

Pike County  
Economic Development Corporation  
1301 E Washington, PO Box 214  
Pittsfield, IL 62363  
217-440-5101  
www.pikeedc.org

### Important Reminder!

Set up your Email Spam Filter  
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[bmiddendorf@2riversrctd.org](mailto:bmiddendorf@2riversrctd.org)

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

### 2016-2017

PCEDC Board of Directors

Jim Brown  
Craig Gengler  
Kent Goewey  
Casey French  
Patrick Conley  
Jake Bartlett  
Jim Sheppard  
Karrie Spann  
Robert Wood

### 2016 PCEDC Officers

Chairman: Jim Brown  
Vice-Chair: Patrick Conley  
Secretary: Karrie Spann  
Treasurer: Jim Sheppard



## VOLUME 6, ISSUE 3—FALL 2016

Welcome to the Fall 2016 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.



Brenda Middendorf  
Interim Exec. Director

### INTERIM EXECUTIVE DIRECTOR'S CORNER

PCEDC has been very busy since our last newsletter. The Small Business/Entrepreneur Committee has developed a series of business workshops for the next several months that will benefit both businesses and job seekers. The Business Retention and Workforce Committee has revamped the Work Ready program, even giving it a new name. (Learn more details about the new Work Ready program inside this newsletter). The Promotion and Marketing Committee has met with a Marketing Consultant to begin a map for long range planning that will provide important direction to our corporation and county. The Community Issues/Municipal Needs Committee hosted a meeting of the Missouri Highway 54 Corridor which opened the door to Missouri and Illinois cooperating to benefit both states. One of the highlights for me was attending Midwest Community Development Institute for a week's training. During this training, I had the opportunity to connect with Robin Hanna of the Illinois Institute of Rural Affairs & arrange to obtain Retail Trade Summaries for several communities and a county wide summary. The county wide summary is included in the last two pages of this newsletter and is an interesting snapshot of our retail businesses..

PCEDC realizes that talent is one of our most important and increasingly rare assets. Businesses fiercely compete to hire and retain the brightest and most skilled workers. Communities strive to attract and keep younger residents. Educators seek to connect their students to fields of study that promise rewarding careers. In the coming months, we will be asking you to help us create our road map for economic development. It will be with your help that we find the route that brings us all the most success.

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

## PCEDC PARTNERS WITH MARKETINC FIRM

As a principal in the consulting firm Camarano Economic Solutions, LLC, Gary Camarano assists economic development organizations (EDO) in strategic planning; program development; branding, marketing and attraction; and lead generation. As an economic developer Mr. Camarano has developed and implemented programs that have helped communities retain, expand, create and attract jobs. Since 2011 Camarano has assisted the private sector in retaining and creating over 2,500 jobs, and has been recognized by the economic development community for his work in responding to globalization, and work in the Agribusiness and Aerospace industrial sectors, receiving awards and acknowledgements from the International Economic Development Council, Expansion Solutions and Global Trade Magazines.



A strong believer in encouraging U.S. businesses to enter international markets Camarano has organized and conducted outbound Foreign Trade Missions to Taiwan, Indonesia and Oman, and inbound Trade Missions and Business Forums from Taiwan, Mexico, Indonesia, and Kazakhstan.

He has recently held positions in Galesburg, IL and Las Cruces, NM, and is currently the Economic Development Director for Whiteside County, IL. Camarano also has extensive private sector experience in the financial services sector including municipal and corporate underwritings, where he evaluated and assisted several businesses in making the leap from privately held into publically traded companies. This experience has given him invaluable insight into what makes a successful business and how to assist them in their growth.

Mr. Camarano attended Kent State University's Graduate School of Business Administration and received a Masters of Public Administration, and has also attended Northwestern University's Kellogg School of Business' Executive Studies Program. He and his wife Anne, three children, son-in-law, and five grandchildren live in Illinois, and are looking forward to this year's World Series (go Cubs!).

## WELCOME TO THE I-72 OPPORTUNITY CORRIDOR!

Welcome to the I-72 Opportunity Corridor website! This website serves as a comprehensive source for economic development information for the counties of Pike, Scott, and Morgan located along the I-72 Corridor in West Central Illinois. This website will provide detailed information about economic development opportunities in the municipalities and counties along the corridor. Please take a look and learn about the opportunities it has to offer!

[www.i72corridor.com](http://www.i72corridor.com)



## Are You Looking for a Career?

Your Illinois Department of Employment Security and the Pike County Economic Development Corporation Invite You to a  
Resume and Job-Seeker Workshop in Pittsfield, IL.

**What:** Resume and Job-Seeker Workshop  
**When:** 2:00pm – 4:00pm on Wednesday, October 26, 2016  
**Where:** Pike County Farm Bureau  
1301 E Washington St  
Pittsfield, IL 62363

**This event is sponsored by your Illinois Department of Employment Security (a partner member of the Illinois workNet Center), and the Pike County Economic Development Corporation.**

This workshop focuses on creating and fine-tuning resumes. In addition, we also discuss topics such as networking, applications, interviewing, and other important job-seeking skills. This workshop is conducted in a classroom setting.

For more information please feel free to contact Brenda Middendorf, PCEDC, 217-440-5101 or Bob Gough, Public Information Officer, IDES, Springfield, 217-685-4454.

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### Make Sure Your Resume is on [Illinoisjoblink.com](http://Illinoisjoblink.com)

Illinois businesses are hiring. And they are looking for workers on [Illinoisjoblink.com](http://Illinoisjoblink.com). The state's hiring board features more than 100,000 help-wanted ads. Job seekers can build multiple resumes to emphasize different skills and experiences. Business owners can use keyword matching technology to search resumes and find the best candidate. [Illinoisjoblink.com](http://Illinoisjoblink.com) is free for workers and employers. It compares favorably to private efforts that cost hundreds of dollars.



## PCEDC AWARDS WORK READY CERTIFICATES AT WESTERN HIGH SCHOOL

In collaboration with the Workforce Innovation Board of Western Illinois, PCEDC Sponsors Quarterly Business Education Roundtables that helps to connect the Business Sector with the Educational Sector. Through these roundtables, a Work Ready Program was adopted and implemented in the schools of Pike County. The purpose of this program is to provide recognition and endorsement of those students who have successfully met the criteria required to earn a Work Ready Certificate. This certificate is an endorsement acknowledging that the individual is capable and prepared to successfully enter college, the military or the workforce, whatever their path may be. Soft skills are a huge part of workforce development and through this program, PCEDC hopes to recognize those students who demonstrate these skills. The Business Retention/ Workforce Committee worked with the Guidance Counselors and Principals of the four high schools in Pike County this past year to revamp the program to include all students and incorporate changes to improve the program.

PCEDC has received commitment from area businesses that they will honor the certificates when reviewing resumes and applications, giving preference to those that possess this certificate, as well as other possible incentives including a higher starting pay and indirect incentives to the students. A Work Ready logo was created that will be printed as a decal for businesses to display in their window as a sign of their support.

Recently, PCEDC recognized fourteen students who have achieved this certificate at Western High School.



Pictured are:  
Guidance Counselor, Stefanie Rennecker, Clayton Colston, Alexis Dias, James Dunker Savannah hall, Aftyn Harrison, Dawson Koeller, Chloe Mellon, Tori Predmore, Austin Simmerman, Steven Smith, Paige Snyder, Jordan Walston, Dakota Wells, Lauren Woodward.

# EVENT CALENDAR

## October

Thursday, October 20, 2016  
Pike County Community Health  
Partnership Annual Meeting  
3:00 pm  
Pike County Health Dept.  
606 W Adams St.  
Pittsfield, IL

Monday, October 24, 2016  
PCEDC Monthly Executive Business Meeting  
5:30pm  
Pike County Farm Bureau Conference Room  
1301 E Washington  
Pittsfield, IL

Monday, October 24, 2016  
Pike County Board Meeting  
7:00 pm  
Upper Courtroom  
Pike County Courthouse  
Pittsfield, IL

Wednesday, October 26, 2016  
Resume Workshop  
2:00 to 4:00 pm  
Pike County Farm Bureau  
1301 E Washington  
Pittsfield, IL 62363

Thursday, October 27, 2016  
Two Rivers Regional COPO  
Comprehensive Economic Development  
Strategy Committee  
11:30 a.m.  
Mt. Sterling YMCA  
896 IL 99 850 E. St  
Mt. Sterling, IL 62363

## November

Friday, Nov. 4, 2016  
Small Business/Entrepreneur Committee  
1:00 pm  
Pike County Farm Bureau  
1301 E Washington St  
Pittsfield, IL

Friday, Nov 18, 2016  
Tri-State Summit  
10:00 am -2:00 pm  
Iowa Wesleyan Univ.  
Mt. Pleasant, Iowa

Tuesday, Nov. 28  
PCEDC Exec. Board Meeting  
5:30 pm  
Pike County FB Conference Room  
1301 E Washington  
Pittsfield, IL

Pike County Board Meeting  
7:00 pm  
Pike County Courthouse  
Pittsfield, IL



### 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.pikeedc.org](http://www.pikeedc.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!**

**Find us on Facebook and Follow us on Twitter!**

## OCTOBER IS MANUFACTURING MONTH

In honor of Manufacturing Month we would like to highlight two PCEDC members, Hofmeister Welding, Inc. & GFC Mfg.

Hofmeister's has been in the welding and fab manufacturing business over 20 years; serving commercial and agricultural clients. They offer customized services including welding and fabrication for a variety of products and applications. They also have a full line of Derby Products.



Caption: Dee Wintjen of Hofmeister Welding gives Gary Camarano a tour of the facility's new derby product line.

Committed to build an even better Bale Band-It, GFC has looked at every aspect of the handling process. Being the inventor of the Bale Band-It, and now with over a decade of experience in the field, GFC has the knowledge, understanding, and manufacturing capability to take small square bale handling to the next level. Ever shortening the distance between you, the operator, from the design you need. The outcome is a product higher in quality, more streamlined and sophisticated, all the while fabricating it in an efficient manner to provide it at the best price possible.

Caption: Owen Brown, center, and Lacy Brown give a tour to PCEDC members of the Bale Bandit facility.



# PIKE COUNTY RETAIL TRADE SUMMARY



**Table 1. Retail Sales, 2001-2015**

Calendar Year	Total Retail	Retail Sales Growth	Number of Sales Tax Paying Firms	Pike County, Illinois		
				Sales per Firm	Per Capita Sales	Pull Factor
2001	\$108,574,849	—	842	\$128,949	\$6,325	0.63
2002	\$109,317,573	0.7%	821	\$133,152	\$6,436	0.63
2003	\$112,023,907	2.5%	866	\$129,358	\$6,672	0.63
2004	\$114,431,706	2.1%	825	\$138,705	\$6,813	0.61
2005	\$119,231,384	4.2%	865	\$137,840	\$7,131	0.60
2006	\$133,004,947	11.6%	854	\$155,744	\$8,080	0.65
2007	\$136,049,222	2.3%	868	\$156,739	\$8,208	0.65
2008	\$135,681,383	-0.3%	760	\$178,528	\$8,278	0.65
2009	\$124,084,607	-8.5%	698	\$177,772	\$7,625	0.65
2010	\$135,534,982	9.2%	709	\$191,164	\$8,249	0.68
2011	\$132,145,959	-2.5%	732	\$180,527	\$8,059	0.64
2012	\$135,904,705	2.8%	793	\$171,380	\$8,334	0.65
2013	\$140,815,447	3.6%	800	\$176,019	\$8,719	0.68

Retail sales are calculated from the Illinois Department of Revenue's Standard Industrial Classification (SIC) Code Reporting, available at <https://www.revenue.state.il.us/app/kob/index.jsp>. The following is a brief description of the measures used.

Between 2001 and 2015, total retail sales in Pike County increased 34.2 percent. During the same time period, the Illinois' total retail sales increased by 33.6 percent and downstate Illinois increased by 32 percent. Downstate sales figures include all incorporated and unincorporated areas except those in Cook, DuPage, Kane, Lake, McHenry, and Will counties. These counties are affected by Chicago economy."

Changes in sales are partially determined by the number of businesses in operation. In Pike County, businesses decreased 5.0 percent compared to the 11.3 percent decline for the state of Illinois, between 2001 and 2015. Per capita sales (sales divided by local population according to Census Bureau's estimates) in Pike County were \$9,114 compared with \$13,720 for Illinois in 2014.

The drawing power of a city or county is reflected by a Pull Factor calculated as the ratio of local per capita retail sales divided by downstate (or collar) per capita retail sales. A Pull Factor greater than one reflects the strength of the local retail sector; the area is selling more per capita than comparable areas. A pull factor less than one indicates the residents are shopping elsewhere.

As noted earlier, Pike County had per capita retail sales of \$9,114 in 2015. Downstate's per capita retail sales was \$12,862 in 2015. This resulted in a weak pull factor of 0.68, indicating that Pike County has lost sales to competing communities when compared with other areas. Table 2 shows Pull Factors by specific category. More detail on types of business by category is available at [www.revenue.state.il.us/app/kob/terms.jsp](http://www.revenue.state.il.us/app/kob/terms.jsp).

**Table 2. Taxable Retail Sales by Category, 2001 and 2015\*\***

Category	2000			Pike County, Illinois 2015		
	Actual Sales	Percent of Total Sales	Pull Factor	Actual Sales	Percent of Total Sales	Pull Factor
General Merchandise	\$16,798,288	15.5%	0.64	\$18,210,606	12.9%	0.57
Food	\$16,203,005	14.9%	0.68	\$21,924,687	15.6%	0.84
Drinking and Eating Places	\$8,650,979	8.0%	0.56	\$10,532,277	7.5%	0.50
Apparel	\$362,391	0.3%	0.12	\$85,476	0.1%	0.02
Furniture, Household, and Radio	\$1,626,244	1.5%	0.23	\$979,240	0.7%	0.16
Lumber, Building, and Hardware	\$7,322,503	6.7%	0.70	\$15,311,818	10.9%	1.12
Automotive and Filling Stations	\$31,103,692	28.6%	0.73	\$37,064,537	26.3%	0.75
Drugs and Miscellaneous Retail	\$8,311,932	7.7%	0.46	\$21,824,008	15.5%	0.68
Manufacturers	\$1,482,393	1.4%	0.36	\$714,592	0.5%	0.15
Agriculture and All Other	\$16,713,422	15.4%	0.81	\$19,082,594	13.6%	1.15

\*When a community is located in multiple counties, if one of the counties is considered a Chicago collar region county, then the community is assigned the collar region coding.

\*\*Blank categories have less than four taxpayers; therefore no data is shown to protect the confidentiality of individual taxpayers. The total listed in Table 1 includes censored data. Businesses may not report themselves in the same category from year to year, resulting in some fluctuation of sales by category.



### Retail Trade Summary: Pike County, Illinois

Table 3. Inflation Adjusted Retail Sales by Category, 2014=100

Category	Pike County, Illinois				
	Real Dollars		Real Change 2001-2015	Real Retail	Downstate
	2000	2015		Sales Growth	Real Retail Sales Growth
Total Retail Sales	\$145,308,216	\$145,729,835	\$421,619	0.3%	-1.1%
General Merchandise	\$22,481,535	\$18,210,606	-\$4,270,929	-19.0%	-0.3%
Food	\$21,684,854	\$21,924,687	\$239,833	1.1%	-8.5%
Drinking and Eating Places	\$11,577,804	\$10,532,277	-\$1,045,527	-9.0%	13.9%
Apparel	\$484,996	\$85,476	-\$399,520	-82.4%	2.2%
Furniture, Household, and Radio	\$2,176,440	\$979,240	-\$1,197,200	-55.0%	-31.1%
Lumber, Building, and Hardware	\$9,799,874	\$15,311,818	\$5,511,944	56.2%	7.6%
Automotive and Filling Stations	\$41,626,786	\$37,064,537	-\$4,562,249	-11.0%	-5.1%
Drugs and Miscellaneous Retail	\$11,124,050	\$21,824,008	\$10,699,958	96.2%	47.5%
Manufacturers	\$1,983,921	\$714,592	-\$1,269,329	-64.0%	-8.3%
Agriculture and All Other	\$22,367,957	\$19,082,594	-\$3,285,363	-14.7%	-33.9%
Consumer Price Index (CPI)	74.7	100.0	33.8%	--	--

Table 3 illustrates the effects of inflation on retail sales. Based on the Consumer Price Index, published by the Bureau of Labor Statistics, U.S. Department of Labor, it cost \$74.70 in 2001 to purchase the same goods and services that cost \$100 in 2015. When the effects of inflation are taken into consideration, total retail sales for Pike County increased by 0.3 percent over the time period examined. The comparable downstate Illinois change was a 0.9 percent increase in inflation-adjusted dollars. The different categories of sales vary according to the real change.

Caution should be used when comparing category items over the years, since businesses may not report themselves in the same category from year to year, which results in some fluctuation of sales by category. Table 3 does not take into consideration population changes or technology changes that effect industrial efficiencies. Blank categories have less than four taxpayers, therefore no data is shown to protect the confidentiality of individual taxpayers. Total retail sales amount includes the information censored from the category breakdown.

Table 4. Surplus or Leakages from Retail Trade, 2001-2015

Calendar Year	Potential Sales	Actual Sales	Pike County, Illinois		Potential sales are an estimate of the sales level that a local area should achieve, based on average downstate (or collar region) sales. Comparing potential sales to actual sales allows a measurement of retail surplus (positive number) or leakage (negative number).
			Surplus or Leakage	Surplus or Leakage as % of Potential	
2001	\$141,150,000	\$108,574,849	-\$32,575,151	-23.0%	
2002	\$142,190,000	\$109,317,573	-\$32,872,427	-23.0%	
2003	\$147,150,000	\$112,023,907	-\$35,126,093	-24.0%	
2004	\$154,560,000	\$114,431,706	-\$40,128,294	-26.0%	
2005	\$162,360,000	\$119,231,384	-\$43,128,616	-27.0%	
2006	\$167,260,000	\$133,004,947	-\$34,255,053	-20.0%	
2008	\$171,530,000	\$136,049,222	-\$35,480,778	-21.0%	
2009	\$172,310,000	\$135,681,383	-\$36,628,617	-21.0%	
2010	\$169,120,000	\$124,084,607	-\$45,035,393	-27.0%	
2011	\$165,000,000	\$135,534,982	-\$29,465,018	-18.0%	
2012	\$169,180,000	\$132,145,959	-\$37,034,041	-22.0%	
2013	\$170,510,000	\$135,904,705	-\$34,605,295	-20.0%	
2014	\$175,550,000	\$140,815,447	-\$34,734,553	-20.0%	

Potential sales are a product of downstate per capita sales, local population, and the index of income being multiplied together. The index of income is a ratio of local to downstate per capita income. The index of income attempts to measure the relative wealth of the local area compared to the downstate region. The index of income for Pike County is 0.81, which indicates that the local per capita income\* is below the downstate average by 19.0 percent. In 2015, potential sales were \$175,550,000 and actual sales were \$140,815,447, resulting in a leakage of \$34,734,553. A leakage indicates that the local area has lost customers to the surrounding area.

\*Starting in 2009 calculations, local personal income data from the American Community Survey from the U.S. Census Bureau was used. Between 2000 and 2008, the 1999 personal income data was used from the 2000 Census.