



JACKSONVILLE REGIONAL ECONOMIC DEVELOPMENT CORPORATION

2015 ANNUAL REPORT
2016 PLAN OF WORK



Treat more patients

At lower cost



CHAIRMAN'S MESSAGE



**Andy Ezard,
Chairman**

Dear Investors and Guests,

It has been my honor to serve as Chairman of the Jacksonville Regional Economic Development Corporation (JREDC) the past two years and thank you for the trust and faith you put in my leadership.

You, the investors, our allies and this Region's industry leaders are second to none. Without your continued support and shared vision, we could not bring about the positive economic development growth and development we see today. Thank you.

We are sad to see Terry Denison retire; his efforts the past 10 years are greatly appreciated. His knowledge of economic development, leadership and dedication has kept our organization moving forward despite some tough years while our nation struggled and suffered a recession. It's been a privilege to work with Terry and I'm sure you'll join me as we wish him well in his retirement. I would also like to thank Bonni Waters for her continued service, support and commitment to this organization.

We are today, as always, grateful to US Bank for the use of their office facilities. Their generosity allows your investment dollars to go directly to the support and development of programs and attraction efforts that benefit our Region.

I'm pleased to report that the JREDC did not disappoint in 2015! The JREDC has definitely been meeting its mission's goals of recruiting, retaining and creating job opportunities. There are many new and growing businesses in our Region that include, Alsey Refractories and Westermeyer Industries in Scott County. Safeco, CCK, Cedarhurst, PRS, Maschhoff's truck wash, a new water plant and CSC here in Jacksonville and Helena Chemical and TA Terminal in Meredosia.

While we were disappointed to learn the FutureGen project would not come to fruition, the nearly \$2,000,000 in investments they made in northeast Morgan County remain visible. Residents benefit from a widened and improved roadway and the extension of rural water to their area. While in our community they were excellent community minded partners.

Congratulations to Illinois Electric Cooperative on their 2015 Harold Cox Award for Industry of the Year. Illinois Electric Cooperative has consistently invested in the future and success of our Region. We appreciate their dedication and program support that educates our youth and encourages entrepreneurship. Those investments, along with their state-of-the art technology make them a valued asset to the JREDC and in the communities they serve.

I would like to congratulate Shawn Rennecker as he takes over the leadership of this organization and I'm sure he'll continue the positive momentum of development and growth in our Region. I again wish Terry well in his retirement and look forward to continuing my service on this Board and being a part of the new and exciting adventures that lie ahead with a new President.

Mayor Andy Ezard, Chairman



OUR MISSION

**The Jacksonville Regional Economic
Development Corporation works to retain,
expand, create and recruit
job opportunities
for Morgan and Scott counties.**

PRESIDENT'S MESSAGE



**Terry L. Denison,
President**

As you will see on the following pages of this Annual Report, the Jacksonville Region has had another good year! The Region gained 520 new jobs in 2015. The annual unemployment rate for Morgan County was 5.5% and for Scott County it was 6.8%, the lowest it's been since 2007.

One of the largest gains in employment this past year came from Computer Sciences Corporation (CSC), a business services center, located in Jacksonville. They have added 200 plus new employees this past year. Other new and growing businesses in our Region include CCK Automations, Westermeyer Industries, Alsey Refractories, Envirovac, Pallet Repair Systems (PRS) the Maschhoffs, Cedarhurst, Safeco, Helena Chemical and TA Terminals.

Congratulations and thank you for investing in the Jacksonville Region.

We also responded to twelve requests for proposals from "unknown" prospects. Every request is different. Each request wants different information and each one is very detail oriented. Either you have what they require or you don't. There are 3 requirements that are most prominent on all requests - available land (certified land), adequate and suitable infrastructure (water, sewer, roads, telecommunications) and a qualified workforce. We must all be aware of these needs and continue working together to increase, improve and make available these requirements.

During the year, we made eleven retention visits and eleven courtesy visits to our existing businesses and industries. Our existing businesses are our greatest asset! They are great corporate citizens and we are very proud and greatly appreciative of them.

You know, one thing we all have in common is we all want more job opportunities for our Region. It takes planning, preparation, hard work, self-determination, a positive attitude, lots of patience and sometimes just pure luck to create these new job opportunities. Unfortunately, they don't just happen because we have a nice community. The JREDC can't do it alone, it's a team effort, and we are ever grateful for our pro-business community leaders, investors and allies who support our efforts.

The JREDC as always will continue to market our Region's assets and will follow up on all leads that we receive from marketing events and from our various allies. We fully intend to be not only ready but successful in our efforts!

In closing, we want our investors and our allies to know how much we appreciate them! We could not accomplish what we do without your generous support. Thank you! Economic Development is definitely a "TEAM" effort and together we are a winning team! Together we can accomplish so much and more for the Jacksonville Region!

The JREDC wishes everyone much success and happiness in 2016.

Sincerely,
Terry L. Denison
President

2015 SUMMARY

ACCOMPLISHMENTS, HIGHLIGHTS, & ECONOMIC INDICATORS

DASHBOARD

Retention Visits	11
Courtesy Calls	11
Prospects (RFP's) (461 potential jobs)	12
Site Visits Hosted	0
New Business Locations	5
New Jobs Created	335
New Investment	\$18,960,000
New Square Footage	208,500
Employment January 2015 (Morgan & Scott Counties)	18,397
Employment December 2015 (Morgan & Scott Counties)	18,917
Net Gain (New Jobs)	520
Homes Sold	273

JACKSONVILLE/MORGAN COUNTY ENTERPRISE ZONE ACTIVITY

Projects	31
Investment Total	\$5,200,397
Residential	\$71,697
Industrial/Commercial	\$5,128,700
Jobs Created	(Reported) 140
Jobs Retained	(Reported) 69
Fees Collected	\$15,675

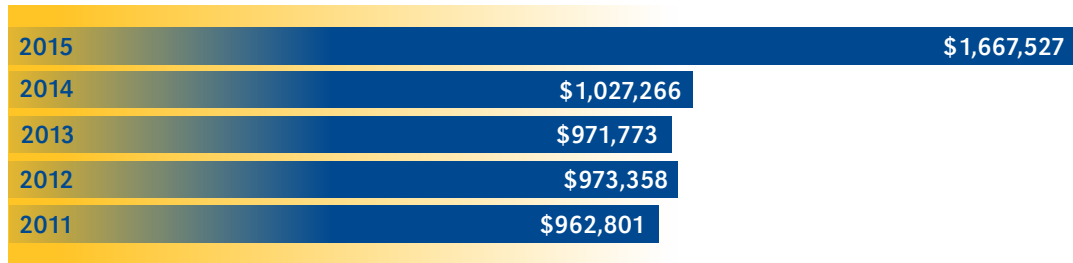
SALES TAX RECEIPTS

Morgan County	\$1,667,526.67
Scott County	\$83,536.23
City of Jacksonville	\$5,936,325.31
Village of South Jacksonville	\$186,596.24
City of Winchester	\$191,826.54

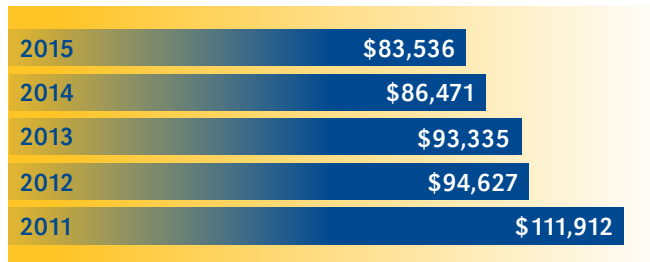
**2015 was a good year,
with the region making steady gains
in sales tax and construction.**

SALES TAX RECEIPTS 2011-2015

Morgan County



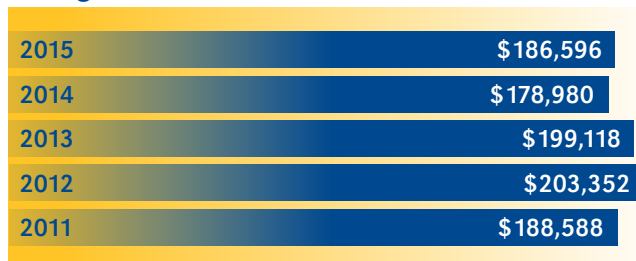
Scott County



City of Jacksonville



Village of South Jacksonville

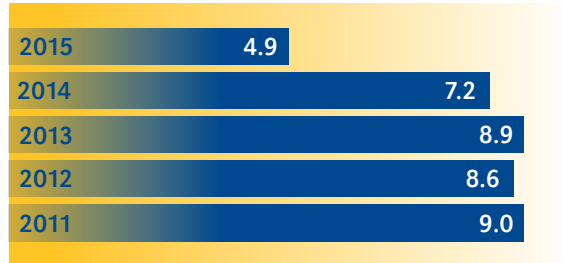


City of Winchester

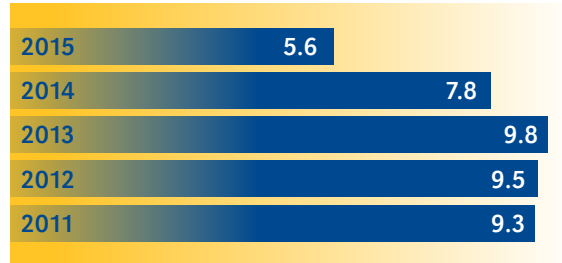


UNEMPLOYMENT 2011-2015

Morgan County

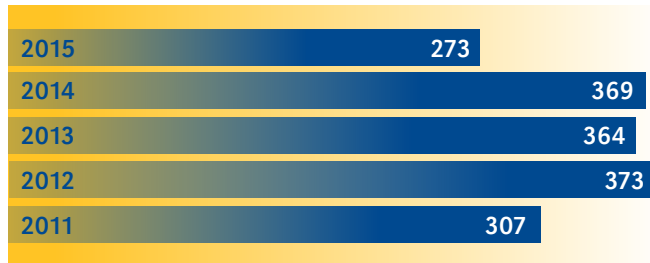


Scott County

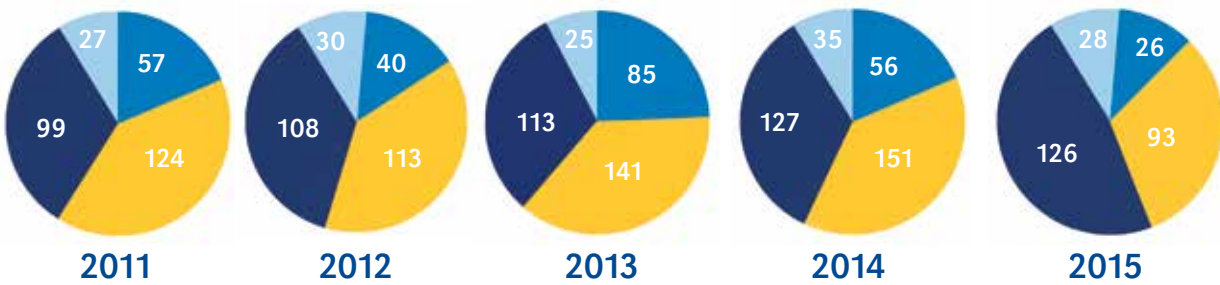


HOME SALES 2011-2015

Home Sales - Morgan and Scott County



■ Under \$50,000
 ■ \$50,000 - \$100,000
 ■ \$100,000 - \$200,000
 ■ Over \$200,000

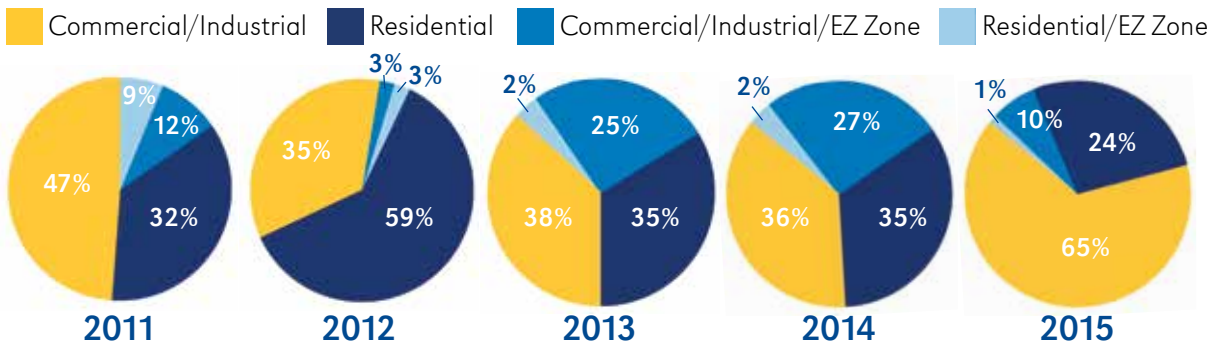
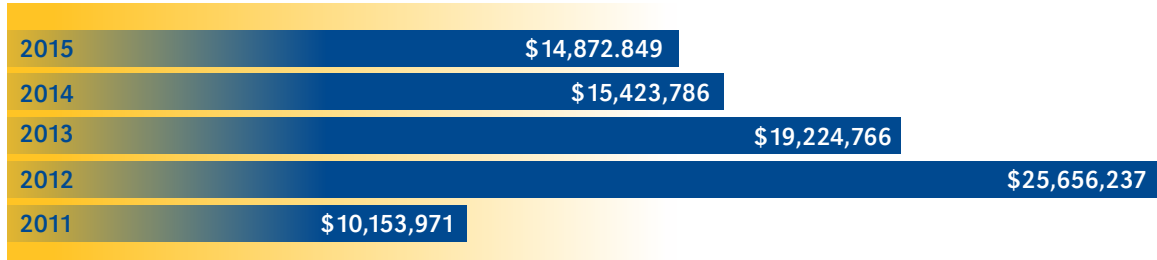


MORGAN COUNTY ENTERPRISE ZONE 2011-2015



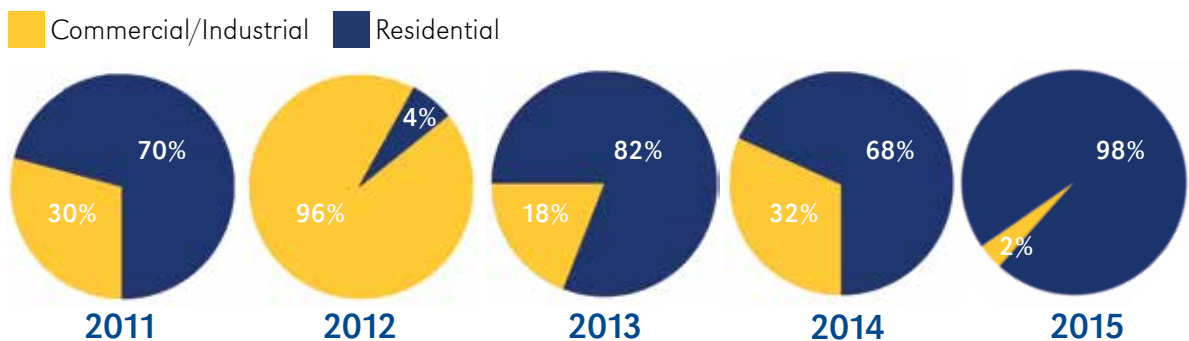
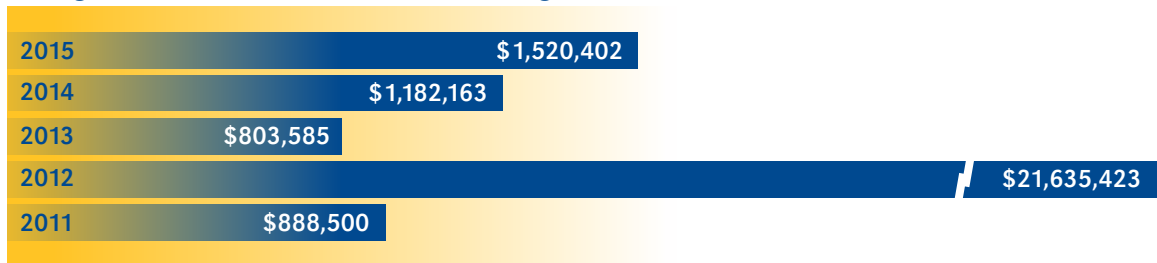
CITY OF JACKSONVILLE ENTERPRISE ZONE 2011-2015

City of Jacksonville Building Permits



SOUTH JACKSONVILLE BUILDING PERMITS 2011-2015

Village of South Jacksonville Building Permits



2016 PLAN OF WORK

BUSINESS DEVELOPMENT & ATTRACTION

Prospects

- Respond to all viable leads for new business development in a timely and professional manner.
- Host at least 3 site visits for prospective new business or industrial projects.
- Successfully recruit at least one new business into our region.

Entrepreneurship

- Continue to support, encourage and enhance the Morgan Scott CEO Program
- Continue to enhance and expand our partnership with the Jacksonville Area Chamber of Commerce, Jacksonville Main Street, Jacksonville Convention and Visitors Bureau, the Small Business Development Center and the local SCORE Chapter to encourage and help develop new business startups. Small business is the number one creator of new jobs.

Allies, Site Consultants & Corporate Realtors

- Conduct three multi-day call trips in Chicago and St. Louis
- Conduct an annual event to promote JREDC business location advantages to allies, consultants and realtors.

Ally Development

- Continue to expand our relationship with the Illinois Department of Commerce (IDOC) and meet at least twice each year with IDOC & Economic Development executives.
- Meet with economic development representatives from each utility which serves the JREDC region at least once.
- Meet with economic development representatives from all major railroads whose tracks service the JREDC territory at least once to discuss EDC activities and their marketing initiatives.

Target Marketing Program

- Develop and implement a basic media advertising campaign to promote the region's business advantages.
- Develop and print customized promotional materials targeted to each identified target segment.
- Annually conduct a targeted prospect development trip to prospects identified through allies or ad leads.

Formal Property Program

- Continue to develop and update pertinent information on LOIS regarding available sites and buildings.
- Identify and prepare informational brochures on at least four new sites each year.
- Identify and prepare informational brochures on at least two new buildings each year.
- Continue to diligently market our available existing industrial buildings.
- Development of one "Shovel Ready Site".
- Continue to develop and market Business Parks in Morgan and Scott Counties.

EXISTING INDUSTRY, BUSINESS RETENTION & EXPANSION

Formal Existing Industry Visitation Program

- Conduct at least 12 retention /expansion visits to our existing businesses and industries.
- Address individual company concerns with rapid response and follow-up.
- Identify at least two synergistic relocation or expansion opportunities.

Business Climate Improvement

- Host CEO/Plant Managers Breakfast Roundtables.
- Participate in monthly Human Resource Managers luncheon meetings.
- Assist community efforts to increase population by partnering with the Chamber, Main Street, the CVB, the City, the Village and the Morgan & Scott County Commissioners.
- Continue to work with our employers and our educators to transform our workforce into a more “Work Ready Region.” By utilizing the National Career Readiness Certification program, we can and must prove we have a skilled and educated workforce.
- Partner with the Project on Global Opportunities Committee and the World Affairs Council to increase global trade opportunities for our regional businesses.
- Encourage and support the development of a fiber optics network in Jacksonville and South Jacksonville as well as Scott County.
- Continue to support and encourage educational facilities improvement.

Recognition Program

- Working with JREDC Existing Industry Committee, select and recognize three local companies through the Industry Spotlight Program.
- Working with JREDC Existing Industry Committee, select and recognize a local company as the Industry of the Year.

INVESTOR AND PUBLIC RELATIONS

Written Publicity

- Publish and distribute a quarterly newsletter to our investors and allies.
- Develop and release at least 1 Media Release or Placement per quarter.
- Continue to update and improve our website and other electronic media, which means keeping them current, relevant and comprehensive.

Events & Programs

- Speaking Engagements - make at least four presentations regarding JREDC programs and successes to service clubs and other public meetings.
- Meet with Silver and Bronze level investors as a group.
- Annually sponsor the Chamber’s annual summer golf outing, field a foursome, and award the Corporate Cup.
- Conduct a JREDC Annual Meeting.

Program Feedback Opportunities

- Facilitate a quarterly WCI Council of Municipal Officials meeting to provide a forum for sharing common concerns.
- Solicit program feedback by providing a performance measures report at Quarterly Board of Directors Meetings.
- Annually speak to at least 8 City/Village/Morgan & Scott County Board Meetings regarding JREDC activities & successes.

Staff Development & Training

- Utilize continuing education seminars, professional educational programs, events and economic development conferences to keep current with trends and best practices in the economic development profession.



BOARD & OFFICERS

Proposed Nominations for Officers

2016 - 2017 (2 Year Term)

Chairman, Shawn Rennecker, Illinois
Electric Cooperative

Vice Chairman, Dusty Douglas, Morgan County
Secretary, Paul White, Premier Bank of Jacksonville
Asst. Secretary, Dan Beard, City of Jacksonville
Treasurer, Dave Bolen, Passavant Area Hospital
Immediate Past Chairman, Andy Ezard,
City of Jacksonville

Proposed Nominations for Silver Board Members

2016 - 2017 (2 Year Term)

Carl Bimm, Carpenter's Local 207
Kai Schnitker, First National Bank of Arentzville
Cheryl Welge, Ameren

Proposed Nominations for Bronze Board Members

2016 - 2017 (2 Year Term)

Marsha Awe, Arends Awe
J.J. Richardson, CCK Automations, Inc.
Allan Worrell, Worrell Land Services

2016 Proposed Board of Directors

Mike Anderson, Jacksonville Country Club
Shawn Artis, MCS Community Services
Marsha Awe, Arends Awe
Dan Beard, City of Jacksonville
- Assistant Secretary
Dan Breden, Prairie Power
Carl Bimm, Carpenter's Local 207
Dave Bolen, Passavant Area Hospital - Treasurer

Keith Bradbury, Community State Bank
& Jacksonville Area Chamber of Commerce
Skip Bradshaw, City of Jacksonville
Seth Bushnell, Illinois Electric Cooperative
Brian Dyche, Envirovac
Dusty Douglas, Morgan County
- Vice Chairman
Susie Drake, Illinois College
Andy Ezard, City of Jacksonville
- Immediate Past Chairman
Ginny Fanning, Morgan County
Rich Foss, Jacksonville Savings Bank
Tom Frederick, Elm City Center
Kelly Hall, City of Jacksonville Community
Development
Larry Kuster, Rammelkamp Bradney, P.C.
Jodee Nell, US Bank
Jim Oliver, Farmers State Bank & Trust Company
David Pennell, U.S. Bank
Doug Rahn, Passavant Area Hospital
Shawn Rennecker, Illinois Electric Cooperative
- Chairman
J.J. Richardson, CCK Automations
Kai Schnitker, First National Bank of Arentzville
Andy Smith, Jacksonville Area Chamber
of Commerce
Scott Stallman, Lincoln Land Community College
Mark Tierno, MacMurray College
Pat VanDeVelde, Scott County Development
Corporation
Steve Waltrip, Village of South Jacksonville
Cheryl Welge, Ameren
Paul White, Premier Bank - Secretary
Allan Worrell, Worrell Land Services
Brad Zeller, Morgan County

RETIRING BOARD MEMBER



Marsha Awe

We wish to recognize and sincerely thank retiring board member Marsha Awe for her service, dedication and commitment this past year to the JREDC as a representative of the Chamber of Commerce.



Olsey
refractories co.

OUR INVESTORS



DIAMOND INVESTORS

(Annual Investment of \$25,000 or more)

Jacksonville, City of
Morgan County
US Bank



PLATINUM INVESTORS

(Annual Investment of \$10,000 - \$24,999)

Illinois Electric Cooperative
Jacksonville Area Chamber of Commerce
Passavant Area Hospital



GOLD INVESTORS

(Annual Investment of \$5,000 - \$9,999)

Farmers State Bank & Trust Company
Jacksonville Country Club
Jacksonville Savings Bank
Prairie Power
Premier Bank of Jacksonville
Rammelkamp Bradley Law Office
Scott County Development Corporation
South Jacksonville, Village of



SILVER INVESTORS

(Annual Investment of \$1000 - \$4,999)

A. Gaudio & Sons
Ameren
Area Disposal
Benton & Associates
Brandt Consolidated
Carpenter's Local 270
CassComm
Community State Bank
Consolidated Grain & Barge
Elm City Center
Envirovac
First National Bank of Arenzville
First National Bank of Winchester
Hutchison Engineering Company
Illinois Road Contractors
Meredosia, Village of
Peak Insurance Agency
Tri County Community Development Corporation
UCM



BRONZE INVESTORS

(Annual Investment of \$100 - \$999)

Arends-Awe, Inc.
Bank of Bluffs
Bellatti Law Office
Burrus Seed Farms
Carpenter Law Office
CCK Automations
CNB Bank & Trust
Colton Downey & Associates
Dental Associates of Jacksonville
Duncan Management, Inc.
Franklin, Village of
Freeman Seed Company
Hamilton's Catering
Harold O'Shea Builders
ILMO
Langdon Insurance Agency
Linda Standley
Mike Hubbs Insurance & Financial Services
Murrayville, Village of
People's Bank & Trust
Susan Weller
Turner Insurance Agency, Inc.
Westown Ford
Whalen Trucking
Windsor Homes
WJIL/WJVO
WLDS/WEAI
Worrell Land Services, LLC

**The board, officers,
and investors are the key
to the continued success
of the JREDC.
Thank you for your support!**



FINANCIAL REPORT

BALANCE SHEET

for year ending December 31 (unaudited)

ASSETS	2015	2014
Checking/Savings	\$53,597	\$58,198
Investment/Reserves	\$246,201	\$245,669
Total Cash	\$299,798	\$303,867
Fixed Assets – Furniture	\$61,319	\$61,319
Lease Hold Improvements	\$30,531	\$30,531
Accum. Depreciation – F & E	-\$70,903	-\$68,335
Total Other Assets	\$20,947	\$23,515
Total Assets	\$320,745	\$327,382
LIABILITIES & EQUITY		
Retained Earnings	\$327,382	\$288,757
Net Income	-\$6,637	\$38,625
Total Equity	\$320,745	\$327,382


PROFIT & LOSS

for year ending December 31 (unaudited)

INCOME	2015	2014
Investments	\$185,600	\$201,375
Interest Income	\$610	\$833
Enterprise Zone Fees	\$15,675	\$56,860
Other Income	\$1,000	\$3,000
Total Income	\$202,885	\$267,068
EXPENDITURES		
Personnel	\$164,054	\$164,768
Administrative	\$27,704	\$30,818
Marketing	\$12,040	\$9,433
Retention	\$2,156	\$1,423
Land Development	\$0	\$9,340
Entrepreneurship	\$1,000	\$5,000
Office Equipment	\$0	\$92
Depreciation Expenses	\$2,568	\$2,568
Total Expenses	\$209,522	\$223,442
Net Income	-\$6,637	\$38,626



Illinois Electric Cooperative

Your Touchstone Energy® Partner 

HAROLD COX INDUSTRY OF THE YEAR



The Industry of the Year Award has been presented by the Existing Industry Committee of the JREDC since 1990, to honor the industry that exhibits outstanding business development and activity that enhances regional economic viability. It is by the examples of exemplary businesses in our region, like Illinois Electric Cooperative that the JREDC works to realize their mission for the benefit of all. We are proud to recognize and have selected Illinois Electric Cooperative as recipient of the 2015 Harold Cox Award for Industry of the Year.

Illinois Electric Cooperative was organized in May of 1936 to provide electric service to the surrounding rural areas. The first electric lines in the Cooperative's territory were energized in 1938. They energized 606 miles in Greene, Morgan, Pike and Scott Counties and served 675 members. Today, they have 14,000 accounts and have a 3,000 mile distribution system; which is roughly the size of Delaware and Rhode Island and provide both electricity and internet services! Their headquarters are centrally located in the heart of their service territory in Winchester, Illinois, serving members in the surrounding counties of Morgan, Pike, Scott, Greene, and Calhoun, with a few members located in outlying regions of Adams, Brown, Cass, Jersey, and Macoupin counties.

TECHNOLOGY, PRODUCTS AND SERVICES

Illinois Electric Cooperative continues to be a leader in bringing the newest technology and renewable energy sources to the region. In 2005, the Cooperative developed the region's first wind turbine. In 2013, they developed the region's first utility scale solar array to benefit its membership. In 2015, the Cooperative increased its wireless broadband speed and also launched high speed triple play fiber broadband systems in Winchester and Bluffs.

QUALITY IMPROVEMENTS

The Illinois Electric Cooperative continues to be one of the safest Cooperatives in America to work. They recently received top honors and were awarded the Best 3-Year Safety Award for their outstanding safety record. The award is sponsored annually by the Association of Illinois Electric Cooperatives. They are also active in the Safety/Supervisory Technical (SST) Conference which helps keep attendees up-to-date on changes to safety procedures and provides presenters for information on topics of importance to their positions at their electric cooperatives.

In addition, they continue to receive some of the highest customer service ratings from their annual survey of membership. The Cooperative places great emphasis on taking care of their members.



SERVICE TO THE COMMUNITY

Illinois Electric Cooperative is very involved in the communities it serves. Since 2000, their Member's Fund has donated \$555,000 to local organizations and charities. They invest in the region's economic development in a number of ways. Most recently, through a partnership with the Jacksonville Regional Economic Development Corporation, they were a co-founder in the Morgan-Scott CEO Program which is in its 2nd year and offers the opportunity for local youth to start a business and fosters entrepreneurship. The program will soon be available to all students in their service territory. They also support the United Way, YMCA's and hospitals, but, their main investments are predominately in schools and education.

PROBLEM SOLVING

Illinois Electric Cooperative saw a need for rural industrial and business growth and as a result, offer support through the USDA's Rural Economic Development Loan & Grant program (REDLG) to spur economic development in the region. They also invest in local CDC's and industrial sites to further encourage and boost development in our rural communities. When no high speed internet service was readily available, after much planning, the Cooperative was able to provide high speed internet to rural residents in Winchester and Bluffs. They have supported the local higher education facilities and its students with internships which provide them experience and additional education in engineering and computer science which increases the potential to have a full time job upon graduation - and provides the Cooperative with experienced employees! The creation of electricity itself saved lives and greatly improved the quality of life in the rural area, especially for housewives, where electric lamps replaced oil, electric machines versus manual just made life easier! As they have always done and continue to do, the Cooperative strives to bring and keep our rural residents fully participating in the 21st century.

TEAMWORK

At Illinois Electric Cooperative, management and employees make a great team because they all place a priority on taking care of one another. They believe that in any successful organization or community, the members all understand the necessity and importance of taking care of each other.

GREAT PLACE TO WORK

The employees all agree the Cooperative is a great place to work because all share a commitment to its mission. Improving the quality of life in communities they serve either through the delivery of electric service, internet or economic development. Every day is focused on the best interest of their membership. They also enjoy working together, as they are a talented and diverse group of individuals from across their territory.

We are very fortunate to have such a valuable asset and stakeholder in our Region like Illinois Electric Cooperative. Their investment and innovative projects has been representative of what economic development in our Region is all about! We appreciate and thank you for all you do for our region. Congratulations!

On Our Cover

CCK Automations, Jacksonville, Illinois

CCK Automations, Inc. is a local industrial manufacturer of custom circuit and printed circuit boards as well as industrial control panels. They started their business in 1999 with 4 employees in a 14,000 square foot facility. Today, they occupy a 100,000 square foot facility and have 67 employees.

Their products can be found nationwide in applications such as conveyor systems, agri-systems, automated systems, and more!

CCK Automations proudly displays the Made in the USA logo and they are ISO certified for their product quality. Underwriters Laboratories (UL) certification signifies their dedication to safety and their IPC Certification, an industry specific certification, for excellence in assembly and production standards.

We are proud to claim CCK Automations as an asset to our community and an excellent success story on local entrepreneurship.



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