



DU PAGE COUNTY

421 N. COUNTY FARM ROAD
WHEATON, IL 60187
www.dupagecounty.gov

Economic Development Committee Final Regular Meeting Agenda

Tuesday, October 17, 2023

8:30 AM

Room 3500A

1. CALL TO ORDER
2. ROLL CALL
3. APPROVAL OF MINUTES
 3. A. [23-3271](#)
Economic Development Committee - Regular Meeting Minutes - September 19, 2023 - Approval
4. CHAIRWOMAN'S REMARKS - CHAIR LAPLANTE
5. PUBLIC COMMENT
6. RESOLUTIONS
 6. A. [FI-R-0237-23](#)
Service Agreement between the County of DuPage and Choose DuPage, Fiscal Years 2024 and 2025.
 6. B. [FI-R-0236-23](#)
Annual Financial Commitments in Support of DuPage Convention & Visitors Bureau for Fiscal Year 2023, \$50,000.
7. PRESENTATION
 7. A. DuPage Convention & Visitors Bureau - Beth Marchetti, Executive Director
8. OLD BUSINESS
9. NEW BUSINESS
10. ADJOURNMENT



Minutes

421 N. COUNTY FARM
ROAD
WHEATON, IL 60187
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File #: 23-3271

Agenda Date: 10/17/2023

Agenda #: 3. A.



DU PAGE COUNTY

Economic Development Committee

Final Summary

421 N. COUNTY FARM ROAD
WHEATON, IL 60187
www.dupagecounty.gov

Tuesday, September 19, 2023

8:30 AM

Room 3500A

1. CALL TO ORDER

8:30 AM meeting was called to order by Chair Lynn LaPlante at 8:30 AM.

2. ROLL CALL

Also present were Members Evans and Gustin. Additionally, Joy Hinz, Environmental Committee Staff, and Choose DuPage representatives Greg Bedalov, Lisa Miceli, and Rita Haake and Choose DuPage Board Member, Glenn Mazade.

PRESENT Childress, Covert, Galassi, LaPlante, Rutledge, and Yoo
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3. APPROVAL OF MINUTES

3. A. [23-2941](#)

Economic Development Committee - Regular Meeting Minutes - August 15, 2023

Attachments: [Economic Development Committee - Regular meeting Minutes - August 15, 2023](#)

RESULT:	APPROVED
MOVER:	Lynn LaPlante
SECONDER:	Sheila Rutledge
AYES:	Childress, Covert, Galassi, LaPlante, Rutledge, and Yoo

4. PUBLIC COMMENT

No public comments were offered.

5. CHAIRWOMAN'S REMARKS - CHAIR LAPLANTE

Chair LaPlante shared with the Committee the success of the "Back to School, Back to Work" event held at workNet DuPage celebrating Workforce Development Month. Both Chair LaPlante and Vice Chair Galassi attended the event and shared positive feedback and pictures. Chair LaPlante also thanked Member Galassi and workNet Staff for their ideas and hard work in planning this impactful event.

6. INCUMBENT WORKER TRAINING MEMOS

A motion was made by Chair LaPlante to combine items 6. A.- 6. F., second from Member Galassi. Motion carried. A second motion was made by Chair LaPlante to accept items and place on file. Second from Member Rutledge. Motion carried.

6. A. [23-2936](#)

Bluco Corporation

Attachments: [Bluco Corporation Board Memo](#)

RESULT:	ACCEPTED AND PLACED ON FILE
MOVER:	Lynn LaPlante
SECONDER:	Sheila Rutledge

6. B. [23-2937](#)

Pioneer Service, Inc.

Attachments: [Pioneer Service Inc - Board Memo](#)

RESULT:	ACCEPTED AND PLACED ON FILE
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6. C. [23-2938](#)

Fast-Rite International

Attachments: [Fast-Rite Board Memo](#)

RESULT:	ACCEPTED AND PLACED ON FILE
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6. D. [23-2939](#)

The Jel Sert Company

Attachments: [The Jel Sert Company - Board Memo](#)

RESULT:	ACCEPTED AND PLACED ON FILE
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6. E. [23-2943](#)

Toolex Corporation

Attachments: [Toolex Corporation - Board Memo](#)

RESULT:	ACCEPTED AND PLACED ON FILE
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6. F. [23-2984](#)

Cameo Mold Corp.

Attachments: [Cameo Mold Corp. - Board Memo](#)

RESULT:	ACCEPTED AND PLACED ON FILE
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7. **CHANGE ORDERS**

7. A. [ED-CO-0003-23](#)

Amendment to County Contract #6027-0001 SERV, issued to Parents Alliance Employment Project, to provide services to in-school youth for job training, for the Workforce Development Division, to extend the contract through September 30, 2024

and increase the contract in the amount of \$123,925, for a new contract amount of \$247,850.

- Attachments:** [PAEP - ISY Change Order_signed](#)
- [PAEP - ISY -Decision Memo](#)
- [Vendor Ethics Statement_Redacted](#)

RESULT: APPROVED AND SENT TO FINANCE
MOVER: Lynn LaPlante
SECONDER: Yeena Yoo

7. B. [ED-CO-0004-23](#)

Amendment to County Contract #6028-0001 SERV, issued to Parents Alliance Employment Project, to provide services to out-of-school youth for job training, for the Workforce Development Division, to extend the contract through September 30, 2024 and increase the contract in the amount of \$342,643, for a new contract amount of \$635,286.

- Attachments:** [PAEP-OSY Change Order_signed](#)
- [PAEP OSY - Decision Memo](#)
- [Vendor Ethics Statement_Redacted](#)

RESULT: APPROVED AND SENT TO FINANCE
MOVER: Lynn LaPlante
SECONDER: Yeena Yoo

7. C. [ED-CO-0005-23](#)

Amendment to County Contract #6029-0001 SERV, issued to World Relief, to provide job training services to immigrants and youth, for the Workforce Development Division, to extend the contract through September 30, 2024 and increase the contract in the amount of \$298,038, for a new contract amount of \$488,690.

- Attachments:** [World Relief - Change order_Signed](#)
- [World Relief - Decision Memo](#)
- [World Relief - Vendor Ethics](#)

RESULT: APPROVED AND SENT TO FINANCE
MOVER: Lynn LaPlante
SECONDER: Yeena Yoo

7. D. [23-3041](#)

Quad County Urban League, Inc., PO #5780, this purchase order is decreasing in the amount of \$294,472.99, and closing due to the purchase order expiring.

Attachments: [Quad County Urban League CO](#)

RESULT: APPROVED
MOVER: Lynn LaPlante
SECONDER: Yeena Yoo

8. RESOLUTIONS

8. A. [FI-R-0209-23](#)

Acceptance and appropriation of the Illinois Department of Commerce and Economic Opportunity Apprenticeship Expansion Grant PY23, Inter-Governmental Agreement No. 23-112006, Company 5000, Accounting Unit 2840, \$125,000. (Workforce Development)

Attachments: [Attachment I - Budget Attachment](#)
[Attachment II - Notice of Grant Award](#)

RESULT: APPROVED AND SENT TO FINANCE
MOVER: Lynn LaPlante
SECONDER: Sadia Covert

8. B. [FI-R-0210-23](#)

Approval of the issuance of payments by DuPage County to Training Providers through the Illinois Department of Commerce and Economic Opportunity Apprenticeship Expansion Grant PY23, Inter-Governmental Agreement No. 23-112006, in the amount of \$40,000. (Workforce Development)

Attachments: [List of Approved Training Providers](#)

RESULT: APPROVED AND SENT TO FINANCE
MOVER: Lynn LaPlante
SECONDER: Sadia Covert

8. C. [FI-R-0213-23](#)

Acceptance and appropriation of additional funding for the Illinois Department of Commerce & Economic Opportunity Trade Adjustment Assistance Grant PY21, Inter-Governmental Agreement No. 21-661006, Company 5000, Accounting Unit 2840, \$10,065. (Workforce Development)

Attachments: [Attachment I - Budget Page](#)
[Attachment II - Grant Agreement 21-661006](#)

RESULT: APPROVED AND SENT TO FINANCE
MOVER: Lynn LaPlante
SECONDER: Kari Galassi

8. D. [FI-R-0211-23](#)

Amendment to Resolution ED-R-0016-23, for the approval of issuance of payments to training providers, through the Illinois Department of Commerce and Economic Opportunity Trade Adjustment Assistance Grant PY21, Inter-Governmental Agreement No. 21-661006, to increase the grant in the amount of \$5,607. (Workforce Development)

Attachments: [List of Approved Training Providers](#)

RESULT: APPROVED AND SENT TO FINANCE
MOVER: Lynn LaPlante
SECONDER: Yeena Yoo

8. E. [FI-R-0212-23](#)

Acceptance and appropriation of the Illinois Department of Commerce and Economic Opportunity Workforce Innovation & Opportunity Act (WIOA) Grant PY23, Inter-Governmental Agreement No. 23-681006, Company 5000 - Accounting Unit 2840, \$5,151,280. (Workforce Development)

Attachments: [Attachment I - 23-681006 - Budget](#)
[Attachment II - 23-681006 - Grant Agreement](#)

RESULT: APPROVED AND SENT TO FINANCE
MOVER: Lynn LaPlante
SECONDER: Sheila Rutledge

8. F. [FI-R-0214-23](#)

Approval of the issuance of payments by DuPage County to Training Providers and Youth Contracts through the Workforce Innovation & Opportunity Act (WIOA) Grant PY23, Inter-Governmental Agreement No. 23-681006, in the amount of \$2,469,232. (Workforce Development)

Attachments: [23-681006-List of Approved Training Provider-\(AttachmentI\)](#)
[23-681006-List of Approved Youth Contracts-\(AttachmentII\)](#)

RESULT: APPROVED AND SENT TO FINANCE

MOVER:	Lynn LaPlante
SECONDER:	Kari Galassi

8. G. [FI-R-0215-23](#)

Acceptance and appropriation of additional funding for the Illinois Department of Commerce and Economic Opportunity Workforce Innovation & Opportunity Act (WIOA) Grant PY23, Inter- Governmental Agreement No. 23-681006, Company 5000 - Accounting Unit 2840, \$150,000. (Workforce Development)

Attachments: [Refund Budget Page](#)

RESULT:	APPROVED AND SENT TO FINANCE
MOVER:	Lynn LaPlante
SECONDER:	Yeena Yoo

9. **PRESENTATION**

9. A. Choose DuPage - Greg Bedalov, President & CEO, will provide programming updates.

Greg Bedalov, Choose DuPage, presented on the programs being administered by Choose DuPage including Connect DuPage, Sustainable DuPage, and the Business Attraction marketing campaign. Mr. Bedalov also updated the Committee on the progress of the Feasibility study being conducted through Choose DuPage. Questions were taken from Committee Members.

10. **OLD BUSINESS**

Chair LaPlante reminded the Committee members to attend the "Back to School, Back to Work" session at the workNet Career Center on Friday, September 22nd. More information will be sent to Committee members.

11. **NEW BUSINESS**

Lisa Schvach, Executive Director of Workforce Development, updated the Committee on the allocation for the formula grant, approved today, in relation to the ongoing budget negotiations in Washington, D.C.

Greg Bedalov announced that their connection with the Greater Chicagoland Economic Partnership (GCEP) has proven successful throughout multiple counties, including DuPage, with business referrals already being shared.

12. **ADJOURNMENT**

With no further business, the meeting was adjourned at 9:20 AM by Chair LaPlante.



File #: FI-R-0237-23

Agenda Date: 10/17/2023

Agenda #: 6. A.

SERVICE AGREEMENT
BETWEEN THE COUNTY OF DUPAGE AND CHOOSE DUPAGE
FISCAL YEARS 2024 AND 2025

WHEREAS, Choose DuPage is a not-for-profit Economic Development Corporation existing under the laws of the State of Illinois and organized for the purpose of promoting the economic development of DuPage County; and

WHEREAS, Choose DuPage represents the cooperative effort between the interests of business and government, and is a partnership between business and government, including the County of DuPage ("County"), charged with advancing the economy of DuPage County by, amongst other methods, promoting job creation and retention within DuPage County; and

WHEREAS, the County desires to support and assist Choose DuPage in furtherance of the not-for-profit's endeavors and, historically, has rendered such support in the form of financial assistance; and

WHEREAS, an existing Service Agreement between the County of DuPage and Choose DuPage, which among other things, sets forth an arrangement whereby the County and Choose DuPage cost-share certain services, was originally adopted by the DuPage County Board on the 27th day of October 2009 and has been subsequently renewed with the current agreement set to expire on November 30, 2023; and

WHEREAS, the County desires to continue its support of Choose DuPage with a new Service Agreement, attached hereto, which shall take effect on December 1, 2023; and

WHEREAS, the County agrees to support Choose DuPage by providing monthly financial assistance; and

WHEREAS, the value of such financial assistance shall be in an amount not to exceed the County's Contribution Limit, to be specified annually by the DuPage County Board; and

WHEREAS, any payments made to Choose DuPage shall be used for business activities that support economic development endeavors; and

WHEREAS, Choose DuPage agrees to incur all other costs associated with its day-to-day operations; and

WHEREAS, the attached Service Agreement shall control the relationship between the County and Choose DuPage, in part, with regard to the County's support of Choose DuPage and in part in return for securing private sector investment within the County.

NOW THEREFORE BE IT RESOLVED, by the DuPage County Board that the County is hereby authorized to enter into the Service Agreement with Choose DuPage, attached hereto, for the purpose of providing financial support and that the County Board Chair is directed to sign the aforesaid Agreement on behalf of the COUNTY; and

BE IT FURTHER RESOLVED that the County Clerk transmit copies of this resolution and any documents attached and made a part hereof, to Lisa Smith, State’s Attorney’s Office; the County Board Office c/o Joan Olson, Chief Communications Officer; Finance Department c/o Jeff Martynowicz, Chief Financial and Administrative Officer, 421 N. County Farm Road, Wheaton, Illinois 60187; and Choose DuPage, c/o Greg Bedalov, President and CEO, 2001 Butterfield Rd, Suite 235, Downers Grove, Illinois 60515.

Enacted and approved this 24th day of October, 2023 at Wheaton, Illinois.

DEBORAH A. CONROY, CHAIR
DU PAGE COUNTY BOARD

Attest: _____

JEAN KACZMAREK, COUNTY CLERK

SERVICES AGREEMENT

THIS SERVICES AGREEMENT (hereinafter the "Agreement") is made and entered into by and between the County of DuPage, a body politic and corporate, non-home rule governmental unit (the "County"), with offices at 421 N. County Farm Road, Wheaton, Illinois, and Choose DuPage ("Choose DuPage"), an Illinois not-for-profit corporation, with offices at 2001 Butterfield Rd, Ste 235, Downers Grove, Illinois, (collectively the "Parties"), to be effective as of the 1st day of December, 2023 (the "Effective Date"). The purpose of this Agreement is to memorialize the terms of the agreement between the County and Choose DuPage with respect to the County's performance of services for, and contribution to Choose DuPage, as set forth herein.

WHEREAS, the parties agree that Choose DuPage is the economic development agency of record for the County and is the party primarily responsible for promotion of the County's economic development through appropriate means including, but not limited to, marketing the County outside of the region, developing a qualified workforce, and creating and retaining jobs by attracting business investments and fostering business retention programs; and

WHEREAS, Choose DuPage continues to significantly augment its current revenue with private sector investments procured within the authorized parameters set by Choose DuPage; and

WHEREAS, the County is committed to the continued development of Choose DuPage, and the County will invest in the activities of Choose DuPage in part as a contribution to Choose DuPage and in part in return for securing private sector investment within DuPage County; and

WHEREAS, the Parties desire to enter into this Agreement for the purposes of establishing their respective rights and obligations with respect to the one another, all as set forth in this Agreement and subject to the terms and conditions hereinafter set forth.

NOW, THEREFORE, in consideration of the mutual covenants of the parties as set forth in this Agreement, the County and Choose DuPage (collectively, the "Parties" and individually, a "Party") agree to the terms and conditions set forth below:

Section 1. **Incorporation.** All recitals set forth above are incorporated herein and made a part thereof, the same constituting the factual basis for this Agreement.

Section 2. **County Contribution.** During each of the 2024 and 2025 DuPage County Budget Years the County shall provide Choose DuPage with assistance in the form of professional services and direct financial payments having a collective value in the amount of four hundred twenty-five thousand dollars (\$425,000.00), (the "County Contribution Limit"), per year, as set forth in this Agreement. Funding is subject to and contingent upon future budgetary appropriations by the County Board. The County's contribution shall be in the form of a monthly Financial Contribution ("Financial Contribution") and direct funding for a fixed-sum contract with Costar Realty Information, Inc. (for a License Agreement to access industrial, office and commercial real estate listings in the Chicago Metro Region) for the use and benefit of Choose DuPage ("Contract Contribution"). In no event shall the combined annual value of the

County's Financial Contribution and Contract Contribution exceed the County Contribution Limit without the prior budgetary authorization of the DuPage County Board. Choose DuPage will refund the value of any overpayment(s) or contribution(s) which cause the County to exceed its contribution limit. The County reserves the right to alter the valuation of its various contributions, in any manner and, in accordance with accepted accounting practices and, or, as County budgetary considerations warrant.

The County's Financial Contribution shall only be used by Choose DuPage to pay expenses incurred by, and charged to, Choose DuPage for the following: i) costs chargeable to Choose DuPage pursuant to the Memorandum of Understanding between Choose DuPage and the County for the use of office space at 2001 Butterfield Rd, Suite 235, Downers Grove, Illinois, (i.e., rent, annual rental adjustments, utility charges, etc.); ii) Choose DuPage administrative costs related to staffing, office operations, and programmatic costs for local and regional economic development activities; and iii) Choose DuPage's portion of the Costar License Agreement (to be paid by the County directly, as set forth elsewhere in this Agreement).

Section 3. Calculation of Monthly Contribution. The annual County Contribution Limit shall be set by the County Board on an annual basis by an appropriation. The Contract Contribution is anticipated to be less than the annual County Contribution Limit and, accordingly, the parties have agreed that the County shall contribute the difference in monthly cash payments to Choose DuPage. The monthly payments shall be calculated as follows:

The on-tract Contribution shall be the amount paid by the County directly to Co-Star, on a monthly basis, for the License Agreement described herein. The total annual County Contribution Limit shall be divided equally into twelve (12) monthly payments. From each monthly sum the County shall then deduct an amount equal to that month's Contract Contribution amount paid by the County to Costar Realty Information, Inc., or its successor, for the above-described License. The remaining balance shall be the amount for that month's payment to Choose DuPage. The last monthly payment from the County to Choose DuPage, which shall be made immediately after the close of the fiscal year, shall be adjusted accordingly to reconcile the value of the total actual County Contributions made during the fiscal year with the total County Contribution Limit authorized for that fiscal year, with the last monthly payment increased or decreased accordingly. The County will keep an accounting of all Costar expenses. At the end of each fiscal year, the County shall provide Choose DuPage with an accounting of the County Contribution showing the County-paid costs comprising the Contract Contribution and all monthly County payments made to date. In the event the *actual* County Contribution after the last monthly payment from the County to Choose DuPage for any given fiscal year, as calculated above, exceeds the total County Contribution Limit authorized for that fiscal year, Choose DuPage shall promptly upon receipt of invoice from the County reimburse the County in an amount equal to the value of the County's excess contribution.

Section 4. Joint Rights and Responsibilities. Each party shall undertake reasonable efforts to cooperate with and assist the other Party in their respective performance under this Agreement. Whenever a Party has the authority to grant approval of any matter, such approval shall not be unreasonably denied, delayed, withheld or conditioned.

Section 5. Relationship of Parties. Except as otherwise expressly provided in this Agreement, no action taken by either Party, or by its officers, employees or agents, pursuant to this Agreement, shall be deemed to constitute either Party as the employee, agent or representative of the other Party, or shall be construed to place the Parties in a relationship of partners, joint ventures, principal and agent, or employer and employee, or shall be deemed to confer upon either Party any express or implied power, right or authority to enter into any agreement or commitment, express or implied, or to incur any obligation or liability on behalf of the other Party. The County and Choose DuPage intend and agree that the County, and any of the County's agents or employees, shall serve as independent contractors and not as employees of Choose DuPage with respect to it or their provision of the Services as set forth in this Agreement.

However, as the economic development agency for the County, Choose DuPage shall report to the Economic Development Committee of the DuPage County Board. The Chair of the Economic Development Committee shall serve as a member of Choose DuPage, representing the County Board. The Chair of the County Board, shall also serve as a member of Choose DuPage as the public-sector co-chair of that organization, representing the County.

Section 6. Term and Termination. This agreement shall be effective as of the 1st day of December, 2023 and shall continue through and including the 30th day of November, 2025, with the understanding that County Contributions for FY 2024 and FY 2025 are contingent upon the County Board's appropriation of funding for each of those fiscal years. This Agreement may thereafter renew for a successive one (1) year period provided that each Party shall give the other Party written notice of its intent to renew, at least thirty (30) days prior to the expiration of the 2025 County fiscal year and is further contingent upon the County budgeting sufficient funds for each subsequent fiscal year. This Agreement shall terminate upon the occurrence of either of the following: (i) The Parties agree mutually in writing to terminate this Agreement; or (ii) Either Party may terminate this Agreement with or without cause effective upon the 30th day of the next following November, provided sixty (60) days written notice to the other party has first been given. Upon termination or non-renewal, neither Party shall have any further liabilities or obligations to the other Party under this Agreement excepting those liabilities that accrued prior to the effective date of such termination or non-renewal.

Section 7. Amendment. This agreement may only be amended or modified by a written instrument executed by both Parties.

Section 8. Waiver. Any of the terms, covenants, representatives, warranties or conditions of this Agreement may be waived. The waiver of any conditions, or of the breach of any provision, term, covenant, representation or warranty contained in this Agreement, in any one or more instances, shall not be deemed to be or construed as a further or continuing waiver of any such condition or breach of any other condition or the breach of any other provision, term, covenant, representation, or warranty of this Agreement.

Section 9. Assignment. Neither Party shall assign its rights or delegate its duties hereunder without the prior written consent of the other Party. All of the terms, provisions, covenants, conditions

and obligations of this Agreement shall be binding on and inure to the benefit of the successors and assigns of the Parties hereto.

Section 10. Notice. All notices required or permitted to be given under this Agreement shall be in writing and shall be deemed received by the addressee thereof when delivered in person on a business day at the address set forth below or on the third business day after being deposited in any main or branch United States post office, for delivery at the address set forth below by properly addressed, postage prepaid, certified or registered mail, return receipt requested.

If to Choose DuPage: Choose DuPage
2001 Butterfield Rd, Suite 235
Downers Grove, Illinois 60515
Attn: Greg Bedalov, President & CEO

If to the County: DuPage County Board Office
421 North County Farm Rd.
Wheaton, Illinois 60187
Attn: Joan Olson, Chief Communications Officer
Nick Kottmeyer, Chief Administrative Officer

Section 11. Entire Agreement. This Agreement sets forth the entire understanding between the Parties with respect to the matters contemplated by this Agreement and supersedes and replaces all prior and contemporaneous agreements and understandings, oral or written, with regard to these matters.

Section 12. Severability. If any provision of this Agreement is determined to be invalid or unenforceable, such invalidity or unenforceability shall not affect the validity or enforceability of any provisions of this Agreement that can be given effect without the invalid or unenforceable provisions. In the event of a conflict between the terms or conditions of this Agreement and any term or condition found in any exhibit or attachment, the terms and conditions of this Agreement shall prevail.

Section 13. Governing Law. The parties affirm that this Agreement has been entered into in the State of Illinois and will be governed by and construed in accordance with the laws of the State of Illinois, notwithstanding any state's choice of law rules to the contrary. Further, the venue for resolving any disputes concerning the parties' respective performance, or failure to perform, under this Agreement shall be the judicial circuit court for the DuPage County.

Section 14. Audits. The Parties shall keep on file for five (5) years documentation of all costs which Choose DuPage received in the form of cost-sharing, reimbursement or a contribution from the County, which documentation shall include copies of all invoices, bills, receipts, vouchers, proofs of payment, ledgers and contract documents related to the expenses, if any. Choose DuPage shall allow the County's Auditor, and any outside auditor hired by either Party, reasonable access to such materials for auditing purposes.

CHOOSE DUPAGE

By: _____

Printed: _____

Title: _____

COUNTY OF DUPAGE

By: _____

Printed: _____

Title: _____

October 11, 2023

Chair LaPlante and Members of the Economic Development Committee,

Thank you very much for the opportunity to renew the two-year service agreement between DuPage County and Choose DuPage. It is my distinct pleasure to work with this committee and the entire County Board to advance economic development opportunities within DuPage County and the region. Our work is not possible without you and the financial commitment you provide to Choose DuPage. It is my understanding that our budget request for FY 23/24 is in the county budget in the amount of \$425,000. This amount remains unchanged from the prior service agreement as does the general language presented in our service agreement.

As you know, we took on several grant driven programs during the term of the current service agreement and the prior service agreement. We are very proud of the work completed and the work currently underway. We stand ready, as always, to evaluate and participate in any additional programs or services that the County Board may wish to undertake.

Our agreement with DuPage County is truly a public-private partnership. Our private sector contributions continue to exceed the public sector contribution and we continue to grow our outreach and network in the business and economic development communities. We hope that you agree that the investment DuPage County is making in Choose DuPage is a worthwhile one and we respectfully request the adoption of our service agreement.

Sincerely,

Greg Bedalov
President and CEO
Choose DuPage



Finance Resolution

421 N. COUNTY FARM
ROAD
WHEATON, IL 60187
www.dupagecounty.gov

File #: FI-R-0236-23

Agenda Date: 10/17/2023

Agenda #: 6. B.

ANNUAL FINANCIAL COMMITMENTS
IN SUPPORT OF THE DUPAGE CONVENTION AND VISITORS BUREAU
FOR FISCAL YEAR 2023
\$50,000

WHEREAS, the DuPage County Board supports the DuPage Convention and Visitors Bureau through an annual financial commitment; and

WHEREAS, the DuPage Convention and Visitors Bureau promotes economic development and tourism for all DuPage County residents and local governments; and

WHEREAS, the DuPage County Board recognizes that the DuPage Convention and Visitors Bureau is an organization worthy of continued financial support; and

WHEREAS, in its Fiscal Year 2023 Budget, DuPage County has identified \$50,000 (FIFTY THOUSAND AND NO/100 DOLLARS) in the General Fund - Company 1000, Accounting Unit 1180, Account 53704 for this purpose.

NOW, THEREFORE, BE IT RESOLVED that the DuPage County Board supports the annual financial commitments to the DuPage Convention and Visitors Bureau in an amount up to, but not to exceed \$50,000 (FIFTY THOUSAND AND NO/100 DOLLARS) in one or more payments; and

BE IT FURTHER RESOLVED by the DuPage County Board that the said payments may be made anytime from the period of December 1, 2022 to November 30, 2023.

Enacted and approved this 24th day of October, 2023 at Wheaton, Illinois.

DEBORAH A. CONROY, CHAIR
DU PAGE COUNTY BOARD

Attest: _____

JEAN KACZMAREK, COUNTY CLERK

October 3, 2023

Chair Lynn LaPlante
DuPage County Board
421 N. County Farm Road
Wheaton, Illinois 60187

Dear Chair LaPlante:

The DuPage Convention & Visitors Bureau (DCVB) is seeking the contribution of the annual \$50,000 from DuPage County at the upcoming Economic Development Committee meeting on October 17, 2023, and at the County Finance meeting on October 24, 2023. DCVB is the only state-certified organization that can receive the DuPage portion of state hotel tax in the form of a matching grant from the Department of Commerce and Economic Opportunity/Illinois Office of Tourism. The county's contribution, along with local municipalities' hotel tax, enables DCVB to make our state match. If not matched, DuPage's portion would instead be distributed to other destinations such as Rosemont, Schaumburg, Northbrook, and other certified convention bureaus.

While this allocation was on the agenda earlier this year, DCVB was actively pursuing other funding sources, including sports bid and hosting fees; Governor Pritzker's festivals and events grants; DCEO international grants that have not been available since 2019; and others. We respectfully ask that the DuPage County Board allocate the county grant as you have done in past years.

A few highlights of DCVB's efforts include:

- Successfully filled the gap left by the delayed return of meetings with a sustainable and diversified sports tourism program that welcomes tournaments of all sizes from across the country.
- Continued redeployment of resources as markets move from "hot" to "cool" and vice versa amid the fluid industry landscape. Includes renewed efforts in the International Market, in partnership with Medinah Country Club, in preparation for the 2026 Presidents Cup. Currently in conversation with PGA TOUR to keep two DuPage hotels in the running as the tournament's host hotel.
- First time to Illinois due to DCVB efforts: International Association of Tour Directors National Conference with DCVB hosted post-familiarization tour (1,100+ rooms); and 2024 Small Market Meetings Conference.
- Strong packaging of DuPage assets and events to deliver a recognizable and exciting tourism product to the marketplace; a recent example for arts/culture is Where Nature Meets Art — connecting events and places for the consumer in a meaningful and actionable way. These efforts supported important tourism opportunities including the Andy Warhol exhibit which produced over \$7 million in economic impact for our area.

The DuPage Convention & Visitors Bureau works diligently, using far-reaching sales, public relations, and marketing efforts to secure visitors to DuPage. FY22 numbers were announced by the Governor in August

with record-breaking results. DuPage County — the second largest contributor of travel & hospitality business in Illinois — generated nearly \$3 billion in visitor spending, 25,000 jobs, and \$298 million in state and local tax. On average, travelers to DuPage spend over \$262 per day on transportation, stays, meals, shopping, gasoline purchases, and more. Every Illinois household would pay an additional \$1,300 in taxes if not for the hospitality industry.

By providing the DuPage County portion of necessary match, (since 1987) your support enhances the sales and marketing efforts to promote DuPage as a destination of choice for meetings and visitors, strengthens strong economic impact for our county and its communities, and contributes to the quality of life for the one million county residents.

Thank you for your ongoing support.



Brett Hintz, Chair



Beth Marchetti, Executive Director



DuPage Convention and Visitors Bureau
 915 HARGER ROAD STE 120
 OAK BROOK, IL 60523
 630-575-8070
 www.discoverdupage.com

INVOICE

BILL TO

DuPage County
 421 County Farm Road
 Wheaton, IL 60187

INVOICE # 2023-821

DATE 10/06/2023

DUE DATE 10/30/2023

TERMS Upon Receipt

DESCRIPTION	QTY	RATE	AMOUNT
FY 2023 Financial Support for DuPage Convention & Visitors Bureau Activities	1	50,000.00	50,000.00

It's a pleasure working with you!

BALANCE DUE

\$50,000.00