

**HIGHLAND, ILLINOIS  
MINUTES OF REGULAR SESSION  
INDUSTRIAL DEVELOPMENT COMMISSION  
CITY HALL, 1115 BROADWAY  
WEDNESDAY, JUNE 11, 2014  
12:00 PM**

**Call to Order**

The meeting of the Industrial Development Commission was called to order at 12:04 PM by Chairman Darell Bellm.

**Roll Call**

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

Members absent: None.

Also present: City Manager Mark Latham and Recording Secretary Lana Hediger.

**Approval of Minutes**

Eric Rehkemper made a motion to approve the minutes of the May 7, 2014 Regular Session meeting of the Industrial Development Commission; seconded by Ryan Goodwin. All members voted aye; none voted no; the motion carried.

**Reports:**

**Treasurer's Report – Ryan Goodwin**

Ryan indicated he had no report.

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

Mark reported that Peggy Sebastian of St. Joseph's Hospital met with the AirEvac people. Peggy indicated that Arch is also interested in serving SJH. Mark believes that Arch should make the same or a better offer to build a facility if they are really interested in the opportunity.

Mark reported that there is an entity expressing interest in the old 456 building. Negotiations for purchasing the property are ongoing between that party and the owners. The interested party would like to put a large antique business there.

The company from Chicago that was looking to put a new senior living facility in Highland is now talking to developers in an effort to find land to buy for their new facility.

San Gabriel Memory Care has broken ground on their new facility. Other than that, there is nothing new to report on that project.

Chairman Bellm asked about progress with the education facilities. Mark indicated that Lisa Peck will be having a meeting next week with both SWIC and Lindenwood.

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

Mark reported that we now have 1350 customers and are now generating \$125,000/month. There were 99 new customers in May. Mark is hoping that trend continues. The next challenge is to increase the revenue/customer. Mark reviewed the progress of the system build-out and reported that TV anywhere was demonstrated today. Mark indicated that we are waiting for NTTC to tell us that we are good to go on that. Then we will do some advertising for it.

A meeting has been set up for staff to meet with the realtors in order to make them aware of the importance of the fiber system and the services we provide. The hope is that they will help to sell the system. They will receive \$25 in Chamber gift certificates when they are credited with a sale.

A luncheon will be scheduled in June to demonstrate the system to the bankers. The IT personnel from each bank will also be invited.

Lisa Peck and Mark spoke at the St. Louis Chamber of Commerce meeting. There was a lot of excitement about what Highland is doing with the fiber. According to site selection companies, fiber availability used to be #18 on the list of items most desired and now it is #4. The St. Louis city/county area does not have the fast internet capabilities that many of the newer tech companies are looking for.

Mark and Lisa talked to a reporter from the St. Louis Business Journal for almost a whole day here in Highland. He will be doing a really nice article on Highland soon. He looked at HCS and took pictures and did some interviews. Mark credited Lisa Peck for getting us the good publicity lately.

Mark indicated that Lisa is in Omaha, Nebraska today for a one-day conference on data centers.

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

Mark reported that our intern from SIUE began working on Monday this week. Lisa has given him instructions on what she wants him to accomplish. He will be involved now and meeting with the entrepreneurs.

Mark indicated that the mentor team will be meeting with Core Physicians at 1:00 PM. Meetings are still taking place with Charlie Dave's. The new one is Lowenstein and is moving right along.

We need to market this program more. People are asking about the program but we aren't getting many new applications.

Mark reported that there have been some articles about the Enterprise Zones in the local papers and the Business Journal. There will be a meeting on June 27 at the county. All the communities are on board now. This meeting will be an update on where we are in the application process and we will get the ball rolling. Eric indicated that the information in the article by the St. Louis Business Journal was surprising in the fact that he did not realize how much revenue and how many jobs the Granite City

Enterprise Zone had produced. Mark believes that the process is going to be very competitive. Darell pointed out that it seems that we are out in front of the other communities since we started so early. Mark thinks that we are at another advantage due to the fact that there are five communities involved in the one we are putting together. Mark also believes that having Alan Dunstan carry the flag for ours, that it will help our application politically.

Ryan Goodwin asked about Ruler Foods. Mark indicated that negotiations are still ongoing. It appears that there is some question about how much space is available for them from Gliks. Mark believes it will all get worked out soon.

### **New Business:**

#### **Dandy Dog Update**

Mark reported that the incentive agreement with Tim Reaka was approved by council. He has gutted the house and is working on the improvements.

#### **De Petrich Brewing Co. Update**

Mark reported that negotiations with Wicks broke down and Mr. DePetrich is looking elsewhere for a location for his micro-brewery. Therefore, the incentive agreement was never presented to the council.

Ryan asked if the DePetrich incentive agreement would be presented to council if he is able to find a new location. Mark indicated that a new location would likely require a new application and agreement.

The owner of a company that buys vacant industrial property was shown the Wicks, Tri-Onics, and other locations. They are interested in purchasing Commerce Place. They are currently negotiating with the owners. Highland is becoming more desirable due to the fact that we have power costs locked in.

### **Next Meeting:**

The date of the next meeting of the Industrial Development Commission is scheduled for Wednesday, July 2, 2014.

### **Adjournment**

Eric Rehkemper made a motion to adjourn; seconded by Ryan Goodwin. All members voted aye; none voted no. The motion carried and the meeting adjourned at 12:33 PM.