESTERN, SPAS, RETAIL, RESTAURANTS, VENUES WOMEN FREQUENT

EVENTS Entrepreneur & Leadership Conference | Girl on Fire Women’s Expo

EVANSTONWOMAN.COM | 847-722-5654 | FACEBOOK/EVANSTONWOMAN | EVANSTONWOMAN@GMAIL.COM
Memorandum

To: Chair and Members of the Economic Development Committee

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

Subject: Updates to Storefront Modernization Program

Date: July 20, 2017

Discussion:
At the June 2017 meeting of the Economic Development Committee, staff presented an update on the history and performance of the Storefront Modernization Program (previously known as the Façade Improvement Program) in order to help guide updates to the program guidelines and administration. Staff has begun working on new program guidelines with the intent of simplifying eligibility determinations and addressing equity concerns by restructuring the program to create three tiers of eligibility based on business type and location.

Summary:
In 2015, the Façade Improvement Program was expanded to allow for applicants to use program funding for interior improvements to commercial spaces. This second level of eligibility was limited to retail stores and businesses located on specific targeted streets. From 2012 to date, 45 projects have been approved for funding under the program, but almost none of them were located in 5th Ward business districts. Based on this information, staff has been working to identify ways to amend the guidelines to increase access and participation in these areas. The existing program structure requiring applicants to self-fund the cost of building improvements and receive Storefront Modernization funding as a 50% rebate was identified as a significant participation barrier for these businesses.

In order to increase access, staff is proposing the addition of a third tier of funding eligibility that will allow businesses in targeted zones to access funding as a 100% reimbursement rather than the 50% match provided under current guidelines. Eligibility for this targeted program would be based on whether the business is located within the target geography of HUD’s Neighborhood Stabilization Program (NSP2), which identifies census tracts for investment based on the percentage of low-moderate income households and prevalence of foreclosed and vacant properties (see attached map).
In addition to this change, the “enhanced” tier of eligibility will be expanded to include experience-based businesses alongside retail goods establishments. This level previously was limited only to retail establishments and businesses located along specific streets (Emerson, Simpson, Church, Dempster, and Main west of Ridge Ave.; all of Dodge Avenue and Howard Street) and allows for up to $50,000 in matching rebates for interior and exterior building improvements.

The “basic” tier of eligibility, which provides funding only for façade-related improvements such as signs, windows, doors, painting, tuckpointing, and outdoor lighting, will remain essentially unchanged except for elimination of language that ties the maximum reimbursement amount to the length of building frontage. Instead, the maximum rebate amount will be $25,000 which has been the cap on façade project funding since 2015.

The proposed funding eligibility tiers are summarized in the table below:

<table>
<thead>
<tr>
<th></th>
<th>Maximum funding</th>
<th>Eligible Expenses</th>
<th>Location/use requirements</th>
</tr>
</thead>
<tbody>
<tr>
<td>Basic</td>
<td>$25,000 max</td>
<td>Façade improvements ONLY (signs, windows, doors, tuckpointing, lighting, painting, etc.)</td>
<td>None</td>
</tr>
<tr>
<td>Enhanced</td>
<td>$50,000 max</td>
<td>Façade improvements + interior build-out (HVAC, plumbing, electrical, carpentry).</td>
<td>Retail/ experience-based use OR Location is within targeted corridor</td>
</tr>
<tr>
<td>Targeted</td>
<td>$25,000 max</td>
<td>Façade + interior improvements</td>
<td>Location is within NSP2 target areas</td>
</tr>
</tbody>
</table>

Funding Source:
The Storefront Modernization Program will continue to be funded using the Economic Development Division’s Business District Improvement Account (#100.15.5300.65522).

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

Attachments:
- NSP2 Target Area Map
- Map of Storefront Funding Participants (2012-2017)
This map is provided "as is" without warranties of any kind. See www.cityofevanston.org/mapdisclaimers.html for more information.
### CEBA

<table>
<thead>
<tr>
<th>Item</th>
<th>Address</th>
<th>Latest Update</th>
</tr>
</thead>
<tbody>
<tr>
<td>Central Evanston Business Association (CEBA)</td>
<td>N/A</td>
<td>Staff met with CEBA June 29, 2017. Ordering banners, and processing 2017 Great Merchant Grant application</td>
</tr>
<tr>
<td>1829 Simpson Street</td>
<td>1829 Simpson Street</td>
<td>Building was sold. New owner is interested in opening a fast food concept. Zoning staff is working with the owner to navigate the zoning requirements. Site is currently zoned Residential.</td>
</tr>
</tbody>
</table>

### CENTRALL STREET

<table>
<thead>
<tr>
<th>Item</th>
<th>Address</th>
<th>Latest Update</th>
</tr>
</thead>
<tbody>
<tr>
<td>Central Street Business Association</td>
<td>N/A</td>
<td>The organization submitted a Great Merchant Grant Application and staff is assisting with the requests</td>
</tr>
<tr>
<td>Nic's</td>
<td>2628 Gross Point</td>
<td>Nic's, an organic fast-food concept is planning to open. The developer is working with zoning staff to comply with all rules.</td>
</tr>
<tr>
<td>Beer on Central</td>
<td>1930 Central</td>
<td>Craft brewery, &quot;Beer on Central&quot; is expected to open by the end of summer/early fall.</td>
</tr>
</tbody>
</table>

### DOWNTOWN EVANSTON

<table>
<thead>
<tr>
<th>Item</th>
<th>Address</th>
<th>Latest Update</th>
</tr>
</thead>
<tbody>
<tr>
<td>Library Parking Lot</td>
<td>1720 Chicago</td>
<td>City council approved negotiation sales contract. Developer currently reviewing.</td>
</tr>
<tr>
<td>Sherman Plaza Retail</td>
<td>1620 Sherman Avenue</td>
<td>Target has leased vacant spaces along Sherman Avenue. March 2018 opening. Vacant 800 Degrees Pizza space available on Church Street.</td>
</tr>
<tr>
<td>1627 Sherman Avenue</td>
<td>1627 Sherman Avenue</td>
<td>New shared space artist boutique similar to Galleria opening Summer 2017.</td>
</tr>
<tr>
<td>National Towel Building</td>
<td>1815 Ridge Ave</td>
<td>Senior housing project approved. Expecting March 2018</td>
</tr>
</tbody>
</table>
### HOWARD STREET

<table>
<thead>
<tr>
<th>Item</th>
<th>Address</th>
<th>Latest Update</th>
</tr>
</thead>
<tbody>
<tr>
<td>Howard Street Business Association</td>
<td>N/A</td>
<td>The organization submitted a Great Merchant Grant Application and staff is assisting with the requests</td>
</tr>
<tr>
<td>128-130 Chicago Avenue</td>
<td>128-130 Chicago Avenue</td>
<td>Peterson Garden Project and Harrington Brown presented a proposal to the Economic Development Committee and asked for $4 million in financial assistance. The proposal will be presented to City Council 7/24/2017</td>
</tr>
<tr>
<td>Howard Theater Properties</td>
<td>721-23 Howard Street</td>
<td>A lease agreement has been executed. Anticipated July 2017 design completion. Construction targeted Q4 2017</td>
</tr>
<tr>
<td>Former Police Outpost</td>
<td>633 Howard Street</td>
<td>Lease and loan agreement will be presented to City Council on July 10th.</td>
</tr>
<tr>
<td>727-729 Howard Street</td>
<td>727-729 Howard Street</td>
<td>Due diligence ongoing for interested party (Maureen Broom / Jazz concept). Staff updating vinyl signage on windows/façade clean up. Sign box to be removed</td>
</tr>
</tbody>
</table>

### MAIN DEMPSTER MILE

<table>
<thead>
<tr>
<th>Item</th>
<th>Address</th>
<th>Latest Update</th>
</tr>
</thead>
<tbody>
<tr>
<td>Main Dempster Mile</td>
<td>N/A</td>
<td>Main Dempster Mile board meeting held June 5, 2017</td>
</tr>
<tr>
<td>Amanecer Taco Shop</td>
<td>512 Main Street</td>
<td>Amanecer Taco Shop is scheduled to open September 2017.</td>
</tr>
<tr>
<td>710 Main Street</td>
<td>710 Main Street</td>
<td>Vacant toy store. Actively marketing for a new tenant.</td>
</tr>
</tbody>
</table>

### WestEnd / West Village

<table>
<thead>
<tr>
<th>Item</th>
<th>Address</th>
<th>Latest Update</th>
</tr>
</thead>
<tbody>
<tr>
<td>West End Business Association</td>
<td>N/A</td>
<td>The organization submitted a Great Merchant Grant Application and staff is assisting with the requests</td>
</tr>
<tr>
<td>West Village Business Association</td>
<td>N/A</td>
<td>The organization submitted a Great Merchant Grant Application and staff is assisting with the requests</td>
</tr>
<tr>
<td>Location</td>
<td>Address</td>
<td>Description</td>
</tr>
<tr>
<td>---------------------------</td>
<td>----------------</td>
<td>-----------------------------------------------------------------------------</td>
</tr>
<tr>
<td>Former Recycling Center</td>
<td>2222 Oakton Street</td>
<td>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.</td>
</tr>
<tr>
<td>Manufacturing Day</td>
<td>N/A</td>
<td>Staff is working on recording videos with 10 individual manufacturers.</td>
</tr>
<tr>
<td>Kabul House</td>
<td>2424 Dempster</td>
<td>Business is now open.</td>
</tr>
<tr>
<td>838 Dodge</td>
<td>838 Dodge</td>
<td>Fitness Avenues closed. A driving school will occupy the space.</td>
</tr>
<tr>
<td>Loan Status</td>
<td>Borrower</td>
<td>Date Loan Funded</td>
</tr>
<tr>
<td>-------------</td>
<td>----------</td>
<td>------------------</td>
</tr>
<tr>
<td>CLSD</td>
<td>Ward Eight</td>
<td>629 Howard St.</td>
</tr>
<tr>
<td>OPEN</td>
<td>Ward Eight</td>
<td>629 Howard St.</td>
</tr>
<tr>
<td>OPEN</td>
<td>Evanston North Shore Contractor's Cooperative</td>
<td>1817 Church</td>
</tr>
<tr>
<td>CLSD[1]</td>
<td>Chicken &amp; Waffles</td>
<td>2424 Dempster St.</td>
</tr>
<tr>
<td>CLSD</td>
<td>Nomad Dreams LLC</td>
<td>1818 Dempster St.</td>
</tr>
<tr>
<td>OPEN</td>
<td>Peckish Pig (Building)</td>
<td>623 Howard St.</td>
</tr>
<tr>
<td>CLSD</td>
<td>Curt's Café</td>
<td>2922 Central St.</td>
</tr>
<tr>
<td>CLSD</td>
<td>FEW Spirits</td>
<td>918 Chicago Ave.</td>
</tr>
<tr>
<td>CLSD</td>
<td>Davis Transportation</td>
<td>1040 Wesley Ave.</td>
</tr>
<tr>
<td>OPEN</td>
<td>Little Beans</td>
<td>430 Asbury Ave.</td>
</tr>
</tbody>
</table>


Last Update 7/12/2017

Total paid includes escrow
MONTHLY RETT REPORT FOR JUNE 2017

DATE: JULY 19, 2017
TO: Mayor and Aldermen
FROM: Leticia A. Blackman
SUBJECT: RETT Report -- JUNE 2017

<table>
<thead>
<tr>
<th>Month</th>
<th>Amount</th>
<th>Transactions</th>
<th>Month</th>
<th>Amount</th>
<th>Transactions</th>
<th>Cumulative</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td>119,515</td>
<td>54</td>
<td>January</td>
<td>294,390</td>
<td>65</td>
<td>294,390</td>
</tr>
<tr>
<td>February</td>
<td>83,770</td>
<td>41</td>
<td>February</td>
<td>102,965</td>
<td>57</td>
<td>397,355</td>
</tr>
<tr>
<td>March</td>
<td>222,504</td>
<td>101</td>
<td>March</td>
<td>202,820</td>
<td>104</td>
<td>600,175</td>
</tr>
<tr>
<td>April</td>
<td>207,340</td>
<td>112</td>
<td>April</td>
<td>264,815</td>
<td>115</td>
<td>864,990</td>
</tr>
<tr>
<td>May</td>
<td>342,110</td>
<td>122</td>
<td>May</td>
<td>312,620</td>
<td>134</td>
<td>1,177,610</td>
</tr>
<tr>
<td>June</td>
<td>419,855</td>
<td>187</td>
<td>June</td>
<td>352,190</td>
<td>149</td>
<td>1,529,800</td>
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<tr>
<td>July</td>
<td>328,730</td>
<td>146</td>
<td>July</td>
<td></td>
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<tr>
<td>August</td>
<td>349,900</td>
<td>145</td>
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<tr>
<td>September</td>
<td>199,275</td>
<td>90</td>
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<tr>
<td>October</td>
<td>405,970</td>
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<tr>
<td>November</td>
<td>421,445</td>
<td>88</td>
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<tr>
<td>December</td>
<td>313,233</td>
<td>74</td>
<td>December</td>
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</tbody>
</table>

JUNE 2017 revenues were reduced to reflect this expenditure: $0

Monthly average needed to meet budget $250,000.00
FY 2017 Monthly Average $254,967.00

69 exemptions @ $100 ea. = $6,900.00; CUMULATIVE $36,200.00.

There were EIGHT (8) $ million sales in JUNE 2017
06/21/2017 -- 2311 SHERMAN, $1,100,000.00 TAX: $5,500.00; SELLER: CHICAGO TITLE TRUST #45248; BUYER: COVEY/MCCAULIFFE
06/22/2017 -- 1048 FOREST, $2,800,000.00 TAX: $14,000.00; SELLER: WATROUS; BUYER: PAPA
06/23/2017 -- 2252 ORRINGTON AVE, $1,495,000.00 TAX: $7,475.00; SELLER: FULLER; BUYER: RYAN
06/23/2017 -- 2421 CENTRAL PARK AVE, $1,225,000.00 TAX: $6,125.00; SELLER: FLANAGAN; BUYER: TORRES
06/26/2017 -- 2315 ORRINGTON AVE, $1,074,240.00 TAX: $5,375.00; SELLER: IPJIAN TRUST; BUYER: KOLLROSS
06/26/2017 -- 2110 ORRINGTON, $1,750,000.00 TAX: $8,750.00; SELLER: COASBY; BUYER: EDWARDS/HOUGH
06/28/2017 -- 1214 FOREST, $1,675,000.00 TAX: $8,375.00; SELLER: VANATTAS; BUYER: MELNICK TRUST
06/30/2017 -- 2441 MARCY ST, $1,050,000.00 TAX: $5250.00; SELLER: STEWART; BUYER: GRAMS

NSP2 sales = $0.00; CUMULATIVE $0.00
NSP2 purchases = $0; CUMULATIVE $0