



JACKSONVILLE

REGIONAL ECONOMIC DEVELOPMENT CORPORATION



2022 ANNUAL REPORT
2023 PLAN OF WORK

Bound to Stay Bound Books

Jacksonville, Illinois



CHAIRMAN'S MESSAGE



We celebrate a terrific year for the Jacksonville Regional Economic Development Corporation. This has been achieved due to the support of our investors and the vision of this organization. We have seen expansion in Morgan and Scott counties' businesses and industries and are excited about the possibilities of new ventures.

The Harold Cox Industry of the Year will be presented to both i3 Broadband and Cass Communications. These companies have brought broadband to our entire region. With changes in business operations and working remotely, this has been a much-needed addition to promote economic development and make us attractive to the business world. They are excellent examples of helping to enhance our regional viability.

Everyone has faced unusual adversity these past few years, but none greater than what Westermeyer Industries has overcome. We honor their hard work and dedication to this region in their decision to rebuild their facility. They kept and even increased their work force, and showed extreme perseverance, making them a deserving recipient of the JREDC Champion Award.

Thank you to our talented staff, President Kristin Jamison and Vice President Bonni Waters, for their work in keeping our organization in the forefront of growth possibilities. They have amassed a wide range of resources and incentives to offer prospective businesses who might be interested in relocating here as well as giving guidance and assistance to existing companies. Their rebranding efforts have given JREDC a fresh welcoming look.

We are fortunate to have investors who see the value in a strong economic development corporation and a Board of Directors who give their time and expertise to help guide JREDC. I thank you all. I also give my appreciation to Jodee Nell, Dusty Douglas and Rob Lyman who spearheaded our successful five-year investment campaign. This guaranteed funding will provide future opportunities for Morgan and Scott counties.

Going forward, we will strive to always be the voice of economic development and do everything we can to ensure continued growth and prosperity for our region.

Sincerely,
Ginny Fanning
Chairman

PRESIDENT'S MESSAGE



It is hard to believe I am nearing the close of my fifth year of work with the Jacksonville Regional Economic Development Corporation. I continue to be inspired by the exciting development being completed in the Jacksonville region - small businesses are opening at a fast pace in our downtowns, new retail stores are setting up operation, major manufacturers are making plans for expansion, and collaboration with our community and industry leaders ensures that the Jacksonville region is moving forward.

Quality of place remains an important piece of conversation as Bonni and I work with prospects. We continue to emphasize the Jacksonville region's low cost of living, safe environment and reliable infrastructure as great reasons to locate to this area to live and do business. But we understand how important it is to develop amenities that attract a young and vibrant workforce - many of whom have the ability to work from home. Increasing our region's access to fiber broadband has increased our competitiveness with other communities, and we are working with community partners to keep place-making efforts top of mind.

Our conversations with prospects interested in developing in Morgan and Scott counties are encouraging, as well. The Jacksonville Regional Enterprise Zone continues to be a major selling point as we attract new business to the region. When I first began my position, people perennially asked about two vacant properties: the former Shopko and former AC Humko buildings. I am happy to report that Enterprise Zone benefits are being utilized in the renovation of both properties and played a key role in attracting that development.

JREDC's commitment to engaging the community has been strengthened as we work with community leaders and partners to encourage small businesses to apply for grant opportunities. We have continued our work as Community Navigators through the Illinois Department of Commerce and Economic Opportunity. JREDC, along with our partner agencies, successfully marketed the Back 2 Business program last year. More than a half million dollars was recently awarded to applicants in the restaurant, hotel and creative arts industries. Since the beginning of the pandemic, we have helped facilitate more than \$3.5 million in grant funding to small businesses in Morgan, Scott and Cass counties through local, state and federal grants.

Finding a dedicated and skilled workforce is top of mind for every employer with whom I speak. We remain connected with our educational partners to build a strong pipeline to the many employment opportunities in the region. In addition, JREDC is establishing creative solutions to address a decrease in workforce in our region. We are facilitating conversations with outside-the-box populations ready to work and exploring exciting relocation incentives that would help draw new residents to Morgan and Scott counties. This new talent attraction effort will leverage the successful branding campaign completed last summer.

Bonni and I realize that none of this work would be possible without the dedication and support of our investors and Board of Directors. Because our investors understand the importance of our bold work, we were able to achieve the goals outlined in the five-year investment campaign we kicked off last fall. Thanks, again, for your commitment to strengthening the Jacksonville region.

Thank you,
Kristin Jamison
President

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
Jacksonville Memorial Hospital
Rabbi Rob & Lauren Thomas



GOLD INVESTORS

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

Farmers State Bank & Trust Company
i3 Broadband
Heartland Bank & Trust Company
Jacksonville Country Club
Prairie Power
Reynolds Consumer Products
Scott County Development Corporation
US Bank
Ware Brands



SILVER INVESTORS

(Annual Investment of \$1,000 - \$4,999)

Ameren
Beard Implement
Benton & Associates
Cass Communications
City of Winchester
CNB Bank & Trust
Community State Bank
Don's Place
Elm City Center
EnviroVac
First National Bank of Arezville
First National Bank of Winchester
GFL Environmental
Golden Eagle Distributing
Hutchison Engineering Company
Illinois College

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



BRONZE INVESTORS

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

AgriSompo
Bank of Bluffs
Bellatti Law Office
Burrus Seed Farms
Cass-Morgan Farm Bureau
CAT Financial
CCK Automations
CO2 Ventures
Dimond Bros. Insurance Agency
Duncan Management, Inc.
Freeman Seed Company
Hamilton's Catering
ILMO Products Company
JAX Civic Center
Linda Standley
O'Shea Builders
Peoples Bank & Trust
SomerCor
The Source
WLDS/WEAI Radio
Worrell Land Services, LLC

NEW INVESTORS 2023

GOLD INVESTORS

Nestlé

SILVER INVESTORS

Bound to Stay Bound Books
Marx Properties, Inc.
West State Title
Westermeyer Industries



OUR MISSION

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

In accordance with the Regional Economic Development Plan for Morgan and Scott Counties, the JREDC will continue our mission through:

- 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 maintain contact with every large employer and many smaller ones as often as possible. Successfully complete a five-year comprehensive investor campaign to ensure our work continues at a high caliber.
- 4. Workforce Development:** Collaborate with the Jacksonville Area Chamber of Commerce to implement new workforce development approaches to meet the needs of today's rapidly changing business environment.

GOALS, STRATEGIES AND PLAN OF WORK

As outlined in the five-year Regional Economic Development Plan, JREDC continues its charge to realize seven goals - all of which support to the mission of our organization:

GOAL #1 IMPROVE THE REGION'S QUALITY OF PLACE

JREDC has been working closely with our partners and allies to promote the amenities and resources our region offers, as well as complete more projects to advance place-making strategies. We partnered with the City of Jacksonville on a Community Revitalization Plan to understand current housing needs in an effort to improve economic development, housing development and community development. The final plan assists developers in understanding the community's needs and priorities for future growth.

We continue to market our region's reliable public infrastructure; affordable housing and quality education; and availability and access to quality healthcare to attract new businesses to the region. Our vibrant JREDC website has been key in helping us promote our quality of place.

The installation of fiber broadband throughout the entire region ensures our businesses and residents have high-speed internet service expected in today's economy - which is especially important given the impact COVID-19 has had in transforming the way we live, work and learn.

GOAL #2 CREATE AN ENTREPRENEURIAL ECOSYSTEM

JREDC continues to promote and support the Morgan-Scott CEO Program and aspires to engage with these young entrepreneurs as they develop businesses that positively impact our region. Our organization actively participates in monthly Jacksonville Mainstreet Economic Vitality meetings to assist new business owners setting up shop in the Mainstreet district. In addition, the JREDC has met and counseled several entrepreneurs interested in identifying properties to begin new brick-and-mortar small businesses in the region.

GOAL #3 STRENGTHEN THE REGION'S WORKFORCE

Strengthening relationships with Illinois College and Lincoln Land Community College help grow the talent pool our commercial industries need, as well as provide opportunities for upskilling our workforce.

The employment opportunities page on the JREDC website proves to be one of our most visited pages. We continue to urge our region's employers to take advantage of this free, "one-stop shop" that benefits local employers and jobseekers.

JREDC is currently developing a workforce attraction strategy that will incorporate relocation incentives, digital marketing and welcome initiatives to bolster our region's talent pipeline.

GOAL #4 HELP EXISTING BUSINESSES EXPAND AND GROW

Valuable incentives through sales tax and property tax abatements to qualified projects are administered through our Jacksonville Regional Enterprise Zone, now in its fourth year. JREDC also takes great pride in facilitating relationships between developers, business owners and municipal leaders to grow business in the Jacksonville region. Enterprise Zone Administrator Bonni Waters is continually working with property owners to ensure he or she receives valuable incentives during renovation, including the former A.C. Humko and Shopko properties.



GOAL #5 DEVELOP AVAILABLE PROPERTIES IN THE REGION

JREDC's website allows us to easily market available properties in Morgan and Scott counties. This online tool continues to be valuable during an unprecedented time when it is not always possible to meet in person with site selectors and realtors requesting information about available properties in the region. Many times, our website serves as the first point of contact with business prospects and then we continue the conversation virtually or in person.

In addition to our monthly content meetings with our website partner, Golden Shovel, we are in the beginning stages of undergoing a website redesign. This upgrade will ensure that the information we present is engaging and employs the latest technologies available.

GOAL #6 CONSTRUCTIVELY ENGAGE COMMUNITY-BASED ORGANIZATIONS

JREDC has made great advances in the last two years to engage with various community-based organizations through newspaper and radio interviews, a re-instated electronic newsletter, public awareness campaigns, volunteerism and an increased social media presence.

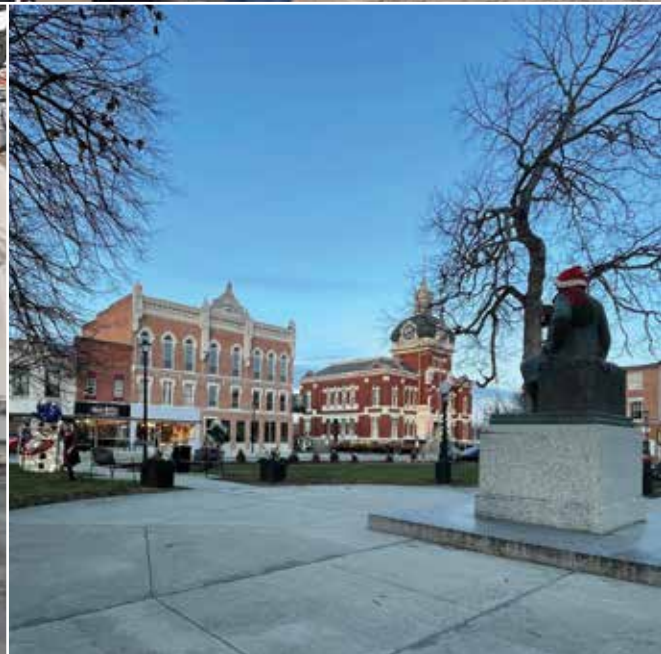
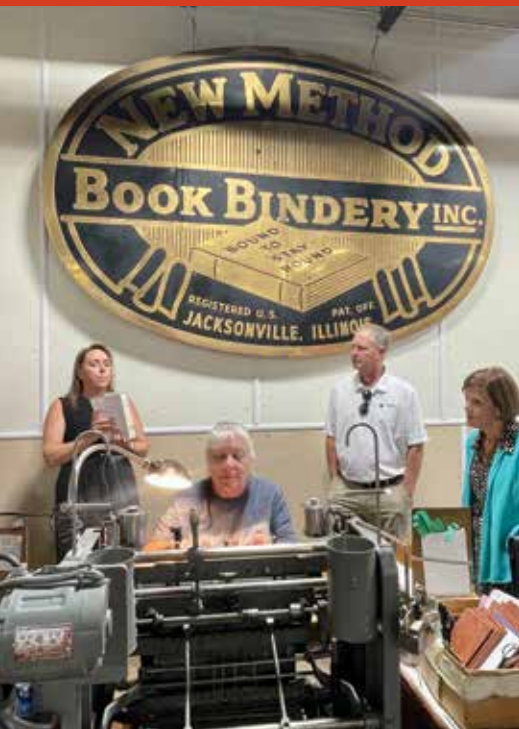
Throughout the pandemic, the JREDC continued this work and illustrated our worth by educating small business owners about loans and grants offered to those negatively impacted by the pandemic. Our work as a Community Navigator with the Illinois Department of Public Health through the Illinois Department of Commerce and Economic Opportunity's Back 2 Business grant program has proven worthwhile. To date, we have helped facilitate more than \$1 million in funding to small businesses negatively impacted by the pandemic through the B2B program. Overall, JREDC and other community partners have helped small businesses receive nearly \$4 million in grant funding in Morgan, Scott and Cass counties through local and state programs since the start of the pandemic.

GOAL #7 PURSUE DEVELOPMENT THAT DIVERSIFIES THE REGION'S ECONOMY

JREDC's website is a valuable tool in pursuing new development that will help diversify our economy. We utilize the site to focus on our target industries, promote relocation strategies and extend our message through social media channels. We believe our web-based strategy has been successful, as we receive inquiries from prospects specific to our target industries.

In addition, we have also received requests for information that were not considered target markets for our area. The importance of building relationships with entrepreneurs and business leaders formerly or currently living in our region is critical to our work.

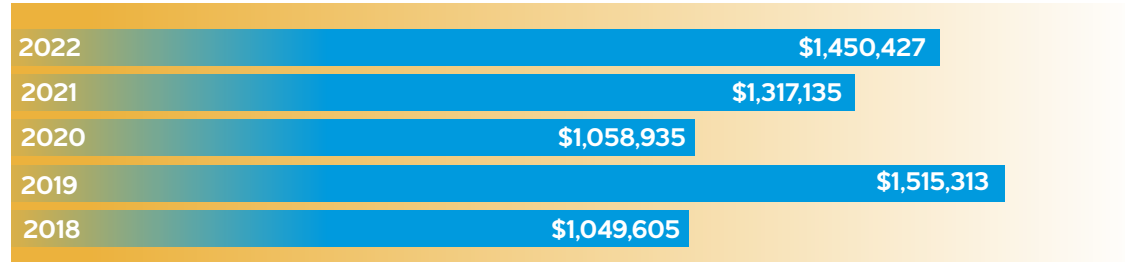




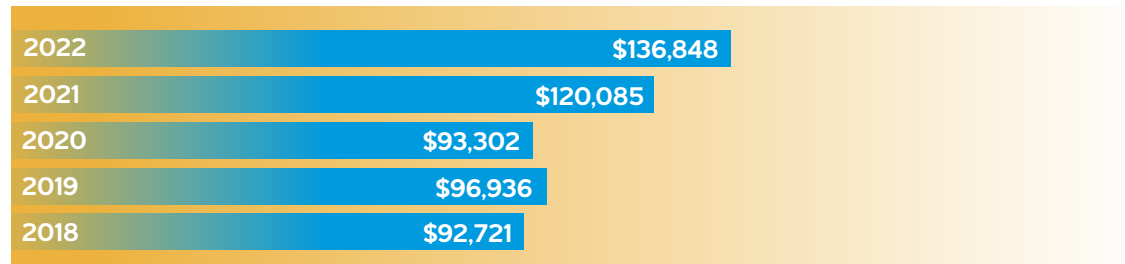
AREA-WIDE FACT & FIGURES

SALES TAX RECEIPTS 2018-2022

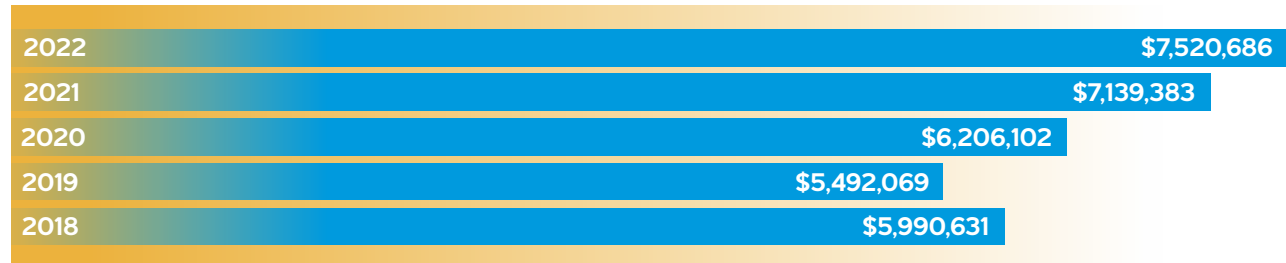
MORGAN COUNTY



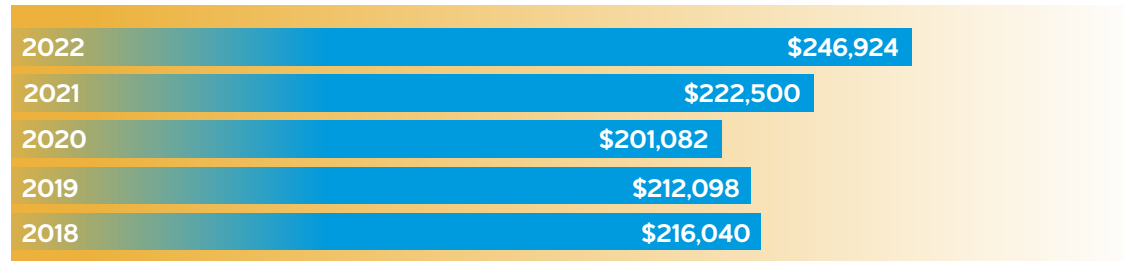
SCOTT COUNTY



CITY OF JACKSONVILLE

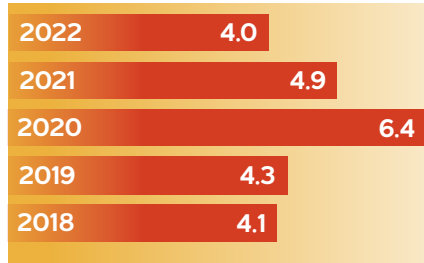


CITY OF WINCHESTER

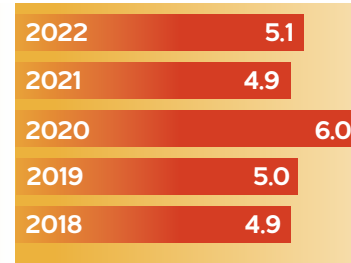


UNEMPLOYMENT 2018-2022

MORGAN COUNTY

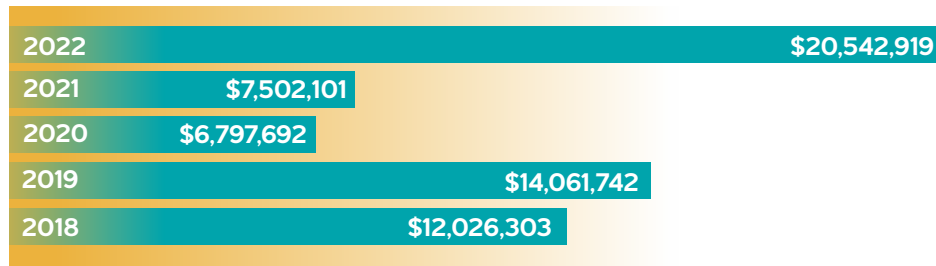


SCOTT COUNTY

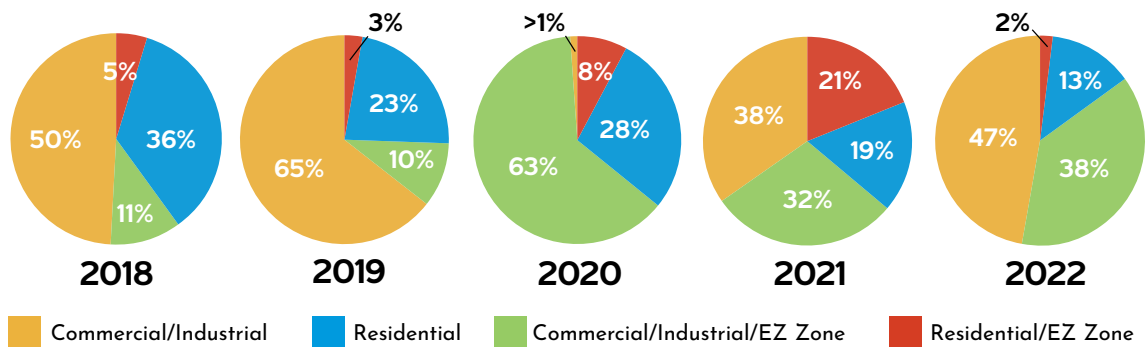


CITY OF JACKSONVILLE ENTERPRISE ZONE 2018-2022

CITY OF JACKSONVILLE BUILDING PERMITS



BUILDING PERMITS & ENTERPRIZE ZONE ACTIVITY 2018-2022



2022-2023 BOARD & OFFICERS

2022 OFFICERS

Ginny Fanning, Chairman

Morgan County

Kai Schnitker, Vice Chairman,

First National Bank of Arezville

Darin Gehrke, Treasurer

SomerCor

Rob Lyman, Secretary

Peoples Bank & Trust

Dan Beard, Assistant Secretary

Bellatti Law Office

Jodee Nell, Immediate Past Chairman

CNB Bank & Trust

Keri Mason, Lincoln Land Community College

Lisa Musch, Jacksonville Area Chamber
of Commerce

Brian Nyberg, Community Development

Jim Oliver, Farmers State Bank & Trust Company

David Pennell, Elm City Center

Amy Quigg, Reynolds Consumer Products

Shawn Rennecker, Illinois Electric Cooperative

J.J. Richardson, CCK Automations

Rabbi Rob & Lauren Thomas

Pat VanDeVelde, Scott County

Development Corporation

Mike Wankel, Morgan County

Cheryl Welge, Ameren

Chad Winters, CassComm

Allan Worrell, Worrell Land Services

BOARD OF DIRECTORS

Mike Anderson, Jacksonville Country Club

Shawn Artis, Morgan County GIS

Scott Boston, Jacksonville Memorial Hospital

Skip Bradshaw, City of Jacksonville

Jim Burke, Hutchison Engineering Company

Tyler Devlin, Illinois Electric Cooperative

Bob Chipman, Jacksonville Area Chamber of Commerce

Demeion Collins, i3 Broadband

Kenny Dobson, Ware Brands

Dusty Douglas, Morgan County Regional Planning

Paul Eddington, Jacksonville Memorial Hospital

Andy Ezard, City of Jacksonville

Barbara Farley, Illinois College

Chris Gordon, Community State Bank

Jamie Headen, Benton & Associates

Eric Hobbie, Prairie Power

Meri Jones, US Bank

RETIRING BOARD MEMBERS

The JREDC greatly appreciates the dedication, service and commitment of our retiring board members. Their positive influence has furthered our vision and mission and helped us develop the economy in our region.



BOB CHIPMAN

Bob represented the Jacksonville Area Chamber of Commerce Representative on our Board of Directors in 2022.



DAVID PENNELL

A director since 2000, David served as our 2012-2013 chairman and as Immediate Past Chairman through 2015. He also served on Finance, Executive and Existing Industry committees. After a brief hiatus, he returned to the board from 2020 to 2022.



SETH BUSHNELL

Seth has represented Illinois Electric Cooperative and served on the board and as a Finance Committee member since 2011.

OUR MISSION
**THE JACKSONVILLE REGIONAL
ECONOMIC DEVELOPMENT CORPORATION
WORKS TO RETAIN, EXPAND, CREATE
AND RECRUIT JOB OPPORTUNITIES
FOR MORGAN AND SCOTT COUNTIES.**

2022 HAROLD COX INDUSTRIES OF THE YEAR



Long before the term COVID-19 was a household name, the Jacksonville Regional Economic Development Corporation identified the need to develop high-speed broadband as a priority in its regional plan. Cass Communications, or CASSCOMM for short, was already hard at work building a broadband infrastructure in many rural communities in the Jacksonville region. The Virginia, Illinois-based company began installing fiber-in-the-home in 2018 and completed 80 percent of the project with 30 communities upgraded to high-speed broadband internet service.

CASSCOMM has shown continual growth over its 125 years of service. The local business traces its roots to 1898 when a copper telephone line ran from the community of Little Indian to Virginia to connect residents in these communities with telephone service. Television service was added in 1965 in Beardstown offering 12 channels. In 1996 it started offering 54k Internet service.

Over the years, CASSCOMM maintained a commitment to upgrading its facilities and services, offering products like DSL Internet and Cable Modem Internet. And with the addition of broadband fiber to the home in 2018, CASSCOMM was able to offer symmetrical broadband speeds over a gigabit to businesses and residents, allowing the company to usher in new products like internet protocol TV (IPTV) offering a much crisper television viewing experience. It also offers a strong fixed wireless broadband product that provides connectivity to over 800 rural customers who previously could not connect to a fiber optic network.

A six-generation, family-owned business, CASSCOMM owners care about and support their employees providing a full range of employee benefits and well-being programs. Built on communication and trust, the CASSCOMM management team maintains an open-door policy to allow employees opportunities for feedback that will be considered for future project planning and policy making. The company also offers employee events and incentive-based programs, as well as development and training opportunities for its workforce.

CASSCOMM proudly supports the communities it serves, sponsoring local youth sports teams, supporting local fundraisers and festivals, county fairs and local school districts. Employees are actively engaged in civic pursuits, as well, serving on local economic development groups, chambers of commerce and other non-profit volunteer efforts. CASSCOMM views itself not as a business, but as a local neighbor ready to help its communities and serve when it is able.





i3 Broadband began conversations with Jacksonville leadership to offer broadband service to every city parcel in early 2020. It became painfully apparent as the world began mitigation efforts during the COVID-19 pandemic, that fast and reliable connectivity was imperative in this new world of remote learning and work. Today, i3 Broadband provides vital connectivity to thousands of Jacksonville homes and businesses.



In addition to providing local jobs in the community, i3 Broadband sponsors a number of different events throughout the year that aligns with its core values. The Peoria-based company participates in events that are impactful and change the communities it serves, including the Illinois College Esports program. i3 Broadband's Community Cares program gives back to local organizations including churches and schools.

As with all great companies, i3 recognizes the importance of teamwork across all levels of the organization. Because the company is still small enough to hold board meetings in its own conference rooms in its communities, its teams remain in touch with the needs of customers, allowing for collaboration that results in incredibly high customer satisfaction levels. Management and employees together form a strong and effective team: they collaborate, communicate, and leverage the teams' respective strengths to achieve common objectives and business goals. It is this type of teamwork that enhances productivity, employee satisfaction and the overall success of the organization in meeting customers' needs and expectations.

i3 Broadband employees believe it is a great place to work because it provides an opportunity for its workforce to leverage unique backgrounds, skillsets and experience. Employees appreciate being able to work for a locally focused company in the same communities where they also raise families, have friends and enjoy community connections. Valuing relationships with customers and employees alike, i3 gathers feedback to understand its challenges and formulate solutions. It is this approach that gives the company one of the highest customer satisfaction ratings in the industry.

i3 Broadband is in a constant state of innovation within its network and services. In the past two years the entire Central Illinois network has been upgraded, adding even more redundancy in its infrastructure, dramatically reducing the impact of fiber line hits. This, coupled with the fact that underground fiber is less likely to be interrupted by weather, wind or falling trees, means better reliability than other technologies. The company added a new way to order online as well as ways for potential customers to get updates on new areas as it expands. Recent business acquisitions in Northern Illinois and Missouri including the Greater St. Louis area have led to tremendous growth. With that, i3 is marching toward a multi-gig era with the launch of speeds up to 8 gigs in some markets.

The Jacksonville Regional Economic Development Corporation is extremely proud of the progress both Cass Communications and i3 Broadband have made in strengthening critical infrastructure in the Jacksonville region. What was once an amenity, is now a "must have" for businesses to do work and residents to live. Congratulations to both companies for strengthening our communities.

2022 CHAMPION AWARD



Twenty-two years ago, on August 31, 2001, Gary Westermeyer filed formation paperwork to begin a new business manufacturing refrigeration components. From a small workshop in his garage to a soon-to-be-completed 110,000-square-foot facility, Westermeyer Industries never stopped moving forward to deliver the best products to its customers and provide quality employment to its community.

Westermeyer Industries has been proud to call Bluffs, Illinois, home since the beginning of its business more than two decades ago. Being able to provide a place of employment and contribute to the local economy is a privilege that Gary and Teresa Westermeyer and their team do not take lightly. The “#RoadtoRebuild,” as it has been dubbed on Westermeyer Industries’ social media platforms, is a story of this community coming together just as much as it is another chapter in the story of Westermeyer Industries.

On August 26, 2022, Gary and Teresa watched as over two-thirds of their facility caught fire and was destroyed, resulting in the destruction of most of their equipment, inventory, offices, computers and documents. The amazing part was that there was no loss of life that day. In fact, Gary Westermeyer describes it as their “miracle in the cornfield.” He decided that while the loss was devastating, they would not be devastated.





Approximately 80 percent of Westermeyer Industries' revenue was previously produced in the space that was lost that day. Others may have called it quits, and no one would have been surprised if they had thrown in the towel, but Gary and Teresa chose to rise above the catastrophe and keep moving forward, just like they have always done. Gary explains that it was the hardest week in the history of the company, but they showed up, ready to restore, reset and rebuild Westermeyer Industries better than ever before.

Following the fire, Gary and Teresa Westermeyer's home became a command center: purchasing was located at the dining room table, customer service in the den, admin at the kitchen island, accounting in the hall and engineering downstairs in the basement movie room. Human resources met with employees on the back patio, the sales manager was making calls from the front porch and the lawn was a makeshift parking lot.

The Westermeyers planned to resume operations in the surviving building, and they took action to ensure no employee ever went without a paycheck. The first order of business was to clear away the wreckage to make way for the rebuild to come. Owners and employees alike determined it was more than a cleared lot, it was a clean slate.

"We're building a new world-class facility, not just for the future of this business, but for the future of this local area," Gary said at the time. "We're creating opportunities for skilled workers and driven career seekers to build a life for themselves here among their families and friends; bringing in business from around the world right here to this little town we call home."

Currently, Westermeyer Industries is in the process of replacing and expanding the 75,000-square-foot building it lost with a new 110,000-square-foot, state-of-the-art manufacturing facility.

Bluffs Village President Linda Sapp noted, "Our community is blessed to have Westermeyer Industries as well as Gary and Teresa to call our own. We couldn't be more proud and are so very thankful."

"We would not be where we are today without our faith in God and the incredible men and women of Westermeyer Industries," Gary stated. "They have risen to meet every challenge of the past twelve months—walking through the fire and emerging stronger on the other side: Stronger Than Steel. Stronger Together."

Congratulations to Westermeyer Industries for its vision and dedication to its products, employees and hometown. The JREDC applauds its resilience and congratulates the entire Westermeyer team on being the 2022 Champion Award recipient.

FINANCIAL REPORT

BALANCE SHEET

for year ending December 31 (unaudited)

ASSETS	2022	2021
Checking/Savings	\$92,698	\$82,851
Investment/Reserves	\$289,607	\$287,923
Fixed Assets - Furniture	\$69,686	\$64,285
Accum. Depreciation	-\$63,813	-\$63,274
Total Assets	\$388,178	\$371,785
ABILITIES & EQUITY		
Retained Earnings	\$377,536	\$337,066
Net Income	\$10,642	\$34,719
Total Equity	\$388,178	\$371,785

PROFIT & LOSS

for year ending December 31 (unaudited)

INCOME	2021	2020
Community Navigator	\$10,025	\$0
Enterprise Zone Fees	\$2,862	\$438
Interest Income	\$946	\$1,713
Investments	\$218,975	\$213,734
Non-Taxable PPP Loan	\$0	\$31,700
Total Income	\$232,808	\$245,434
EXPENDITURES		
Personnel	\$153,804	\$141,679
Administrative	\$48,252	\$44,732
Marketing	\$17,250	\$20,108
Retention	\$1,581	\$1,684
Office Equipment	\$1,159	\$4,543
Depreciation Expenses	\$120	\$120
Total Expenses	\$222,166	\$212,866
Net Income	\$10,642	\$32,568

2023 BUDGET

INCOME

Community Navigator	\$20,000
Enterprise Zone	\$5,000
Interest Income	\$1,000
Investors	\$226,550

Total Income **\$252,550**

EXPENSES

Personnel	\$173,592
Administrative	\$44,250
Marketing	\$20,500
Retention	\$3,125
Equipment	\$500
Depreciation	\$419

Total Revenue **\$252,550**

Total Expenses **\$242,386**

Net Income **\$10,164**

ILMO Products Company

Jacksonville, Illinois



On Our Cover

Westermeyer Industries, Inc.

"We would not be where we are today without our faith in God and the incredible men and women of Westermeyer Industries. They have risen to meet every challenge of the past twelve months—walking through the fire and emerging stronger on the other side: Stronger Than Steel. Stronger Together."

- Gary Westermeyer, President



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