



Economic Development Commission Meeting Agenda

**August 26, 2025, at 4 p.m., In-person at City Hall
McCloskey Conference Room**

Join Zoom Meeting:

<https://bloomington.zoom.us/j/85079046166?pwd=TMXY1FjbHWYVU5SKyxRCLf2JIJGj1z.1>

Meeting ID: 850 7904 6166

Passcode: 446180

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- **Roll Call**
 - Approval of Minutes- Corrections to March 18, 2025; May 20, 2025
- **Old Business**
 - Update on Union at Crescent
- **New Business**
 - Review - Economic Development Framework
 - Review - Draft Development Incentives document
- **General Discussion**
- **Adjournment**

Name	Appointed By	Term
Kurt Zorn	Mayor (voting)	2/1/2025 - 1/31/2029
Isak Nti Asare	Common Council (voting)	2/1/2022 - 1/31/2026
Vanessa McClary	Mayor (voting)	2/1/2025 - 1/31/2029
Tim Henke	Mayor (voting)	2/1/2024 - 1/31/2028
Liz Feitl	Monroe County Council (voting)	2/1/2022 - 1/31/2026

Economic Development Commission

Meeting Minutes

Tuesday, March 18, 2025 – 4:03 PM McCloskey Conference Room / Zoom Hybrid

Call to Order

The meeting of the Economic Development Commission (EDC) was called to order at **4:03 PM**. The meeting was posted in accordance with the Indiana Open Door Law.

Roll Call

Commissioners Present (Corrected):

- Kurt Zorn, President
- Isak Asare, Vice President (City Council Member at Large)
- Liz Feitl, Commissioner (County Council Member at Large)
- Vanessa McCleary, Commissioner (Secretary)
- Tim Henke, Commissioner (remote)

Staff Present:

- Jane Kupersmith, Economic & Sustainable Development (ESD)
- Andrea De La Rosa, Economic & Sustainable Development (ESD)

Guests (Zoom):

- Margie Rice, Corporation Counsel
 - Janine Betsey, Director of Tax Credit Development, Gene B. Glick Company
 - Adam J. Richter, Executive Vice President & General Counsel, Gene B. Glick Company
 - Pranav Sorte, student, Indiana University
 - Hrushikesh Attarde, student, Indiana University
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Approval of February Memorandum

- The February 18, 2025, gathering did not reach quorum and therefore did not constitute a meeting.
- Legal counsel (Margie Rice) advised that, following recent litigation, the City no longer permits sub-quorum informational meetings.
- A memorandum was prepared to document an informal discussion. Commissioners agreed to amend the label to “Memorandum” rather than “Minutes.”

Motion: To accept the February 2025 memorandum as amended.

- **Motion by:** Isak Asare
 - **Seconded by:** Tim Henke
 - **Vote:** Motion carried (ayes: 3; abstentions: Liz Feitl).
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Election of Officers (2025)

- **President:** Motion to elect **Kurt Zorn**. Seconded and approved.
- **Vice President:** Motion to elect **Isak Asare**. Seconded and approved.
- **Secretary:** Motion to elect **Vanessa McCleary**. Seconded and approved.

Vote: Unanimous approval of officer slate.

New Business

Resolutions 25-01 and 25-02: PILOT Agreements

Staff Summary (Jane Kupersmith):

- Two requests for **Payment in Lieu of Taxes (PILOT)** agreements from the Gene B. Glick Company.

1. Cambridge Square (Pete Ellis Drive)

- Senior housing (62+) and residents with disabilities.
- 153 bedrooms.
- Baseline PILOT payment: **\$43,605** with **3% annual increase**.
- Agreement term: **17 years** (affordability period: **45 years**).
- Total support estimated: **\$702,196** (~**\$4,500 per unit**).

2. Henderson Court

- 150 units, one-, two-, and three-bedrooms; 100% HUD Section 8.
- Last renovated in **2008**.
- Baseline PILOT payment: **\$54,750** with **3% annual increase**.
- Agreement term: **17 years** (affordability period: **45 years**).
- Total project support estimated: **\$1,333,000** (~**\$7,000 per unit**).
- The 2023 assessed value increased by **51%** in 2024.

Developer Presentation (Janine Betsey and Adam Richter, Glick):

- Planned renovations include all new kitchens with granite countertops, new baths, appliances, elevator modernization, replacement of outdated electrical panels, and ADA accessibility upgrades.

- Health and safety items addressed: asbestos, radon, and sewer scopes.
- **Investment:** \$2.5 million sponsor note + \$2.3 million deferred fee = **\$4.8 million** commitment at Cambridge Square.
- **Relocation plan:** Residents temporarily housed in hotels (direct billing) for **2–3 days**; gift cards provided if staying with family.
- **Vacancy rates:** Investors require underwriting at **5%**, but Glick properties typically run at **3%**. Cambridge Square runs at **99% occupancy**; Henderson Court is currently at **93%**. Target occupancy is **97%**.
- **Service Coordinator Program:** On-site, full-time staff provide assistance with Medicare, Medicaid, food security, job readiness, technology, and social services. At elderly sites, the focus is on aging in place; at family sites, the emphasis is on advancements in food, jobs, transportation, and education.
- **Enforcement:** Agreements include default provisions (Sections 3.2 and 3.3). If Glick fails to fulfill obligations, the City may terminate the PILOT, restoring full tax liability.

Commission Discussion:

- Commissioners confirmed affordability commitments run with the property via **LURA and extended use agreements** recorded at the County Recorder's Office.
- Improvements are designed to last **35–40 years**, supported by Glick's maintenance programs.
- Commissioners highlighted the importance of the living wage ordinance in future agreements.
- Commissioners praised Glick's long-term commitment to preserving deeply affordable housing in Bloomington.

Motion: To approve **Resolution 25-01 (Cambridge Square PILOT)** and **Resolution 25-02 (Henderson Court PILOT)**, recommending both to the Common Council with a positive recommendation.

- **Motion by:** Isak Asare
- **Seconded by:** Vanessa McCleary
- **Roll Call Vote:**
 - Tim Henke – Yes
 - Vanessa McCleary – Yes
 - Liz Feitl – Yes
 - Isak Asare – Yes
 - Kurt Zorn – Yes
- **Result:** Motion carried unanimously.

Staff Update: Incentive Toolkit

- Staff previewed a draft of the **Incentives Guide** compiling local, state, and federal programs.
- Commissioners suggested:
 - Mapping by authority (local ordinance, state code, federal program).
 - Including case examples of each tool in use.
 - Creating GIS layers showing abatements, TIF revenue, and tool combinations.
- Commissioners noted the application to the **Hopewell redevelopment** and the importance of documenting local “toolbox gaps.”

Adjournment

The next meeting is scheduled for **Tuesday, April 15, 2025**.

The meeting adjourned at approximately **5:57 PM**.

Economic Development Commission

Meeting Minutes

Tuesday, May 20, 2025 – 4:06 PM

McCloskey Conference Room, Suite 135 / Zoom Hybrid

Call to Order

The meeting of the Economic Development Commission (EDC) was called to order at **4:06 PM** by Commission President Isa Kasari. The meeting was held in compliance with Indiana Open Door Law.

Roll Call

Commissioners Present:

- Isak Asare, City Council Member at Large
- Liz Feitl, County Council Member at Large
- Vanessa Clary, Commissioner

Staff Present:

- Andrea De La Rosa, Economic & Sustainable Development (ESD)
- Jane Kupersmith, ESD

Additional Participants:

- Adam Stone, Stone Municipal Group (consultant)
 - Jen Pearl, Bloomington Economic Development Corporation
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Approval of Minutes

- **March 18, 2025 Minutes:** Commissioners noted corrections were needed, including ensuring accurate attendance (adding Kurt Zorn to present list). The Commission **did not approve** the minutes pending corrections.
- **March 19, 2024, and June 4, 2024 Minutes:** Commissioners recalled presentations from Summit Development and other items. After clarification, a motion to approve both sets of 2024 minutes carried.

Vote: Unanimous approval for 2024 minutes; March 2025 minutes tabled pending corrections.

Annual Tax Abatement Compliance Presentation

Presented by: Andrea De La Rosa (ESD)

Overview

- Refresher on **tax abatement purpose, structure, and state law** under IC 6-1.1-12.1.
- Abatements apply to real and personal property in designated ERAs or EDTAs.
- Bloomington emphasizes abatements for **housing development** over job creation.
- Process: SB-1 (application), CF-1 (compliance), staff review, EDC recommendation, Council approval.

Key Findings

- **Total proposed investment:** \$548M
 - **Actual investment:** \$260M
 - **Assessed value increase:** \$255M (exceeded projected \$170M)
 - **Jobs reported:** 3,692 total, \$317M in associated salaries (avg. \$85,895; skewed by Catalent).
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Abatement Reviews

1. Southern Knoll

- 31 affordable units, occupancy at 87%.
- Permanent supportive housing units included.
- **Finding:** *Substantially Compliant* (due to partial occupancy).
- Assessed value: \$1.35M (130% of SB-1 estimate).

2. Union at Crescent

- 146-unit mixed-income project; 102 required affordable units.
- Only 64% of committed units are occupied; Annex Group is working on turnaround with security and remediation investments.
- **Finding:** *Noncompliant* – triggers Council hearing.

3. Urban Station

- 148-unit mixed-use with 15 workforce housing units (99-year affordability).
- Reporting confusion between units vs. bedrooms. Commissioners clarified: **17 bedrooms rented at workforce rates (compliant)**.
- Employment commitments partially unmet, but wages higher than projected.
- **Final Finding:** *Compliant*.

4. The Mill Redevelopment (2004 & 2013 Resolutions)

- Projected \$6M; actual \$4.3M investment.
- Jobs exceeded commitments (60 new jobs at \$15–\$20/hr).
- **Finding:** *Substantially Compliant*.

5. Catalent / Novo Nordisk (Resolutions 15-06, 19-04, 22-06)

- Transitioned to Novo Nordisk (Dec 2024).
- Large-scale personal property investments exceeded projections; real property reporting inconsistencies were noted.
- Job creation is delayed due to pandemic-related downturn, but the facility remains Bloomington's largest abatement for job growth.
- **Finding:** *Substantially Compliant* across abatements, with additional follow-up data required.

6. Retreat at Switchyard Apartments (not yet triggered)

- Facing site challenges (limestone, remediation).
 - Developer proceeding; updated investments exceed original commitment.
 - **Informational Only** – not yet active.
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New PILOT (Payment in Lieu of Taxes) Agreements

- Staff initiated **annual reporting for PILOT agreements** (Evergreen Village, Hendersonburg).
 - **No vote required**; informational only.
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Commissioner Questions & Discussion

- **Consistency in compliance terminology** (substantially compliant vs. meets expectations). Staff will standardize.
 - **Living Wage Ordinance**: Commissioners requested that future abatements and PILOT agreements explicitly reference Bloomington's living wage standards. Staff will incorporate language.
 - **Role of EDC**: Commissioners questioned broader responsibilities given the limited abatement activity. Discussion included:
 - Expanding the incentive "toolbox" (beyond abatement and bonds).
 - More transparent communication of available tools to developers.
 - Coordination with other city initiatives (permitting, site readiness).
 - Staff to present a consolidated **Economic Development Incentive Toolkit** at the June meeting.
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Motions

1. Approval of Compliance Report

- Motion: Approve abatement compliance report with edits and clarifications discussed, authorizing staff to finalize and circulate corrected report.
 - **Motion by**: Liz Feitl
 - **Seconded by**: Vanessa Clary
 - **Vote**: Unanimous approval
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Adjournment

With no further business, the meeting adjourned at approximately **6:15 PM**.

ECONOMIC DEVELOPMENT FRAMEWORK

City of Bloomington Values

- Co-Creators With Our Community
- Accountable Servant Leadership
- Demystified Government
- Architects of Joy

Economic Development Vision

For Bloomington to be a prosperous, inclusive innovation and cultural magnet, where businesses can grow and thrive, all residents can access economic opportunity, and our natural world and resources are protected, treasured, and celebrated.

Economic & Sustainable Development Mission Statement

To cultivate a resilient community built on shared prosperity, inclusive economic opportunity, environmental stewardship, and a thriving arts and culture ecosystem. ESD works to improve the quality of life for all residents through dedicated service and collaboration.

Goals

1. **Grow the Workforce Population:** Create conditions that attract young professionals with in-demand skills to relocate here, thereby supporting the workforce needs of target businesses.
2. **Grow Wages:** Target businesses in high-wage growth sectors to make Bloomington more competitive.
3. **Reinforce Economic Base:** Build upon sector strengths to ensure a resilient economy with a variety of workforce opportunities.

These goals are interdependent. To accomplish them, we must leverage catalytic opportunities and make incremental progress. We will partner with the community, avoid duplication of services, and focus on the areas where the City can make the most significant impact. In all efforts, we will tell the story of Bloomington's identity as a leader in innovation, arts, sustainability, and inclusion — and seek opportunities to strengthen that identity.

Strategies

Goal 1: Grow the Workforce Population

1. **Remove barriers to housing** (revise policies, processes, and attitudes to grow housing production; make incentives clear, easy to access, and impactful; balance historic

- preservation with market needs for affordable housing; activate unused housing stock).
2. **Increase access to childcare.** Bloomington currently lacks the volume of early learning and childcare providers needed to support the workforce population.
 3. **Increase and communicate the quality of place amenities** that appeal to young professionals (e.g., Trader Joe's, Whole Foods, non-college student nightlife, recreation, proximity to IND). We're competing with larger cities that offer more amenities/nightlife.
 4. **Build bridges to campus.** Sixty-one % of college graduates want to stay close to where they graduate, with a new trend toward preferring smaller cities, according to Tallo. Bloomington must leverage the opportunity it has every year to build relationships with and place students in jobs near IU.
 5. **Establish and activate nodes of distinct identity** for Bloomington's key commercial neighborhoods (Downtown, Trades, Hopewell, B-Line, Stadium District, East Side, Switchyard).
 6. **Become the center of creativity for Indiana.** Bloomington is already known as a center for the arts, but retaining this mantle requires dedicated effort. Creativity should inform our community at all levels, helping ensure we develop a creative economy for the future, as well as supporting practicing artists and destination tourism today.

Goal 2: Grow Wages

1. **Tell our story** (CivicBrand; unified approach with partners; recruitment packets for employers). Having a distilled identity makes us identifiable and marketable to potential employers.
2. **Target attraction of businesses in high-demand, high-wage sectors** (e.g., tech, advanced services). Targeting these sectors leverages local resources to ensure future wage growth and sector performance.
3. **Grow businesses and attract workforce to support those sectors** (marketing, web design/development, accounting, sales, partnership with IU). Sector development requires a breadth of supportive services to help clusters thrive.

Goal 3: Reinforce Economic Base

1. **Retain and grow current sector strengths** (life sciences, advanced manufacturing, healthcare).
2. **Support small business development** (support a well-connected small business ecosystem; make incentives clear; create business-friendly policies; provide training; collaborate with partners).
3. **Become the center of innovation for Indiana** (Trades District, CCC grant, and tech and defense tech growth).
4. **Nurture and grow Bloomington's creative economy** (reclaim Music City Indiana title; launch arts incubator; support arts nonprofits; make Bloomington a place that creatives can work).
5. **Support destination tourism** (visitors to IU, Convention Center, recreation, arts & culture, promote proximity to IND). The why: tourism acts as a traded sector, bringing outside dollars into Bloomington, and serves as a gateway to moving or establishing a business.

City of Bloomington—Development Incentives

Purpose: Summarize all potential incentives available to support housing development and/or job creation in Bloomington, IN. Visit the [Zoning & Economic Development GIS](#) for site eligibility information. This list may not be exhaustive and is subject to change in accordance with policy.

LOCAL

- EDC-[Tax Abatement](#) (job creation, production of housing units)
- EDC-[PILOT](#) (subject to approval by the Economic Development Commission) Local dollars. Managed at staff level.)
- RDC-Land discount/donation (subject to RDC-owned properties with approval from RDC)
- RDC-TIF-Infrastructure support (subject to RDC site eligibility and project approval)
- HAND-[Community Development Block Grant](#)
- HAND-[Housing Development Fund](#)—(Production of workforce housing units. Grant funding.
- HAND-[HOME](#) funds (low-to-moderate income housing units, HUD-backed)
- CBU Connection [Fee Waiver Request](#) (Affordable Housing or Abandoning Septic) Administered by CBU with recommendations from HAND.
- CBU—Residential Stormwater Grants. Administered by CBU MS4 coordinator.
- BUEA-[Enterprise Zone Investment Deduction](#) (personal property; real property if not located within the TIF)
BUEA-[Bloomington Urban Enterprise Zone Grants](#) (building improvement, accessibility, historic preservation)
- UDO—Affordable Housing and Sustainable Development Incentives. [Section 20.04.110](#), p 252. Administered by Planning & Transportation, in concert with HAND.
- CDFI Friendly Bloomington - [Indiana Brownfields](#)—Supports Phase I & II environmental assessments and creation of remediation plans. CDFI Friendly Bloomington currently manages the program. The City of Bloomington may administer future rounds.
- CDFI-Friendly Bloomington: [Flexible Financing](#) Works to Attract CDFI Investment to Bloomington.

STATE (not exhaustive)

- IFA-[Residential Housing Infrastructure Assistance Fund](#). Requires TIF (RDC) support for bond financing to support infrastructure investments.
- IFA-[State Revolving Fund](#) for wastewater and drinking water infrastructure.

- IHCD-[Development Fund](#) loans or grants to nonprofit developers or local government entities for infrastructure costs related to the production of housing units. Local and state approvals required.to
- support the production of affordable housing units and community economic development
- IHCD-[Rental Housing Tax Credits](#)- supports developers of affordable rental housing units. projects.
- IHCD-Housing Trust Fund <https://www.in.gov/ihcda/developers/housing-trust-fund/>
- DNR-[Historic Rehabilitation Tax Credit](#)–Residential
- IEDC-[Redevelopment Tax Credit](#). Supports redevelopment of vacant or underutilized land or buildings, including brownfields.
- [Federal Historic Tax Credit](#) (administered by state historic preservation office)
- [Indiana Energy Independence Fund](#)
- IFA-[Tax Exempt Bond Program](#)
- Additional state-level credits and grants:
<https://iedc.in.gov/indiana-advantages/investments/economic-development-for-a-growing-economy-tax-credit/overview>

FEDERAL (not exhaustive)

- [Opportunity Zones](#)
- [New Markets Tax Credits](#)
- [Energy Efficiency Tax Credits](#) Residential
- [Energy Efficient Commercial Buildings Deduction](#)