



# Annual Report 2018



## Mission

The Pike County Economic Development Corporation is a public/private economic development organization in Pike County, Illinois. PCEDC's mission is 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.

The organization provides economic development support in the following areas:

- Business Retention & Expansion**—Conduct regular visits with businesses to identify needs and opportunities for expansion.
- Business Attraction**—Promote the region to prospective businesses and site consultants.
- Small Business Development/Entrepreneurship**— Provide assistance to individuals and small businesses through one on one meetings and workshops.
- Community Development Planning**—Provide training for elected officials and assistance with grants and incentive programs.

## 2018 Officers

Patrick Conley, Chairman  
Jim Sheppard, Vice-Chairman  
Karrie Spann, Secretary  
Craig Gengler, Treasurer

## Board of Directors

Term Expiring 2019	Term Expiring 2020	Term Expiring 2021
Craig Gengler Farmers National Bank of Griggsville	Jim Brown County Market	Kent Goewey City of Griggsville
Jake Bartlett, Village of Perry	Patrick Conley Farmers Bank of Liberty	Karrie Spann Village of Milton
Casey French Cass Communications	Jim Sheppard Pike County Board	Robert Wood City of Pittsfield

## **2019 Annual Meeting Agenda**

### **Tours and Buffet at Harpole's Heartland Lodge**

#### **Welcome & Introductions**

*Brenda Middendorf, Interim Exec. Director*

#### **Speaker**

*Gary Harpole, Heartland Lodge*

#### **Call to Order**

*Patrick Conley, PCEDC Chairman*

### **Minutes of 2018 PCEDC Annual Meeting**

*Karrie Spann, PCEDC Secretary*

### **Election of Officers and Board of Directors**

*Jim Brown, Nominating Committee*

#### **Adjournment**

*Patrick Conley, PCEDC Chairman*



## D irector's Message

We, at Pike County Economic Development Corporation, are working hard with our existing businesses and fellow economic development organizations to create the conditions for economic growth and improved quality of life.

Through our free and confidential services, we are here to assist all business expansion needs. With our partners, we help budding entrepreneurs start businesses, assist our home grown companies expand their businesses and attract businesses seeking a new location or expansion to reach new markets both at home and globally, and to benefit from our region's many assets.

PCEDC goals are to:

- ◇ Promote our local businesses, County and Region
- ◇ Identify growth opportunities and resources for businesses
- ◇ Assist in securing capital and financing
- ◇ Identify and advocate for infrastructure improvements
- ◇ Improve and maintain workforce quality
- ◇ Provide networking opportunities

Since its inception, Pike County Economic Development Corporation has been making strides toward achieving their goals. Whether the need is business retention and expansion, business development, community development, public policy assistance, or marketing and promotion, we are here to meet Pike County's needs and to create the conditions for economic growth and improved quality of life.

I would like to express my gratitude to the PCEDC Board Members, Committee Members, our many partners and especially to the businesses and communities that sustain us, for all that you do to help further our goals to make Pike County grow. Without your support, none of this would happen.

Brenda Middendorf  
Interim Executive Director





## C hairman's Message

I would like to take this opportunity to thank you for allowing me to serve as the chairman of the Pike County Economic Development Corporation (PCEDC). A special thank you to our current investors and the current board for their continued support of the PCEDC.

Without your support the organization would not be able to continue making a positive impact on Pike County development. Moving forward with our investor support, I feel we can continue to grow our economic base by helping both individuals and businesses thrive here in Pike County.

Patrick Conley  
Chairman

## S taff



Gary Camarano, Marketing



Justin Krohn, AmeriCorps Intern

## Initiate a Project

The Pike County Economic Development Corporation has become a trusted advisor and partner to the business community in Pike County. Confidentiality, research and analysis are key to our efforts in assisting businesses looking to develop, expand or relocate. Our goal is to work diligently with potential projects to make them move from the planning stage to reality. With all potential projects in Pike County, we ask that interested parties fill out a business profile which PCEDC uses to identify local resources available, as well as any potential resources on the State level. Once we have this information, we can move forward with identifying possible sites and /or buildings that may fit your needs and begin creating incentive package for your project. Please be assured that any information shared with PCEDC is deemed confidential in nature during the planning process for your project.



Tourism is an important part of our economy.

### Incentives

The Pike County Economic Development Corporation can serve as a conduit between your business and local communities in Pike County. We work to create valuable incentive packages for new, growing and relocating businesses in Pike County, using programs such as:

**Pike County Revolving Loan Funds:** There are a number of low interest loan funds available for businesses, i.e. CDC, Two Rivers RC&D, Two Rivers Regional Council of Public Officials & City of Pittsfield .

**Tax Increment Financing (TIF)** – For projects located in the communities of Barry and Pittsfield, TIF programs are available which may provide additional incentives to a project. TIF districts encourage the development and rehabilitation of commercial, industrial, residential and other mixed use properties. Projects undertaken on properties within the TIF Districts may be eligible for financial incentives that greatly reduce site preparation expenses, utility extensions, professional fees, job training expenses and long term interest costs.

**Opportunity Zone (OZ)** -The city of Pittsfield Census Tract, Census Tract: 17149952700, received designation as an authorized Opportunity Zone. This census tract encompasses the entire City of Pittsfield. The Opportunity Zones program was established by Congress in the Tax Cut and Jobs Act as an innovative approach to spurring long-term private sector investments in low-income urban and rural communities nationwide. Funds invested in projects located within a designated Opportunity Zone receive preferential capital gains treatment with intention of incentivizing long-term investments. If the investment is left with the zone for 10 years, the tax on the gain is forgiven entirely.

The program establishes a mechanism that enables investors with capital gains tax liabilities across the country to receive favorable tax treatment for investing in Opportunity Funds that are certified by the U S Treasury Department. The Opportunity Funds use the capital invested to make equity investments in businesses and real estate in Opportunity Zones designated by each state.

**WIEDA Enterprise Zone** – The Enterprise Zone program is designed to stimulate economic growth and neighborhood revitalization in economically depressed areas. Commercial/industrial projects may be eligible for a number of incentives under the Western Illinois Economic Development Authority (WIEDA) Enterprise Zone. These incentives include:

- Property tax abatement;
- building materials sales tax exemption;
- reduced permit fees;
- jobs tax credit;
- investment tax credit;
- machinery and equipment state sales tax exemption
- utility tax exemption

PCEDC can assist with Loans and incentives that are available through the following entities:

- Illinois Department of Commerce & Economic Opportunity (DCEO)
- USDA Rural Development
- Illinois Finance Authority

### **Summary of Potential Incentives from the State of Illinois**

#### **Economic Development for a Growing Economy Tax Credit Program (EDGE):**

Provides tax incentives to encourage companies to locate operations in Illinois when there is active consideration of a competing location in another state. EDGE tax credits are available to qualifying companies, equal to 50% of personal state income taxes withheld from the salaries of employees in newly full-time created jobs. Non-refundable credits can be used against corporate income taxes to be paid.

#### **Community Development Block Grant (CDBG) Program:**

Economic Development– Local governments may request a maximum of \$1,000,000.00 for gap financing to assist businesses locating or expanding in the community. Funds may be used for machinery and equipment, working capital, building construction and renovation, or improvements to public infrastructure that creates and/or retains jobs in the community.

#### **Illinois Department of Transportation-Economic Development Program (EDP):**

Provides state assistance in improving highway access to new or expanding industrial, distribution, or tourism developments. EDP can provide 100% state funding on state owned routes and up to 50% state funding for eligible locally owned roadways.

#### **Illinois New Markets Development Program**

The Illinois New Markets Development Program (NMDP) provides supplemental funding for investment entities that participate in the Federal New Markets Tax Credit (NMTC) program. The annual allotment of up to \$20 million in tax credits helps to finance investments that create jobs and prosperity, revitalizing low-income communities throughout Illinois.

**The Adjustable Block Program** was established by the Future Energy Jobs Act to support the development of new photovoltaic distributed generation (e.g. rooftop solar) and community solar project in Illinois. The program is run by the Illinois Power Agency through its Program Administrator, InCline.

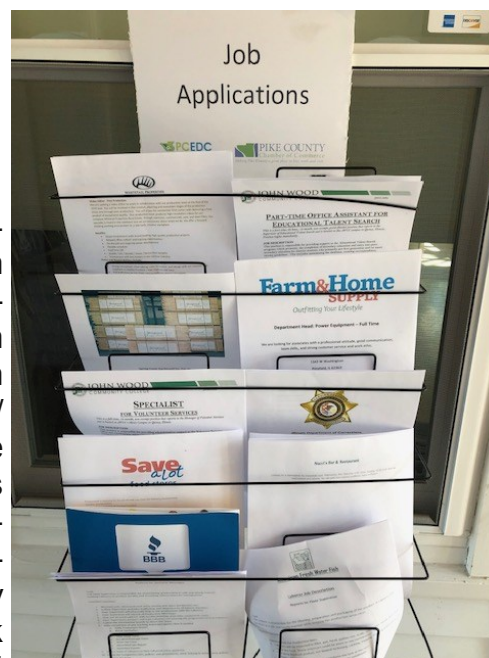
**Advantage Illinois:** Provides Illinois businesses and entrepreneurs with access to the capital to start new companies and expand existing business. Comprised of programs to spur institutional lending, includes Capital Access Program and Participation Loan Program.

**USDA—Rural Energy for American Program (REAP) Grants: The Rural Energy for American Program (REAP)** provides financial assistance to agricultural producers and rural small businesses in America to purchase

Each business and incentive package is unique, so we encourage you to contact us to discuss how to make these and other incentive programs work for you and your project/business.

## **O**ur Workforce

Job Seekers in Pike County now have a new option for obtaining applications and information about job openings. A rack containing job announcements from local businesses has been placed in the hallway of the Visitor's Center, in downtown Pittsfield. The Business Retention/Workforce Development Committee identified the need to have a centralized location for job seekers to obtain information. It will also provide a centralized location for employers to post announcements about current openings. For jobs that only take online applications, a listing of the web link will be provided and job seekers are encouraged to use the computers open to the public at the Pittsfield Public Library or John Wood Community College Southeast Education Center to apply for open positions. Career Services Staff at JWCC are available by appointment for additional help with resumes and cover letters. The Pike County Chamber of Commerce is partnering with PCEDC on this effort.





## Our Workforce

Pike County in West Central Illinois has a regional workforce of 123,579. Our workforce exhibits a strong “Midwest Work Ethic” with specialties in agribusiness and food processing, logistics, and manufacturing. Several multi-national corporations have facilities in the region, and the list continues to grow. Our location, in the “Heart of Agricultural Powerhouse,” Illinois, provides food processors ready access to raw materials – crops and livestock – and our workforce knows what to do with them.



Pike County’s dedicated, talented workforces just didn’t happen – strong traditions and training have shaped our workforce, and the Pike County Economic Development Corporation has access to a wide variety of workforce development and training resources that help employers remain competitive. Our organization works with businesses within the county to address any workforce issues they may be facing. This strengthens our local businesses as well as the areas workforce.

With the cooperation of the Workforce Innovation Board, we have created a Work Ready program for high school students in all four county schools that will prepare them to successfully enter the workplace. After meeting the criteria to earn the certificate, activities are designed to keep the certificate in effect. These include assistance with job applications, both written and online, mock interviews and resume preparation. A goal of the Business Retention Workforce Committee is to find ways to extend the program to individuals in the 18 to 24 age range that are unemployed and not attending school.

PCEDC supports and provides assistance to the Creating Entrepreneurial Opportunities (CEO) program in Pike County. Our local business community partners with area schools to create project-based experiences for students by providing funding, expertise, meeting space, business tours, and one-on-one mentoring. Students visit area businesses, learn from guest speakers, participate in a class business, write business plans, and start and operate their own businesses. Business concepts learned through the experiential CEO class are critical; the 21st century skills of problem-solving, teamwork, self-motivation, responsibility, higher-order thinking, communication, and inquiry are at the heart of a student’s development throughout the course.

PCEDC works with the Illinois Department of Employment Security to hold Resume Workshops on a regular basis to provide assistance to adults who need help brushing up their resumes.

PCEDC also partners with John Wood Community College (JWCC) and promotes the specialized career/technical training leading to immediate employment available at the new site.

# OUR ECONOMY

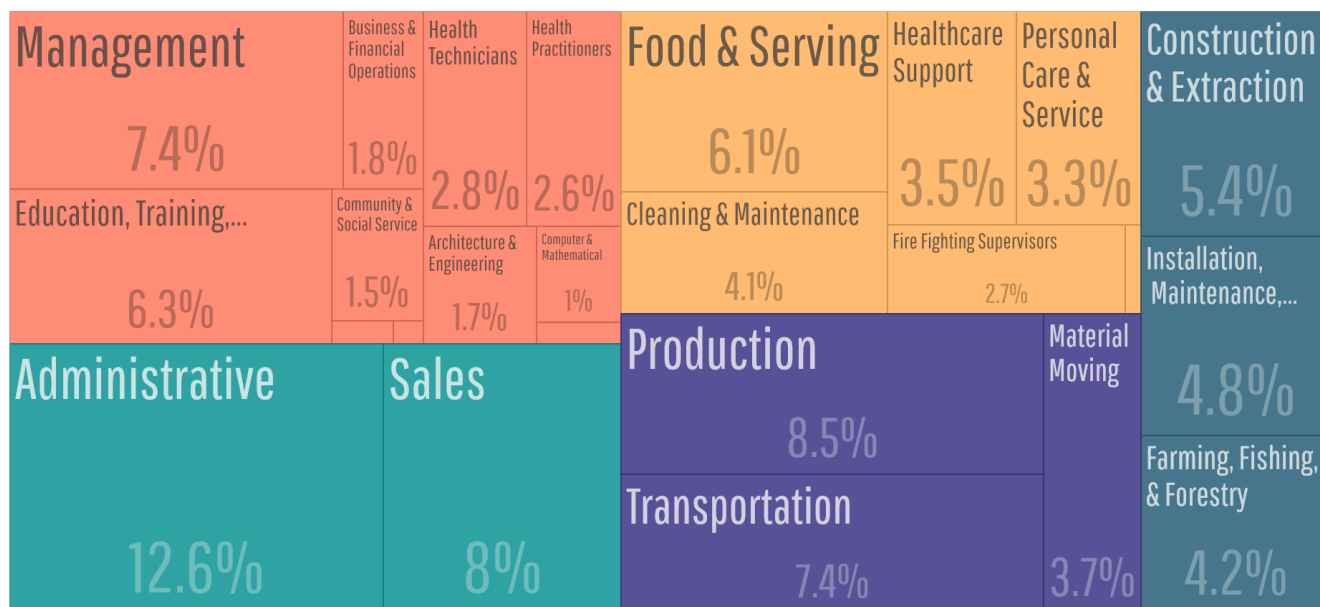
The economy of Pike County, IL employs 7,197 people. The economy of Pike County, IL is specialized in Agriculture, Forestry, Fishing, Hunting; Transportation & Warehousing; and Public Administration., which employ respectively 5.71; 1.74; and 1.73 times more people than what would be expected in a location of this size.

The largest industries in Pike County, IL are Healthcare & Social Assistance (1,073), Retail trade (809), and Manufacturing (708), and the highest paying industries are Utilities (\$43,068), Transportation & Warehousing (\$42,472), and Finance & Insurance (\$31,094).

Median household income in Pike County, IL is \$40,588. Males in Pike County, IL have an average income that is 1.43 times higher than the average income of females, which is \$33,852. The income inequality of Pike County, IL (measured using the Gini index) is 0.431 which is lower than the national average.

## Employment by Occupations in Pike County

The closest comparable data for the county of Pike County, IL is from the public use microdata area of Adams, Pike, Brown, Schuyler & Mason Counties PUMA, IL.



Dataset: ACS 5-year Estimate  
Source: Census Bureau

DATAUSA:

## Champ Clark Bridge & Highway 54 Corridor

By the end of the year, precast concrete deck panels were being placed on top of the steel girders to make up the new bridge deck. PCEDC is working with the Highway 54 Coalition to improve US 54 from Pittsfield, IL to Mexico, MO. PCEDC hosts the Highway 54 Corridor meetings to facilitate dialogue between the two government bodies, federal and state legislators and IDOT and MoDOT staff.



## Florence Bridge

PCEDC is a member of the Citizen's Advisory Group CAG).

The lift bridge at Florence, Illinois which is located on Illinois Routes 100 and 106 at the Scott/Pike County Line is integral to our Pike County economy. This bridge was built in 1929 and is now considered functionally obsolete and structurally deficient.

After a three-year study the preferred alternative is currently 4C which is 100 feet south of the existing bridge.



Information about this study's goals, timeline, and ways to get involved and provide your input can be found at [www.florencebridgestudy.com](http://www.florencebridgestudy.com).

# S trategic Plan

This document is the long-range plan for the Pike County Economic Development Corporation (PCEDC) Inc. It was developed by soliciting public input through a series of meetings led by our Marketing Director held over a four month period in cooperation with Two Rivers Regional Council of Public Officials. The information from these meetings provided the guidance on the development of this plan.

The purpose of this plan is to provide a strategic direction for the organization. The organization is stronger than ever before, yet more efforts are needed to ensure a strong and sustainable organization that serves the communities of our area. Many of the items will involve an ongoing effort.

## GOALS

**Goal 1:** Create jobs within the County that provide above-average wages as well as entry level opportunities by attracting potential employers of a commercial and light industrial nature that will not have a detrimental effect on the environment of the County or the lifestyle of County residents.

**Goal 2:** Retain existing jobs within the County by promoting and supporting the growth and stability of existing businesses;

**Goal 3:** Help coordinate the efficient placement of commercial and light industrial sites and facilities within the County;

**Goal 4:** Improve infrastructure to maximize economic growth opportunities.

Updates to Goal 4 include:

### **Pittsfield:**

**New Water Supply and Treatment** system removes the regulatory deficiencies, reduce operational costs and increases the reliability for sustainable water for future growth and stability of Pittsfield.

Improvements in pumping, process and controls **at Pittsfield's Waste Water Treatment Plant** will allow the facility to remain in regulatory compliance, drastically reduce operational costs and improve the systems reliability and oversight for the foreseeable future.

**Roads:** Pittsfield's investment in new truck routes and industrial infrastructure; regional stormwater management; and TIF/MFT road improvements will provide safer and more reliable access to industry-friendly development zones. The new roadway improvements assure that Pittsfield will be able to manage future roadway needs through its proactive road management processes.



## **Goal 4 Updates Continued:**

### **Barry:**

Barry's investment in new improvements to its primary north-south truck route will ensure the continued reliable access to key points of commerce for western Pike County.

New water softening equipment at Barry's **Water Treatment plant** will allow the City to provide its citizens with safe and softened water and an affordable rate. Improvements to their **water distribution network** include new elevated water storage and distribution piping for water and sewer on the north side of I72, opening up the most accessible industrial corridor in Pike County.

New park amenities at **Barry's new Holy Redeemer Park** will enable the City to offer it's residents an ever-expanding offering of accessible shelters, recreation areas, walking paths and playgrounds.

### **Griggsville:**

Newly lined **gravity sewers** throughout the community will help the City of Griggsville to stem future maintenance expenses for the ongoing sustainability of this vital city resource.

A **new 250 gpm well** will allow Griggsville to maintain a sustained and reliable source of potable water for its residents.

Improvements to Griggsville's **water distribution network** include a newly initiated program of replacement of all of the City's old and undersized water mains with new 6" PVC water mains and valves. This new infrastructure will improve the reliability and serviceability of the City's water mains; one of the most critical assets in the community.

### **Highway 54 Corridor Committee**

PCEDC's involvement and collaboration with the Highway 54 Coalition will help to foster dialogue with regional leaders and representatives from IDOT to allow this important regional transportation artery to be developed into a transportation system that offers safe and efficient access for commerce and commuters that rely on this region for the livelihoods and transportation needs.

**Goal 5:** Encourage the development and education of the area's workforce.

**Goal 6:** Improve the quality of life by ensuring adequate housing.

**Goal 7:** Strengthen the tourism sector with greater emphasis on creating more events to attract tourists, i.e. ag tourism, tours and trails, athletic events , to create more non-peak opportunities.

Issue addressed	Project	Funding sources	Lead organization responsibilities for execution of project
<b>Goal #1, 2, 3- Business Creation and Retention</b>	Market available properties to developers	RLF programs and other incentives as appropriate	Pike EDC and local governments
	Identify funding assistance to help retain businesses and jobs.	Federal, state and local funds	Pike County EDC
	Offer Business Counseling services to both new & existing businesses	Local Support	Pike EDC
	Promote the use of TIF, Enterprise Zone, OZ and revolving loan funds		Pike EDC
	Marketing & Business Attraction Foreign Direct Investment – Outreach to Consulates & Trade Organizations Site Selector/Consultant Visits, Fam Tour Public Relations Campaign Midwest Ag Tech Conference "Shark Tank" Promote Agri-businesses Inbound Ag Trade Missions Innovation- identify new opportunities, niches, markets, products, innovation awards	Local funds	Pike EDC
	Develop Industry Strategy Groups	Local funds	Pike EDC
	Promote business opportunities in Barry Historic Business District	State and Local funding	City of Barry
	Community Sponsored Enterprises- assist small rural communities create or retain essential/desired businesses through crowdfunding, co-ops, succession planning.	Local Funds	Pike EDC
<b>Goal #4- Infrastructure</b>	Street Improvement Projects - Barry, Griggsville and Pittsfield	State (IDOT & DCEO)	Cities of Barry, Griggsville & Pittsfield
	Sidewalk replacement - Barry	State & local	City of Barry
	Wastewater treatment facility rehabilitation - Barry	State & local	City of Barry
	Sewer lining – Barry	State & local	City of Barry
	Make an emergency connection to Pike County Water District - Barry	Federal, State & local	City of Barry
	Street, water & sewer extension to RDR business park for new business project - Pittsfield	Federal, State & Local	City of Pittsfield

Issue addressed	Project	Funding sources	Lead organization responsibilities for execution of project
	Street, water & sewer extension to RDR business park for new business project - Pittsfield	Federal, State & Local	City of Pittsfield
	Rehab of 3 water towers -Pittsfield	Federal, State & Local	City of Pittsfield
	KDI Business Park sewer extension and upgrade - Pittsfield	Federal, State & Local	City of Pittsfield
	Fayette St. to Grant St. extension - Pittsfield	Federal, State & Local	City of Pittsfield
	Water main extensions in five areas of the city to serve LMI individuals – Pittsfield	Federal, State & Local	City of Pittsfield
	New water well and improvements to water distribution system – Griggsville	Federal, State & Local	City of Griggsville
	Sewer crossing under railroad to serve industrial expansion	Federal, State & Local	City of Griggsville
	Duplex wastewater lift station with submersible pump – New Canton	Federal, State & Local	City of New Canton
	Create infrastructure to support home based businesses		Pike EDC
<b>Goal #5- Improve Job Education and Training</b>	Improve the work opportunities for area youth and unemployed -Implement Work Ready program	Local support	Pike EDC
	JWCC new workforce training campus – Pittsfield	Local support	Pike County EDC
<b>Goal#6-Housing</b>	Senior units developed and affordable housing projects		Pike EDC
	LIHTC , Housing Rehab & Senior Housing - Barry	Federal, State & Local	City of Barry
	Secure funds to demolish vacated/ dilapidated buildings - Barry	Federal, State & Local	City of Barry
<b>Goal#7-Tourism</b>	Restore the Historic New Philadelphia site.	Federal, state and local	Pike County EDC
	Improve PASA Park to attract & host more national events	State & local funds	Pike County EDC
	Promote Resource Based Tourism	Identify and secure funding, State & local	Pike County EDC
	Investigate Outdoor aquatic centers and promote Ag Tourism. Schedule Pike County ED Field trip to targeted examples	Local support	Pike EDC
	Hotel/Motel Recruitment	Local support	Pike EDC
	Event Driven –Develop events & venues to attract tourists, i.e., local food hubs, wine tours, seasonal festivals, sports/athletic events (tournaments, races, challenges)	Local support	Pike EDC



*In the interest of providing educational opportunities to help our business owners and communities be successful, PCEDC has conducted several very successful workshops this past year.*

**Business Education Roundtables**— held quarterly between local business owners and educators. The Business Education Roundtables provide an opportunity for businesses and educators to connect and have open dialogue. These workshops are very beneficial to both entities. Through these discussions, a program has been created to train and reinforce soft skills. Businesses report seeing an improvement in the applications submitted and also candidates applying for jobs.

### **Resume Workshops**

Resume Workshops average about 4 individuals per session and are conducted with the expertise of the Illinois Department of Employment Services. Individuals looking for employment or upgrading to a new position are offered one on one assistance in bettering their resume. These workshops are offered on a continuing basis.

In June a **Rural Reverse Funding Fair** was hosted with nine different projects presenting. Rural Reverse Funding Fair is a unique approach to connecting community economic development projects with government and private sector funding and technical assistance

Instead of community leaders or individuals attending a seminar to listen to multiple federal, state and private sector funding representatives provide detailed information on their program structures, guidelines, maximums and other eligibility criteria – *this reverses the process*. A panel of funding representatives is convened to listen to the presentations and provide information to the presenters on their specific project.

The City of Pittsfield presented two projects: Honey Creek Sewer Replacement and Pittsfield Repair/Re-painting of three water towers.

PCEDC provides assistance in updating the **Comprehensive Economic Development Strategic Plan**. This plan is updated every year through TRRCOPO. It is critical to have potential projects listed in the plan to be considered from different funding sources. We also offer input to Sean Park working with Two Rivers Regional Council of Public Officials on an emergency and disaster plan for businesses in Pike County.

### **Solar Energy Lunch & Learn—52 attendees**

Solar companies have contacted some landowners in Pike County about leasing their land. As a follow up to the Energy Innovation Workshop that we sponsored last June, we held a **Solar Energy Lunch & Learn** in July. There are new Illinois tax credits that are changing the playing field so this information was very beneficial. A local new home owner spoke at the workshop to talk about the savings he was seeing in his new home using solar.



# Workshops

## Employer Workshop —27 attendees

Held immediately prior to the Job Fair, 27 businesses took advantage of the opportunity to learn new & critical exemption to the Unemployment Insurance laws; how to use Illinois Job Link to enhance their ability to find qualified workers; Work Opportunity Tax credit to reduce their cost of doing business while helping those most in need gain valuable work experience; Illinois Labor Market Information to verify local wages paid for particular jobs; and opportunities for customized training through John Wood Community College.

## Job Fair - 28 employers/254 job seekers

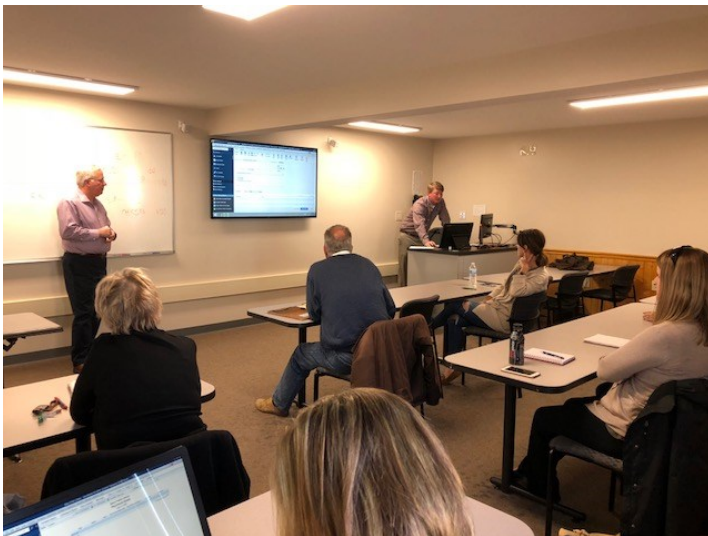
- 17 resumes accepted
- 3 interviews conducted
- 3 job offers extended and
- 69 estimated hires from this job fair within the year



**Job Seekers Connecting With Potential Employers**

## Small Business Workshop Series

With the help of Jim Boyd from the Small Business Development Center at WIU, we were able to offer a series of workshops to help new business get off the ground and also provide assistance to existing businesses that were lacking a business plan and marketing skills. The first in the series, Getting Your Business Started, was held in November and gave interested individuals the information they needed to start their own business. The workshops are continuing through 2019 and cover the topics of Understanding Your Financials, Creating a Business Plan (2 parts), Marketing Basics and Online Marketing. Classes average between 7 and 9 individuals.



N D Harrison and Michael Jennings from Harrison Business Services conduct QuickBooks training

## QuickBooks Trainings—13 beginners, 7 advanced

Harrison Business Services partnered with PCEDC and JWCC to provide free classes for beginning and advanced QuickBooks users.

# R recycling

Pike County Economic Development Corporation coordinates the county's recycling program. Regular recycling of aluminum, plastic, steel, glass, cardboard, paper and newspapers is available. We hope to find a new home this year for our recycling collection.

The City of Barry met another one of its goals developed by local residents in their Comprehensive Plan as it launched community recycling and now offers recycling for their residents through this program.



We appreciate the help that Area Disposal provides in providing the rollouts and pickup of the material.

Electronic Recycling is offered in cooperation with the City of Pittsfield and Hollywood Appliance Repair. Electronics may be taken for pickup to the City Gas & Water Building, 735 N Monroe, Monday through Friday from 7:00 am to 4:00 pm. This year a cover was added to protect donated electronic items.

A second tire collection was held and conducted by Earth Services this year. The used tire removal is part of the Illinois EPA's efforts to assist units of local government in providing and maintaining a healthy environment by removing used tires from public and abandoned properties and properly disposing of the waste tires..



The tire collection area was located at the Western Illinois Fairgrounds and all cities, villages and local units of government were encouraged to bring in the used tires. Dumped tires can contaminate air, land and water and serve as habitats for disease-carrying insects, particularly mosquitoes. Removal of tires before spring rains arrive will further reduce the threat of mosquito-borne diseases.

Through the Used Tire Program, used tires are properly disposed of at a registered, commercial used tire processing facility in Illinois. Some tires are retreaded and reused, and others are recycled into a variety of products and uses; but most are shredded into a high-energy fuel supplement known as tire-derived fuel and are burned in power plants, industrial boilers or cement kilns for energy recovery. The Illinois EPA's Used Tire Program is funded by a \$2.50 per tire fee that consumers pay when purchasing tires at retail.

***These programs provide county residents with the opportunity to make a difference to better their environment.***

# ommittee Work Plans

## **Promotions / Marketing / Membership**

The Promotions / Marketing / Membership Committee focuses on addressing these topics as it relates to PCEDC. The committee works closely with the Marketing Consultant.

The Work Plan for the Promotions/Marketing/Membership Committee includes:

1. Increase membership and recruit members in upper tiers
2. Develop Media Partnerships
3. Facilitate Hwy 54 Corridor Group
4. Pursue Recharge Station & NPA Kiosk /Rest Stop

## **Renewable Energy / Telecommunications**

The Renewable Energy / Telecommunications Committee works to stay abreast on trends in renewable energy and projects that could impact our area, as well as telecommunication efforts.

The Work Plan for this committee includes:

1. Promotion of Solar-explore what hurdles and what technology
2. Increase Public Knowledge of Renewable Energy and Telecommunication Projects in the Region

## **Business Retention / Workforce Development**

The Business Retention / Workforce Development Committee works each year to address workforce needs and business retention efforts. This committee created and implements a county wide Work Ready program to recognize students in Pike County with a Work Ready Certificate and the activities to keep the certificate updated each year. We also continue to host Quarterly Business Education Roundtables, connecting the business and educational communities. Resume Workshops were conducted several times during the year to improve unemployed/underemployed individuals chance for employment.

The Work Plan for this committee includes:

1. Conduct 10 Business Retention Visits & weekly small business outreach visits
2. Host Employer Workshop/Job Fair
3. Implement Work Ready Certificate Program
4. Business Education Roundtables

## **Small Business / Entrepreneurship**

The Small Business / Entrepreneurship Committee plays a critical role in the daily services we provide to Pike County businesses. Small businesses are the heart and sole of Pike County, and this committee continues to address ongoing needs and resources of small businesses and entrepreneurs. Several business related workshops were conducted this year.

The Work Plan for this committee includes:

1. Work one on one with small businesses to increase their potential to succeed
2. Create, plan and host Business Oriented Workshops
3. Increase public knowledge on programs including Work Ready and CEO Program
4. Partner w/BRWD Committee on Job Fair opportunities & Business Education Roundtables
5. Explore creating an environment conducive to home based businesses.

## **Community Needs / Municipal Issues**

The Community Needs / Municipal Issues Committee focus is to address community and municipal needs in Pike County, while providing opportunities and valuable resources. The Committee continues to work on providing information to Elected Officials, the local Accommodations Tax Ordinance follow-up, and Rural Economic Development Roundtables.

The Work Plan for this Committee includes:

1. Plan & Host Elected Officials' Meeting
2. Monitor & Disseminate Information on County-wide Projects & pending legislation
3. Support Champ Clark Bridge & Highway 54 Coalition
4. Support the Florence Bridge CAG
5. Support the efforts of the I-72 Corridor

If you are interested in serving on one of our committees, please contact our office by phone at 217-440-5101 or by email at [bmiddendorf@2riversrcd.org](mailto:bmiddendorf@2riversrcd.org)





## Retail Trade Summary for Pike County, Illinois

Created: 9/10/2018



**Table 1. Retail Sales, 2003-2017**

						Pike County, Illinois
Calendar Year	Total Retail	Retail Sales Growth	Number of Sales Tax Paying Firms	Sales per Firm	Per Capita Sales	Pull Factor
2003	\$112,023,907	--	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	\$155,743	\$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
2014	\$144,242,973	2.4%	845	\$170,702	\$9,003	0.69
2015	\$145,729,835	1.0%	852	\$171,044	\$9,114	0.71
2016	\$139,561,886	-4.2%	910	\$153,365	\$8,750	0.68
2017	\$138,256,353	-0.9%	970	\$142,532	\$8,739	0.67

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 2003 and 2017, total retail sales in Pike County increased 23.4 percent. During the same time period, the Illinois' total retail sales increased by 31.5 percent and downstate Illinois increased by 24.3 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 the Chicago economy.\*

Changes in sales are partially determined by the number of businesses in operation. In Pike County, businesses increased 12.0 percent compared to the 4.1 percent decline for the state of Illinois, between 2003 and 2017. Per capita sales (sales divided by local population according to Census Bureau's estimates) in Pike County were \$8,739 compared with \$14,298 for Illinois in 2017.

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 \$8,739 in 2017. Downstate's per capita retail sales was \$13,040 in 2017. This resulted in a weak pull factor of 0.67, 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, 2003 and 2017\*\***

						Pike County, Illinois
Category	2003			2017		
	Actual Sales	Percent of Total Sales	Pull Factor	Actual Sales	Percent of Total Sales	Pull Factor
General Merchandise	\$17,972,596	16.0%	0.63	\$17,264,106	12.5%	0.61
Food	\$15,790,520	14.1%	0.67	\$21,744,371	15.7%	0.75
Drinking and Eating Places	\$8,937,889	8.0%	0.57	\$9,957,282	7.2%	0.45
Apparel	\$291,637	0.3%	0.10	\$162,036	0.1%	0.04
Furniture, Household, and Radio	\$1,500,603	1.3%	0.21	\$842,680	0.6%	0.15
Lumber, Building, and Hardware	\$6,165,126	5.5%	0.50	\$11,932,678	8.6%	0.90
Automotive and Filling Stations	\$34,169,684	30.5%	0.84	\$37,647,793	27.2%	0.75
Drugs and Miscellaneous Retail	\$8,957,434	8.0%	0.46	\$21,385,575	15.5%	0.78
Manufacturers	\$1,571,922	1.4%	0.41	\$455,530	0.3%	0.11
Agriculture and All Other	\$16,666,498	14.9%	0.68	\$16,864,302	12.2%	0.75



## Retail Trade Summary: Pike County, Illinois

**Table 3. Inflation Adjusted Retail Sales by Category, 2017=100**

Category	Real Dollars		Real Change 2003-2017	Pike County, Illinois Downstate	
	2003	2017		Real Retail Sales Growth	Real Retail Sales Growth
Total Retail Sales	\$149,235,327	\$138,256,353	-\$10,978,974	-7.4%	-6.7%
General Merchandise	\$23,942,624	\$17,264,106	-\$6,678,518	-27.9%	-19.1%
Food	\$21,035,719	\$21,744,371	\$708,652	3.4%	-1.0%
Drinking and Eating Places	\$11,906,823	\$9,957,282	-\$1,949,541	-16.4%	13.8%
Apparel	\$388,511	\$162,036	-\$226,475	-58.3%	-0.7%
Furniture, Household, and Radio	\$1,999,064	\$842,680	-\$1,156,384	-57.8%	-38.7%
Lumber, Building, and Hardware	\$8,213,020	\$11,932,678	\$3,719,658	45.3%	-12.8%
Automotive and Filling Stations	\$45,519,962	\$37,647,793	-\$7,872,169	-17.3%	-0.7%
Drugs and Miscellaneous Retail	\$11,932,860	\$21,385,575	\$9,452,715	79.2%	13.4%
Manufacturers	\$2,094,073	\$455,530	-\$1,638,543	-78.2%	-14.6%
Agriculture and All Other	\$22,202,671	\$16,864,302	-\$5,338,369	-24.0%	-25.5%
Consumer Price Index (CPI)	75.1	100.0	33.2%	--	--

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 \$75.07 in 2003 to purchase the same goods and services that cost \$100 in 2017. When the effects of inflation are taken into consideration, total retail sales for Pike County declined by 7.4 percent over the time period examined. The comparable downstate Illinois change was a 6.7 percent decline 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, 2003-2017**

Calendar Year	Potential Sales	Actual Sales	Pike County, Illinois		
			Surplus or Leakage	Surplus or Leakage as % of Potential	
2003	\$147,147,961	\$112,023,907	-\$35,124,054	-23.9%	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 <b>surplus</b> (positive number) or <b>leakage</b> (negative number).
2004	\$154,562,615	\$114,431,706	-\$40,130,909	-26.0%	
2005	\$162,359,319	\$119,231,384	-\$43,127,935	-26.6%	
2006	\$167,255,573	\$133,004,947	-\$34,250,626	-20.5%	
2007	\$171,527,448	\$136,049,222	-\$35,478,226	-20.7%	
2008	\$172,309,406	\$135,681,383	-\$36,628,023	-21.3%	
2010	\$169,114,563	\$124,084,607	-\$45,029,956	-26.6%	
2011	\$164,994,291	\$135,534,982	-\$29,459,309	-17.9%	
2012	\$169,177,915	\$132,145,959	-\$37,031,956	-21.9%	
2013	\$170,511,019	\$135,904,705	-\$34,606,314	-20.3%	
2014	\$175,554,779	\$140,815,447	-\$34,739,332	-19.8%	
2015	\$179,452,036	\$144,242,973	-\$35,209,063	-19.6%	
2016	\$165,878,593	\$145,729,835	-\$20,148,758	-12.1%	
2015	\$168,041,920	\$139,561,886	-\$28,480,034	-16.9%	

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 0.82, which indicates that the local per capita income\* is below the downstate average by 18.4 percent. In 2017, potential sales were \$168,329,552 and actual sales were \$138,256,353, resulting in a leakage of \$30,073,199. 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.

Last Update: July 21th, 2017.

# Member Highlights



**SIMCO Grain** was working closely with the bridge builders as the new approaches were being built on the Illinois and Missouri sides of the river...over 700 loads of dirt was hauled from the Missouri side of the river and was used to level the elevator site where bins will be constructed.

Then around 300 loads of rock, which came from the Missouri side also, helped to build the return road away from the pit area at the elevator site



**City of Barry** worked with PCEDC intern, Justin Krohn, to map it's sanitary sewer and water infrastructure using a sub-meter GPS. The high accuracy maps created will serve as a better reference than existing maps that don't reflect recent changes to the systems. Wall maps and digital maps were created.



# M

## ember Highlights

**Illini Health Services (IHS)** will offer true 1-stop shopping. Not only is there a full line of medical equipment and supplies available, there is also a retail pharmacy. IHS provides all the equipment, supplies and medications needed to manage chronic health conditions or safely recover after an illness. IHS is the only medical supply store in the region to be clinically accredited for respiratory therapy.



### Harpole's Heartland Lodge

Harpole's Heartland Lodge in Pike County, Illinois added four new cabins which will add an estimated 2,200 new tourists to Pike County and the surrounding area.

Each cabin has it's own theme. More jobs will be added at the Lodge, along with additional revenue to the county from added tourism. Harpole estimates over \$1 million dollars will be added to the local economy through these cabins.





# Member Highlights

**City of Pittsfield** recently completed the MAPPING program through the Illinois Institute of Rural Affairs. MAPPING is a strategic visioning and planning tool that utilizes community members to prioritize goals and projects. The volunteer group that has come out of the MAPPING process is known as Picture Pittsfield and has already had several quick wins including securing funding for a disc golf course at the city lake, two cash mobs at local businesses, and creating a welcome packet for new residents.



An initiative coming out of the City of Barry Comprehensive Plan was the Visitors Center. To help promote the businesses and events in the community to visitors and the traveling public, the center was developed.

A variety of information on the community (maps, brochures, etc.) is available inside for visitors.

In a recent IDOT traffic study that measured visitors to the New Philadelphia Historic Site between June and September, it showed an average of 800-900 visits/month to the site. Many of those visits would likely come through Barry.

PCEDC has collaborated with ReNuTeq to apply for an EV charging station in conjunction with this site.

# M

## ember Highlights



The First National Bank of Barry proceeds with a new name, Great Rivers Bank. The new name, Great Rivers Bank, is a reference to the Illinois, Mississippi and Missouri Rivers. With over 100 years of history working with customers between and around these great rivers the bank wanted to represent this area in the new name..

Barry hosts one of 16 cannabis cultivation facilities in the state . Ascend Illinois plans to have a 75,000 square foot state of the art cultivation and processing facility in Barry. The property in Barry covers about 10 acres. Purchase price for the property was \$19 million, excluding transaction costs.



In late summer of 2018, Schafer Fish Inc. out of Thompson, Illinois, started proceedings to purchase what was the Collver Winery located in the industrial park of Barry. The purchase of the building was completed in December with remodeling of the building starting soon after. It will be known as American Fresh Water Fish and has plans to expand the current building to about three times its current size. AFWF also hopes to eventually employee 50 to 60 people running

two full shifts. Currently, the refit is continuing with plans to open this summer for receiving fish to be finished processing at their Thompson facility.



# Member Highlights



Dot Foods, the largest food industry redistributor in North America, continues to grow. The company announced in August the start of a \$12.8 million warehouse expansion at its corporate headquarters in Mt. Sterling, Illinois. Work on the project to add 91,000 square feet to the refrigerated and 4<sup>th</sup> temperature warehouses started this month and is

scheduled to be complete in late spring.

Late summer of 2018 CASSCOMM began construction in Pittsfield to upgrade services by adding fiber to the home ("FTTH"). The upgrade will give all the residents in town access to Fiber optic services and speeds of up to 1 gigabyte. These speeds will more than double at any level you are currently on starting at 60M/110M/225M and 1 Glg symmetrical speeds. CASSCOMM has a strong relationship with PCEDC, The Pike County Chamber of Commerce and also the businesses of Pittsfield. CASSCOMM has already installed fiber optic services at many businesses in town, including the Pikeland school district. We have also started fiber upgrades for residents as well. Upgrading the plant in Pittsfield has helped us provide better service to the community. FTTH services will not only help the businesses, but also the residents in the community.



# Member Highlights



## McDonald's Restaurant

Construction is underway for the new McDonald's in Pittsfield, north of the existing McDonalds on Highway 54. The existing store will be demolished once the new store is in place. The new building will sit lengthwise from north to south with the drive thru lane on the east side.

Caroyln Casteel was one of four Illinois residents inducted into the Senior Illinoisans Hall of Fame at the Illinois State Fair. The Senior Illinoisans Hall of Fame was created by the Illinois General Assembly in 1994 to honor Illinois residents ages 65 and older for their personal achievements in four separate categories. Since then, 117 people have been inducted into the Hall of Fame. Casteel, who was inducted into the labor force category, was one of the four inductees for 2018.



United Community Bank began upgrades to the exterior of the bank which will be completed in the spring of 2019.



## Accommodation Tax Grants

Pike County Economic Development Corporation oversees the Accommodation Tax Grant program. Ten grant awards totaling \$106,665.00 were made in 2018 to the following projects:

### **Nicolay Hay Day—\$5,000**

Funding will be used mostly for promotion of the Nicolay Hay Day event on June 15 – 16<sup>th</sup>. Event will include the reenactment of the Nicolay Hay wedding, with an ice cream social to follow. Dedication of the Lincoln, Nicolay and Hay monuments will also be included. Couples will be given the opportunity to renew their vows or get married using the Abraham Lincoln impersonator.

### **Whitetail Properties Annual Sales Meeting—\$10,000**

Host their annual sales agents from 25 states at their corporate headquarters in Pittsfield, IL for three days of training, team building and performance recognition. Anticipate 210+ people staying overnight for three days filling every hotel room available in the area.

### **Local Business Promotion Book – Funded at \$9,467.00**

These books will promote and expand tourism in Pike County by getting more guests to visit businesses in the county. As a result, tourists will discover more of what Pike County has to offer, will help support local businesses and will inspire tourists to visit Pike County again.

### **New Philadelphia Association – Funded at \$8,000**

Funding will be used to make the \$8134.73 mortgage payment due in the fall. The NPA Board is in contact with the National Park Service and legislators who feel confident that some time the New Philadelphia site will become a unit of the National Park Service. The board considers this an investment in future tourism.

### **Harpole's Heartland Lodge & Pike County Marketing – Funded at \$46,937.00**

Three marketing campaigns will be set up to provide an instant impact to Heartland Lodge and Pike County. All of these campaigns will help expand tourism with Heartland Lodge and Pike County. Increased lodging tax should be generated to continue to help tourism in Pike County.





## Accommodation Tax Grants

### **Pike County Fall Pickin Days – Funded at \$250.00**

Funding will be used to print 2,000 tri-fold brochures with a map and locations for what is available for sale. This is a county wide event highlighting 11 Pike County villages and towns offering food, crafts, antiques, yard sales, etc.

### **Website and Talking Houses – Funded at \$5,230**

Funding will be used for upgrades to the “Talking Houses” and redesigning the current website which will allow inclusion of Talking House information, Lincoln Days Civil War Reenactment, a You Tube video, and other Lincoln related sites in Pike County and Civil War era homes, buildings, monuments and sites. Links to other Pike County webpages for tourist including area festivals, food, shopping, lodging and “things to do” will also be included. Links will also be provided to Looking for Lincoln/Abraham Lincoln National Heritage Area website and the Missouri Civil War Foundation’s Grant’s Trail website..

### **Civil War Reenactment – Funded at \$4,281.00**

Funding will be used for Kevin Knapp’s Civil War Balloon Corps to portray how hot air balloons were used by both the Union and Confederate Army during the Civil War and a modern hot air balloon to demonstrate the contrast between the Civil War and modern day balloons. This will be a new attraction for 2019.

### **RxFit Pike County – Funded at \$2,500**

Funding of \$5,000 was requested to help with advertising, course clearing, equipment rental, entertainment, t-shirts and signage for a Fitness Festival at the Lake in early May 2019. The event will consist of an obstacle course trail run around the Pittsfield Lake. They anticipate between 200 to 500 participants. Proceeds will be used to fund the RxFit “KidFit” program.

### **Disc Golf at Pittsfield Lake – Funded at \$15,000**

Funding will be used to create an 18 hole Disc Golf Course at Pittsfield Lake to be a draw for tourists. The course will host at least one annual professional tournament that will draw in overnight visitors to the county.





## **BALANCE SHEET**

For year ending December 31

### **ASSETS**

#### **Current Assets**

##### **Checking/Savings**

PCEDC Checking	7,457.35
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PCEDC Savings	
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FNBG CD 1	15,264.71
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PCEDC Savings - Other	48,030.33
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Total PCEDC Savings	63,451.59
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Total Checking/Savings	70,908.94
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Total Current Assets	70,908.94
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<b>TOTAL ASSETS</b>	<b>70,908.94</b>
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### **LIABILITIES & EQUITY**

#### **Equity**

Unrestricted Net Assets	56,696.60
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Net Income	14,212.34
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Total Equity	70,908.94
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<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>70,908.94</b>
---------------------------------------	------------------

PCEDC is sustained through local memberships. We have a multi-tier plan that anyone can afford. We need help and support from everyone, whether it is a business or community, to be successful. We hope anyone interested in PCEDC will contact us for more information.

## **Join the Proud Group of Investors in the**

# **Pike County Economic Development Corporation**

***...a Public-Private Partnership that is Focused on the Future***

The work of PCEDC would not be possible without the support of our members and the communities, organizations and businesses they represent. Thank you to the following members for your support and dedication over the last year:

### **Contributing Members**

Andi Henry. Investment Centers of America  
Barry Community Care Center  
Karen Borrowman, CPA  
Pike Press/Campbell Publications  
Dan Borrowman

### **Associate Members**

Ace Hardware  
Arnold, Behrens, Nesbit & Gray, P.C.  
Barber & Peak Insurance Agency  
Beard Implement  
Bradshaw Custom Pumping  
Casteel Color Wheel  
CINTAS  
Durham School Services  
Harrison Business Services  
Harry Wright  
Logan Agri-Service, Inc.  
LSSD Trucking  
McDonalds  
Northwestern Mutual  
Pike County Express  
Pike County Lumber  
Prairieland FS  
Royal Printing  
Sharkey Transportation, Inc.  
SIMCO-Greg Dolbeare  
Thiele's Garage  
Vervocity Interactive  
Walmart  
William Durall

### **Voting Members**

Access Illinois Outdoors  
Ace Hardware  
Ameren  
Bunge SCF  
Cass Communications  
Central State Bank  
City of Barry  
City of Griggsville  
City of Pittsfield  
CNB Bank & Trust  
County Market / Niemann Foods  
DOT Foods  
Farmers Bank of Liberty  
Farmers National Bank of Griggsville  
Farmers State Bank  
First National Bank of Barry  
GFC Mfg.  
Harpole's Heartland Lodge  
**\*Hickory Ridge Landfill**  
Illini Community Hospital  
**\*Illinois Electric Cooperative**  
John Wood Community College  
MECO Engineering, Inc.  
Pike County Board  
Pike County Chamber of Commerce  
Pike County Farm Bureau  
Prairie Power  
Quincy Medical Group  
Quincy Newspapers, Inc.  
Sprague's Kinderhook Lodge  
United Community Bank  
Village of Milton  
Village of Pearl  
Village of Perry  
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