

**ECONOMIC DEVELOPMENT COMMITTEE**  
**AGENDA**  
**Special Call**  
**March 17, 2009**  
**Room 3500A 8:45 a.m.**  
**Jack T. Knuepfer Administration Building**  
**421 N County Farm Road, Wheaton**

- 1) **Call to Order**
- 2) **Roll Call**
- 3) **Minutes**  
Approval of Economic Development Committee meeting minutes from February 24, 2009.
- 4) **Chairman's Comments**
- 5) **Public Comments**
- 6) **Schedule of Claims**
- 7) **Approval of Resolutions**
  - a) ED-0004-09 – **RESOLUTION** – Establishment of an economic development partnership between Kaohsiung County, Taiwan, Republic of China, and DuPage County.
  - b) ED-0005-09 – **RESOLUTION** – DuPage Convention and Visitors Bureau designation of representative for grant purposes.
  - c) ED-0006-09 – **RESOLUTION** – Loan agreement between DuPage County Department of economic development & planning and We Love Soy, Inc. in the amount of \$45,212.
- 8) **Old Business**
- 9) **New Business**
- 10) **Adjourn**

NOTICE

The following document has not been approved for accuracy and may be corrected, modified or amended before final approval. Because it is being made available prior to final action, it should not be considered a true record of the meeting. It is not the official Minutes of the Committee or Board meeting, and cannot be relied on or used as an official record of the proceedings. Although the County of DuPage makes every effort to see that proper notes are taken at a meeting, and although draft Minutes are generally approved as submitted, changes and corrections are sometimes made before a final version is approved. The County therefore makes no warranty, express or implied, as to the contents of this document. Once Official minutes have been approved, a copy can be obtained from the County Clerk.

**ECONOMIC DEVELOPMENT COMMITTEE  
MINUTES  
Special Call  
February 24, 2009  
Room 3500A 6:45p.m.  
Jack T. Knuepfer Administration Building  
421 N County Farm Road, Wheaton**

**Call to Order** @ 6:45 p.m. by Chairman Eckhoff.

**Roll Call**

Members Present: Chairman Eckhoff, Members Enger, Redick, Zediker. Member Curran arrived at 6:52 p.m.

Members Absent: Fichtner.

Staff Present: Tom Cuculich; Anthony Hayman, State's Attorney Office; Roger Hopkins, Josh Grozdin, Kathleen Guterrez, Choose DuPage; Brian Suste, Finance.

Others Present: Rita Gonzalez, County Board Member.

**Minutes**

On a motion by Member Enger seconded by Member Redick the Economic Development Committee meeting minutes from January 20, 2009 were unanimously approved.

**Chairman's Comments**

Chairman Eckhoff noted that DuPage County will receive an estimated \$3.1 million for workforce development.

**Public Comments**

None.

**Schedule of Claims**

On a motion by Member Redick seconded by Member Enger the Schedule of Claims was unanimously approved.

**Approval of Requisitions**

On a motion by Member Redick, seconded by Member Zediker to approve:

Purchase Requisition # 15334, issued to Co-Star Realty Information, Inc, for professional license agreement to access industrial, office and commercial real estate listings in the Chicago Metro Region, for the period March 1, 2009 through February 28, 2010, per Sole Source, in the amount of \$13,860.36.

On a roll call vote all members present voting aye, motion carried.

**Request for Change Order**

On a motion by Member Redick, seconded by Member Enger to approve:

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Amendment to Contract A14910, awarded to Ricoh Americas Corporation for the rental of copiers at the Workforce Development Division, in Lisle, for a change order decreasing the encumbrance \$5,549.04 and canceling the contract for Economic Development, a 100% decrease.  
On a roll call vote all members present voting aye, motion carried.

**Approval of Resolutions**

On a motion by Member Enger, seconded by Member Redick to approve:  
ED-002B-07 – RESOLUTION – Amendment to the Memorandum of Understanding between the County of DuPage and the College of DuPage to enter into a partnership, to reflect changes in the agreement.  
All members present voting aye, motion carried.

On a motion by Member Redick, seconded by Member Enger to approve:  
ED-003B-07 – RESOLUTION – Amendment to the Memorandum of Understanding between the County of DuPage and Choose DuPage, to reflect changes in the agreement.  
All members present voting aye, motion carried.

**Old Business**

None.

**New Business**

Member Enger announced that there are early plans for a construction and trades industries two day expo coordinated by Choose DuPage. More information will be given as available.

**Informational Item**

DuPage County Economic Indicators Report, Fourth Quarter 2008.  
Roger Hopkins distributed additional copies of the report. Mr. Hopkins stated that the focus for Choose DuPage is on business retention and expansion, and that the organization will continue to market DuPage County as a business destination.

**Adjourn**

There being no further business, on motion by Member Redick, seconded by Member Zediker, all members present voting aye, the meeting was adjourned at 6:59 p.m.

Respectfully submitted,  
Lora Boudinot  
Committee Secretary

**Department of Economic Development & Planning**  
**Economic Development Committee, March 17, 2009**

**Schedule of Claims**

**15-650-6502/6503**

<b>Claimant</b>	<b>Service</b>	<b>Account</b>	<b>Amount</b>
Concept Commercial Comm	Blackberry Batteries - Cuculich/Avery	15-650-6502-2020	\$95.98
Office Depot	Various Office Supplies	15-650-6502/6503-2100	\$487.63
Warehouse Direct	Various Office Supplies	15-650-6502-2100	\$79.91
Deborah Fagan	Mileage/Parking Expense 12/11/08 - 2/12/09	15-650-6502-3210	\$156.49
Tom Cuculich	Travel Reimbursement to Washington DC 2/10 -11/09	15-650-6502-3210	\$1,067.70
US Postmaster	Mailing Costs January 09	15-650-6502-3240	\$421.01
WDD	Electric Service - Sept/Oct/Nov/Dec 08 and Jan 09 Charges - Choose DuPage	15-650-6503-3410	\$735.03
WDD	Phone Charges January 09 - Choose DuPage	15-650-6503-3430	\$47.51
ATT	PBX Local Service 12/17/08 - 1/16/09	15-650-6502-3430	\$26.18
WDD	Rent March 09 Charges - Choose Dupage	15-650-6503-3500	\$3,928.34
DOT	Grounds Mtnc 4th qtr 08 Charges	15-650-6502-3756	\$180.76

R E S O L U T I O N

ED-0004-09

ESTABLISHMENT OF AN ECONOMIC DEVELOPMENT PARTNERSHIP  
BETWEEN KAOHSIUNG COUNTY TAIWAN REPUBLIC OF CHINA  
AND DUPAGE COUNTY

WHEREAS, this Memorandum of Understanding (MOU), by and between Kaohsiung County (Kaohsiung), Taiwan, Republic of China (ROC), and DuPage County, Illinois, U.S.A. (DuPage), confirms the intentions of both parties to pursue economic and industrial development in order to strengthen the economic trade and cultural relations between the two counties; and

WHEREAS, Kaohsiung County is located at the border of Kaohsiung metropolitan area, and is close to Kaohsiung Port. Industry, commerce as well as transportation developed rapidly since the mid-1900s. Kaohsiung has also made considerable advances in information technology environmental protection, community building and cultural tourism; and

WHEREAS, DuPage County's business community is diverse, with major employers consisting of the technology, manufacturing, retail, warehousing and logistics, and health care industries. DuPage has a wealth of knowledge-based institutions and is the location of two national laboratories, Argonne National Laboratory and Fermi National Accelerator Laboratory. There are over 130 major corporations headquartered in DuPage, including 6 Fortune 1000 companies; and

WHEREAS, the Parties will pursue the development of a blueprint through which they may achieve the following purposes: to enhance the bilateral cooperation in economic matters such as the two-way equity investment, foreign trade and technical cooperation; to promote mutual understanding in municipal infrastructure; to encourage the faculty and student exchange between the higher education institutions of the two counties; and to realize the common benefits through collaboration; and

WHEREAS, the MOU is an expression of cooperation or outline of intent only. It does not establish a joint venture, partnership or any other business between the parties nor does it commit or obligate either party to take any of the actions contemplated by this MOU. Hereof, this MOU shall not be enforceable through any judicial, administrative or extra-

judicial procedure. Either party may terminate the MOU at any time unconditionally and without cause.

NOW, THEREFORE BE IT RESOLVED, the Parties hereto have caused this Memorandum of Understanding to be signed in duplicate in the English language by their respective authorized representatives, as of the date first above written; and

BE IT FURTHER RESOLVED, that the Chairman of the DuPage County Board is hereby authorized to execute said Agreement on behalf of DuPage County; and

BE IT FURTHER RESOLVED, that the County Clerk be directed to send a certified copy of this Resolution and any documents attached and made a part thereof to: Roger G. Hopkins, President and CEO, Choose DuPage, 2525 Cabot Dr. Suite 303, Lisle, Illinois 60532, and Mr. Chiu-Hsing Yang, Governor Magistrate), Kaohsiung County Government, 132, Guang Fu Road, Section 2, Fengshan City, Kaohsiung County, Taiwan, R.O.C

Enacted and approved this 24th day of March 2009 at Wheaton, Illinois.

BY:

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Robert J. Schillerstrom, Chairman  
DuPage County Board

ATTEST:

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Gary A. King, County Clerk

## Memorandum of Understanding

THIS MEMORANDUM OF UNDERSTANDING (MOU), made this 24th day of March 2009, by and between Kaohsiung County, Taiwan, Republic of China (ROC), and DuPage County, Illinois, U.S.A., confirms the intentions of both parties to pursue economic and cultural development in order to form and strengthen the long and mutually rewarding trade and cultural relations between the two Counties.

Kaohsiung County is located at the border of Kaohsiung metropolitan area, and is close to Kaohsiung Port and International Airport. The County is economically diverse in green energy technology, precision machinery, electronics, biotechnology, metal processing and fabricating, and transportation and logistics developed rapidly since the mid-1900s. The County has made considerable advances in information technology, environmental protection, medical industries, community building and cultural tourism. The County is the base of three national research centers, a solar energy R&D center founded by the Institute of Nuclear Energy Research, Telecommunication and Technology Center, and Taiwan Ocean Research Institute.

DuPage County is located at the crossroads of commerce, transportation and telecommunications in the economic center of North America. The County is economically diverse in information technology, electronics, advanced manufacturing, transportation and logistics, and health care industries. The County has a wealth of knowledge-based higher education institutions and is the location of two national laboratories, Argonne National Laboratory and Fermi National Accelerator Laboratory. There are over 130 major corporations headquartered in DuPage, including six Fortune 1000 companies.

The Parties will pursue the development of a blueprint through which they may achieve the following results: to enhance the bilateral cooperation in economic matters such as the two-way equity investment, foreign trade and technical cooperation; To promote mutual understanding in municipal infrastructure; to encourage an exchange between cultural and higher education institutions of the two Counties; and to realize mutual benefits through collaboration.

The MOU is an expression of cooperation or outline of intent only. It does not establish a joint venture, partnership or any other business between the parties nor does it commit or obligate either party to take any of the actions. This MOU shall not be enforceable through any judicial, administrative or extra-judicial procedure.

Either party may terminate the MOU at any time unconditionally and without cause.

IN WITNESS WHEREOF, the Parties hereto have caused this Memorandum of Understanding to be signed in duplicate in the English language by their respective authorized representatives, as of the date first above written.

Kaohsiung County

DuPage County

By: \_\_\_\_\_  
Chiu-Hsing Yang  
County Magistrate  
Kaohsiung County

By: \_\_\_\_\_  
Robert J. Schillerstrom  
Chairman,  
DuPage County Board

Attest by: \_\_\_\_\_  
Name:  
Date:

Attest by: \_\_\_\_\_  
Name:  
Date:

March 5, 2009

To: Economic Development Committee of the DuPage County Board  
From: Roger Hopkins  
Subject: MOU with Kaohsiung County in Taiwan

Attached to this memo is a request for County Committee and County Board approval of a resolution to authorize a Memorandum of Understanding with Kaohsiung County in Taiwan. The purpose of the resolution is to enter into a non-binding arrangement with a County in Taiwan that has some similar business, economic, educational, trade and demographic characteristics that may make for an international trade partnership now and in the future. This County has a number of businesses that desire to buy products and services from the USA and DuPage County, and also hope to sell products and services to companies here in the County.

The resolution provides for a variety of exchanges that may occur in the future. Government, business and development organizations from both areas hope that the exchange will result in delegations from each Country to visit the other jurisdiction periodically. Choose DuPage plans to take the leadership in maintaining and financing these arrangements with the financial participation of companies and businesses that have mutual interests representing both locales.

Our first visit with representatives of Kaohsiung County and the Taipei Economic and Cultural Office in Chicago occurred in December 2008 with Roger Hopkins, President of Choose DuPage and Chuck Bokar of the Design Resources Center also representing the Choose DuPage Board of Directors.

Our visit revealed a number of businesses and business people associated with Taiwan that own businesses located in Bensenville, Wood Dale, Carol Stream, Bartlett, Naperville and other communities. From discussions with the College of DuPage and its foreign trade office, we expect to systematically identify companies and trading opportunities for the marketing and sale of DuPage County made products in Taiwan as we plan a trade mission later in the year.

Attached is a presentation prepared to identify the business and demographic reasons for a trade and cultural arrangement with Kaohsiung County in Taiwan.



# Kaohsiung County of Taiwan

# Why Taiwan



➤ Superior geographic gateway to the Asia-Pacific region

➤ Close to Markets  
-major Production and Consuming regions

➤ Ideal springboard into Mainland China

# Kaohsiung Co.



# Major Industries

- (1) Optoelectronics**
- (2) Green Energy Technology and Energy Saving Industry**
- (3) Precision Machinery**
- (4) IC**
- (5) Biotechnology**
- (6) Medical Devices**
- (7) Petrochemical**
- (8) Steel and metal processing**
- (9) Yacht making**

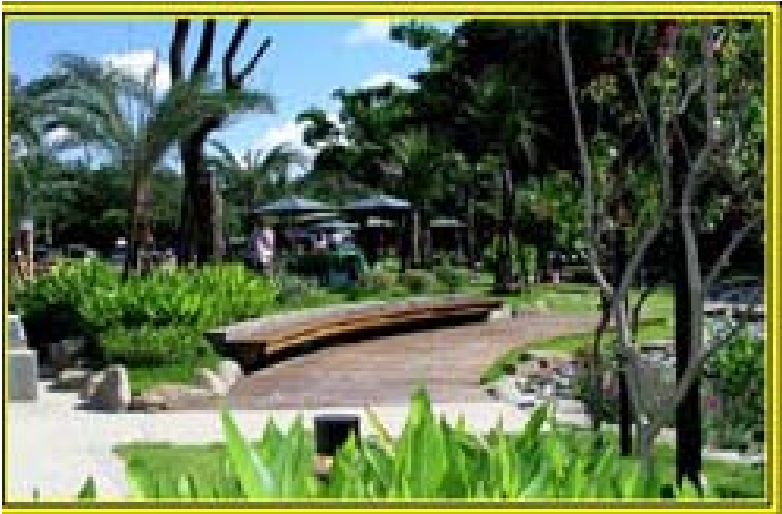
# Transportation, culture and other features

- Area of 1,078 Sq Miles or 3 times of DuPage Co.
- Population over 1.2 million or 300,000 more than DuPage Co.
- Taiwan Strait to the west and high mountains in the east with natural scenery
- 2 expressways and the high speed rail connecting the county to the major cities
- Near Kaohsiung Port, the 6th largest container port of the world and Kaohsiung Airport
- 38 colleges, 2 American schools, and 1 Japanese school within 30 KM of county seat



## Chiu-hsing Yang

- Magistrate of Kaohsiung Co. since 2000
- Born in 1956
- Married with 2 sons and 1 daughter
- Received both bachelor and master degrees in civil engineering from National Taiwan Univ.



R E S O L U T I O N

ED-0005-09

DUPAGE CONVENTION AND VISITORS BUREAU  
DESIGNATION OF REPRESENTATION FOR GRANT PURPOSES

WHEREAS, in 1987 the DuPage County Board adopted Resolution CA-1-87 establishing the DuPage Convention and Visitors Bureau (DCVB); and

WHEREAS, in June, 1989, the DuPage Convention and Visitors Bureau was formally certified by the State of Illinois to represent all areas of the County of DuPage in the promotion of this County on the local, state, national and international level; and

WHEREAS, a requirement of this Grant Program is the adoption by the County Board of a resolution designating the DuPage Convention and Visitors Bureau's area of representation.

NOW, THEREFORE BE IT RESOLVED, that the DuPage Convention and Visitors Bureau shall continue to be designated as the only authorized convention bureau to represent all areas of the County of DuPage within its jurisdictional boundaries; and

BE IT FURTHER RESOLVED that the County Clerk transmit a certified copy of this resolution to Ms. Skip Strittmatter, Executive Director, DuPage Convention & Visitors Bureau, 915 Harger Road, Suite 240, Oak Brook, Illinois 60523.

Enacted and approved this 24th day of March 2009 at Wheaton, Illinois.

BY: \_\_\_\_\_  
Robert J. Schillerstrom, Chairman  
DuPage County Board

ATTEST: \_\_\_\_\_  
Gary A. King, County Clerk

R E S O L U T I O N

ED-0006-09

LOAN AGREEMENT BETWEEN DuPAGE COUNTY  
DEPARTMENT OF ECONOMIC DEVELOPMENT & PLANNING  
AND WE LOVE SOY INC.

WHEREAS, the Business Development Loan Fund has been established through a collaborative effort between DuPage County Department of Economic Development & Planning, Illinois Ventures For Community Action, and the Illinois Department of Commerce and Economic Opportunity through the Community Service Block Grant, to provide funding to entrepreneurs who wish to develop or expand a business within DuPage County and who are willing to create employment opportunities for low-income individuals; and

WHEREAS, We Love Soy Inc., an Illinois Corporation, has applied for a \$45,212 (FORTY-FIVE THOUSAND TWO HUNDRED TWELVE DOLLARS) loan from the Business Development Loan Fund to purchase production equipment; and

WHEREAS, We Love Soy is seeking the additional funds to increase production capacity and create jobs due to the expanding market they are in; and

WHEREAS, DuPage County Department of Economic Development & Planning and the Illinois Department of Commerce and Economic Opportunity have recommended funding in the amount of \$45,212 (FORTY-FIVE THOUSAND TWO HUNDRED TWELVE DOLLARS) for said application; and

WHEREAS, DuPage County Department of Economic Development & Planning and We Love Soy entered into a similar agreement in June of 2005 for \$60,000 (SIXTY THOUSAND DOLLARS) of which there is \$30,857.69 (THIRTY THOUSAND EIGHT HUNDRED FIFTY-SEVEN DOLLARS AND SIXTY-NINE CENTS) remaining.

WHEREAS, the new loan amount of \$45,212 (FORTY-FIVE THOUSAND TWO HUNDRED TWELVE DOLLARS) will be combined with the aforementioned outstanding balance for a total obligation of \$76,069.69 (SEVENTY-SIX THOUSAND SIXTY-NINE DOLLARS AND SIXTY-NINE CENTS); and

WHEREAS, a loan Agreement has been prepared by Illinois Ventures for Community Action, requiring compliance with the

Business Development Loan Fund requirements, and said Agreement has been approved by We Love Soy Inc.; and

WHEREAS, a copy of said Agreement between DuPage County Department of Economic Development & Planning and We Love Soy Inc. is included and made a part of this Resolution as Attachment I.

NOW, THEREFORE BE IT RESOLVED, by the DuPage County Board that said Agreement between DuPage County Department of Economic Development & Planning and We Love Soy Inc. is hereby approved; and

BE IT FURTHER RESOLVED that the Chairman of the DuPage County Board direct the Director of DuPage County Department of Economic Development & Planning, Tom Cuculich, to execute said Agreement on behalf of DuPage County; and

BE IT FURTHER RESOLVED that the County Clerk, through the Department of Economic Development & Planning, be directed to send a certified copy of this Resolution and any documents attached and made a part hereof to We Love Soy Inc. 905 N. Ridge Ave. #8 Lombard, Illinois 60148.

Enacted and approved this 17<sup>th</sup> day of March 2009 at Wheaton, Illinois.

BY: \_\_\_\_\_  
ROBERT J. SCHILLERSTROM, CHAIRMAN  
DU PAGE COUNTY BOARD

ATTEST: \_\_\_\_\_  
GARY A. KING, COUNTY CLERK

**MEMORANDUM**

Date: March 17, 2009  
To: DuPage County Economic Development Committee  
From: Josh Grodzin, Choose DuPage  
Subject: We Love Soy Business Loan

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The DuPage County Business Loan Program was created in 2005 to provide seed capital to DuPage based entrepreneurs for business start-up and to existing business for expansion. Funding for this program comes from The United States Department of Housing and Urban Development and through the Illinois Department of Commerce and Economic Opportunity (DCEO) by way of a Community Service Block Grant to the County's (CSBG) Community Services Department.

In the summer of 2005 DuPage County approved a business loan of \$60,000 for We Love Soy of Lombard. We Love Soy manufactures a soy based frozen dessert, soy milk, and soy cheese. Since that time We Love Soy has made great strides in the development of the company and its product line. They have been an exemplary participant in the program and are current with their payments. Additionally, they have won local and state awards for their creativity and their business model.

We Love Soy is to roll their outstanding balance of \$30,857.69 into a new loan coupled with \$45,212 for a total of \$76,069.69. The loan details would be:

- ✓ Loan amount \$76,069.69
- ✓ Loan rate of 3%
- ✓ Loan term of 10 yrs

They now have the opportunity to take their business to new heights with a unique product, a soy based marshmallow. The product was recently introduced at a health food expo in California and was overwhelmingly well received by such companies as Whole Foods.

Due to the initial success of the soy marshmallow and growing demand for their other products, We Love Soy is in need of funds for expansion.

The action requested by the DuPage County Economic Development Committee is for approval of the attached loan application.

If you have any questions, please contact me at 630-955-2092.