

**HIGHLAND, ILLINOIS  
MINUTES OF REGULAR SESSION  
INDUSTRIAL DEVELOPMENT COMMISSION  
CITY HALL, 1115 BROADWAY  
TUESDAY, JANUARY 7, 2014  
12:00 PM**

**Call to Order**

The meeting of the Industrial Development Commission was called to order at 12:05 PM by Chairman Darell Bellm.

**Roll Call**

Members present: Chairman Darell Bellm, Vice-Chairman Jon Greve, Eric Rehkemper, Diane Korte-Lindsey, Ryan Goodwin and Ex-Officio Member Jami Jansen.

Members absent: None.

Also present: City Manager Mark Latham, Economic Development and Marketing Coordinator Lisa Peck, Recording Secretary Lana Hediger and Bill Rickher.

**Approval of Minutes**

Ryan Goodwin made a motion to approve the minutes of the December 4, 2013 Regular Session meeting of the Industrial Development Commission; seconded by Eric Rehkemper. All members voted aye; none voted no; the motion carried.

**Introduction of Lisa Peck**

Mark Latham introduced Lisa Peck as the new Economic Development and Recruitment Coordinator. He explained that she was in a Public Administration class that he taught at SIUE some time ago. She used to work in the Economic Development Dept. of Madison County. After that she had a job in University City. She applied for the City's position in an effort to work closer to home. She has a master's degree in Public Administration. Mark introduced the members of the commission to Lisa.

**Reports:**

**Update on other job inquiries - Mark Latham**

Mark reported that the couple from Effingham he had spoken to about the memory care unit have indicated that they are still moving forward with their project near Legacy Place. It will be 36 units. They plan to begin construction in early Spring 2014.

The Ruler Foods attorney is reviewing the incentive agreement and the plan is to have it presented to the City Council on January 20.

One interesting thing in the works now is a data center for all of the Hospital Sisters' hospital records. Their data center is currently located in Chicago. They may also be

moving their IT unit to Highland from Springfield, IL. Their IT will likely be located in the Apex office where their priority care was because they still have a lease at that location.

Mark and Mayor Michaelis have spoken with Clover Leaf Bank officials to encourage them to move forward with building their bank in Highland.

Mark reported that he is still working with Peggy Sebastian to create a healthcare alliance with the hospital and small business owners in Highland. He is waiting for a survey from Peggy Sebastian. Once it is finalized, it will be sent out to businesses to determine the level of interest. Eric asked if the number needed to make it work is more now than it was when this was investigated three or four years ago. Mark indicated that the number needed is 250 which is lower than the previous calculation. Diane asked if independent contractors would be considered for inclusion in this program. Mark indicated that they absolutely would.

Jon Greve asked if there was any word from Peggy Sebastian to indicate that they are ready to begin developing the outlots around the hospital. Mark indicated that they have signed a contract with Dave Kunkel. None of that property will be sold. It will all be leased. They would like to get moving on it, but is a matter of getting all the players together and deciding what they want.

#### **Update on Highland Communication Services – Mark Latham**

Mark reported that HCS is still growing with well over 1100 customers. We did just sign a big customer, Basler Electric. Basler is adding some new type of technology in-house and they are also taking the HCS phone service. We should start getting some bigger accounts now.

A contract has been signed with Bluebird, an internet provider, that can provide redundancy and bring the bandwidth that we need to grow. Our bandwidth demand is growing. Cabinet one is near completion. Jon asked what the new break-even number was. Mark indicated the new number is 1200 and that our average income is \$124 per customer.

#### **Update on Highland Entrepreneurship Program – Mark Latham**

Mark reported that he met with Rob Bowman and Lee Crockett last week. Mark asked Lee to outline some things that he sees regarding the Highland Entrepreneurship program. Mark handed out a contract submitted to him by Lee Crockett (Venture Advisors). He asked that the IDC members review the information and be ready to discuss it at their meeting in February. A part of this contract includes a survey of existing businesses. Mark is skeptical as to the real value of such a survey. Other parts of this contract include on-going support for graduates of the program and the management of the program. Jon asked that Mark provide some information as to how he believes the management of the program is working since the members don't really have direct contact/access to the actual workings of the program. Mark will talk with the Chamber of Commerce board about it, too.

### **Treasurer's Report – Ryan Goodwin**

Ryan handed out the statements of activity on the IDC bank account dated 12/31/2013 and 01/06/2014 showing a current balance in the account of \$9,748.71.

Ryan asked if there are grants available to help fund the Entrepreneurship program. Lisa Peck indicated that the challenge for Highland is that often times a municipality has to meet/prove some level of distress criteria. She will look into this and report back. The unemployment rate is an important distress criteria

Mark and Lisa will be going to a brainstorming/idea meeting at SIUE tomorrow about entrepreneurship and small business development.

### **Old Business:**

#### **Update on Koch Cleaners Property – Mark Latham**

Mark reported that the council voted last night to sell the property to Tim Reaka. He will be running a doggy day-care at that location. He is purchasing the property for \$16,000.

#### **Update on Purchase of Ammann Property – Mark Latham**

Mark reported that he spoke to Rick Ammann about the offer of \$90,000. He was not interested in that offer. He indicated to Mark that another potential purchaser is looking at putting a pallet business there.

Jon asked if the Zoeller property is fully-utilized at this point. Mark indicated that there is one small parcel there that the city still owns situated behind the Cabinet Gallery.

### **Next Meeting:**

The next meeting of the Industrial Development Commission is scheduled for Wednesday, February 5, 2014.

### **Adjournment**

Diane Korte-Lindsey made a motion to adjourn; seconded by Eric Rehkemper. All members voted aye; none voted no. The motion carried and the meeting adjourned at 12:40 PM.