



2018 ANNUAL REPORT  
2019 PLAN OF WORK



**Great Scott! Community Market**  
Downtown Winchester, Illinois

# CHAIRMAN'S MESSAGE



It has been my pleasure to serve as chairman of the Jacksonville Regional Economic Development Corporation (JREDC) over this past year. Since starting on the JREDC Board, I have been continually amazed at the individuals and businesses passionate about sustaining and growing our local economy. This year has been no exception.

I appreciate the help our Immediate Past Chairman Shawn Rennecker has been – not only to me – but to the entire organization. He was instrumental in setting our direction for 2018. We set out to accomplish four main goals this past year, and our dedicated staff, investors and board helped us accomplish them all:

- **Five-year capital campaign** Rather than hiring an outside fundraiser, we internally handled the campaign to secure investments for the next five years, exceeding our goals. We cannot thank our investors enough for your continued support.
- **Regional Economic Plan** The completion of our five-year strategic plan is now our organizational compass. The plan also served us well in our capital campaign efforts.
- **Enterprise Zone** Thanks to PGAV, staff and board who assisted, our application awaits review this summer. Fingers are officially crossed!
- **Staffing** Rather than hire a new president, we are happy to have Kristin Jamison on board as our new vice president of marketing and communications. Her talents, combined with those of Bonni Waters (vice president of operations), will help grow our presence in the region. I also want to recognize Bonni's help in stabilizing the office over a sometimes challenging transition the last couple of years.

To put an official wrap on 2018, we congratulate Westermeyer Industries as our winner of the Harold Cox Award for Industry of the Year. Candidly, Westermeyer Industries' continued pattern of success and commitment to our area make them a great candidate every year. We are happy to finally be able to give the company its deserved recognition.

We also congratulate the City of Jacksonville Parks and Lakes Department on the hiking trails they recently completed south of the lake. Constant attention to quality of life issues help improve our region's quality of place – one of seven important goals outlined in our regional plan.

I would be remiss if I did not recognize the new grocery store cooperative that opened in Winchester last summer. Offering fresh produce, meats and dairy, Great Scott! Community Market not only services the community of 1,500 with its only grocery store, but it also sources its goods from a 50-mile radius of Winchester, offering economic benefits to the region's farmers. From the volunteers who served on the project steering community to the local investors, the co-op is an excellent example of a community banding together to improve its economic future.

Lastly, I would again like to offer my thanks to the board and staff of the JREDC for your commitment – especially our retiring board members: Dave Bolen and Paul White. As always, my continued gratitude is extended to JREDC investors and allies in Morgan and Scott counties. We look forward to the promise of a great 2019.

- *Dusty Douglas, Chairman*

# VICE PRESIDENT'S MESSAGE



Reflecting on 2018, the Jacksonville Regional Economic Development Corporation Board and staff should be proud of our collective accomplishments: we responded to five prospect leads this year, continued working on site selection with a prospect who visited in late 2017, developed a marketing video for the Tri-County Industrial Site, completed our five-year Regional Economic Plan for Morgan and Scott Counties, completed and submitted our Enterprise Zone application and hope to announce new businesses

attracted to the region in the near future.

While we are pleased with the progress being made last year, we are especially excited for 2019, as Vice President of Operations Bonni Waters is being joined in the office by Kristin Jamison, who recently accepted the new position of vice president of marketing and communications.

With decades of economic development experience, Bonni will continue to lead the administrative, technical and professional activities of JREDC. She strives to offer a high level of support for Morgan and Scott counties' established industries and keep city and county government officials informed of the requirements of industrial projects.

Kristin's background in communications and development provide a unique foundation to complete a variety of public relations, marketing, fundraising and professional activities. She will work with Bonni on a number of fronts, including developing relationships with local, statewide and regional developers.

We are excited about what the future holds for Morgan and Scott counties, and we thank JREDC investors and allies who support our efforts. As we work to achieve our economic development goals as set forth in our new five-year plan, we thank you for partnering with us. With your collaboration, we vow to grow and strengthen our communities.

- Bonni Waters, Vice President of Operations

- Kristin Jamison, Vice President of Marketing and Communications



# FINANCIAL REPORT

## BALANCE SHEET

for year ending December 31 (unaudited)

| <b>ASSETS</b>                   | <b>2018</b>      | <b>2017</b>      |
|---------------------------------|------------------|------------------|
| Checking/Savings                | \$10,681         | \$54,848         |
| Investment/Reserves             | \$307,628        | \$247,247        |
| Fixed Assets – Furniture        | \$63,221         | \$63,319         |
| Lease Hold Improvements         | \$30,531         | \$30,531         |
| Accum. Depreciation – F & E     | -\$73,453        | -\$77,215        |
| <b>Total Assets</b>             | <b>\$338,608</b> | <b>\$318,730</b> |
| <b>LIABILITIES &amp; EQUITY</b> |                  |                  |
| Retained Earnings               | \$319,567        | \$352,553        |
| Net Income                      | \$14,042         | -\$33,823        |
| <b>Total Equity</b>             | <b>\$333,609</b> | <b>\$318,730</b> |

## PROFIT & LOSS

for year ending December 31 (unaudited)

| <b>INCOME</b>          | <b>2018</b>      | <b>2017</b>      |
|------------------------|------------------|------------------|
| Investments            | \$197,642        | \$189,175        |
| Interest Income        | \$453            | \$624            |
| JREDC Foundation       | \$0              | \$0              |
| Enterprise Zone Fees   | \$94             | \$3,250          |
| Other Income           | \$7,500          | \$1,000          |
| <b>Total Income</b>    | <b>\$205,689</b> | <b>\$194,049</b> |
| <b>EXPENDITURES</b>    |                  |                  |
| Personnel              | \$61,181         | \$164,632        |
| Administrative         | \$115,263        | \$37,654         |
| Marketing              | \$2,070          | \$5,169          |
| Retention              | \$1,084          | \$1,303          |
| Land Development       | \$9,900          | \$16,865         |
| Entrepreneurship (CEO) | \$0              | \$0              |
| Office Equipment       | \$0              | \$0              |
| Depreciation Expenses  | \$2,150          | \$2,248          |
| <b>Total Expenses</b>  | <b>\$191,647</b> | <b>\$227,872</b> |
| <b>Net Income</b>      | <b>\$14,042</b>  | <b>-\$33,823</b> |

# OUR MISSION

Since 1964, the mission of the Jacksonville Regional Economic Development Corporation has remained the same – to create, expand, recruit and retain job opportunities for Morgan and Scott counties.

## 2019-2023 PLAN OF WORK

The JREDC will, in accordance with the Regional Economic Development Plan for Morgan and Scott Counties, continue our mission by:

- 1. Business Attraction:** Work with public and private sector partners to market available sites and buildings to attract new investment to the region.
- 2. Business Creation:** Assist partners to encourage and support start-ups and emerging businesses so more will survive and grow locally within the region.
- 3. Business Retention/Expansion:** Expand our business retention and expansion program, with assistance from our allies, to reach out to every large employer and many smaller ones at least once per year.
- 4. Workforce Development:** Collaborate with the Jacksonville Area Chamber of Commerce to implement a new workforce development approach – or talent pipeline management – to meet the needs of today’s changing business environment.

## GOALS AND STRATEGIES

### Goal #1

#### Improve the Region’s Quality of Place

Strategies: Encourage vibrant downtowns; allow access to a reliable public infrastructure; invest in recreational and entertainment amenities; offer affordable housing and quality education; ensure availability and access to quality healthcare; and offer access to high-speed broadband.

### Goal #2

#### Create an Entrepreneurial Ecosystem

Strategies: Continue to promote the Morgan-Scott CEO Program and develop an alumni program; coordinate the development of a Regional Entrepreneurs Club allowing for networking events for prospective entrepreneurs to nurture business ideas; and develop an Entrepreneurial Development Center that might include a business incubator, co-working space, a maker’s space and resource center.

### Goal #3

#### Strengthen the Region’s Workforce

Strategies: Develop Morgan and Scott County Career Opportunities as a mentorship program to share local employment opportunities with sophomores, juniors and seniors in high school; provide support for the Jacksonville Promise with the potential of expanding to a regional program; fully promote and invest in the Talent Pipeline Management program; and develop a Regional Workforce Training Center to regional residents.

#### Goal #4

##### Help Existing Businesses Expand and Grow

Strategies: Serve as a conduit for assistance to regional businesses; create new incentives to provide resources to help existing firms grow; and obtain certification of a new regional enterprise zone.

#### Goal #5

##### Develop Available Properties in the Region

Strategies: Partner with local and regional real estate firms to find prospective businesses; develop and implement a digital and print marketing campaign; promote the region through available trade show cooperative partnerships; respond to RFPs and coordinate site visits; host site consultant familiarization tours; refresh the current JREDC website to integrate current information, maps and community tours; and pursue Brownfields Cleanup where necessary.

#### Goal #6

##### Constructively Engage Community Based Organizations

Strategies: Organize quarterly events to discuss progress made toward goals and objectives; create a monthly newsletter to update regional partners on the latest news and developments in the region; identify opportunities for community based organizations to collaborate on important efforts; and develop a regional branding campaign.

#### Goal #7

##### Pursue Development that Diversifies the Region's Economy

Strategies: Utilize print and digital media to promote the region as a prime location for its identified target industries; develop special sections within the JREDC website specifically focused on these target industries; contract with economic development lead generation firms to specifically market the region to targeted industries; increase tourism marketing to attract additional tourism opportunities and revenue; and partner with local colleges to provide training opportunities for growing local firms.



# SALES TAX RECEIPTS 2014-2018

## Morgan County

|      |             |
|------|-------------|
| 2018 | \$1,049,605 |
| 2017 | \$1,065,345 |
| 2016 | \$1,142,409 |
| 2015 | \$1,667,527 |
| 2014 | \$1,027,266 |

## Scott County

|      |          |
|------|----------|
| 2018 | \$92,721 |
| 2017 | \$99,021 |
| 2016 | \$84,030 |
| 2015 | \$83,536 |
| 2014 | \$86,471 |

## City of Jacksonville

|      |             |
|------|-------------|
| 2018 | \$5,990,631 |
| 2017 | \$5,957,990 |
| 2016 | \$5,913,605 |
| 2015 | \$5,936,325 |
| 2014 | \$5,596,089 |

## Village of South Jacksonville

|      |           |
|------|-----------|
| 2018 | \$240,818 |
| 2017 | \$194,290 |
| 2016 | \$178,810 |
| 2015 | \$186,596 |
| 2014 | \$178,980 |

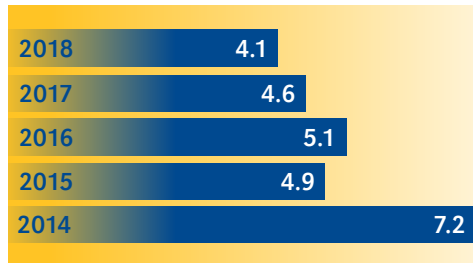
## City of Winchester

|      |           |
|------|-----------|
| 2018 | \$216,040 |
| 2017 | \$191,057 |
| 2016 | \$195,175 |
| 2015 | \$191,827 |
| 2014 | \$193,474 |

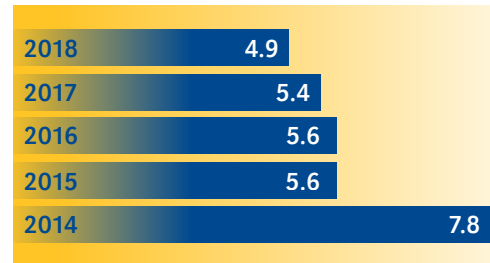


## UNEMPLOYMENT 2014-2018

### Morgan County

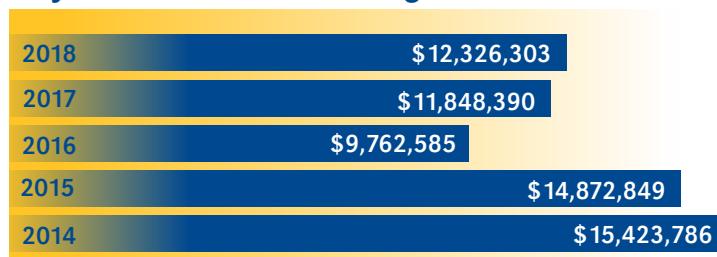


### Scott County

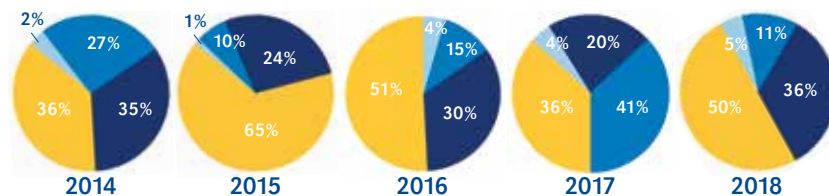


## CITY OF JACKSONVILLE ENTERPRISE ZONE 2014-2018

### City of Jacksonville Building Permits



Commercial/Industrial Residential Commercial/Industrial/EZ Zone Residential/EZ Zone

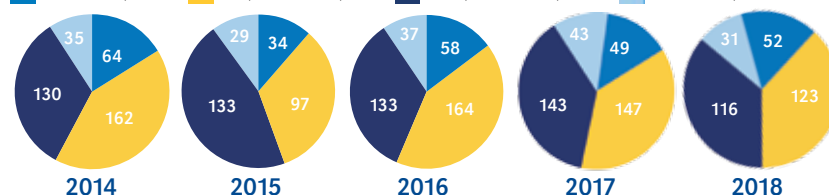


## HOME SALES 2014-2018

### Home Sales - Morgan and Scott County



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



# 2019 BOARD & OFFICERS

## 2019 Officers

Chairman, Dusty Douglas, Morgan County  
Vice Chairman, Jodee Nell, US Bank  
Secretary, Kelly Hall, City of Jacksonville  
Assistant Secretary, Dan Beard, Bellatti Law Office  
Treasurer, Kai Schnitker, First National Bank of Arenzville  
Immediate Past Chairman, Shawn Rennecker, Illinois Electric Cooperative

## Proposed Nominations for Silver Board Members

2019-2021 (two-year term)

Keith Bradbury, Community State Bank (Re-elect)  
Jim Burke, Hutchison Engineering (Re-elect)  
Tom Frederick, Elm City Center (Re-elect)

## 2019 Proposed Board of Directors

Mike Anderson, Jacksonville Country Club  
Shawn Artis, MCS Community Services

**Dan Beard, City of Jacksonville**  
– Assistant Secretary

Carl Bimm, Carpenters Local 270  
Keith Bradbury, Community State Bank  
Skip Bradshaw, City of Jacksonville  
Jim Burke, Hutchison Engineering  
Seth Bushnell, Illinois Electric Cooperative  
Joey Buster, Area Disposal

**Dusty Douglas, Morgan County – Chairman**  
Paul Eddington, Passavant Area Hospital

Andy Ezard, City of Jacksonville  
Ginny Fanning, Morgan County  
Barbara Farley, Illinois College  
Tom Frederick, Elm City Center  
Darin Gehrke, Town & Country Bank  
**Kelly Hall, City of Jacksonville - Secretary**  
Eric Hobbie, Prairie Power  
Harry Jennings, Village of South Jacksonville  
Rob Lyman, Peoples Bank & Trust  
Keri Mason, Lincoln Land Community College  
Susie Drake, Jacksonville Area Chamber of Commerce  
Lisa Musch, Jacksonville Area Chamber of Commerce  
**Jodee Nell, US Bank – Vice Chairman**  
Jim Oliver, Farmers State Bank & Trust Company  
**Shawn Rennecker, Illinois Electric Cooperative**  
– Immediate Past Chairman  
J.J. Richardson, CCK Automations  
Chris Royal, Jacksonville Savings Bank  
Harry Schmidt, Passavant Area Hospital  
**Kai Schnitker, First National Bank of Arenzville - Treasurer**  
Mark Tierno, MacMurray College  
Pat VanDeVelde, Scott County Development Corporation  
Rick Villa, Reynolds Consumer Products  
Cheryl Welge, Ameren  
Allan Worrell, Worrell Land Services  
Brad Zeller, Morgan County

# RETIRING BOARD MEMBER



## Mark Metz

We recognize and sincerely thank retiring board member Mark Metz for his service, dedication and commitment to the JREDC throughout 2018.

# SPECIAL RECOGNITION

## RETIRING BOARD MEMBERS



### **Dave Bolen**

After a 39-year career in financial management positions at three hospitals in Wisconsin and Illinois, Dave Bolen retired in August 2018. He joined the JREDC in 2014 serving as the treasurer and chair of the Finance Committee. In addition to his officer duties, he assisted with fundraising efforts and was part of a team charged with finding a new office location.

Dave served as vice president/chief financial officer for 29 years of his career, having retired from Passavant Area Hospital after almost 10 years as CFO. The Northern Illinois University graduate is a certified public accountant and a Healthcare Financial Management Association Fellow.

Active in the community, Dave has been a director on the boards of several organizations in addition to the JREDC, including the United Way, Chamber of Commerce, Jacksonville Charter School, a hospice organization and a Federally Qualified Health Center.

We congratulate Dave on his retirement and thank him for his years of dedicated service, as well as the influence he has had in furthering our vision, mission and economic development in our region.



### **Paul White**

Paul White retired from Town and County Bank in August 2017 as executive vice president and community president for Greene and Morgan counties. He began his successful banking career in 1976 at Elliott State Bank. During his 10 years of service there, his duties included positions in most areas of the banking industry leading up to the role of vice president of commercial lending.

Joining Premier Bank of Jacksonville in 1996, Paul was instrumental in the expansion of the bank from one to four locations and growth in assets from around \$28,000 to more than \$200 million. He served as president and chief executive officer, as well as board member and secretary of West Plain Investors, Inc. during his 20-year tenure at Premier.

Paul joined the JREDC in 2014 and served as secretary and chairman of the Marketing Committee. In addition, Paul's community service efforts also include leadership roles on the boards of Prairieland United Way, Bob Freesen YMCA, Jacksonville Area Chamber of Commerce and the Illinois Bankers Association. He graduated from Illinois College in 1973 with a Bachelor of Science degree in mathematics and furthered his education at the Illinois Bankers Association School in Carbondale and the Graduate School of Banking in Madison, Wisconsin.

Paul proved to be a valuable member of our organization, substantially impacting economic development in our region. We thank him for his many years of dedicated service.

# 2018 HAROLD COX INDUSTRY OF THE YEAR

Westermeyer  
Industries Inc.

A COMPANY OF MUELLER INDUSTRIES 

The mission of the Jacksonville Regional Economic Development Corporation is to create, retain, recruit and expand job opportunities in Morgan and Scott counties. Since 1990, JREDC's Existing Industry Committee has presented the Harold Cox Industry of the Year Award to a company exhibiting outstanding business development and activity that enhances regional economic viability. We have selected and are proud to recognize Westermeyer Industries as the recipient of the 2018 Harold Cox Industry of the Year Award.

## TECHNOLOGY, PRODUCTS AND SERVICES

Designing, manufacturing and distributing high-quality commercial components and accessories for the air conditioning and refrigeration industries, Westermeyer Industries is now the largest supplier of the products it manufactures. Its air conditioning and refrigeration components are shipped globally with approximately 15 percent of sales shipped outside the United States. In addition, approximately 80 percent of all U.S. supermarkets use Westermeyer Industry products.





## QUALITY IMPROVEMENTS

More than just a supplier, the company strives to be a component and accessory problem-solver. This “can-do” attitude permeates all Westermeyer Industries projects and is continually demonstrated through the company’s commitment to engineering creativity and design ingenuity. Over the past four years, Westermeyer Industries has made over \$6.5 million in capital investments, with \$2.5 million invested in 2018 alone. A few years ago, the company doubled its manufacturing floor space to streamline production and add products.

## SERVICE TO THE COMMUNITY

Westermeyer Industries is a sponsor of the Morgan-Scott CEO program, enabling high school students in Morgan and Scott counties to become self-reliant, enterprising individuals who will contribute to the ongoing economic development in their communities. Westermeyer Industries also financially supports local youth and high school athletic efforts, contributing a significant portion of the funding for the new scoreboards at Bluffs High School. The company assists a local reading program that puts books in the hands of new mothers and young children, participates in Angel Tree activities during the holidays and has been a longtime supporter of the Future Farmers of America. Westermeyer Industries generously donated funding for radar signs to slow traffic and ensure the safety of the residents of the Village of Bluffs and contributes to the community’s picnic.

## TEAMWORK

With an 8 percent growth in business in 2017 and 30 percent in 2018, Westermeyer Industries is on an upward trajectory adding 35 jobs in the past two years. Company founder Gary Westermeyer gives credit to dedicated and skilled employees for his business’ remarkable success.

## GREAT PLACE TO WORK

Westermeyer Industries is progressive in its service to employees, providing incentive programs to all including tuition reimbursement for those who wish to advance their careers. The company also pays 100 percent of employee health care costs and offers a 401k plan with up to a 4 percent company match.

Westermeyer Industries is an asset to the region. The Jacksonville Regional Economic Development Corporation appreciates the economic boost and jobs it provides, as well as the generosity it extends in partnering with the community.

# 2018 CHAMPION AWARD



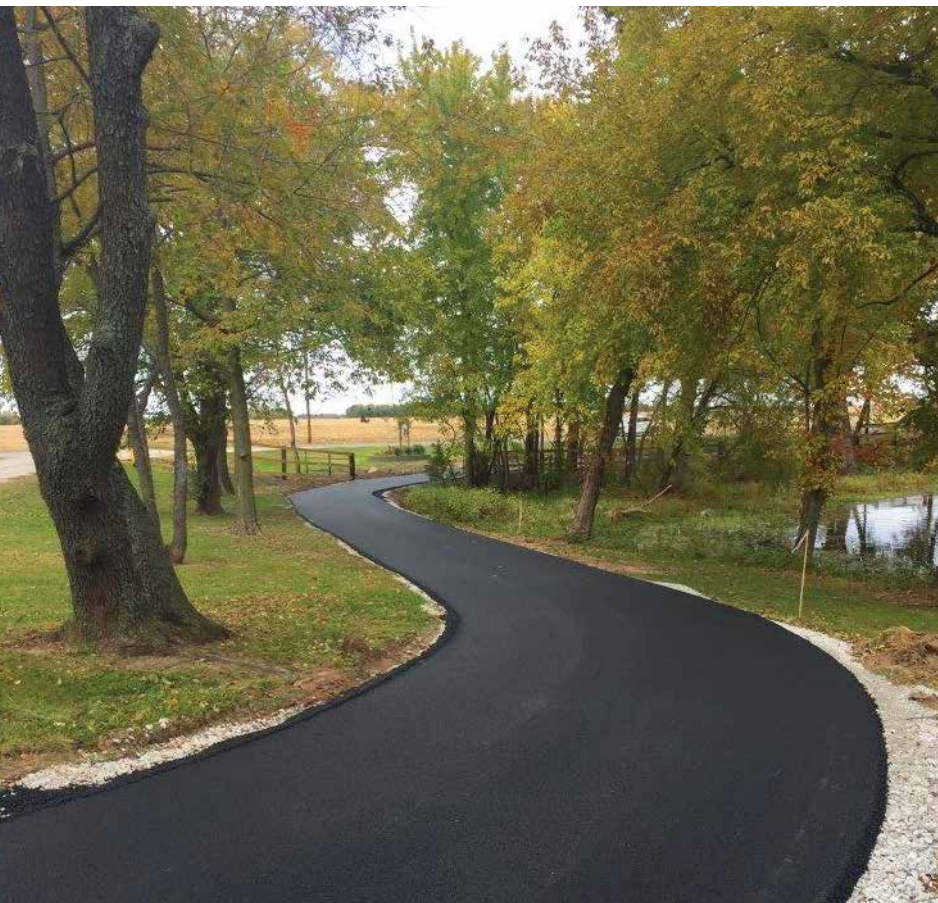
## CITY OF JACKSONVILLE *Parks and Lakes*

Created to recognize exemplary support for economic development in Morgan and Scott counties, the Champion Award honors an individual, agency or organization that does not have economic development as its primary purpose.

The 2018 Champion Award recognizes the City of Jacksonville's Parks and Lakes department for the two new hiking trails developed on the south side of Lake Jacksonville. Snaking through 1.5 miles of timber, the two trails – named Crimson and Rocket – are located on South Lake Road between Starlite Campers Club and the Oak Grove Boy Scout area.

Jacksonville Parks and Lakes Director Kelly Hall and Lake Jacksonville Manager Brett Gilbreth began clearing the trails in April 2017, after years of planning and renegotiating an original lease with the Boy Scouts. The recreation trails include historic information provided by the Morgan County Abstract, as well as benches donated by Reynolds Consumer Products.

Hall is proud of the completed project because it allows for additional recreational opportunities for outdoor enthusiasts in the Jacksonville area, as well as visitors to the community. The Parks and Lakes Department is currently in the process of completing a hard-surface, all-access trail that will stretch from Point One to Pine Point Campers Club. The new trail, located on the north side of Lake Jacksonville, will be completed this spring.



# OUR INVESTORS



## DIAMOND INVESTORS

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

City of Jacksonville  
Morgan County



## 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  
Reynolds Consumer Products  
Scott County Development Corporation  
Town & Country Bank of Jacksonville  
US Bank  
Village of South Jacksonville



## SILVER INVESTORS

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

Ameren  
Area Disposal  
Bartlett Grain Company  
Benton & Associates  
Carpenters Local 270  
CassComm  
City of Winchester  
Community State Bank  
Consolidated Grain & Barge  
Don's Place  
Elm City Center  
Envirovac  
First National Bank of Arenzville  
First National Bank of Winchester  
Golden Eagle Distributing  
Hutchison Engineering Company  
Illinois College

Illinois Road Contractors  
Mike Griffiths Properties  
Peak Insurance Agency  
Rammelkamp Bradney Law Office  
Tri County Community Development Corporation  
Zumbahlen Eyth Surratt Foote & Flynn



## 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  
Dimond Bros. Insurance Agency  
Duncan Management, Inc.  
Freeman Seed Company  
Hamilton's Catering  
ILMO  
Langdon Insurance Agency  
Linda Standley  
O'Shea Builders  
People's Bank & Trust  
Steve Turner  
Steve Varble  
Susan Weller, DDS  
Village of Franklin  
Westown Ford  
Windsor Homes  
Worrell Land Services, LLC

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

*On Our Cover*

## **Meredosia Bridge**

A 567-foot cantilevered span bridge was opened to carry traffic on Illinois Route 104 across the Illinois River at Meredosia in 1936. The narrow bridge only had two lanes and virtually no shoulders. Despite rehabilitative work in 1984, the aging steel and increasing maintenance expenses made it dangerous and too costly to keep in service. After three years of construction, a new tied-arch style bridge with 12-foot lanes and two 10-foot shoulders opened for traffic on June 19, 2018. The \$86.2 million project included a stormwater retention system, storm gutters, new sidewalks and curbs along Main Street in Meredosia. Critical to regional mobility, Illinois Department of Transportation Secretary Randall Blakenhorn characterized the completion of the new bridge as a team effort that will positively impact the region for generations through economic opportunity and long-term growth.



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