



JACKSONVILLE

REGIONAL ECONOMIC DEVELOPMENT CORPORATION



2023 ANNUAL REPORT 2024 SCOPE OF WORK

RURAL CYCLERY
SHOP & SERVICE

RURAL CYCLERY
SHOP & SERVICE

GIANT



CHAIRMAN'S MESSAGE



JREDC is “on the move” due to an outstanding year of support from our investors and the accomplishment of worthwhile goals. Work has centered around creating new programs and expanding current resources.

We have been searching for the right tool to assist in attracting new talent to the region. We believe we have found it in MakeMyMove.com, a relocation incentive program that will include videos uniquely created for JREDC. In addition, a digital ad campaign will help identify specific job types available in our region. We see this as a way to offer information to professionals looking to relocate. It will give us contacts that staff can reach out to and encourage these prospects to consider working and living here.

The financial report shows a strong balance thanks to the success of last year’s five-year investor campaign. JREDC’s website is being updated to better represent the many programs, projects and expansion that is going on in our region. And the Board has reviewed and revised the procedures and policies to ensure we continue to operate successfully. These are all factors in ensuring continued progress and organizational viability.

Highlighted in this report are the achievements outlined in the Regional Five-Year Plan. Be sure and read through all that has been accomplished. In 2024, we look ahead to creating a new plan of work. I hope you will want to be a part of the planning process as we strive to shape the future of our region and the communities in Morgan and Scott counties. Investors will be a key part in moving us forward, and we count on your input. Any ideas you may have are welcomed. Please contact the staff or board members to share your suggestions.

As my term concludes, I would like to express my appreciation to the Board Members who have faithfully guided JREDC these past two years, to both Kristin and Bonni for their hard work, and to you, our investors, for believing in the mission of JREDC. May we continue to move towards the betterment of our region.

Sincerely,
Ginny Fanning
Chairman

PRESIDENT'S MESSAGE



In 2018, the Jacksonville Regional Economic Development Corporation unveiled a five-year regional plan to direct our work as we seek to create, expand, recruit and retain job opportunities for Morgan and Scott counties. As we reflect on our work in 2023, we also celebrate the successful completion of multiple priorities identified within the overall strategy map.

Tremendous strides in the availability of high-speed broadband have been made in the last few years. Arguably, the COVID pandemic intensified the need for this improvement to our infrastructure. We give credit to our colleagues at Illinois Electric Cooperative, Cass Communications and i3 Broadband who have provided many of our communities in Morgan and Scott counties access to the internet

connectivity required in today's world.

An effort to rebrand the Jacksonville region was also named as a top priority in the plan. After years of conversation, JREDC and community partners including the City of Jacksonville, Jacksonville Area Chamber of Commerce, Jacksonville Area Convention and Visitors Bureau, and Jacksonville Main Street collaborated on a comprehensive branding campaign. This successful effort has resulted in a unified voice when promoting the region.

JREDC has opened the lines of communication for future training programs and workforce development programs with our educational partners including Illinois College, Lincoln Land Community College and Jacksonville School District. We have initiated pilot programs connecting local schools to industry leaders and advocated for opportunities to train and upskill our workforce.

Bolstering our talent pipeline has been at the forefront of virtually every conversation with our regional employers. JREDC is establishing creative solutions to address our workforce shortage including the implementation of a talent attraction program to draw new residents to Morgan and Scott counties. The production of new "live/work" videos will showcase our beautiful and safe communities, low cost of living and vibrant quality of life. Finally, a digital advertising campaign will market a new relocation incentive program.

While not listed in the regional plan, much of our efforts during the couple years have assisted small businesses recover from the effects of COVID mitigations. To date, we have helped facilitate more than \$1.3 million for small businesses in the region.

Bonni and I thank the Board of Directors and investors for recognizing and supporting our bold work with your time, talent and treasure. 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
Reynolds Consumer Products



GOLD INVESTORS

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

CNB Bank & Trust
Farmers State Bank & Trust Company
Heartland Bank & Trust Company
i3 Broadband
Illinois College
Jacksonville Country Club
Nestlé
Prairie Power
Scott County Development Corporation
US Bank



SILVER INVESTORS

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

Ameren
Beard Implement
Benton & Associates
Bound to Stay Bound Books
Cass Communications
CCK Automations
City of Winchester
Community State Bank
Don's Place

Elm City Center
EnviroVac
First National Bank of Arenzville
First National Bank of Winchester
GFL Environmental
Hutchison Engineering Company
Illinois Road Contractors
Lincoln Land Community College
Marx Properties, Inc.
Mike Griffiths Properties
O'Shea Builders
Pathway Services
Peak Insurance Agency
People's Bank & Trust
Rammelkamp Bradney Law Office
Tri County Community Development Corporation
Ware Brands
West State Title
Westermeyer Industries
Worrell Land Services, LLC
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
CCK Automations
Dimond Bros. Insurance Agency
Duncan Management, Inc.
Freeman Seed Company
Golden Eagle Distributing
Hamilton's Catering
ILMO
Linda Standley
Pathway Services
Somercor
The Source
WLDS/WEAL Radio

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.
4. **Workforce Development:** Collaborate with our region's educational institutions 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 newly updated website assists in promoting 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 helps 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's new talent attraction program - which includes a relocation incentive package, production of "live/work" videos and an aggressive digital marketing strategy - will promote the Jacksonville region as a great place to live and do business.

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. 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 recently updated website allows us to easily market available properties in Morgan and Scott counties. This online tool continues to serve as the first point of contact with business prospects before we continue the conversation virtually or in person.





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, 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 role 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 \$1.3 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 more than \$4 million in grant funding in Morgan, Scott and Cass counties through local and state programs since the start of the pandemic.

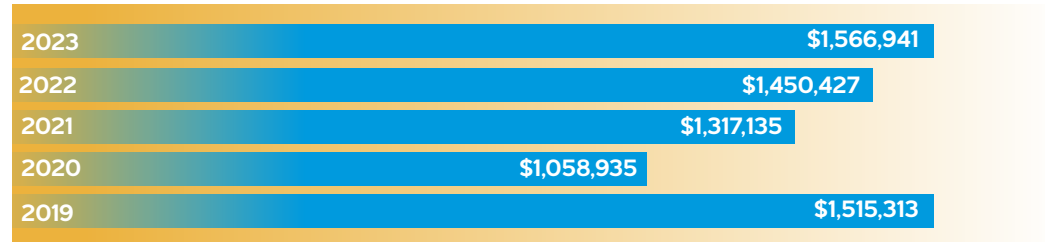
GOAL #7 PURSUE DEVELOPMENT THAT DIVERSIFIES THE REGION'S ECONOMY

A combination of new marketing assets, strengthened by our successful rebranding campaign, and updated website will prove valuable in attracting new, diversified development in the Jacksonville region. We utilize our website 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. The upcoming launch of a new talent attraction campaign will encourage entrepreneurs and small business owners to consider Morgan and Scott counties when developing a plan to start or expand a business.

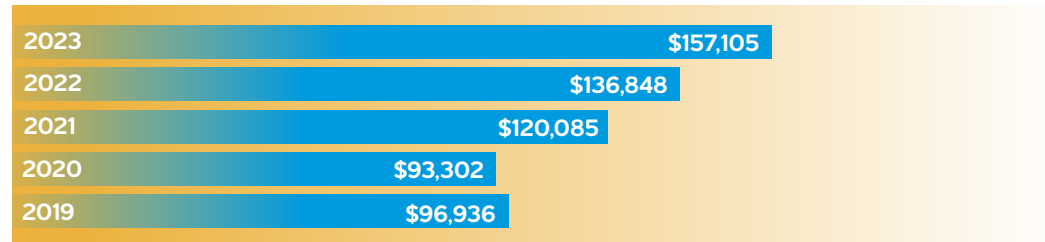
AREA-WIDE FACT & FIGURES

SALES TAX RECEIPTS 2019-2023

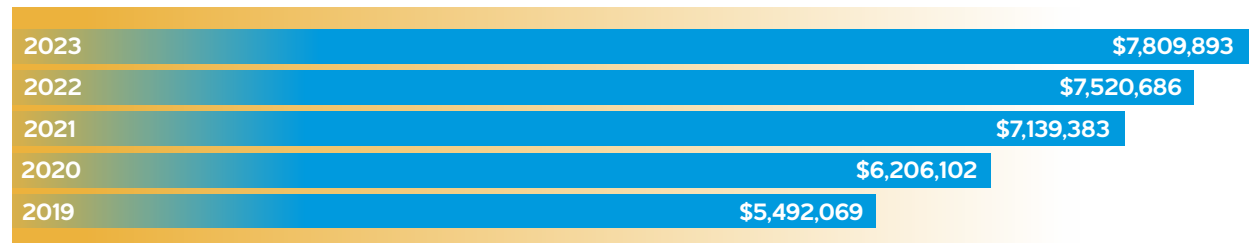
MORGAN COUNTY



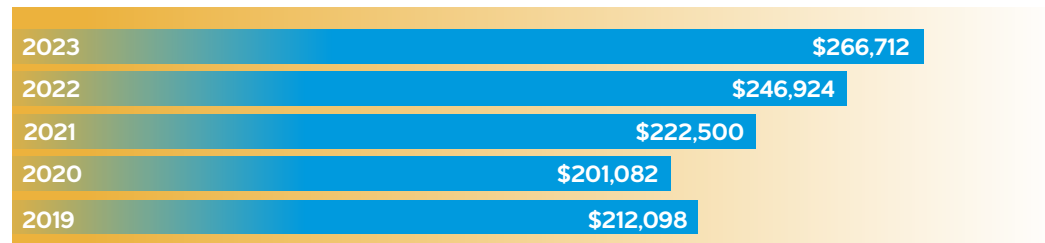
SCOTT COUNTY



CITY OF JACKSONVILLE

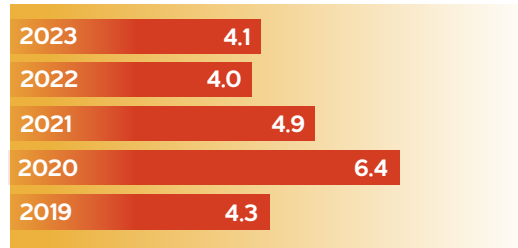


CITY OF WINCHESTER

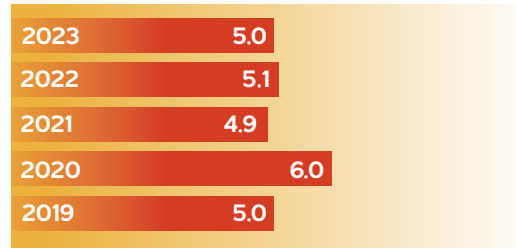


UNEMPLOYMENT 2019-2023

MORGAN COUNTY

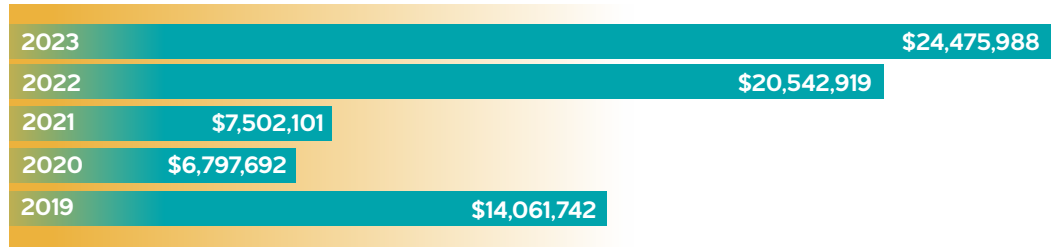


SCOTT COUNTY

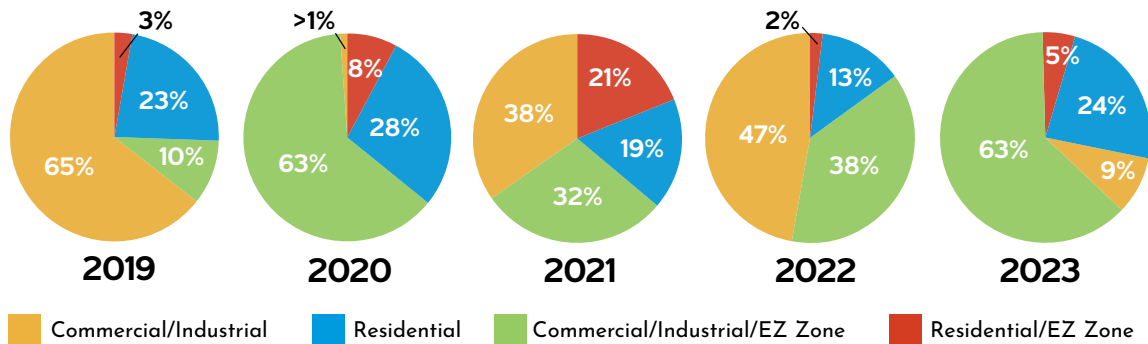


CITY OF JACKSONVILLE ENTERPRISE ZONE 2019-2023

CITY OF JACKSONVILLE BUILDING PERMITS



BUILDING PERMITS & ENTERPRISE ZONE ACTIVITY 2019-2023



2024 BOARD & OFFICERS

OFFICERS

Chairman - Kai Schnitker,

First National Bank of Arenzville

Vice Chairman - Rob Lyman, Peoples Bank & Trust

Secretary - Darin Gehrke, SomerCor

Assistant Secretary - Dan Beard,

Bellatti Law Office

Treasurer - Chris Gordon,

Community State Bank

Immediate Past Chairman -

Commissioner Ginny Fanning,

Morgan County

Keri Mason, Lincoln Land Community College

Nicole Meyer, Jacksonville Area Chamber

of Commerce

Lisa Musch, Jacksonville Area Chamber

of Commerce

Jodee Nell, CNB Bank & Trust

Brian Nyberg, City of Jacksonville

Community Development

Amy Quigg, Reynolds Consumer Products

Shawn Rennecker, Illinois Electric Cooperative

J.J. Richardson, CCK Automations

Caryl Sanders, Nestlé

Rabbi Rob & Lauren Thomas

Clinton Thompson, Reynolds Consumer Products

Pat VanDeVelde, Scott County

Development Corporation

Commissioner Mike Wankel, Morgan County

Cheryl Welge, Ameren

Chad Winters, Cass Communications

Allan Worrell, Worrell Land Services

BOARD OF DIRECTORS

Mike Anderson, Jacksonville Country Club

Shawn Artis, Morgan County GIS

Jim Burke, Hutchison Engineering Company

Demeion Collins, i3 Broadband

Tyler Devlin, Illinois Electric Cooperative

Dusty Douglas, Morgan County Regional Planning

Mayor Andy Ezard, City of Jacksonville

President Barbara Farley, Illinois College

Brad Floreth, ILMO

Jamie Headen, Benton & Associates

Eric Hobbie, Prairie Power

Kristan Becker-Hoffman, Farmers State Bank

& Trust Company

Beth Hopkins, City of Jacksonville

Trevor Huffman, Jacksonville Memorial Hospital

Meri Jones, US Bank

Pam Martin, Jacksonville Memorial Hospital

OUR MISSION

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



2023 FINANCE REVIEW

BALANCE SHEET

for year ending December 31 (unaudited)

ASSETS	2023	2022
Checking/Savings	\$115,295	\$92,698
Investment/Reserves	\$293,699	\$289,607
Fixed Assets - Furniture	\$27,529	\$69,686
Accum. Depreciation	-\$23,254	-\$63,813
Total Assets	\$413,269	\$388,178
ABILITIES & EQUITY		
Retained Earnings	\$388,664	\$377,536
Net Income	\$24,605	\$10,642
Total Equity	\$413,269	\$388,178

PROFIT & LOSS

for year ending December 31 (unaudited)

INCOME	2023	2022
Community Navigator	\$29,167	\$10,025
Enterprise Zone Fees	\$8,250	\$2,862
Interest Income	\$2,416	\$946
Investments	\$230,204	\$218,975
Total Income	\$270,037	\$232,808
EXPENDITURES		
Personnel	\$156,551	\$153,804
Administrative	\$62,414	\$48,252
Marketing	\$23,395	\$17,250
Retention	\$2,499	\$1,581
Office Equipment	\$165	\$1,159
Depreciation Expenses	\$408	\$120
Total Expenses	\$245,432	\$222,166
Net Income	\$24,605	\$10,642

2024 BUDGET

INCOME

Community Navigator	\$25,000
Enterprise Zone	\$15,000
Interest Income	\$2,000
Investors	\$242,500
Other Income	\$2,500

Total Income **\$287,000**

EXPENSES

Personnel	\$167,287
Administrative	\$78,200
Marketing	\$28,150
Retention	\$3,675
Equipment	\$500
Depreciation	\$420

Total Expenses **\$278,232**

Total Revenue **\$287,000**

Total Expenses **\$278,232**

Net Income **\$8,768**



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JACKSONVILLE

REGIONAL ECONOMIC DEVELOPMENT CORPORATION

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