

Pike County
Economic Development Corporation
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Important Reminder!

Set up your Email Spam Filter

to accept:

gsheurman@pikeedc.org

This will ensure timely delivery of any email correspondence you may receive from PCEDC.

2015-2016
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VOLUME 4, ISSUE 3—FALL 2015

Welcome to the Fall 2015 edition of *Development Matters*, a newsletter of the Pike County Economic Development Corporation. As a valued member and supporter of PCEDC, you will receive this newsletter to help keep you informed of our activities and possible opportunities for businesses and area organizations. We hope that you will find the information useful and beneficial.

PCEDC is dedicated to our mission to support and expand business and employment by improving the quality of life, utilizing our human and natural resources, and by promoting communication and partnerships throughout Pike County.



Gina Sheurman,
Executive Director

EXECUTIVE DIRECTOR'S CORNER

It is hard to believe that there are only about eight weeks left in 2015! We have the festivals and fall celebrations behind us and now we prepare for the very busy holiday season here in Pike County....well, **seasons** for some, if you count Shotgun Season as well! Archery season started on October 1st, but the countdown is on for the first shotgun season in just a little over a week. We have seen many individuals travel from all over the country to come to Pike County for their hunting experience. Pike County is holding strong at the top spot for harvest this year. According to reports from Access Illinois Outdoors, as of October 23, hunters statewide have checked in 14,598 total deer taken, which is slightly more than what was taken in 2014 during the same period. On the county level, Pike leads the state with 433 deer reported to date.

Talking about the other season, the holiday season, it is important to remind all of the importance of shopping locally this holiday season. Small Business Saturday is November 28th, and we encourage all of you to shop local and support your local businesses during this holiday season. Not only does it help our economy, but it also helps our local schools, as 1% of the sales tax goes to our schools. We are blessed to have numerous small businesses in Pike County, and, as I always say, they are truly the heart and soul of our county.

We hope that you find the articles in this newsletter an encouraging sign of what has been going on in the county lately. We have new businesses opening, other businesses expanding, and we have news that this area was awarded a TIGER grant for the Champ Clark Bridge Project. While this project may still be a few years out, it is encouraging to see movement, as we hope this will lead to more economic growth and prosperity. Enjoy the articles that will bring you up to date on all of these topics!

As always, thank you for your continued support of PCEDC and Pike County.

\$10 MILLION TIGER GRANT APPROVED FOR ROUTE 54 MISSISSIPPI RIVER BRIDGE PROJECT

Resources headed to Missouri's Department of Transportation to help address 87-year-old Champ Clark Bridge.

Monday, October 26, 2015

WASHINGTON—U.S. Senator Claire McCaskill today announced the approval of \$10 million in competitive federal grant funding to replace the Champ Clark Bridge, a two-lane bridge that connects Louisiana, Missouri with Pike County, Illinois, and is nearly a century old.

“This highly competitive grant funding is great news for Missouri Jobs,” McCaskill said. “Interstate commerce is critical for our state’s economic vitality, and this bridge—which is an important connector between our state and Illinois—is long overdue for an upgrade.”

The \$10 million federal grant will assist with the \$60 million total project cost of replacing the bridge, one of only three Mississippi River crossings in Missouri north of the St. Louis metro area. Regular flooding of the Mississippi River and an increased need to perform maintenance on the 87-year-old bridge has required frequent closures, which results in one-way detours of 77 to 183 miles. The bridge takes its name from Missouri’s James Beauchamp Clark who served as a former Speaker of the U.S. House of Representatives from 1911 to 1919.

The TIGER grant program—officially the Transportation Investment Generating Economic Recovery program—targets major national and regional transportation projects that are often difficult to pursue through other government funding programs. Selected projects must foster job creation, show strong economic benefits, and promote communities that are safer, cleaner, and more livable.



PCEDC TO CONDUCT TRANSPORTATION SURVEY

In the near future, we will be sending out a transportation survey to area businesses to gather information on usage of our transportation system in Pike County and the region. This information will be compiled and used for economic development purposes, as related to transportation projects and economic development projects in Pike County. We thank you for your cooperation in gathering information...be on the lookout for your survey in your inbox!



2015 Pike County (IL) Transportation Survey

Business Name: _____

Address: _____

Primary Contact: _____ Phone: _____

- Number of Employees: _____
- Employee Commuting Routes: _____
- What type of products do you ship? _____
- What type of products do you receive? _____
- What is the average tonnage of products shipped / received? _____
- How many trucks do you receive / ship out per week? _____ Per month? _____
- Which primary routes do your trucks use?
 - Interstate 72
 - Interstate 172
 - US Route 36
 - US Route 54
 - Illinois Route 57
 - Illinois Route 96
 - Illinois Route 106
 - Illinois Route 107
 - Illinois Route 100
 - Illinois Route 104
 - Other: _____
- Do you ship/receive from Missouri? If so, how many trucks per week that pertain to shipping / receiving utilize the Champ Clark Bridge on US Route 54? _____ Tonnage Info: _____
- Do you ship /receive products by water or rail? _____
- What concerns / problems do you have with local roads? _____

Please return this survey to Pike County at gshurman@pikeedc.org or by mail at PCEDC, PO Box 214, Pittsfield, IL 62363.

NEW GRAIN FACILITY APPROVED AT PIKE STATION, IL

Permit authorization has been granted for the Sny Island Merchandising Co. (Simco Grain) to create a barge loading facility, conveyor mooring structures, and associated grain elevator at Pike Station, Illinois, located on the left descending bank at Mississippi River Mile 282.3, across from Louisiana, Missouri. The permits have been granted by 3 agencies involved in the process:

1. US Army Corps of Engineers-St. Louis District, lead agency in this permit, responsible for navigation and facilities on the Mississippi River at this location.
2. US Army Corps of Engineers-Rock Island District, responsible for approving any levee modifications or crossings of the Main Stem River Levee operated by the Sny Island Levee Drainage District.
3. Illinois Department of Natural Resources, responsible for determining that the project has no adverse effect on the public interest in the public waters of the Mississippi River, and will not appreciably restrict the river flood carrying capacity of the river.

The conveyor connecting the grain facility and unloading pits on the land side of the levee with the barge loading dock in the Mississippi River will be approximately 1000 feet in length. Permission is also granted to construct a temporary causeway to facilitate construction of the permanent facilities in the Mississippi River floodway.

Greg Dolbeare, President of Simco Grain, indicates construction of the road access to the proposed facility, levee crossing, and the temporary causeway will begin this fall. Soil samples will be taken at the site to prepare for conveyor pilings and mooring dolphins to be constructed next summer. Dolbeare stated “This has been a lengthy process to get to this point, where construction can begin. All parties involved to date have been helpful in the process. When constructed, this facility will offer modern speed and convenience for getting trucks unloaded from grain currently being grown on both sides of the Mississippi River.”

It is anticipated that the primary region of service will be a 35 mile radius of Louisiana, Missouri, with market area expanding in years when crops are bountiful, such as the 2014 crop. “In my career in the grain business over the last 40 years, we have seen the crops produced in the United States double in size. We need new modern facilities to handle and bring this production to the best markets. This facility, as planned, will meet those needs in an efficient manner.”

Information provided by Simco Grain

ECONOMIC GROWTH CONTINUES IN SOUTHERN PIKE COUNTY

Harpole's Heartland Lodge & Resort is proud to announce the opening of their fourth lodge/cabin! This 4,800 sq. ft lodge/cabin is located five miles from the main resort and sits on its own private 52 acres. Located on the Mississippi River bluffs, this lodge/cabin features incredible views of the river valley and the Missouri hills.

The new lodge/cabin is named Heavenly View and can be reserved exclusively as a private cabin. The lodge's focus is to expand the resort side of the business and promote local tourism. Guests staying at Heavenly View are encouraged to visit local attractions, events, stores, and restaurants.

This lodge/cabin continues Harpole's Heartland Lodge goal of making Pike County, Calhoun County, and West Central Illinois a better place to live through increased tourism. The following are some of the positive impacts this new lodge/cabin will have to the local economy:



- 1) An estimated 1,000 new tourists visiting Pike & Calhoun Counties and staying at Heavenly View annually.
 - a) some visitors will decide to return and invest in the community.
- 2) Visitors will be encouraged to shop at our local restaurants, grocery stores, and retail establishments.
 - a) Visitors from **Heavenly View Lodge/Cabin** alone will inject an estimated \$381,000 annually into our local economy. (The average visitor will spend \$127 on gas, food, and shopping in our community. Multiply by 3 for total economic impact. $1,000 \times \$127 = \$127,000 \times 3 = \$381,000$.)
 - b) possible annual sales tax generated is \$25,717.50
- 3) Estimated state lodging tax generated annually = \$4,380.
- 4) New jobs will be created
 - a) Heavenly View Lodge/Cabin will create new jobs and will help to sustain current jobs.
 - b) Over 15 local contractors were used during construction and renovation of Heavenly View along with using local suppliers for materials.

Heavenly View complements the recent economic development of the ATV/OHV Park (2,000+ annual visitors) and Sunset Valley Lodge (3,800+ annual visitors) in 2015-2015 along with the other two lodges that bring in over 10,000 annual visitors to Pike County from all over the world. Close to 17,000 annual visitors inject millions of dollars into the local economy. The best way to learn more about Harpole's Heartland Lodge & Resort is to visit our web site at www.heartlandlodge.com. If you have any further questions or would like more details on Heavenly View Lodge/Cabin or Harpole's Heartland Lodge, please contact Gary Harpole at 217-734-2526 or gary@heartlandlodge.com.

Information provided by Harpole's Heartland Lodge

21ST CENTURY PORK, LLC OPEN NEW BUSINESS IN SOUTHERN PIKE COUNTY

Congratulations to 21st Century Pork, LLC on the opening of their new business in Southern Pike County!

With the opening of this facility, seven to eight new jobs will be created in Pike County. According to the National Pork Board, farmers are using less land and water to produce pork...And, they are doing it with a smaller carbon footprint.

Congratulations, 21st Century Pork, LLC!



SMALL BUSINESS SATURDAY STATISTICS

FROM GRASSHOPPER.COM

Small Business Saturday – a day to support the little guys. American Express created the holiday to support the small businesses that keep our nation running. When consumers use their American Express cards, they get money back for their purchases.

But is Small Business Saturday actually helping small businesses across the country? We've compiled some numbers to help you understand the impact that [#SmallBizSat](#) is having not only on the American economy, but also the businesses that participate.

We've compiled the most recent stats we could find, and will be updating this article with stats from 2015 as soon as we have them.

What is Small Business Saturday?

Small Business Saturday is a national holiday celebrating America's small businesses, started by American Express in 2010. It happens on the Saturday after Thanksgiving, the day after Black Friday, which is usually the fourth Saturday of November. American Express rewards consumers who use their American Express cards on the holiday. In 2013, when someone spent \$10 or more at a small business, they were rewarded \$10 of credit.

General Small Business Stats

To put Small Business Saturday in context, it's helpful to understand their impact on the American economy. Here are some helpful stats from the U.S. Small Business Administration (SBA). Keep in mind that the [SBA defines a small business](#) pretty broadly – for many industries, that means up to 500 employees or \$7.5 million in average annual receipts. This means that the SBA's small businesses are probably a lot bigger than those in your community.

Stats from the Small Business Administration

- There are 23 million small businesses in the country.
- Small businesses have increased by 49% since 1982
- 54% of U.S. sales happen at small businesses.
- Small businesses have created 8 million jobs since 1990.
- Franchised small businesses employ roughly 8 million people, and make up 40 % of all American retail jobs.

Small Business Stats from Other Sources

- Small businesses donate 250% more than larger businesses to non-profits and community causes (Source: Seattle Good Business Network).
- If you spend \$100 at a local business, roughly \$68 stays in your local economy. If you spend the same at a large business, only \$43 stays in the local economy (Source: [Civic Economics Study in Grand Rapids, Michigan](#)).
- 66% of small businesses plan to keep spending money on digital marketing. According to the same study, 66% could not survive without wireless technology ([AT&T Small Business Technology Poll 2013](#)).

2015 Projections

It's hard to say exactly what will happen this year, but here are some projections:

- On Twitter, Small Business Saturday is likely to narrow in on 1 million tweets during the holiday season, following strong YoY growth for the past 2 years
- \$14.5 billion is likely to be spent this Small Business Saturday, as there's been YoY increase of \$200 - \$300 million in the last two years.
- Americans are likely to spend over \$800 on shopping in general, down from last year, according to [research from PwC](#). However, we predict that a larger percentage of this money will go to small businesses.
- Online shopping will reach an all-time high. Small businesses with successful online initiatives will be at a distinct advantage.
- Consumers will continue to be extremely price conscious. Small businesses who can offer low prices and good deals will also be at an advantage. Shoppers now care as much about the shopping experience as the gifts they get, according to the PwC. This puts small business owners at an advantage.



DCEO DIRECTOR TAKES BY-THE-NUMBERS APPROACH TO MARKETING ILLINOIS

By Deborah Gertz Husar, Staff Writer | Quincy Herald-Whig

MOUNT STERLING, Ill. -- Mike McLaughlin already understands the value of public-private partnerships.

"You can't do it with one county or one city," said McLaughlin, executive director of Two Rivers Regional Council of Public Officials. "You've got to have partners, and to bring in the private side with the public only enhances it more."

Illinois Department of Commerce and Economic Opportunity Director Jim Schultz shares the same philosophy.

Schultz stopped in Mount Sterling on Tuesday morning to meet with business and community leaders from Adams, Brown, Pike and Schuyler counties. He used the visit to emphasize his by-the-numbers approach known as 3-2-1 to create jobs in Illinois.

"There is to create more public-private partnerships. I call it P3. Why use all of our state dollars to create better opportunities? Let's do partnerships in a way that helps grow business," Schultz said.

"How do we make 1 and 1 greater than 2? Rather than Quincy on its own trying to market itself or Adams County, let's take a regional approach. How can we leverage that and market it to the world?"

"One is how to create a one-stop shop. We want to be a one-stop shop to help solve your business problems."

Jim Tracy, senior vice president and general counsel for Dot Foods, said Schultz's visit benefits both area business leaders and the department.

"He gets to learn about our area and the opportunities we have here," Tracy said. "We get to learn about capabilities of his department and how they can help us grow our business in the future."

In eight months on the job, Schultz has seen plenty of frustration in the switch from his private sector business background to work in a state still falling 70,000 jobs short of what it had before the recession, losing 6,000 of its best-and-brightest graduates a year, and reporting job losses the last four months.

"We have some major challenges in the state of Illinois. Workers' comp needs to be reformed, but I'm not here to be political," Schultz said. "For me to market the state as the chief marketing officer for the state, we need the opportunity to change the dynamic."

Schultz expects to see that change from Gov. Bruce Rauner's turnaround agenda and a new budget that still hasn't been adopted.

"There's a lot of resources, a lot of ways to make tools to make opportunities come to fruition," he said.

Making those tools available in rural areas is important, said Gina Sheurman, executive director of Pike County Economic Development Corp., and having DCEO's director come from the private sector with an understanding of what businesses face can help.

"We struggle with a lot of resources businesses need," Sheurman said, "and (having) resources in a faster, more cost-effective manner is huge for us here."

It's also important to focus on aging public infrastructure, Sheurman said, and keeping community development resources available through the state "is going to be critical."

But large regional efforts also can run into problems because of the number of state agencies involved. The Illinois Department of Transportation started to put together a coordinating council to bring together all the agencies "in one room at one time," said Charles Bell, entrepreneurship manager with [Great River Economic Development Foundation](#). He asked Schultz whether there was anything in the works to revitalize that effort.

"Not until just now," Schultz said. "That's why we're out here, to learn what are best practices. It's a good idea to put together regional meetings."

PCEDC & PIKE COUNTY EVENT CALENDAR

November 2015

Wednesday, November 11, 2015

PCEDC Office closed
in Observance of Veterans Day

Thursday, November 12, 2015

PCEDC Business Retention / Workforce Development
Committee Meeting
1:00pm
Pike County Farm Bureau Conference Room

Monday, November 23, 2015

PCEDC Renewable Energy Committee Meeting
10:00am
Pike County Farm Bureau Conference Room

Monday, November 23, 2015

PCEDC Monthly Executive Meeting
5:30pm
Pike County Farm Bureau Conference Room

Monday, November 23, 2015

Pike County Board Meeting
7:00pm
Upper Courtroom
Pike County Courthouse

Thursday, November 26, 2015

PCEDC Office Closed
In Observance of Thanksgiving Day

Saturday, November 28, 2015

Small Business Saturday
Support our local businesses!!

December 2015

Monday, December 7, 2015

PCEDC on WBBA Spotlight Show
9:00am
FM97.5 and www.wbbaradio.com

Monday, December 28, 2015

PCEDC Quarterly Board Meeting
5:30pm
Pike County Farm Bureau

Monday, December 28, 2015

Pike County Board Meeting
7:00pm
Upper Courtroom
Pike County Courthouse





NOT A MEMBER OF PCEDC...JOIN US TODAY!

It is because of the generosity of business and community partners that we are able to fulfill our mission to enhance the economic future and quality of life in Pike County by expanding employment opportunities through promoting the expansion and retention of business and industry, coordinating local and state resources to existing businesses, and by uniting Pike County community by coordinating economic development activities and cultivating partnerships. We are fortunate to have many great partnerships in the area that have helped us to promote economic development. If you are not part of our growing

Individual / Company Name: _____

Contact Person: _____ Title: _____

Mailing Address: _____

Phone: _____ Fax: _____ Email: _____

Website (if applicable): _____

Membership Level:

Individual Contributor (\$1-\$99) Associate Member (\$100-\$499)

Voting Member (\$500-\$999) Municipal Member (\$1 per capita: _____)

Sustaining Member (\$1000-\$1999) Premier Member (\$2000+)

Reciprocal (with approval) _____

More information on membership benefits is available by visiting www.pikecdc.org

A Few Reminders!!

Don't forget to tune in to 97.5FM WBBA Radio on the first Monday of every month at 9am to hear PCEDC on the Spotlight Show!

SAVE THE DATE!

2016 Inventor & Small Business Expo

Saturday, February 20, 2016

Pike County Farm Bureau

Find us on Facebook and Follow us on Twitter!