

The Evolution and Solution of Revenue

ILCMA Winter Conference

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3-4pm

Panel



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Dear Revenue,

Where did you go? Are you coming
back? Should we be worried?

Warm regards,
Everyone



How did we get here?

Indirect
Revenue
Reductions

State Distributions (and continued threats to LGDF)

Conservation

Continued Paradigm Shift in Consumer Marketplace

Public
Perception of
Direct Revenue
Source
Increases

Tax levy

Utility Fees

Licenses and Fines

Evaluating the Scale and Effectuating Change



Do more with less
(again)

Analysis of Current



Practice/Services

Identify non-value-
added activity



What Assets Exist
with “Potential”

Monetizing Assets
Urban Wealth
Funds



Revenue Fairness

REGULATION & MONETIZATION

How to adapt new revenue streams while
safeguarding your community



Problem

- How can municipalities make up for the lost cable revenues?
- How can a municipality collect on streaming taxes?

Shift from Cable to Streaming



Solution

- Levied local amusement tax helps with compliance.
- Notify individual taxpayers to achieve full compliance
- Operating without a franchise agreement? Here is the lawsuit landscape.

Problem

- Impact on municipal revenue
- Outdated ordinances
- Best practices for regulation and monetization
- Changes to Airbnb collection agreements



Shift to Short-Term Rentals



Solution

- Implement a complete ban
- Take back local control through licensing

Shift from Cabs to Ride Sharing



Problem

- Standardize industry experience disruption
- Subsequent ordinance changes
- Current lawsuits

Shift from Cabs to Ride Sharing



Solution

- Still unknown
- Wait until current litigation plays out

Other Industries to Keep an Eye Out For

- Localized energy production impacting utility taxes
- Food delivery companies staying compliant



NON-HOME RULE AND HOW TO NAVIGATE FUNDING

Matt Fritz
Village Administrator
Coal City

TOPIC OVERVIEW

The Village of Coal City

- ❖ Grundy County, Illinois
- ❖ Non-home Rule Community

- 1) Pairing Grants and Available Programming
- 2) Ensuring Proper Debt Coverage is in Place
- 3) Focus Upon Gaining Legislative Relief

PAIRING GRANTS AND AVAILABLE PROGRAMMING

Comprehensive Plan and Strategic Plan

- The Importance of Developing Downtown
- \$6 Million Project

Approaches:

- Metropolitan Planning Organization (MPO)
- American Recovery Reinvestment Act (ARRA)
- TIF District

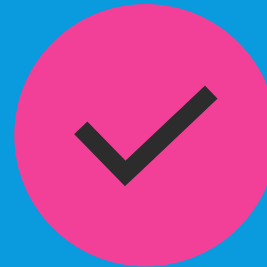
ENSURING PROPER DEBT COVERAGE FOR CAPITAL PROJECT REPAYMENT



INDUSTRIAL PARK
DEVELOPMENT



DEVELOPMENT
INCENTIVES



DCEO AND IDOT



DEBT MITIGATION

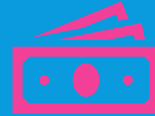
ENSURING PROPER DEBT COVERAGE FOR CAPITAL PROJECT REPAYMENT



Rail Utilization
Fee



Utilization of
Economic
Development
Fund Balance



Acreage Fee



The RDA was
the incentive
ensuring
increment to be
available in the
near future



Uncontested
Special
Service Area
(SSA)
creation

PRIORITIES AND OPPORTUNITIES

Statewide

- Support for a majority of the IML initiatives:
 - Maintaining LGDF distribution
 - Increasing game terminal annual fees
 - Limiting unfunded mandates

Regionally

- Participate in regional collaborative efforts
 - Provide input for regional comprehensive plans, regional transportation projects

Within your Community

- DCEO and our Storm Water Improvement Project
- ADA Enhancement Projects
- Assisted with mitigating IEPA qualitative measures at an adjacent HOA
- Continue to plan and gather proposals for future priorities

FOCUS UPON
GAINING
LEGISLATIVE RELIEF

TO SUMMARIZE



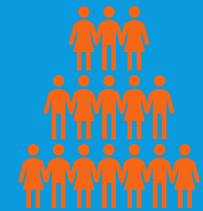
Know Your Plans
and Possible
Approaches



Ensure Proper
Debt Coverage for
Capital Project
Repayment



Focus Upon
Gaining
Legislative Relief



Know Your
Abilities, Your
Priorities, and Your
Community

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