

**HIGHLAND, ILLINOIS
MINUTES OF REGULAR SESSION
INDUSTRIAL DEVELOPMENT COMMISSION
CITY HALL, 1115 BROADWAY
TUESDAY, MAY 11, 2010
12:00 NOON**

Call to Order

The meeting of the Industrial Development Commission was called to order at 12:09 p.m. by Darell Bellm.

Roll Call

Members present: Darell Bellm, Marilyn Frey, and Jon Greve.

Also present: City Manager Latham, Deputy Clerk Hediger and Chief Building and Zoning Official Kevin Limestall.

Approval of Minutes

Marilyn Frey made a motion to approve the minutes of the April 7, 2010, meeting of the Industrial Development Commission. The motion was seconded by Jon Greve. All voted in favor, none against, the motion carried.

Reports

Edie Koch of Madison County is asking for representatives of Highland to attend a meeting on Wednesday, May 19, from Noon – 1:30 p.m. in Granite City. It will be a meeting looking at local buyer groups, chambers of commerce, mayors, farmers' markets, and green initiatives. Jami Jansen of the Highland Chamber of Commerce will attend. Mark has asked Kevin Limestall to attend. It will also be brought up at the Chamber of Commerce meeting tomorrow as well. Darell Bellm will go and Jon Greve may attend too. Mark asked KOL to coordinate this.

APPA Economic Development Conference – Mark Latham

Mark handed out copies from his conference last week. Brief overview...great speakers! An annual corporate survey which has been conducted for the past 24 years was shown and Mark promised to try to get copies of it to the IDC members.

Mark got to speak individually with several of the top site selection people in the country. The one he was most impressed with was from New York and stated that he hadn't been to Illinois in 10 years. He stated that Illinois is not a good place to do business.

Mayor Bill Graem of Scottsburry, Indiana has developed an old building into a facility to develop entrepreneurships.

Ways to win businesses are: Having a plan (vision) for how you're going to win is key and work force development is key too. Having shovel-ready property options with existing infrastructure and good access to interstates is important. You need to have strategies for winning such as creative marketing, attractive websites, and incentive packages. You should scout your competition to find out how do you differ from other communities is your area. This is where Highland's fiber project will be important.

A real effort to retain existing businesses needs to be maintained while trying hard to attract new businesses.

Fastest growing business types right now are: biotech, advanced manufacturing, logistics, renewable energy and the medical field.

Mark indicated a need to hire someone to work on a plan so we can have a winning team. He and Kevin Limestall will work on doing an inventory of what we have available now. Mark thinks it would be good to put together a picturesque ad to send to various site selectors. He would also like the IDC members to visit Scottsburry, IN.

Mark is asking the commission members for direction on what he and staff should work on. Jon Greve asked about the possibility of bringing a site selector in to look at our specific available properties.

New Business

Darell Bellm asked if Denny Rinderer had been contacted about talking to the property owners as discussed at the last meeting. Mark indicated that no contact had been made on behalf of the IDC yet. Also to date no contact has been made to inquire about a tour of the old cookie factory facility.

There was a discussion about how vital it really is to tout the rail accessibility. Mark indicated that he would make some contact with people that he met at the economic development conference, like Bob Addy. Mark would like to attend another conference and indicated that there is one in San Francisco in June and another in December down in Georgia.

The hospital is looking into building a medical campus which would open up the community for development of more businesses in the medical field. It is possible too that the old hospital facility would be available possibly for an incubator facility.

Next Meeting

The next meeting of the Industrial Development Commission is scheduled for June 2, 2010, time changed to 1:00 p.m. due to a conflict with a Retail Market Analysis Committee meeting.

Jon Greve made a motion to adjourn the meeting; seconded by Marilyn Frey; all were in favor.
The meeting adjourned at 1:05 p.m.

Prepared by: _____
Lana R. Hediger, Secretary

Approved by: _____
Darell Bellm, Chairman