

In the Matter Of:

IN THE MATTER OF: HAYMARKET DUPAGE, LLC

REPORT OF PROCEEDINGS

November 04, 2020

Grove & Associates Reporting & Video Services

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1 PRESENT:

2 MR. BRENDAN DALY, Chairman;

3 MR. FRANK CARELLO, Commissioner;

4 MS. LORI DRUMMOND, Commissioner;

5 MR. JEFFREY HOLMES, Commissioner;

6 MS. KRISTA RAY, Commissioner;

7 MR. ANTHONY RUSSO, Commissioner.

8
9 ALSO PRESENT:

10 MR. MO KHAN, Village Planner;

11 MS. SHANNON MALIK JARMUSZ, Director of
12 Community Development;

13 MS. AMANDA MELONE, Recording Secretary;

14 MS. YORDANA WYSOCKI, Village Attorney;

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1 CHAIRMAN DALY: Good evening, everyone.
2 Today is Wednesday, November 4th, 2020. The case
3 before the Plan Commission this evening is PC 19-014
4 continued from last Wednesday, October 28th.

5 The Petitioner and owner is
6 Haymarket DuPage LLC. The location is 860 West
7 Irving Park Road.

8 The request is for a petition for a
9 planned development by special use with exceptions
10 and Class I site plan approval all in order to permit
11 a mixed use residential and a healthcare facility and
12 other accessory uses in the B-2 community business
13 district at 860 West Irving Park Road.

14 The procedures for tonight and the
15 meetings moving forward are as follows: No. 1:
16 Tonight will begin with a presentation by the
17 Petitioner's witness, Mr. Aaron Gruen.

18 No. 2: We are proceeding remotely
19 with 25 people in the room due to COVID-19, and the
20 public may watch the proceedings through the
21 Villages's YouTube channel.

22 No. 3: Anyone wishing to make
23 public comment will be able to do so after the
24 presentation of cases. They need to sign up on the

1 Village's website.

2 No. 4: Anyone wishing to ask
3 questions of the Petitioner, Village staff or other
4 parties will be able to do so after the presentation
5 of cases. The sign-up form is on the Village's
6 website.

7 And No. 5: Remote village staff is
8 monitoring the video streaming. If the video
9 streaming does not work during the proceedings, we
10 will stop and wait until the video streaming is fixed
11 or reschedule for another date.

12 And now our Village counsel,
13 Mr. Chuck Hervas, has some opening remarks.

14 MR. HERVAS: All right. Thank you, Chairman
15 Daly.

16 I gave these same opening remarks
17 at the last hearing and I'm going to repeat them for
18 the benefit of those that may not have been with us
19 for the first resumed hearing.

20 Again, my name is Chuck Hervas and
21 I am the attorney that's advising the Commission in
22 this matter.

23 This is a legal preceding with
24 legal significance. A court reporter is recording

1 the testimony and will be swearing in witnesses.
2 This is not a trial, but we are developing a record
3 of proceedings before the Plan Commission. This is a
4 legal public hearing on a zoning petition.

5 My job is to protect the rights of
6 the Petitioner, any objectors, and the public. The
7 Plan Commission will make findings and a
8 recommendation to the Village Board.

9 Please understand that the Plan
10 Commission is a recommending body. The Village Board
11 will be making the final decision on the Haymarket
12 Zoning Petition.

13 Second point. Witnesses will be
14 presented by the Petitioner and possibly by other
15 interested parties. Cross-examination will be
16 allowed only by the attorneys or anyone who has been
17 legally recognized as an interested party. And it's
18 important to note, as Chairman Daly mentioned, the
19 process will allow for public questions and public
20 comments.

21 Number three. This is a slow and
22 deliberate process that creates a record appropriate
23 for a plan commission hearing. I ask that you please
24 respect the process even if you do not agree with it.

1 Please know there is a lot of
2 information on the Village's website under a
3 dedicated section involving the Haymarket Zoning
4 Petition. The Village has anticipated lots of
5 questions and has provided information on the website
6 to answer those questions.

7 And then number four. Finally, for
8 all of those present, as we talked about last week,
9 it's very important that you speak directly into the
10 microphone so that you can be heard.

11 I think that we learned last week
12 that the wireless microphones are a little bit less
13 sensitive; and, therefore, you have to really get on
14 top of that microphone. So please make sure that you
15 do that so that not only can everyone in the room
16 hear, but those on the live stream can hear, as well.

17 That's all I have. Mr. Chairman,
18 we may proceed.

19 CHAIRMAN DALY: Thank you, Chuck.

20 Again, I'd like to welcome everyone
21 to this meeting of the November 4th, 2020, Itasca
22 Planning Commission. I now call this meeting to
23 order.

24 Will the secretary please call the

1 roll.

2 MS. MELONE: Chairman Daly?

3 CHAIRMAN DALY: Here.

4 MS. MELONE: Commissioner Carello?

5 MS. JARMUSZ: Absent.

6 MS. MELONE: Commissioner Drummond?

7 COMMISSIONER DRUMMOND: Here.

8 MS. MELONE: Commissioner Holmes?

9 COMMISSIONER HOLMES: Here.

10 MS. MELONE: Commissioner Ray?

11 COMMISSIONER RAY: Here.

12 MS. MELONE: Commissioner Russo?

13 COMMISSIONER RUSSO: Here.

14 CHAIRMAN DALY: I declare a quorum present.

15 Our order of business before the
16 Commission this evening is public hearing on case
17 No. 19-014. I will entertain a motion to open the
18 hearing for the case.

19 MS. MALIK JARMUSZ: So moved.

20 COMMISSIONER RAY: Second.

21 CHAIRMAN DALY: All in favor?

22 COMMISSIONER DRUMMOND: Aye.

23 COMMISSIONER HOLMES: Aye.

24 COMMISSIONER RAY: Aye.

1 COMMISSIONER RUSSO: Aye.

2 CHAIRMAN DAY: Opposed?

3 (No Response.)

4 CHAIRMAN DAY: Hearing none, I would ask that
5 the motion carry. And the public hearing is now
6 open.

7 Ms. O'Keefe, please present your
8 first witness.

9 MS. O'KEEFE: Good evening. Once again, for
10 the record, my name is Bridget O'Keefe with Daspin &
11 Aument. I'm here tonight with my co-counsel Mary
12 Dickson with Bond, Dickson & Conway, and Dr. Daniel
13 Lustig from Haymarket Group.

14 Tonight we're presenting for your
15 consideration Mr. Aaron Gruen who is a principal with
16 Gruen Gruen + Associates.

17 I'll turn it over to Mr. Gruen.

18 MR. GRUEN: Thank you. I'll do my best --

19 CHAIRMAN DALY: Sir, excuse me. Before you
20 start, can we have you sworn in by the court
21 reporter.

22 (Witness sworn.)

23 THE WITNESS; I'll do my best to be clear
24 through the mask and speak into the microphone as

1 best I can. You'll be sure to let me know if you
2 cannot hear me.

3 COMMISSIONER RAY: Is the green light on your
4 microphone on?

5 MS. O'KEEFE: Yes, it is.

6 THE WITNESS: Yes.

7 MR. KHAN: (Indicating.)

8 CHAIRMAN DALY: That's even better.

9 THE WITNESS: Gruen Gruen + Associates has
10 for over 50 years analyzed the fiscal and economic
11 impacts of a wide variety of projects and plans,
12 including the impacts of colleges, hospitals,
13 businesses, and office, retail, hotel, industrial,
14 and residential developments, self storage
15 facilities, auto malls, utility plants, transit
16 service, professional sport franchises and stadiums,
17 museums, entertainment complexes, and the airports.

18 Gruen Gruen + Associates has served
19 over 40 communities in the Chicago region, including
20 Aurora, Clarendon Hills, Glen Ellyn, Hinsdale,
21 West Chicago, Wheaton, and Winfield, as well as the
22 DuPage international airport.

23 I have led or contributed to all of
24 the assignments and have served as a principal at

1 Gruen Gruen + Associates since 1991.

2 MS. O'KEEFE: Mr. Chairman, I'd like to
3 present Mr. Gruen as an expert witness this evening.

4 CHAIRMAN DALY: Thank you. Please proceed.

5 THE WITNESS: If you wouldn't mind, just
6 check the next slide. While you're working on it,
7 I'll continue.

8 Gruen Gruen + Associates was
9 retained -- perfect, thank you -- to complete an
10 independent, objective evaluation of the fiscal
11 impact of the proposed Haymarket DuPage substance use
12 disorder, behavioral health treatment facility on the
13 local taxing entities which may provide services to
14 Haymarket DuPage.

15 The taxing entities which would
16 provide service include the Village of Itasca and the
17 Itasca fire Protection District No. 1.

18 Gruen Gruen + Associates was also
19 asked to estimate the economic impacts of the
20 Haymarket DuPage on the local economy.

21 Next slide, please.

22 Haymarket DuPage is estimated to
23 generate over \$17,700 per year in tax revenues to the
24 general fund of Itasca. Total utility tax revenue

1 per year is estimated at \$13,283. Sales tax revenue,
2 including food and beverage tax revenue, attributable
3 to spending locally by Haymarket workers is estimated
4 to total \$4,462 per year.

5 Next slide, please.

6 General fund costs that the Village
7 of Itasca may incur to serve Haymarket DuPage include
8 public safety or police and general government
9 services. Haymarket DuPage is estimated to
10 induce approximately \$27,716, to \$35,210 per year.

11 CHAIRMAN DALY: Excuse me, sir, we're having
12 technical difficulties.

13 MR. KHAN: I'm not getting the slides.

14 CHAIRMAN DALY: This is like vote counting.

15 Mr. Gruen, you may proceed.

16 THE WITNESS: I think we were on -- since
17 that was so exciting, let's revisit that one. And
18 we're on general fund costs that the Village of
19 Itasca may encourage -- may incur to serve Haymarket
20 DuPage, include public safety or police and general
21 government services.

22 Haymarket DuPage is estimated to
23 induce approximately \$27,716 to \$35,210 per year in
24 municipal service costs.

1 The next slide, please.

2 Excluding nonoperating costs
3 related to debt service and capital outlays, the
4 fiscal year 2019 to '20 budget for public safety or
5 police services totals \$6,037,776. An estimated
6 40 percent of the budget is fixed, or, in other
7 words, does not vary with changes in population or
8 employment. For example, if the number of residents
9 or jobs increase in a community, there's still only
10 one police chief.

11 Personnel costs for management and
12 administrative staff related to salaries, payroll
13 tax, and benefits are estimated as fixed costs. All
14 pension costs are assumed to be fixed.

15 In addition, the estimate treats
16 non-payroll costs, including building and equipment
17 maintenance, liability insurance, and professional
18 service -- services is fixed operating expenditures.

19 According to Polaris, the public
20 safety consultant for Haymarket DuPage, for the
21 five-year period 2014 through 2018, the average
22 annual police calls for service total 8,665. So
23 dividing the estimated annual variable public safety
24 costs or police costs of \$3,607,516, by the 8,665

1 annual calls produces a cost estimate of \$416.33 per
2 call.

3 CHAIRMAN DALY: Sir, excuse me. I'm sorry.
4 We are restarting the computer system. We dropped
5 the deal again. So I appreciate your patience --

6 THE WITNESS: Sure.

7 CHAIRMAN DALY: -- in helping us work through
8 our issue to make sure the public can see all of the
9 exhibits you've prepared.

10 And while we're waiting I have a
11 question for staff. Is this presentation currently
12 online or is it going to be online tomorrow?

13 MS. MALIK JARMUSZ: Is it online.

14 CHAIRMAN DALY: It is. So those of you who
15 are watching at home, this is a publicly submitted
16 and publicly recorded presentations on the Village
17 website.

18 (Haymarket Exhibit No. 43 identified.)

19 MR. KHAN: Exhibit 43.

20 CHAIRMAN DALY: Exhibit 43. Thank you, Mo.

21 THE WITNESS: All right. The one that says
22 "Fiscal Impact Analysis Findings" -- actually, we're
23 getting -- I'm sorry.

24 MS. O'KEEFE: It's this one. It's this one.

1 (Indicating.)

2 THE WITNESS: Oh, this is -- right. Perfect.
3 So let's just start from the top on this one so
4 that --

5 MR. KHAN: Hey, Dan, we're not getting a full
6 screen, though. When you go to full screen it locks,
7 so we'll have to go with what we've got. They can
8 see the slide, though.

9 THE WITNESS: And I'll cover what's on the
10 slide. So this is sort of like a belts and
11 suspenders approach; anything on the slide I'll
12 cover, if that helps.

13 CHAIRMAN DALY: Okay, sir, you may proceed.

14 THE WITNESS: Okay. Excluding nonoperating
15 costs related to debt service and capital outlays,
16 the fiscal year 2019-20 budget for public safety
17 police services total \$6,037,776. An estimated
18 40 percent of the budget is fixed or, in other words,
19 does not vary with changes in population and
20 employment.

21 For example, if the number of
22 residence or jobs increase in a community, there is
23 still only one police chief. Personnel costs for
24 management and administrative staff related to

1 salaries, payroll tax, and benefits are estimated as
2 fixed costs. All pension costs are assumed to be
3 fixed.

4 In addition, the estimate treats
5 non-payroll costs, including building and equipment
6 maintenance, liability insurance, and professional
7 services as fixed operating expenditures.

8 According to Polaris, the public
9 safety consultant for Haymarket DuPage, for the
10 five-year period 2014 through 2018, the average
11 annual police calls for service total 8,665.
12 Dividing the estimated annual variable public safety
13 police costs of \$3,607,516 by 8,665 annual calls
14 produce a cost estimate of \$416.33 per call.

15 According to Polaris, Haymarket
16 DuPage is estimated to generate 55 to 73 service
17 calls per year at a per cost per call of \$416.33.
18 This equates to annual public safety or police costs
19 of approximately \$22,898 to \$30,392.

20 So you can go to the next slide,
21 please.

22 With an estimate of total annual
23 tax revenue generated by Haymarket DuPage of \$17,745,
24 and an estimate of induced annual service costs

1 allocated to Haymarket DuPage of \$27,716 to \$35,210,
2 the net annual fiscal impact to the Village of Itasca
3 general fund is estimated at approximately a
4 negative, or a shortfall, of \$9,971 to \$17,465.

5 The next slide, please.

6 The estimated shortfall equates to
7 less than one-tenth to less than two-tenths of one
8 percent of the actual total general fund expenditures
9 in fiscal year 2018-2019.

10 The next slide, please.

11 The estimate of service costs of
12 the Itasca Fire Protection District potentially
13 induced by Haymarket DuPage assumes that 22 percent
14 of overall Itasca Fire Protection District costs are
15 fixed or do not vary with changes in population and
16 employment.

17 Approximately 1.8 million of
18 ambulance/EMS service costs are assumed to be
19 affected by changes in service population. Based on
20 the estimated annual service calls or dispatches of
21 932, the variable cost per service call or dispatch
22 is estimated at \$1,917 for ambulance or EMS service.

23 Similarly, approximately
24 1.8 million of fire protection service costs are

1 assumed to be affected by changes in service
2 population. Based on the estimated annual service
3 calls/dispatches in the Village of 704, the variable
4 cost per service call is estimated at \$2,538 for fire
5 protection services.

6 According to Polaris, the public
7 safety consultant retained by Haymarket DuPage,
8 Haymarket DuPage is estimated to generate 11 to 19
9 EMS calls per year and seven fire protection service
10 calls per year.

11 Utilizing the cost per service
12 call/dispatch metric and applying this metric to the
13 estimated number of service calls for Haymarket
14 DuPage results in annual Itasca Fire Protection
15 Service District costs of 21,091 to \$36,430 for EMS
16 service and \$17,768 for fire services. Combined, the
17 EMS and fire service calls are estimated to range
18 from 38,859 to \$54,198 per year.

19 The next slide, please.

20 The Itasca Fire Protection District
21 fiscal year 2018 Annual Financial Report indicates
22 collection revenues of approximately \$329 per call or
23 dispatch. We use this lower figure rather than have
24 a service charge of \$2,100 per call, to be

1 conservative.

2 Given estimated average revenues
3 per call of 5,922 to \$7,896 and \$38,859 to \$54,198 of
4 expenditures, the net fiscal impact allocated to
5 providing fire protection service to Haymarket DuPage
6 is estimated at a negative, or shortfall, of \$32,937
7 to \$46,302.

8 Next slide, please.

9 The estimated net service cost of
10 providing fire protection service, including EMS,
11 equates to .72 of one percent to .93 of one percent
12 of the total Itasca Fire Protection District
13 expenditures of \$4,581,700.

14 To provide further context, on an
15 annual cost per capita basis of only the Village
16 residents and not of the broader district, the
17 service cost estimate equates to approximately \$3.36
18 to \$4.72 per Itasca residents, or put differently,
19 the cost of a coffee at a Starbucks once per year.

20 Next slide, please.

21 Now, I'm going to move from talking
22 about the fiscal impacts, which refer to the effects
23 on the Village budget, to economic impacts, which, in
24 this case, are generated by the operation of

1 Haymarket DuPage, and estimated in terms of
2 employment, both full and part-time jobs; earnings,
3 meaning wages and salaries, benefits; and
4 proprietors' income and output, which is -- which
5 is -- means the value of all goods and services
6 produced.

7 Now, the economic impacts
8 attributable to payroll, non-payroll, and worker and
9 visitor spending are estimated using something called
10 RIMS II multipliers produced by the United States
11 Bureau of Economic Analysis. RIMS stand for regional
12 impact modeling system [sic], and it's one of two
13 widely recognized and used impact models.

14 And what impact models do is they
15 take these multipliers that provide an accounting
16 tool of relationships within industries or between
17 industries or linkages and they are done for a
18 particular geographic area, in this case DuPage
19 County.

20 When one sector of the economy
21 increases its production because of increased demand
22 for its goods or services, firms and institutions and
23 related industries will also experience increased
24 demand for their products. This is referred to as

1 the multiplier effect and is represented by something
2 with a jargoning name of a multiplier coefficient.

3 The magnitude of the multiplier
4 depends upon the extent to which firms purchase their
5 inputs from other firms located in the same region as
6 contrasted with the purchase of inputs from those
7 located outside the regions.

8 Multipliers vary among industries
9 and among regions. For example, larger and more
10 diverse regions will tend, on average, to have larger
11 industry multiplier effects because there's a greater
12 likelihood that tighter linkages within the region,
13 in other words, that an industry's inputs will be
14 provided by other businesses within the same region.

15 Because some sectors are missing in
16 the local economy, the multiplier effect that we
17 present in the report is smaller than those for
18 larger economic areas such as if it was done for the
19 Chicago metropolitan area.

20 Finally, two terms that I'll try to
21 define. Direct effects are those that result from
22 the expenditures made by Haymarket directly for it's
23 on-site operations and maintenance activities.

24 Indirect effects are the new

1 economic activities that occur due to the direct
2 expenditures of Haymarket DuPage. These effects are
3 primarily due to the spin-offs in industry sector and
4 industry sector demands that follow from the initial
5 direct spending.

6 The multiplier relates to the
7 magnitude of a direct economic impact to a total
8 impact that includes both direct and indirect
9 impacts.

10 An employment multiplier of 1.2,
11 for example, indicates that for every 10 jobs
12 directly supported by an activity, an additional two
13 jobs are created elsewhere in the local economy due
14 to industry-to-industry purchases and the
15 recirculation of wages and salaries paid to
16 employees.

17 That's the last I'm going to
18 torture you about economic impact terms, but I think
19 it will help for the next slide.

20 So the direct impact, the impact
21 that's on-site of Haymarket DuPage operations is
22 estimated at 163 jobs with 9.6 million in direct
23 earnings or payroll. This equates to direct annual
24 earnings of \$58,700 per job at the facility. The

1 direct annual input -- output, rather, is estimated
2 at 20.8 million.

3 Next slide, please.

4 Expenditures on payroll,
5 non-payroll items, and nonresident worker spending
6 are estimated to support a total of nearly 28
7 additional jobs in DuPage County. These jobs are
8 estimated to produce average annual earnings or labor
9 income of an additional 1,051,000. That's an average
10 of \$37,700 per additional job. Added output is
11 estimated at nearly 6.86 million.

12 Next slide, please.

13 The total impact of Haymarket
14 DuPage operations, including direct and indirect
15 effects, are estimated at 191 jobs and 10.6 million
16 of annual earnings within DuPage County.

17 This equates to total annual
18 earnings of 55,600 per job created. The total annual
19 output impact is estimated at 27.7 million in DuPage
20 County. The employment multiplier within DuPage
21 County is estimated at 1.17. This means that for
22 every 10 direct on-site jobs to operate the Haymarket
23 DuPage facility, an additional 1.7 jobs will be
24 indirectly created elsewhere in DuPage County.

1 The earnings multiplier of 1.11
2 indicates that a thousand dollars in additional
3 direct earnings will result in \$110 of indirect
4 earnings created elsewhere in DuPage County.

5 The output multiplier is estimated
6 at 1.33. This means for every thousand dollars of
7 direct economic output, there would be an additional
8 \$330 of output elsewhere in DuPage County.

9 Most of the economic impacts are
10 attributable to the direct or on-site impacts related
11 to the jobs and associated payroll for operating the
12 facility.

13 So let me just summarize that very
14 long list of tables with lots of numbers. Haymarket
15 would provide an additional source of jobs, and
16 incomes, and stimulus to the volume of economic
17 activity in the local community in a vacant building
18 that no longer hosts jobs and no longer provides
19 income to workers or generates business for other
20 businesses.

21 The workers and the businesses
22 serving Haymarket will themselves pay taxes and
23 recirculate money, spending some of the money they
24 earn from Haymarket in the local economy.

1 The estimated net cost of providing
2 services to Haymarket are small, small in terms of
3 the proportion of the budgets they make up, small on
4 a per capita basis, and small relative to the
5 economic benefits they would produce. For example,
6 as we just reviewed, at an annual cost of \$27,716 to
7 \$35,210, the Village would host 9.6 million in annual
8 earnings per 163 workers and 20.8 million per year in
9 increased economic activity.

10 And that's my formal direct
11 testimony.

12 CHAIRMAN DALY: Thank you, Mr. Gruen, for
13 your testimony this evening.

14 I would ask Mr. DiNolfo to please
15 begin your cross-examination.

16 EXAMINATION

17 BY MR. DI NOLFO:

18 Q. Mr. Gruen, I'm sitting behind you
19 because of this COVID situation, so this may be a
20 little more awkward than you're used to. So I'll do
21 my best so you can hear me, but just a reminder to
22 speak into your microphone so everybody can hear your
23 answers.

24 I think you shared with us that

1 part of the reason you were retained was to estimate
2 the financial -- fiscal impact of Haymarket on the
3 Village, as well as the Fire Protection District.
4 That was part of your task; correct?

5 A. This is a little awkward, isn't it?
6 (Indicating.)

7 Q. I agree with you.

8 A. Yes.

9 MS. O'KEEFE: You can sit on the end of the
10 table.

11 THE WITNESS: Is that okay?

12 MS. O'KEEFE: Yes.

13 THE WITNESS: I'll sit here.

14 MS. O'KEEFE: Yeah, that way you can look at
15 each other.

16 BY THE WITNESS:

17 A. Yes.

18 BY MR. DI NOLFO:

19 Q. All right, so you got my question. Fair
20 enough.

21 And I assume as part of preparing
22 your report you wanted to have access to as much
23 information as you need to help you form your
24 opinions; fair?

1 A. Sure.

2 Q. Okay. As part of the process, did you
3 review the previous Economic Impact Report filed by
4 Teska on behalf of Haymarket in this proceeding?

5 MS. O'KEEFE: Objection. That document has
6 been withdrawn from the record.

7 MR. DI NOLFO: I don't think you can withdraw
8 it from the record. It's already been entered. I
9 don't know, Mr. Hervas.

10 MS. O'KEEFE: That document was never entered
11 into the record. It was never formally introduced at
12 a hearing, so it is withdrawn. It was never accepted
13 as an exhibit.

14 MR. DI NOLFO: I'll wait to hear from
15 Mr. Hervas.

16 MR. HERVAS: At this point the question
17 relates to what documents that he reviewed; and
18 whether or not it was admitted into this record or
19 not into this record, it was part of the submissions
20 from Haymarket, and it's a fair question to ask if
21 that -- all he's asked is if he reviewed it, and so
22 at this point that's -- I'm going to overrule the
23 objection.

24

1 BY THE WITNESS:

2 A. Yes.

3 BY MR. DI NOLFO:

4 Q. Okay. And was there anything within
5 that report that you agreed with opinion-wise that
6 you adopted into your opinions?

7 MS. O'KEEFE: Objection. This document is
8 not part of the record and it's not relevant to this
9 case at hand.

10 MR. HERVAS: Any response, Mr. DiNolfo?

11 MR. DI NOLFO: I'm not asking specifically
12 about the report being admitted. I asked based on
13 his review, if he adopted any of his opinions and
14 incorporated it into his report. I think that is
15 relevant.

16 MR. HERVAS: Normally when an expert is
17 testifying and they have reviewed various documents,
18 it is fair game on cross-examination to ask if they
19 were familiar with the document, they reviewed the
20 document.

21 The witness testified that he did
22 review the document and so it's only fair to allow
23 questioning as to what his opinions are about it. So
24 I'm going to allow it.

1 BY THE WITNESS:

2 A. No.

3 BY MR. DI NOLFO:

4 Q. And when you read it, were there any
5 opinions within there that you disagreed with?

6 A. We didn't rely on it. We did our own
7 independent, objective analysis.

8 I don't -- I didn't spend much time
9 reviewing it, and it was not the kind of fiscal and
10 economic report that we were engaged to produce, and
11 so we relied on our own work. We did not rely on
12 their work.

13 Q. So if I were to ask you if your opinions
14 differ from those of Teska, based on your analysis,
15 you wouldn't be able to tell me one way or another?

16 A. No.

17 Q. Okay. I guess let me also ask you about
18 the report submitted by the Village by Kenig. Did
19 you look at that at all as part of this process?

20 A. I did.

21 Q. And did you study that a little closer
22 than perhaps you did the Teska one?

23 A. It didn't merit much scrutiny because it
24 was focused on a report that we didn't prepare, and

1 it wasn't relevant to the analysis and research we
2 undertook.

3 Q. Okay. So before we go on to my next
4 area of questioning, I'm just curious, are you aware
5 of what the current permitting and zoning of the site
6 at issue is as we sit here today?

7 A. Not -- I was not hired to do a zoning
8 analysis or render legal opinions on the status of
9 the zoning. I was hired to look at the fiscal and
10 economic impacts. And I'll leave to others who have
11 studied it and are familiar with the details that --
12 the status of zoning property -- of the property,
13 which is irrelevant to what I was asked to undertake.

14 Q. All right. So just to be clear, so what
15 the property is currently zoned as has no impact or
16 no relevance to your analysis; fair?

17 A. Very fair.

18 MR. DI NOLFO: Okay. So I think you have
19 submitted it, and it's been admitted in his report as
20 part of your submission, I think, Exhibit 41. So if
21 I could have that put up on the screen. I have a
22 couple questions.

23 (Haymarket Exhibit No. 41 identified.)

24 MS. O'KEEFE: I actually was going to

1 submit -- that is part of the application. It's part
2 of 41. I had also submitted it separately.

3 So, Mr. Hervas, would you like to
4 keep it as 41 or -- we submitted it the other day
5 as --

6 CHAIRMAN DALY: I can't hear.

7 MS. O'KEEFE: -- yes, 41. Never mind. Never
8 mind. It is Exhibit 41. Excuse me.

9 MR. HERVAS: Okay.

10 MR. HAHN: Is it Mr. Gruen's report?

11 MR. DI NOLFO: Yes, sir.

12 MR. HAHN: That's Exhibit 44.

13 MS. O'KEEFE: No, it's 41.

14 MR. HAHN: 41.

15 MR. DI NOLFO: And if you're having problems,
16 maybe he won't need it.

17 BY MR. NI NOLFO:

18 Q. I was just trying to be fair because I
19 was going to ask you about some of your entries on
20 that report. Perhaps you know it and don't need it.
21 If you do, we pull it up for you; fair?

22 A. I'll look at this.

23 Q. Okay. So on your -- page 10 of your
24 report there's a chart that pertains to the Itasca

1 Fire Protection District. And I think you testified
2 that when you did your analysis, there was a deficit
3 by the Fire Protection District in their operating
4 surplus; correct?

5 A. Yes.

6 Q. All right. And I think -- and maybe I
7 misheard you when you testified. When you were
8 talking about the police, you talked about pension
9 funds being part of the fixed cost that a unit of
10 local government has to pay.

11 Did I hear you correctly?

12 A. Right --

13 Q. Okay.

14 A. -- onto your fixed costs.

15 Q. Right. Now, in the analysis that you
16 did, you did not include the obligations of the Fire
17 District for the pensions that they have to pay, at
18 least according to your footnote; correct?

19 A. Right.

20 Q. Okay. And, again, I'm not an economist,
21 but -- and you can correct me if I'm wrong, but if we
22 were to include in the pension obligations the amount
23 that's set, the deficit would be even higher at this
24 point for the Fire Protection District; fair?

1 A. The reason -- let me -- if I could, I'll
2 answer your question, but let me go back because we
3 had a lot of stop and goes with the technology.

4 Costs that are unaffected by
5 changes in population or employment won't be any
6 different if you have more employment or more
7 population. So a pension cost is not related to the
8 addition of a new employer in town; it's going to be
9 what the pension costs are.

10 So to answer your question, yes, if
11 we included pension or any other costs that we didn't
12 include, then the cost would increase. But the
13 reason we didn't include pension cost was adding two
14 residents, just as an example, won't change the
15 pension liability. So it's not -- it's not going to
16 be appropriate to include it as an additional cost.
17 We were measuring the costs that would be affected by
18 serving this new use.

19 So I hope that helps.

20 Q. Okay, so maybe we can clarify that.

21 So when you talked about the
22 22 percent fixed cost for the Fire Protection
23 District, you included the fire chief's salary, the
24 deputy chief's salary, fire prevention's salary,

1 administration, some contracted services, debt
2 services, risk reduction payments, but you didn't
3 include the firefighters who are employees of the
4 District as it stands now and whose salaries are set
5 by Collective Bargaining Agreement. Am I correct?

6 A. No. Again, 68 percent of the costs are
7 affected by changes in population and employment.

8 So, for example, the -- the -- the -- anyone who's
9 not the fire chief or the executive level, they are
10 included because they're included in the rest of
11 those costs. So we're not excluding any personnel.

12 All we were saying is the costs
13 that -- there are some costs that don't change. So
14 if we're assuming that -- whether it's the police
15 sergeant who circles the block or the fire department
16 member who's available for responding to calls, they
17 are not fixed.

18 They're -- if you have a -- if the
19 population in employment was to double, not just 163
20 workers but -- you know, if you were going to have
21 18,000 more, you would -- this -- this methodology
22 reflects that you would add staff and you would pay
23 the costs per unit.

24 Q. Would --

1 A. That's what we were picking out.

2 Q. Well, wouldn't the methodology now,
3 because we know we aren't adding 18,000 people, to
4 include the cost of those firefighters because it's
5 not going to change one way or another whether
6 Haymarket --

7 A. They're included.

8 Q. Well, the fixed cost for the District to
9 pay all of their people is higher than 22 percent of
10 the budget. To pay your firefighters --

11 A. Right. That's --

12 Q. -- is like 80 percent, isn't it?

13 A. That's my point. It's actually assuming
14 a very low -- I'm trying to -- let me try it again.

15 If -- if -- if we -- a 22 percent
16 of a fixed cost assumption means that 68 percent of
17 the costs do change with -- with additions, whether
18 it's one person or 10,000 people.

19 So we have picked up all the costs
20 of operating the Fire District by not have -- by
21 having such a low percentage of fixed costs than
22 using variable costs, and variable costs are included
23 in this estimate.

24 We're not shortchanging the cost of

1 running -- we're picking up most of the costs of the
2 fire service, and we're not -- we're not keeping them
3 fixed. So they are included.

4 So when you say that we're not
5 including, you know, the people manning the truck and
6 putting up the crane or the aerial ladder, we are
7 including that. It's -- that's included in the
8 costs.

9 Q. That's included in your 22 percent
10 figure, you're saying?

11 A. No. It's included -- that's the part --

12 Q. That's included in the --

13 A. Flip it.

14 Q. Okay. So using your 22 percent figure,
15 then, you are saying that 68, roughly, percent,
16 78 percent, are variable costs?

17 A. In other words, are affected by changes
18 such as this new use. So we're picking those costs
19 up.

20 Q. And is that a fair analysis? Do you
21 believe there is going to be change to the fire
22 department if Haymarket is approved?

23 A. This is just allocating costs on a per
24 service call. They -- they -- it has nothing -- they

1 have the capacity. This is looking at allocating the
2 internal -- the costs they would incur.

3 So we're not -- this is just saying
4 if you make these many calls, this is what it costs
5 you per call, and we're multiplying the number of
6 calls by the estimated cost per call.

7 Q. Okay. So in order to come up with the
8 financial impact of this proposed project, are you
9 aware that the Itasca Fire Protection District
10 receives tax revenue as it stands now from that
11 property; property tax revenue?

12 A. Yes.

13 Q. Okay. And is it also your
14 understanding, if you know one way or another -- I
15 think I saw it in your report -- that if Haymarket is
16 granted this use, that they're going to see tax
17 exempt status?

18 A. And that's why we did not include the
19 existing property tax revenue in the analysis, and
20 that's why there's a deficit.

21 Q. So if we look at the proposed change,
22 would not the loss of the \$23,000 have any financial
23 impact on the Fire Protection District?

24 A. I'm sorry, say it one more time.

1 Q. Sure. And, again, I'm a lawyer here --
2 I'm not an economist -- so I'm just trying to use my
3 common sense here which sometimes will lead me
4 astray; all right?

5 A. All right.

6 Q. But one of the things you're looking at
7 is the financial impact, and I didn't see anywhere
8 where the property tax loss to the District was
9 factored into your calculations. And I think we can
10 agree that if Haymarket gets tax exempt status, they
11 are going to lose that additional -- assume for my
12 purposes -- \$23,000 for property tax that they
13 receive now?

14 A. All right, I'll -- the property tax
15 levy, as I understand it -- and I don't hold myself
16 out as a finance -- property tax finance expert, but
17 the property tax revenue would just be spread out --
18 it would be one less property.

19 They would not have the reduction
20 in the budget. There would be a reduction in one
21 payer not paying it and would be spread out amongst
22 the other property owners.

23 Q. Okay. So just so I'm clear, so your
24 understanding -- and, again, I understand you're not

1 an expert in this area, but is that the \$23,000 in
2 property tax that they are receiving now from the
3 Holiday Inn is going to be made up somehow from the
4 other residents of Itasca?

5 A. I don't think they are receiving
6 anything from the Holiday Inn. Holiday Inn doesn't
7 own the property anymore.

8 Q. Okay. From Haymarket now who owns it,
9 but for the last five years when the Holiday Inn
10 owned it, that \$23,000 was somehow going to be picked
11 up and made the District whole through other
12 residents of the Village. That's -- do I understand
13 you correctly?

14 A. The property taxes of businesses,
15 residents in the District, not just the Village, as I
16 understand it.

17 Q. Other people's property taxes are going
18 to go up to make up for that loss is what you're
19 saying?

20 A. I would think so.

21 Q. Okay. If that isn't the case -- just
22 assume for purposes of my question that isn't the
23 case. Would the financial impact be higher on the
24 District for the loss of property tax?

1 A. If -- if -- if there was a loss of
2 \$23,000 that's not -- that would be, I guess, an
3 additional --

4 MS. O'KEEFE: Objection. That's a
5 speculative question.

6 MR. HERVAS: I'm sorry, I didn't hear.

7 MS. O'KEEFE: Objection. That question is
8 just not clear and it's speculative.

9 MR. DI NOLFO: He seemed to understand it.
10 He was answering it, but okay.

11 MR. HERVAS: Did the witness understand the
12 question?

13 BY THE WITNESS:

14 A. I'll rephrase it.

15 BY MR. NI NOLFO:

16 Q. Sure.

17 A. I think you were asking --

18 Q. So --

19 A. I said I'd rephrase it.

20 Q. Oh, go ahead.

21 A. Let me --

22 Q. Maybe I can answer it then.

23 A. Then you can tell me whether I
24 understood you.

1 Q. Okay.

2 A. You were asking if I don't know what I'm
3 talking about, and the \$23,000 that previously was
4 paid by the former owner is no longer paid, would
5 that increase the cost -- or the deficit by \$23,000.
6 And the answer, I think, is yes.

7 Q. Okay. Other than not knowing what
8 you're talking about, I think you summarized it
9 correctly, so thank you.

10 All right. So let's talk about the
11 numbers that you incorporated into your report as it
12 pertains to the Itasca Fire Protection District.

13 And just so I'm clear, you did no
14 independent calculations of the number of potential
15 EMS and fire calls that would be generated by this
16 proposed facility?

17 A. You're correct.

18 Q. You relied solely on the Polaris report?

19 A. Yes.

20 Q. And did you assess the reasonableness of
21 those projections?

22 A. Outside my -- we didn't do any studies
23 outside my expertise, and I saw no reason to -- after
24 understanding that the author of the report is a

1 fire -- former fire chief for 29 years and
2 well-credentialed and experienced, I had no reason to
3 substitute my judgment for his professional
4 expertise.

5 Q. So no, you didn't; right? That's the
6 short answer?

7 A. That would be shorter.

8 Q. Okay. But you indicated that the
9 numbers contained in the Polaris report was 11 to 19
10 additional EMS calls and seven fire calls; is that
11 correct?

12 A. That's what I just cited and it sounds
13 right.

14 Q. Okay.

15 A. But --

16 Q. You can check. I'm not trying to trick
17 you.

18 A. I didn't think you were.

19 Q. It's on page 11, I think, in your chart,
20 projected Haymarket calls.

21 A. Right, 11 to 19 calls, yes.

22 Q. Okay. And I'm -- just out of curiosity,
23 I see that Polaris put in a range for EMS calls, but
24 came to a single firm number for fire calls. Did

1 that strike you as odd?

2 MS. O'KEEFE: Objection. This is outside --

3 MR. DI NOLFO: Can I finish my question,
4 please, Counsel?

5 BY MR. NI NOLFO:

6 Q. Did that strike you at all to be a
7 little odd that they came up with that specific
8 number for fire calls, after your 40 years of doing
9 this for a variety of units of local government?

10 MS. O'KEEFE: Objection. This is outside his
11 area of expertise.

12 MR. DI NOLFO: It has to be thought out after
13 40 years of doing this.

14 MS. O'KEEFE: This will be testified to by
15 the expert who prepared the report at a later date.

16 MR. HERVAS: Because Mr. Gruen relied on that
17 data in order to prepare his report, it's a fair
18 question for the cross-examiner to ask to test the
19 reliance on that. So it's going to be allowed.

20 BY THE WITNESS:

21 A. And I don't have any -- not every
22 estimate needs to be a range.

23 BY MR. DI NOLFO:

24 Q. Are you familiar with the term

1 sensitivity analysis?

2 A. Yes.

3 Q. What is that?

4 A. Sensitivity analysis refers to testing
5 the effect of changing one variable on the results.

6 Q. So would that mean like a small change
7 in -- or assumptions could result in a big change in
8 calculations? In simple terms for me so I can kind
9 of understand it.

10 A. If -- if there was a different number,
11 lower or higher, that would change the -- that would
12 be one way of testing the sensitivity to an
13 assumption, yes.

14 Q. And were you able to perform a
15 sensitivity analysis on the projections by Polaris?

16 A. I would tell you that if all -- the
17 answer is yes. And if all service costs were
18 variable, in other words, there were no fixed costs,
19 and the number of service calls to Haymarket are
20 doubled so that Polaris is off by a hundred percent,
21 really off, and assuming that Haymarket makes no
22 arrangements for additional private contracting with
23 security or EMS or other services, if they were going
24 to double, you know, all fixed -- no fixed costs, the

1 service costs -- the service calls doubled, it would
2 be the equivalent of 10 to \$14 per Itasca resident
3 for fire service.

4 Q. So if the numbers doubled from 11 to 19
5 to 22 to 38, that would be --

6 A. And there was no adjustment for the fact
7 that you only need one fire chief no matter how many
8 people you have -- you're serving.

9 So I can't do all the math. I'm
10 trying to give you a feel for if you want to talk
11 sensitivity analysis, we're saying assume that all
12 costs vary with changes.

13 You add any people -- every cost,
14 whether it's mowing the lawn in front of the
15 building, cleaning the windows, cleaning the fire
16 truck, maintaining the laptop. If all of those costs
17 change and you have twice the number of calls for the
18 Fire Protection District, the costs would be 10 to
19 \$14 per Itasca resident.

20 That does not count businesses.
21 That does not count residents who are not in the
22 Village but in the District.

23 So that's an example. We've just,
24 you and me, done our first sensitivity analysis

1 together.

2 Q. I enjoyed it.

3 A. And so I hope that helps give a
4 perspective on -- and that would be -- you know, that
5 would be a pretty good range of sensitivity to be off
6 by a hundred percent and to ignore the fact that
7 municipal services are frequently accompanied by high
8 levels of fixed costs.

9 Q. Okay. So I guess following up on that,
10 are your calculations on the impact of the Fire
11 Protection District, and perhaps your whole report,
12 premised upon the accuracy of the Polaris numbers?

13 A. Well, I think we just went through that.
14 Even if they are wrong by a hundred percent, it
15 wouldn't be a particularly egregious change in terms
16 of the cost to just the residents excluding
17 businesses.

18 Q. But --

19 A. And let me just finish, and I'll let you
20 follow up, if you don't mind.

21 (Continuing) And it's -- that was
22 just one piece of other work. So we have the
23 economic impact analysis that I tortured everyone
24 with that has nothing to do and does not rely in any

1 fashion on the Polaris report. And, of course, the
2 only thing we're relying on on the Polaris is the
3 fire and the police and on the service calls.

4 So everything else is independent
5 and reflect our experience and judgment, and isn't
6 relying on the Polaris, but we are relying on the
7 service call.

8 And I'll stop there, but I wanted
9 to give a full answer.

10 Q. Fair enough. I appreciate that.

11 So you used a number of a hundred
12 percent, but if we start getting to if they're off by
13 200 percent or 300 percent, does that start to call
14 into question the -- the opinions you have as to the
15 impact?

16 A. I have no reason to think that that
17 level of service call increase would be likely, given
18 my understanding that Haymarket testified that they
19 would be prepared to contract, as they are already
20 doing, to provide for additional service provisions.

21 So I have no reason to think that
22 would be the case. I could do the math again and
23 multiply the service calls by whatever that new
24 number is, and I agree, it would go up.

1 Q. Okay. So -- and I'm working my way
2 towards the end here.

3 So if we were to have testimony
4 somewhere down the line that the number of calls --
5 I'll make it easy -- is a hundred -- going to be a
6 hundred, we multiply that by your 329 and it's
7 \$32,900?

8 A. Right.

9 Q. Okay. Were you provided any documents
10 by Counsel showing the number of calls the Holiday
11 Inn generated annually before it was bought by
12 Haymarket?

13 A. I don't recall.

14 Q. Okay. Would that have been helpful for
15 you to determine the reasonableness of the numbers
16 that have been derived by Polaris? Say, for
17 instance, if the Holiday Inn, if you assume for the
18 purposes of my question, was generating 12 calls per
19 year as a hotel, would that have any impact or have
20 any value to you in forming your opinions?

21 A. No, because that -- it's -- for the
22 purposes of looking at this use, we looked and
23 studied the characteristics of this use and estimated
24 the costs associated with this use. So in the case

1 of a hotel generating fewer calls, we're using the
2 calls associated with this use.

3 So it's sort of like spilled milk.
4 The hotel is gone. It's irrelevant to making future
5 decisions. The hotel is not -- you know, it's like
6 the spilled milk; you can't -- you can't put it back
7 in the bottle.

8 So we chose to spend our -- our
9 research and analysis on the proposed use, not a past
10 use that's irrelevant to the impacts of this use.

11 Q. Okay. So rather than talking about
12 spilled milk, did you look at the impact that the
13 Haymarket Chicago facility has on the EMS employer
14 service for the City of Chicago since that would be
15 more of apples to apples, right; they provide the
16 same services?

17 A. We didn't look at it.

18 We looked at this distinct location
19 and facility, and we don't have any information that
20 would be relevant to fiscal impacts or economic
21 impacts.

22 Again, we did rely on the service
23 calls or dispatches from Polaris in making this
24 number. We did not look at Chicago -- Haymarket

1 Chicago in order to do an impact study for in this
2 community in DuPage County.

3 Q. Did you, when you read the Polaris
4 report, see that they chose to not include the fire
5 and EMS data showing the number of calls to the
6 Haymarket Chicago facility? Did you see that in the
7 report when you read it?

8 A. I believe so, yes.

9 Q. Does that cause you any concern that
10 they chose to -- for the accuracy of that
11 information, did it cause you for your purposes any
12 concern about the accuracy of their numbers since
13 they excluded, in essence, a similar facility in
14 downtown Chicago providing the same services?

15 A. I'm not in a position to characterize
16 the Chicago facility being the same services and same
17 quantity of -- of beds and activity that would be
18 here. So -- and I just didn't study it, and I don't
19 think it's -- I'm not concerned about it.

20 I was concerned about getting from
21 the expert, who presumably will be available to
22 answer these questions, about getting the service
23 calls that that expert anticipated as an input into
24 our model.

1 I wasn't concerned about whether he
2 included or didn't include Chicago data because it
3 wasn't reliable data.

4 That was -- that may have been a
5 challenge for -- that wasn't my concern. I focused
6 on the fiscal and economic impact analysis. You'll
7 have to ask Polaris about its report.

8 Q. Okay, so fair enough.

9 So following up on that statement,
10 when we do get the chance to ask Polaris about the
11 report, and if testimony is presented where their
12 calculations or estimates are called into question --
13 they're methodology used is called into question,
14 would we have to revisit, then, the impact that could
15 have on your opinions?

16 A. Again, if the -- if the calls are lower
17 or higher than predicted by Polaris as to the police
18 and fire, our model would change.

19 And what we just reviewed earlier
20 was even if we were going to be -- pretend that you
21 would actually have to have more than one fire chief
22 or more than one police chief, and if we were going
23 to assume that the calls doubled, the numbers were
24 still relatively small.

1 And so, again -- but the analytical
2 approach we have laid out and we followed can
3 certainly be updated. There would be no -- no
4 problem doing that.

5 Q. And when you say -- and this is, I
6 think, my last question.

7 When you say that the model will
8 change, that means the financial impact, if it --
9 either up or down, would be on the Fire District, the
10 Village, and perhaps the residents of Itasca in the
11 district it served?

12 A. Absolutely.

13 MR. DI NOLFO: Okay. That's all I have.
14 Thank you.

15 CHAIRMAN DALY: Thank you, Mr. DiNolfo.

16 I would ask that Mr. Garrett Boehm
17 please begin his cross-examination of the witness.

18 MR. DI NOLFO: He departed, so give us one
19 second.

20 EXAMINATION

21 BY MR. BOEHM:

22 Q. Hi, Mr. Gruen. My name is Garrett
23 Boehm. I'm going to do my best not to duplicate
24 anything that Mr. DiNolfo asked you.

1 CHAIRMAN DALY: Unable to hear.

2 MR. BOEHM: Can you hear me now?

3 CHAIRMAN DALY: Yes.

4 MR. BOEHM: Very good.

5 BY MR. BOEHM:

6 Q. Mr. Gruen, my name is Garrett Boehm.
7 I'm going to do my best not to duplicate anything
8 that Mr. DiNolfo asked you about, but first I want to
9 talk a little bit about spilled milk.

10 The current zoning of the land is
11 zoned for hotel use; is that correct?

12 A. Well, you're already repeating the
13 question that was asked earlier, and I confess that
14 I'm not -- not in a position to opine about the legal
15 zoning status. It was irrelevant to the fiscal and
16 economic impact analysis.

17 Obviously I assume that there's a
18 new use requested and there's a hotel there, so I
19 have no reason to doubt you.

20 But, again, I wasn't concerned
21 about the zoning when I was doing the impact
22 analysis.

23 Q. Okay. So it's fair to say that you did
24 not compare your economic impact related to Haymarket

1 to the current use of the land?

2 A. To the current vacant space, right.

3 Q. So you just considered it as vacant
4 land?

5 A. I just looked at the new use. I didn't
6 look at the vacant land or prior use.

7 Q. So are the economics of the past
8 operation not relevant for your consideration?

9 A. Not relevant to me that the hotel is not
10 generating any -- it's not operating, so for there to
11 be -- one of the standard conditions for any economic
12 impact analysis is the use has to be viable and
13 operating. Otherwise, any impacts estimated to be
14 generated are illusory.

15 There is no hotel right now so we
16 didn't have to study it. We were studying the
17 proposed new use, and what was generated in the past
18 for our purposes was not a relevant question.

19 Q. Your report is based on the economic
20 impact of a single year; is that correct?

21 A. Right. We're presenting an annual
22 estimate for impacts, fiscal and economic.

23 Q. Does it evaluate year one of Haymarket's
24 use?

1 A. It assumes that build-out. In other
2 words, it didn't take into account that the -- as I
3 understand it, Haymarket is paying -- currently
4 paying property taxes. We assumed that there would
5 be no taxes, and we just assumed at build-out, in
6 other words, at a -- at a -- you know, that's
7 operating as intended.

8 Q. Okay. So your report doesn't evaluate
9 economic impact at subsequent years beyond year your
10 one or are you saying all years are equivalent?

11 A. Well, you can multiply -- a lot of
12 consultants -- especially if you look at, say,
13 convention centers, which there's not been a
14 consultant other than us who has ever found a
15 convention center not feasible -- they typically will
16 look at -- they'll present the impacts for 20 years,
17 so the impacts are enormous, but I think it is more
18 to scale and more appropriate to present the annual
19 impacts.

20 You can multiply the annual impact
21 by any number of years you want to get a longer
22 period, but I think it's just easier to understand
23 one year rather than 20 years, so that's why we
24 presented one year.

1 Q. Okay. So to short-circuit this, the
2 answer, then, is yes, that every year is equivalent
3 in your opinion?

4 A. Yes.

5 Q. Okay. Let's talk a little bit about
6 resident equivalents.

7 To reach your resident equivalent
8 calculation, you took the number of jobs per year and
9 divided that number by three; is that correct?

10 A. Yes.

11 Q. And then you added the village
12 population; correct?

13 A. Right.

14 Q. And then you gave your resident -- then
15 you gave your resident an equal number; correct?

16 A. Yes.

17 Q. Doesn't that calculation ignore the
18 possibility that a village resident might live and
19 work in Itasca.

20 MS. MALIK JARMUSZ: Garrett, can you bring
21 the mic closer?

22 MR. BOEHM: Yes, absolutely.

23 MS. MALIK JARMUSZ: Thank you.

24

1 BY MR. BOEHM:

2 Q. Doesn't that calculation ignore the
3 possibility that a village resident might live and
4 work in Itasca?

5 A. No. And if I could, I can give you an
6 explanation.

7 Q. Please do.

8 A. One, we used the 3 to 1 because in
9 impact analysis that's a failure standard and
10 recognized assumption. But we also used it because
11 it's more conservative than what -- and I'm going to
12 get to your question right now.

13 We actually estimated the number of
14 in commuters, in other words, folks who live out of
15 town and come here for work. We estimated the number
16 of out commuters, folks who live here but work out
17 of -- out of town, and we estimated the number of
18 folks who are here and work here and the number of
19 people who are here but don't work, because we wanted
20 to take that -- you know, there's some populations
21 that aren't in the labor force.

22 And if you look at and you assume
23 that people spend 2,000 hours a year at a workplace,
24 we actually estimated the time each of those

1 components, the folks who work here or the folks who
2 live here but work elsewhere -- each of those times
3 that people spent in town, and the actual results are
4 5.65 jobs to one resident.

5 So it's higher. In other words, it
6 would reduce -- the way we were doing it makes --
7 makes it more conservative.

8 So we went with the standard
9 assumption of 3, even though if we took into account
10 who lived here who works out of town, who works in
11 town and lives here, you would actually have a 6 to
12 1 -- 5.65 to 1 ratio.

13 So sorry for the long answer, but
14 the short answer is, we did take it into account, but
15 we thought it was better to go with the more
16 conservative number for estimating impacts than this
17 rather more complicated way that took a long time to
18 figure out and would have reduced the negative
19 impacts.

20 Q. If the number of resident equivalents
21 decreased, the cost per resident equivalent as
22 calculated in your report would increase; correct?

23 A. Exactly. That's why we used 3 rather
24 than 5.65.

1 Q. And your report assumes that three
2 workers generate the same level of service demand as
3 one village resident?

4 A. Right. And can I just -- just so
5 everybody knows, that only applied to one category;
6 general government. So we didn't just -- remember,
7 the police and fire are the service calls that we
8 just went through with you. So the only category
9 that this particular metric applied to was general
10 government.

11 So even, again, if you were going
12 to change it and assume there wasn't this residential
13 equivalent, it wouldn't make -- and I'm frankly --
14 with this mask and the heat I'm starting to have -- I
15 can't even see out of my glasses now. Try to tell me
16 how to do it. I'm not that smart.

17 But it wouldn't make a big
18 difference -- even if you went with a, you know, 2
19 to 1 versus -- in terms of the scale of the budget,
20 which is over \$10 million, it wouldn't make a
21 meaningful difference, but it is more conservative
22 than what the actual analysis suggests of 5.65 to 1.

23 Q. But if your assumption is about the
24 amount of workers generating the same level as one

1 village resident change, it's going to impact your
2 analysis up or down; correct?

3 A. It's just -- it's a various -- yes. It
4 just isn't -- again, if this helps you, if you were
5 going to assume -- I can't do the math in my head
6 right now.

7 You can assume any number you want
8 and it's just not going to make a hill of beans
9 difference on general government costs.

10 So we can go through this. I'm
11 happy to send you a table that would present every
12 scenario, 3 to 1, 2 to 1, 1 to 1, that general
13 service -- general government costs.

14 Let's double it; it's
15 \$8,000-and-something. Relative to over a \$10 million
16 budget it's .00-something, 1 percent. It's just not
17 a big number.

18 So, again, I'm not trying to be
19 argumentative. I'm just trying to suggest we took
20 our best stab at a lower number than the analysis
21 would suggest and we just didn't think it was
22 worth -- it wasn't a big impact.

23 The fire and police ones are
24 bigger.

1 Q. Okay. On page Roman Numeral III, you
2 right in your principal findings that an estimated
3 191 total jobs, direct and indirect, would lead to
4 10.6 million of total annual earnings within DuPage
5 County.

6 MR. HERVAS: You need to speak clearly into
7 the microphone, please.

8 MR. BOEHM: Is this better? I'm sorry. I'll
9 put it right next to my mouth.

10 BY MR. BOEHM:

11 Q. 163 jobs for direct employment, your
12 report indicates those jobs will occur locally in the
13 Village of Itasca.

14 Have you seen that Haymarket
15 staffing plan from Dr. Lustig from which you got
16 those numbers?

17 A. We got the numbers from another --
18 through the attorneys through another individual who,
19 I believe, is a CFO or administrative financial
20 director.

21 Q. Do you expect on the date the facility
22 opens it will employ 163 direct employees or will
23 there be a ramp-up of employment?

24 A. Again, we just -- looking at this --

1 buildings are durable assets. They stay around a
2 long long time. Nonprofit healthcare entities tend
3 to be as -- Haymarket Chicago has been around for, I
4 understand, many many decades, so we did not look at
5 the impacts of ramping up. We're looking at a
6 long-term annual impact, and obviously if they
7 initially start off with a lower number of employees,
8 there will be lower initial impacts. And so I
9 just -- we didn't do it, and --

10 Q. So you didn't consider a ramp-up
11 scenario?

12 A. We didn't do it because we were looking
13 at the long-term effects.

14 Q. Or how long that ramp-up might take?

15 A. No, we didn't.

16 Q. What types of positions are you
17 anticipating being filled at Haymarket?

18 MS. O'KEEFE: That is outside the scope.
19 Objection. That is outside the scope of his
20 expertise.

21 MR. BOEHM: If you know.

22 MR. HERVAS: I'm sorry, what was the question
23 again, please?

24

1 BY MR. BOEHM:

2 Q. What types of positions are you
3 anticipating being filled at Haymarket?

4 MR. BOEHM: If he knows.

5 BY THE WITNESS:

6 A. An admission specialist, assessor,
7 benefits specialist, case manager, clinical director,
8 counselor, facility director, facility supervisor, HR
9 generalist, IT specialist, nurse practitioner. I'm
10 just -- there's quite a few. Security guard,
11 supervisor, medical director, psychiatrist, and
12 housekeeper, LPN, LCPC, and I may have already said
13 maintenance.

14 I think that's at least the list
15 that I have in front of me.

16 BY MR. BOEHM:

17 Q. And remind me, what was the average
18 anticipated annual earnings of those 163 employees?

19 A. It's on the slide. Let me just -- I
20 thought --

21 MS. O'KEEFE: I don't think it's on the
22 slide.

23 THE WITNESS: No, I mean it's -- it's the
24 jobs -- just give me one minute.

1 MR. HOLMES: It's on page 15.

2 BY THE WITNESS:

3 A. (Continuing.) Okay, so, yeah, it was --
4 again, if you take 9.6 million of payroll and
5 divide -- I'm sorry -- and divide by 163, that's how
6 you get to the 58,700.

7 BY MR. BOEHM:

8 Q. Which of those positions would Itasca
9 residents fill, do you think?

10 A. I've -- I've --

11 MS. O'KEEFE: Objection. That's outside his
12 area of expertise. He's been asked to look at the
13 fiscal impact of the property -- of the project on
14 the taxing bodies and on the Village, and he --

15 BY THE WITNESS:

16 A. I'm not in a position to tell you which
17 position specific residents can fill. I will tell
18 you that we estimated that -- and let me get this
19 exactly right because I don't want to misspeak.

20 We did look at the share of DuPage
21 County workers who reside in DuPage County, and we
22 were very careful in estimating a percentage who
23 would -- in terms of the impacts would only be
24 working and not living here.

1 And if you give me one moment I'll
2 give that to you. But the idea was -- here it goes.
3 We're assuming there's 106 -- 163 total, not counting
4 contractors. 50 would be somewhere in DuPage County.
5 We can't tell you they are going to be in Itasca,
6 which means there's 113 -- if I'm reading my writing
7 right -- that would be nonlocal residents.

8 So in order to account for that
9 residents who -- workers who don't work live in the
10 area will spend money outside of the -- outside of
11 the area, the model assumed basically \$9 a day spent
12 somewhere in the county.

13 And so I don't know if that's where
14 you're trying to go with, but we can't tell you who
15 is going to be working, but we did take into account
16 when we did this impact that not all of the people
17 would be living in the county.

18 And so they spend less -- or the
19 impacts of those workers will be less than the 50
20 workers estimated to spend -- spends -- or have
21 incomes in the county.

22 BY MR. BOEHM:

23 Q. And I think you're getting a little
24 ahead of me, but --

1 what an individual in -- you know, what position they
2 would fill, what they're salary would be.

3 We just -- again, for estimating
4 impacts, it's not unusual to just get an overall
5 payroll number and not to get, you know, an
6 individual's name, and where they live, and what they
7 are paid.

8 Q. Is there a place you see for employing
9 teenage work force at the facility?

10 A. That you would have to ask someone
11 operating the facility. I'm not -- I'm not in a
12 position to tell you what kind of jobs or what kind
13 of age groups. It's just not my area of expertise.

14 Q. On page 4 of your report you state that
15 "The Village of Itasca has a relatively limited base
16 of retail/commercial establishments"; correct?

17 A. Right.

18 Q. Would you agree that the limited base of
19 retail/commercial establishments will limit the
20 amount Haymarket employees spend in the Village of
21 Itasca?

22 A. That's why we assumed \$5 a day on
23 average for 163 workers and did not add the separate
24 food and beverage tax.

1 So it's -- it's -- I think we're
2 pretty clear it's not a big number. It's less than
3 \$5,000 under this estimate.

4 Q. For any employees that are already
5 Itasca residents, that spend is already there; it's
6 not new?

7 A. If they're residents, yes.

8 Q. If an outside work force is
9 employed outside of Itasca, what do statistics show
10 in terms of what employees spend near the workplace
11 when there are limited options in town and now their
12 options are one to two miles away?

13 A. Well, there's -- there's gas stations in
14 town, which if someone fills up their gas, which
15 frequently is either done near the home or near
16 employment -- if it's me, tonight when I realized
17 that I should have done that sooner -- but this is
18 based on our judgment having done lots of retail
19 studies, that \$5 a day for gas for going to get a
20 burrito, for going to get a Greek salad, for going to
21 get other convenience services, it is a limited base.
22 That's why we didn't count both of the tax rates.

23 And, again, we can't give you
24 precise statistics, other than we know that people

1 who work in -- office workers generally spend -- when
2 we're not talking COVID -- far more than that. And
3 we do have to add on to that because the
4 International Council of Shopping Centers and the
5 Urban Land Institute have both looked at -- done
6 studies, and it's well beyond \$5 a day for people who
7 work in, you know, business parks or office centers.

8 So \$5 was our judgment based on
9 your makeup, and we didn't this it was an extravagant
10 number.

11 Q. Due to the proximity to Cook County, did
12 you consider that these employees may venture to Cook
13 County to spend their money rather than staying in
14 the Village of Itasca?

15 A. We just assumed \$5 a day times 163
16 people. And for convenience services for people who
17 are working or coming to work or leaving work, we
18 think generally the most pressing thing is time. And
19 so if they can get lunch or if they can get their gas
20 filled close to where they work, which there are
21 some -- I mean, there are places right near here that
22 would be very close.

23 So we didn't take it into account,
24 other than \$5 seemed like a pretty small capture

1 rate. So they may spend in Cook County; they may
2 spend in DuPage County. We just went with \$5 that
3 they would be spending here.

4 Q. Does your \$5 estimate take into account
5 a rotational work force; in other words, there might
6 be multiple shifts, there might be a shift that goes
7 from, you know, midnight to 8:00 AM?

8 A. We didn't take into account visitors.
9 We didn't take into account vendors coming to provide
10 services. We didn't take into account anything other
11 than the number of workers.

12 So, in other words, as they have
13 multiple shifts, it could be the \$5 is very
14 conservative because people -- each set of people
15 could spend to get gas, get a burrito, get a Greek
16 salad, get a coffee and so on.

17 We just kept it really simple. We
18 don't have and we haven't done surveys yet. There
19 are no workers there yet. We haven't monitored -- we
20 can't monitor their consumer patterns yet.

21 So we said \$5 seemed very
22 reasonable given that -- a Subway sandwich today with
23 a bag of chips is close to \$5 or more depending what
24 size you get. So it just seemed like a very

1 conservative number, and we didn't -- we also only
2 used -- we didn't have a separate food and beverage
3 with that estimate. We just sort of lowered the
4 estimate. That's all I can tell you.

5 Q. Regarding utilities, you factored in
6 \$13,283 for utility revenue on page 5; is that right?

7 A. Yes.

8 Q. What did you base those numbers on? Did
9 you perform an independent evaluation?

10 A. We were given an estimate of
11 consumption, and -- by Haymarket. We did not make an
12 independent estimate of their utility consumption.
13 And then we just multiplied it by the applicable
14 rates.

15 And, for example, you collect for
16 electricity on the basis of kilowatt hours consumed.
17 So we took the estimate of annual expenditure. We
18 converted it had to kilowatt hours using an average
19 commercial electric rate of 8¢ per kilowatt hour.
20 And this is on footnote 2 of Table II-3.

21 We did not make -- we would have no
22 way of knowing what Haymarket is going to spend on --
23 on utilities.

24 And, similarly, we didn't even

1 count telecommunications tax because we don't know
2 what kind of phone system that you're going to use.
3 And so we just didn't bother to include it. We
4 didn't think it would be that -- you know, we just
5 don't know so we didn't include it.

6 Q. These utility numbers assume full
7 operation and not a ramp-up scenario; correct?

8 A. Right.

9 Q. With regard to police service costs on
10 page 6, you included Table II-5 with estimated annual
11 costs providing public safety service to Haymarket
12 DuPage, and you have a range of \$22,898 to \$30,392;
13 is that right?

14 That's on page 6.

15 A. Did you just say 22,898 to 30,392?

16 Q. That's correct.

17 A. Yep.

18 Q. Okay. And this number is based on two
19 inputs; first the service cost per call; and second,
20 the projected calls to Haymarket DuPage; correct?

21 A. Exactly.

22 Q. Do you know what the Itasca Police
23 Department policy or practice is regarding when a
24 squad car is dispatched?

1 A. No. I don't know what you're --

2 Q. Okay. Do you know that a squad car is
3 dispatched each time a fire or EMS unit is called?

4 MS. O'KEEFE: Objection. This is a question
5 that will be answered by Polaris at a later date.
6 This is outside his area of expertise.

7 MR. BOEHM: It -- it goes to his ultimate
8 opinion in relying on the Polaris report. So it's a
9 fair question to ask whether he has an understanding
10 of the impact on the police department in terms of
11 his analysis. I'm --

12 MS. O'KEEFE: He's not -- it's not within his
13 area of expertise to know the operational questions
14 that are involved with the operation of the Fire
15 Protection District or the police department that
16 generally results in the number of calls that will be
17 levied.

18 He was given the number. He's
19 testified he relied on the number. And then he took
20 and applied it to his area of expertise, which is
21 economic and fiscal analysis.

22 So I would suggest that this is an
23 answer that will definitely be addressed by
24 Mr. Dominik at a later date. That's within his area

1 of expertise.

2 MR. HERVAS: I would respectfully disagree.
3 It's a foundational question that goes to whether or
4 not it would change his opinion if he knew or didn't
5 know. And the only question at this point that's
6 pending is if he was aware of what the policy was.
7 We haven't even gone into any of the details with
8 respect to that.

9 So I'm going to allow the question.

10 BY MR. BOEHM:

11 Q. Okay, the question, Mr. Gruen, is, did
12 you know that a squad car is dispatched each time the
13 fire or EMS unit is called?

14 MS. O'KEEFE: How do we -- objection. This
15 assumes a fact that's not in evidence. How do we
16 know that? Where is he getting that information
17 from?

18 He's an attorney for the concerned
19 citizens. Does he have a knowledge on EMS and police
20 services on behalf of the Village?

21 MR. HERVAS: Okay, well, that's --

22 MS. O'KEEFE: Inadequate foundation to that
23 question.

24 MR. HERVAS: That's a different objection

1 then.

2 With respect to that question,
3 there needs to be some foundation or you can pose it
4 as a hypothetical.

5 MR. BOEHM: I can rephrase the question.

6 MR. HERVAS: Okay.

7 BY MR. BOEHM:

8 Q. Are you aware, Mr. Gruen, whether a
9 squad car is dispatched each time a fire or EMS unit
10 is called?

11 A. I'm not aware for the specifics of this
12 town, and I'm going to again say that we -- we relied
13 on the estimate of service calls to use our model.

14 And I believe -- in case this will
15 save you and others some help, I'm more than happy to
16 piggyback on your other Counsel's question where he
17 asked about sensitivity analysis. And so, again,
18 let's make life real easy so you can understand the
19 magnitude of the sensitivity analysis.

20 If, again, we assume all service
21 costs are variable and the number of service calls to
22 Haymarket are doubled for police -- so presumably
23 that would pick up some of your apparent concern
24 about the police dispatch -- and we assume that all

1 general government costs are variable, what would
2 that do to -- I think it's a very good question you
3 asked, and I'm sure you're getting around to it --
4 what would that do to the net service costs? And,
5 again, assuming that Haymarket DuPage made no -- no
6 arrangements for security or additional service
7 provision in light of this increase in calls.

8 The deficit would come -- would go
9 from the single cup of coffee to two cups of coffee
10 or \$7 to \$10 per resident. That's assuming that the
11 call is double and there's no -- you know, you need
12 to add police chiefs when you add people. So the \$7
13 to \$10, still well less than one percent of general
14 fund budget expenditures.

15 So I don't know if that helps you.
16 I'm not trying to be difficult. Really, I'm trying
17 to give you information. And that's -- that's the
18 sensitivity analysis we did to try to give a flavor
19 for how the fiscal effects would change if the
20 Polaris numbers are in this case too low.

21 Q. I'm not trying to accuse you of being
22 difficult at all, and I think this goes to the
23 foundation of how you're performing your
24 calculations.

1 But let's say that your
2 calculations for the police department are off not by
3 a factor of 2 or 3, but they are off by a factor of
4 6, so that then you're going to be multiplying your
5 numbers accordingly.

6 A. So that would be -- if it's -- just
7 assume -- because I can multiply 5 times 10 -- it's
8 off by 5 times, I think that's \$50 per resident.

9 Q. Again, sorry for the delay. I'm just
10 trying to make sure I don't duplicate.

11 A. That's all right.

12 Q. On page 20 you try to assess the amount
13 of spending per worker in the Village of Itasca.

14 That's based on many assumptions,
15 including opening at full capacity from the start;
16 right? We discussed that already?

17 A. I'm sorry, on page 20, this is the
18 estimate of -- of non- -- nonresident spending.

19 Q. Correct.

20 A. And, I'm sorry, and the answer is,
21 right, I think we've established we're not that
22 fancy. We just assumed they're operating, and
23 they're operating on an annual basis, and they have
24 the number of employees they told us.

1 So I'll -- I'll tell you that if
2 they don't have as many folks working there, they're
3 going to have fewer people shopping. And if they
4 have -- or they may have -- there will be lower
5 impacts during a ramp-up phase. I can't tell you
6 what that would be because I don't know what the
7 ramp-up would be.

8 And I would point out that these
9 are not -- they are not -- you know, it's not like
10 the convention centers I mentioned where the impacts
11 are always billions and then the convention center is
12 barely used.

13 These are not unusual expenditures
14 on restaurants, and food and beverage, and other
15 expenditures. Actual expenditures are close to --
16 according to the consumer survey of the Bureau of
17 Labor Statistics, actual retail expenditures are
18 roughly 18 percent of income and this is only using
19 six percent. So they are not aggressive numbers by
20 any stretch.

21 Q. Also on page 20 you indicate that you do
22 not consider expenditures by friends, family and
23 other visitors of Haymarket clients.

24 Do you know what the Haymarket

1 visitor policy is?

2 A. No.

3 Q. And I think this is going to be it for
4 me.

5 Isn't it true that Haymarket claims
6 that this will be a facility to serve those nearby,
7 so lodging and food expenditures are unlikely?

8 A. Then it's darn good we didn't include
9 them.

10 MR. BOEHM: I will hand it over.

11 CHAIRMAN DALY: Thank you, Mr. Boehm.

12 Before we continue, might I
13 recommend we take a quick five-minute break before we
14 start with Ms. Smith's cross-examination. Thank you.

15 (Recess taken.)

16 CHAIRMAN DALY: Okay, I'd like to now invite
17 Ms. Smith to cross-examine Mr. Gruen.

18 MS. SMITH: Thank you.

19 EXAMINATION

20 BY MS. SMITH:

21 Q. My name is Jennifer Smith. I represent
22 the school district.

23 A. Okay.

24 Q. It's true that you were not asked to

1 analyze any impact on the school district; is that
2 right?

3 A. I'd rephrase it slightly. We were
4 informed there wouldn't be any school-age children
5 associated with the program, so there was no impact
6 identified in terms of service costs for the school
7 district.

8 So generally, yes, that's how I
9 would say it.

10 Q. And on what basis would you say there
11 are no school-age children associated?

12 A. That was given from Haymarket.

13 Q. And do you have any expertise in
14 analyzing impact on a school district?

15 A. I've frequently analyzed the impacts --
16 or our firm has -- on school districts of residential
17 developments. We've also worked for school districts
18 to forecast enrollment and impacts of developments,
19 but I don't have any expertise about the type of
20 service that Haymarket is doing.

21 We took as a given their
22 direction -- or their information there wouldn't be
23 school -- schools -- school children.

24 Q. So you did not advise or opine, then,

1 that they didn't need to do that analysis; rather,
2 they told you there would be no impacts and so you
3 didn't do it. Is that right?

4 A. I'm not sure that I get the distinction,
5 but I think the answer is yes.

6 We didn't study the school -- the
7 impact on the schools, and it was because we
8 understood there weren't going to be school-age
9 children.

10 Q. You said "associated." What was your
11 understanding of the meaning of associated?

12 A. Just there wouldn't be -- there wouldn't
13 be children with the -- with the clients at the -- at
14 the -- that wouldn't be going to school while the
15 parent or guardian, whatever it is, were receiving
16 service.

17 Q. Did you -- but you did not -- you
18 weren't asked to come up with an opinion about
19 whether or not the parents or their children would
20 establish residency in the district; is that right?

21 A. No, no.

22 Q. Or that there would be other services
23 that the parent -- the -- the residents of Haymarket
24 would be able to access as being located within the

1 district boundaries? You didn't look at any of that,
2 did you?

3 A. No.

4 Q. You mentioned once during your testimony
5 COVID and the COVID-19 pandemic. I'll just start off
6 with a broad question. Did you consider the pandemic
7 whatsoever when writing your report?

8 A. No.

9 Q. And would you agree that the pandemic
10 has impacted some of the variables that you talk
11 about in your report?

12 A. Can you give me an example? I'm sorry.

13 Q. Sure. Do you -- and maybe we can go
14 through sort of one at a time, or you can tell me
15 what the variables are, but do you know whether or
16 not the pandemic impacts the number of EMS calls to a
17 group home facility of 240 residents when we have a
18 communicable disease pandemic?

19 A. Right. Again, we have not taken into
20 account hopefully a once-in-an-every-hundred-year
21 pandemic that let's hope gets handled better going
22 forward.

23 Q. Okay. So it's not -- not --

24 A. It's not --

1 Q. -- taken into account --

2 A. It's not part of the analysis, no.

3 Q. And is it part of the fiscal -- so it's
4 not -- I mean, it's not part of the analysis
5 whatsoever; right?

6 A. That would be faster.

7 Q. Okay, good.

8 And it's not part of the analysis,
9 as far as the economic impact, how much people spend
10 money at Subway because we're not going to Subway
11 anymore, maybe, if we're scared, or less; is that
12 right?

13 A. Actually, I would tell you that
14 essential businesses and necessities are doing very
15 very well, and it's the discretionary retail that's
16 not doing well.

17 So, actually, many restaurants that
18 can have take-out, which Subway does, are actually
19 doing well.

20 I don't know about this particular
21 one, but the bottom line is, the analysis does not
22 take into account COVID. I'll stipulate to that all
23 day long and evening.

24 Q. Okay. And same with things like the

1 cost -- the cost of an EMS call, even the nonfixed
2 costs that you are talking about, you haven't
3 considered at all the increased costs due to face
4 masks we're all wearing? Everything having to do
5 with COVID, that's not factored in at all; right?

6 A. I can agree with you. You can ask it 10
7 times and I'm going to still agree with you.

8 Q. Okay.

9 A. I did not take into account COVID.

10 Q. Is there anything you think one who is
11 looking at your report -- do you have any expertise
12 to opine as far as factors that COVID probably does
13 impact your analysis or things that should be taken
14 into account now knowing that we are in the midst of
15 a global pandemic and it's not being taken into
16 account?

17 A. Cities, just like real estate, have
18 professional lives, and even longer than real estate.
19 So as an economist in looking at -- I think if I'm in
20 a community or a school, there will be changes. And
21 hopefully, again, we don't have this. And I hope we
22 have vaccines, and people take the vaccines, and we
23 don't have to have masks.

24 I can tell you I can't even see out

1 of my glasses most of the time and it's really
2 annoying. She gave me a tip how to do it. I can't
3 figure it out.

4 But I will tell you that in the
5 long run I'm an optimist that COVID will be taken
6 care of, and your schools -- your schools and this
7 community will be around for hopefully hundreds and
8 hundreds of years.

9 So we did not make an effort -- and
10 I think it would have been wildly speculative to do
11 so -- on what the impacts of COVID will be here when
12 this is essentially going to be a long-term resource
13 and asset, and the building is going to be durable,
14 and the town is going to be durable.

15 So I just -- I don't think it's,
16 frankly, productive to try to be that speculative. I
17 think it's hard enough to get an add build-out
18 long-term forecast that stands the test of time
19 right. And that's what we've been -- the reason
20 we've been in business for 50 years, is more often
21 than not -- and we're not God, we don't get it
22 perfect, but more often than not we get it right by
23 not getting bothered by the short-term noise and
24 really trying to look at the long-term effects.

1 And so that's what this focus was,
2 what the annual effects would be, not trying to
3 figure out what the immediate future is going to be,
4 because, frankly, I just don't know.

5 Q. Right. And I get it, but my
6 understanding was it was a one-year annual cost. So
7 you would agree it's not an accurate assessment for
8 year one?

9 A. I think there would be -- I understand
10 that there -- there are masks, but I actually don't
11 know -- I would have to do more study to agree with
12 that. I'm not -- I just don't know. That would be a
13 different study.

14 I can tell you that in general
15 there -- there actually -- for example, governments
16 aren't actually -- you know, we have a lot of
17 municipal clients who are not working in their
18 government buildings.

19 We have a lot of university
20 clients. They are not holding classes. So guess
21 what, they don't have janitorial the way they used
22 to. Even though it's COVID, there's nobody there.
23 They don't have building maintenance. They don't
24 have ground maintenance. So their costs are actually

1 declining in some areas.

2 But if you take a college, their IT
3 costs have gone off, you know, sky high because they
4 are now teaching my daughter, who is a medical
5 student, online, except for when she goes to a
6 hospital and then she's in a HASMAT suit.

7 So, again, there are going to be
8 cost savings, there are going to be cost increases,
9 and I just can't tell you how that balances out.

10 Q. And that's my only point. You would --
11 so you would agree that this report was written with
12 the assumption -- or without any factored in of
13 COVID, so you can't testify today one way or another
14 what the impacts of COVID are --

15 A. Agree.

16 Q. -- and so you can't say for year one
17 whether or not this is accurate?

18 MS. O'KEEFE: Objection.

19 BY MS. SMITH:

20 Q. You don't know?

21 MS. O'KEEFE: Is there a question? This has
22 been asked and answered several times.

23 MS. DICKSON: That's true.

24 MR. HERVAS: I'll sustain the objection.

1 I'll let you reask it.

2 BY MS. SMITH:

3 Q. You would agree that given the changed
4 circumstances, your report is no longer accurate for
5 year one?

6 A. No. I would agree that it hasn't taken
7 in COVID, and this is -- this is presented as an
8 annual basis at build-out. And as of now when we say
9 year one, as far as I understand, they don't have any
10 patients, so by the time -- at this facility.

11 So by the time the -- you know, I
12 don't -- frankly, you would know the schedule and all
13 for this hearing, but for all I know, we're all going
14 to be going back to school and going on our normal
15 ways if Johnson -- I happen to have -- my father
16 serves on a board of a museum who's senior general
17 counsel works for a little company called Johnson &
18 Johnson.

19 MS. SMITH: I'm going to object.

20 BY THE WITNESS:

21 A. Let me just finish. He says we'll have
22 a vaccine --

23 MS. SMITH: He seems to be giving an opinion
24 about the end of a pandemic that is far outside of --

1 BY THE WITNESS:

2 A. You raised it.

3 BY MS. O'KEEFE:

4 Q. I did not ask your opinion about when
5 the pandemic would be over. I asked if this was --
6 if you would agree that the report is no longer
7 accurate for year one given changed circumstances.

8 A. No.

9 Q. You still think it's accurate for year
10 one?

11 A. It's accurate for the annual operations
12 of this facility, and we're not -- we're not -- we
13 had this discussion earlier. We were not looking at
14 a ramp-up or the timing. We're looking at an
15 annualized at -- at build-out at normal operations.

16 I just don't have an opinion and so
17 I don't -- on the question you're asking. I looked
18 at the annualized impacts at normalized operations.

19 Q. Okay. I'm going to move -- oh, one
20 other area of questioning.

21 You testified to the impact on the
22 DuPage economy. Would you agree that wherever the
23 facility is ultimately sited within DuPage, it would
24 not impact your analysis as far as the impact on the

1 DuPage economy?

2 A. Well, the direct impacts would deter by
3 far most of the impacts. The indirect, as we
4 discussed, are -- they're small. They are, you know,
5 1.1 to 1.17.

6 The direct impacts materially
7 depend on the location. Wherever it is located,
8 that's where the impacts are going to be sited.

9 So if it's in a different
10 community, they would get the jobs, the incomes, and
11 Itasca wouldn't. So that would change.

12 The indirect, you're right, we
13 can't tell you where in DuPage County it's going to
14 go.

15 MS. SMITH: No other questions. Thank you.

16 CHAIRMAN DALY: Ms. O'Keefe, do you have any
17 follow-up?

18 MS. O'KEEFE: I do. I just have a couple.

19 FURTHER EXAMINATION

20 BY MS. O'KEEFE:

21 Q. So several times it was referenced that
22 property taxes would be lost to the taxing bodies.

23 Isn't it correct tax -- the
24 revenues would not be lost; they would be

1 reallocated?

2 MR. DI NOLFO: I would object. She objected
3 to my asking you that question as beyond the scope of
4 his abilities, so I guess I'll raise the same
5 objection she did at this point.

6 MS. O'KEEFE: I think you let me answer -- I
7 think you him answer that one.

8 MR. HERVAS: I did.

9 BY THE WITNESS:

10 A. I answered it already, and I said that
11 the other property owners would pay more. The budget
12 wouldn't be reduced. The levy wouldn't be reduced.

13 BY MS. O'KEEFE:

14 Q. And when you were looking at the cost of
15 the impacts, you were focused on the residents,
16 correct, and not the businesses, which make up a good
17 portion of the tax base here, and they would help
18 bear a portion of the cost?

19 A. When we were look -- when we were
20 looking at the costs, we did use for the general
21 government this residential equivalent. So it did on
22 general government reflect the cost, but in terms of
23 the revenue side, we weren't taking into account the
24 property taxes paid by other businesses.

1 Q. So there's been a lot of talk about the
2 impact on the taxing bodies, and there hasn't been as
3 much talk on the economic benefits that will be
4 produced by this project.

5 So, in your opinion, there will be
6 significant economic benefits derived from this
7 project?

8 A. It would be close to a one percent
9 addition to the job base in Itasca, replacing a
10 vacant building with 163 jobs at build-out and normal
11 operations, and the associated income, and, you know,
12 ripple effects from purchases made by Haymarket for
13 vendors and services.

14 Q. So, in your expert opinion, will
15 Haymarket DuPage pose an undue burden on the Village
16 of Itasca or the taxing bodies?

17 A. I don't think it would.

18 MS. O'KEEFE: Okay. Thank you very much,
19 Mr. Gruen.

20 CHAIRMAN DALY: Thank you, Ms. O'Keefe.

21 I'd like to open it up to questions
22 from the Commission, please.

23 I'm sorry, do the attorneys have
24 any redirect at this point?

1 MR. DI NOLFO: If I may.

2 FURTHER EXAMINATION

3 BY MR. DI NOLFO:

4 Q. Just one follow-up on the last question
5 Ms. O'Keefe asked you about, the economic impact on
6 the taxing bodies.

7 What's your understanding of the
8 sole tax revenue received from -- received by the
9 Itasca Fire Protection District?

10 A. The revenue is property tax.

11 Q. Right. So any taxes that were taxed
12 upon people buying, as you used, Subway or your cost
13 analogy, that does not directly benefit the Itasca
14 Fire Protection District. Do you agree with that?

15 A. Only indirectly. By keeping businesses,
16 you know, operating, they are paying rent, and,
17 therefore, taxes. But you're right, not directly.

18 Q. They don't get a cut of the taxes?

19 A. No, not -- not -- not from the Subway
20 shop.

21 MR. DI NOLFO: That's it. Thank you.

22 CHAIRMAN DALY: Ms. Smith?

23 FURTHER EXAMINATION

24 BY MS. SMITH:

1 Q. I just wanted to -- I wanted to confirm
2 the same.

3 For the school district, you're not
4 opining that the school district gets sales tax
5 revenue; correct?

6 A. Correct.

7 CHAIRMAN DALY: I'd open it up to the
8 commissioners now for questions.

9 COMMISSIONER RAY: I just have a question
10 about one of the exhibits here. Since it wasn't
11 addressed, I'm assuming it's not being -- oh, I'm
12 sorry.

13 I just had a question about one of
14 the exhibits that was given to us, and since it
15 wasn't addressed, Exhibit -- in this Index No. 2 --
16 No. 45, the letter, would that be addressed at a
17 later time?

18 MS. O'KEEFE: Yes. After this testimony was
19 completed, I was going to seek approval to introduce
20 Exhibits 43, 44, and 45 into the record.

21 COMMISSIONER RAY: I just have a question
22 about that, so I wanted to know when I would be able
23 to address it.

24 MR. HERVAS: You can -- I'm sorry.

1 I don't want to get stuck on the
2 formality of things. This is something that's part
3 of the packet for the Plan Commission, and if there's
4 a question about it, are you willing to handle a
5 question from the Commissioner on Exhibit No. 45?

6 MS. O'KEEFE: Would it be possible for us to
7 complete Mr. Gruen so that he could be -- could he be
8 free to go, and then --

9 MR. HERVAS: Okay. Does the question relate
10 to the pending witness right now?

11 COMMISSIONER RAY: No.

12 MR. HERVAS: Let's -- let's stick with that
13 so that we don't lose track then.

14 COMMISSIONER RAY: Uh-huh.

15 MR. HERVAS: Thank you.

16 MS. MALIK JARMUSZ: I have none.

17 COMMISSIONER RAY: I don't have any
18 questions.

19 CHAIRMAN DALY: Okay. I have -- I have a few
20 questions for the witness.

21 Mr. Gruen, thank you. We
22 appreciate your time here tonight and the work you've
23 put into this report.

24 You mentioned 40-plus years

1 experience and 40-plus clients in the Chicagoland.
2 Have you in the past served in the capacity with a
3 municipal client to review applications of this
4 nature that came to your clients?

5 THE WITNESS: We've worked for
6 municipalities, including Hinsdale, to review
7 proposed developments and technical studies related
8 to those.

9 Is that what you're asking?

10 CHAIRMAN DALY: Yes.

11 THE WITNESS: Yes, we've done that before.

12 CHAIRMAN DALY: Okay. And as part of that
13 analysis, is opportunity cost ever considered in the
14 framework of doing a proper economic impact
15 assessment?

16 THE WITNESS: Opportunity costs --
17 opportunity costs is a relevant economic concept. I
18 don't know if it has -- I'm not sure I follow with
19 regard to -- you can do a proper economic impact
20 study, as we've tried to do here, without
21 considering -- and I think when you mean opportunity
22 cost, you probably mean alternative uses, but I don't
23 want to put words in your mouth.

24 CHAIRMAN DALY: No, that is correct.

1 THE WITNESS: But so there -- I don't -- you
2 don't need to have -- you can do a proper economic
3 impact analysis without considering alternative uses.

4 CHAIRMAN DALY: Okay, thank you.

5 Going to the labor force issue we
6 discussed, do you take into account cannibalism of
7 existing work force within DuPage County that would
8 fill these potential roles here in Itasca?

9 THE WITNESS: I think -- again, I'm just
10 going to restate just to make sure we're on the same
11 page.

12 We did not take into account --
13 these are gross numbers; they are not net numbers.
14 So, in other words, if someone left a job in -- I
15 guess, go back to Hinsdale -- take the job here,
16 that's not -- the assumption, especially -- we're not
17 trying to figure out what's net. The assumption is
18 that other job would also be refilled in Hinsdale.

19 We did not try to tease out what's
20 net new to DuPage, which is a previous place, and
21 what's -- we just went with the gross numbers. So we
22 didn't try to take that into account.

23 CHAIRMAN DALY: Okay. Going back to your
24 prior experience in economic impact studies of this

1 nature for private clients, is there any sort of
2 feedback loop where you revisit prior reports and
3 studies that you've done, and go back five years
4 later and say, you know what, we did it right, we got
5 it, or, you know, maybe things didn't go the way we
6 planned based on the model?

7 THE WITNESS: We -- we have done -- I can't
8 think of that recently. I can tell you for the
9 DuPage international airport, which is not a private
10 client -- that they operate very entrepreneurially --
11 we have done three impact studies, including one that
12 we're doing right now. And we have gone back and
13 seen how close we were. And I don't have the -- I
14 can't tell you off the top of my head, but generally
15 we were pretty fortunate.

16 Sometimes we get lucky, but we
17 haven't -- I can't think of anything recently where a
18 private client has paid us to go back and look at an
19 impact study we did.

20 Most of the ones that we go to
21 re-look at are the public that we still have an
22 ongoing relationship with or the project continuing
23 and there are updates or reviews.

24 CHAIRMAN DALY: Okay. So I'm just trying to

1 establish -- and it's not specific to this project.
2 I'd be asking these questions, honestly, if this was
3 any not-for-profit that was applying for this type of
4 zoning variance in this case.

5 If, in your experience, there is
6 a -- I don't want to say a mistake, but let's say the
7 model doesn't go true to form five years out. Is
8 there a trend that it's either the top side or the
9 revenue line is overestimated at the time of the
10 study or is it that the cost side is underestimated
11 at the time of the study?

12 THE WITNESS: I don't know if I can
13 generalize. I just don't have that -- I think it's
14 very case specific.

15 I can't -- since I picked on
16 convention studies and conference center studies
17 earlier, I will tell you the impacts on those tend to
18 be wildly optimistic about the revenues. And I think
19 if they are going to be off, they are going to be off
20 by revenues, and my guess is in some ways the costs
21 are easier.

22 We've actually worked for
23 communities to forecast their whole budgets by
24 department, by function, and the revenues. And

1 frankly, the costs -- because you can extrapolate,
2 you can do regress analysis and the like -- are
3 easier to project in some ways in the revenues, which
4 has been alluded to earlier. You can have these
5 exogenous events, these events outside of your
6 control that really do, you know, a whammy on you.
7 And that's -- so I would say the revenue is generally
8 harder, but I think it very project and use and
9 situation specific. I don't know beyond that I could
10 generalize.

11 CHAIRMAN DALY: Okay. So would it be fair to
12 say in this case as a not-for-profit, the revenue
13 line would stay fairly flat, as we discussed, utility
14 tax, potential sales tax picking up, but day by day
15 we're not growing new business. It's a flat line for
16 revenue, and the cost is what potentially could
17 fluctuate over time. Whether it's based on use or
18 it's extraneous factors in the market or anything
19 like that, that's the part that really would waver in
20 this overall study; is that correct?

21 THE WITNESS: I think that's fair.

22 CHAIRMAN DALY: Okay. In terms of the
23 multiplier effect, I was really intrigued by how you
24 described that and what it was.

1 If I was a greeting card company
2 and there was an adjoining paper mill, I could see a
3 multiplier effect because it had to do with goods,
4 tangible physical products; but in the case of
5 Haymarket, are you aware of any consumption of
6 durable goods as part of the bigger pro forma or is
7 it primarily payroll?

8 THE WITNESS: The -- there are a variety of
9 specific businesses that will be providing
10 services --

11 MS. O'KEEFE: Can you talk in your
12 microphone.

13 THE WITNESS: -- who are operating in DuPage
14 County.

15 So we actually estimated those
16 particular types of businesses and where they were,
17 and only included those in the -- in the multiplier
18 effects.

19 And they are -- there may be
20 equipment or supplies and things. We were -- they
21 are not -- they are not durable the way you're
22 describing; and that's why, frankly, the multiplier
23 effects are really low.

24 CHAIRMAN DALY: Okay.

1 THE WITNESS: If you were looking at your
2 example -- and, again, really, it would be let's use
3 at least the county level and maybe even the region,
4 it might be closer to 2 or 1.75, not 1.1 or 1.2.

5 So you are correct that some types
6 of activities generate a bigger impact, and that's
7 why I emphasize tonight that most of the impact --
8 the economic impact is direct, it's on-site, and
9 there's -- the multiplier or the ripple effects are
10 relatively -- you know, they are much smaller
11 numbers.

12 CHAIRMAN DALY: Okay. Somewhat unrelated but
13 if we could go back to slide 8 or 9 in the
14 presentation, please.

15 Go to the other one, the one that
16 had the breakout for the fire, the EMS/ambulance cost
17 structure versus fire, I believe was the slide, where
18 there was a range on the ambulance EMS cost of
19 \$21,019 [sic] to \$36,430.

20 I think you just went past.

21 Okay, that's the one I was thinking
22 about. Thank you.

23 It was my understanding based on
24 prior to testimony, so I know it's not based on what

1 your witness tonight brought up -- but based on
2 conversation in prior meetings which have been
3 admitted into the record, that Haymarket was
4 proposing a third-party ambulance service to handle
5 on-site calls for day-to-day operations. Is that
6 correct? So what is this cost of \$21,091 to \$36,430
7 under an ambulance column? (Indicating.)

8 THE WITNESS: It's the estimate from their
9 Polaris, their consultant, on service calls that
10 would not be made by or provided by the group they
11 contract with privately.

12 CHAIRMAN DALY: Okay. And understanding that
13 Polaris has not yet testified in this hearing, I'm
14 going to come back around to that at a later time.

15 Okay. I do have -- all right. So
16 this is a -- this is the Village of Itasca Plan
17 Commission. This is not the County of DuPage Plan
18 Commission. So when it comes to economic benefit to
19 the region -- and you talk about the county -- a lot
20 of this was directed to the county. We're a town of
21 10,000 people. We're on the border of Cook County.
22 We're not anywhere close to the geographic center of
23 DuPage County.

24 My question is to the relevance of

1 the correlation of benefit to Itasca based on the
2 numbers you presented to DuPage County.

3 So my question is, if you were
4 sitting in my chair and trying to understand the
5 value of this economic impact statement to the
6 Village, how much of that impact directly benefits
7 the Village of Itasca?

8 THE WITNESS: If we used Cook County as the
9 study area, because Cook County is a substantially
10 larger economic entity, the multiplier effects would
11 have been larger.

12 So I think the relevance, though,
13 is more about the jobs and earnings from people who
14 would be working in -- at that specific location.
15 That's the benefits.

16 And that's -- that will increase
17 roughly -- I'm doing this from memory, but roughly .8
18 of 1 percent of your local employment base would be
19 increased -- well, you know, be increased, and I
20 think that's a benefit.

21 And I think the fact that you have
22 people who are activating the space and certainly
23 will at least do takeouts and get gas, that they will
24 help support the businesses that probably could very

1 much need it now, and in the long run hopefully won't
2 be as constrained and would benefit from the ongoing
3 patronage.

4 So I think that's the benefit of
5 having people who are working here who can make
6 purchases here, and put a vacant use to a productive
7 use.

8 CHAIRMAN DALY: Okay. So just to follow up
9 on that -- I'm almost finished -- I believe the
10 number -- I forget which slide it was or where it is
11 in the report, but I believe it was direct -- direct
12 impact was 9 million and change --

13 THE WITNESS: Right.

14 CHAIRMAN DALY: -- based on earnings.

15 So going back to our sensitivity on
16 the cost line -- and we're going to hear from
17 Polaris, and there's probably going to be
18 cross-examination on that report, and we're going to
19 argue on the validity of that on which you based your
20 economic impact statement -- but on the top line when
21 you talk about the earnings of \$9.5 million, just so
22 I understand that, those earnings for the 160-plus
23 employees, they may or may not live in Itasca, they
24 may or may not spend their money in Itasca.

1 So going back to my prior question,
2 is there any sort of rule of thumb that you could
3 distill any sort of revenue to the Village out of
4 that 9.5 and change?

5 THE WITNESS: We've asked -- and, again, they
6 are related, but they are not the same. So we've
7 estimated that -- that goes back to the \$5 a worker
8 and under -- under 5,000 a year in estimate.

9 So that's the direct revenue to the
10 Village from the workers. And we have not tried to
11 estimate what people who are -- the taxes, the
12 revenue to the Village from the re-spending. We just
13 haven't tried to do that.

14 In other words, if they
15 purchased -- if workers purchase things locally,
16 those businesses will -- will have extra tax payments
17 or they'll stay in business to have extra tax
18 payments. That's called an indirect fiscal effect,
19 and frankly we didn't get that fancy. We just kept
20 it very simple; here's -- here's our estimate of
21 revenue to the Village. And so they are related but
22 not same topics.

23 The economic impacts are looking at
24 spending, and the fiscal impacts are looking at the

1 tax revenue, and so we went with the conservative
2 estimate for the tax revenue.

3 CHAIRMAN DALY: Okay. I have no further
4 questions.

5 Anyone else on the commission, any
6 follow-ups or any questions?

7 COMMISSIONER RAY: No.

8 CHAIRMAN DALY: We thank you very much for
9 your time here this evening.

10 THE WITNESS: Thank you for your great
11 questions and thanks for your patience and questions.
12 I appreciate it.

13 (Witness excused.)

14 (Haymarket Exhibit No. 45 identified.)

15 CHAIRMAN DALY: Okay, Commissioner Ray, I
16 believe you had a question about Exhibit 45 which did
17 not pertain to Mr. Gruen?

18 COMMISSIONER RAY: I guess the only question
19 that I had is it's listed as a letter of support for
20 DuPage -- from the DuPage Health Coalition, and I
21 read through the letter and the letter isn't
22 supporting it be placed in Itasca. And I was just
23 wondering if there's a reason that it doesn't say
24 that it is supporting it being placed in Itasca.

1 It says it's supporting -- it's
2 supporting the need in DuPage County, but I would
3 think that -- it's addressed to Mr. Lustig. I would
4 think it would be supportive of -- is there a reason
5 that it's not stating in the letter that it is
6 supporting in Itasca?

7 MS. O'KEEFE: I really couldn't opine on what
8 was going through their mind when they drafted the
9 letter.

10 COMMISSIONER RAY: Okay.

11 MS. O'KEEFE: I'm sorry, I cannot speak on
12 behalf of Ms. Murphy.

13 COMMISSIONER RAY: Okay, thank you.

14 CHAIRMAN DALY: Okay. Does the Commission
15 have any other questions at this time relevant to
16 tonight?

17 MS. MALIK JARMUSZ: No.

18 CHAIRMAN DALY: I would like to entertain a
19 motion to --

20 MS. O'KEEFE: Well, did we accept --

21 CHAIRMAN DALY: I'm sorry?

22 MS. O'KEEFE: Did we accept these into the
23 record, Exhibits No. 43, 44, and 45? I just want to
24 make sure they are in.

1 I'm sorry, Mr. Chairman. I didn't
2 mean to interpret you.

3 CHAIRMAN DALY: I'm sorry. The record will
4 indicate that we have received those exhibits.

5 (Haymarket Exhibit No. 43 admitted.)

6 (Haymarket Exhibit No. 44 admitted.)

7 (Haymarket Exhibit No. 45 admitted.)

8 MS. O'KEEFE: Okay. Thank you, sir.

9 CHAIRMAN DALY: Okay. Mr. Hervas has asked
10 me, what is the plan for the next meeting, which I
11 believe is scheduled for December 2nd -- oh, November
12 11th. Excuse me.

13 MS. O'KEEFE: We're coming back next week.
14 We are having such a good time, we're coming back
15 next Wednesday.

16 We're going to present three
17 witnesses for consideration. Dr. Lustig is going to
18 testify; just very limited testimony on the changes
19 in the original application.

20 Mr. Polach, who was supposed to
21 testify last week, will be testifying on the
22 appraisal issues.

23 And Mr. Luay Aboona with KLOA will
24 be discussing traffic and parking.

1 MR. HERVAS: Ms. O'Keefe, is that the order
2 that they are going to testify in? I didn't know if
3 you had established that, because I know that
4 Mr. Polach, that there were questions that I think
5 Mr. Ellenbecker was going to ask, and I want to make
6 sure that we allot enough time to get to him in
7 particular.

8 MS. O'KEEFE: You know, I haven't really
9 thought about that yet, sir.

10 CHAIRMAN DALY: Okay.

11 MS. O'KEEFE: But I don't think Dr. Lustig is
12 going to be testifying for very extensively so -- and
13 I don't think the traffic -- I don't think the
14 traffic testimony is going to be considerable.

15 So I do -- I do feel we can do this
16 in one evening.

17 MR. HERVAS: Okay.

18 CHAIRMAN DALY: Okay. I'd like to entertain
19 a motion, please, to continue this meeting until
20 November 11th at 7:00 PM.

21 COMMISSIONER HOLMES: So moved.

22 COMMISSIONER RAY: Second.

23 CHAIRMAN DALY: Commissioner Holmes.

24 Seconded Commissioner Ray.

1 All in favor?

2 COMMISSIONER DRUMMOND: Aye.

3 COMMISSIONER HOLMES: Aye.

4 COMMISSIONER RAY: Aye.

5 COMMISSIONER RUSSO: Aye.

6 CHAIRMAN DALY: Opposed?

7 (No response.)

8 CHAIRMAN DALY: Motion carries.

9 I'd also like a motion to adjourn
10 this meeting.

11 COMMISSIONER HOLMES: So moved.

12 COMMISSIONER RAY: Second.

13 CHAIRMAN DALY: Mr. Holmes.

14 Commissioner Ray seconded.

15 All in favor?

16 COMMISSIONER DRUMMOND: Aye.

17 COMMISSIONER HOLMES: Aye.

18 COMMISSIONER RAY: Aye.

19 COMMISSIONER RUSSO: Aye.

20 CHAIRMAN DALY: Opposed?

21 (No Response.)

22 CHAIRMAN DALY: Thank you. That concludes
23 this meeting this evening.

24 * * * * *

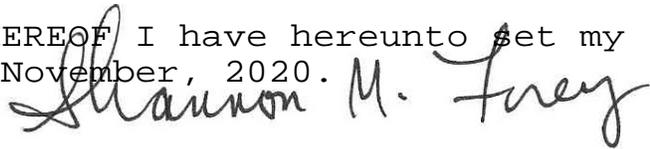
1 STATE OF ILLINOIS)
) SS.
2 COUNTY OF DU PAGE)

3 I, Shannon M. Frey, CSR. No. 84-002277, RMR,
4 CRR, do hereby certify that I reported in shorthand
5 the proceedings had at the hearing of the
6 above-entitled cause and that the foregoing hearing,
7 Pages 5 through 112, inclusive, is a true, correct,
8 and complete transcript of my shorthand notes taken
9 at the time and place aforesaid.

10 I further certify that I am not counsel for
11 nor in any way related to any of the parties to this
12 hearing, nor am I in any way, directly or indirectly
13 interested in the outcome thereof.

14 This certification applies only to those
15 transcripts, original and copies, produced under my
16 direction and control; and I assume no responsibility
17 for the accuracy of any copies which are not so
18 produced.

19 IN WITNESS WHEREOF I have hereunto set my
20 hand this 11th day of November, 2020.



21 Certified Shorthand Reporter
22
23
24

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