

Annual Report 2019 & 2020



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.

2019 & 2020 Officers

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

Board of Directors

Term Expiring 2021

Kent Goewey
City of Griggsville

Karrie Spann
Village of Milton

Robert Wood
City of Pittsfield

Term Expiring 2022

Craig Gengler
Farmers National Bank
Of Griggsville

Jeff Hogge
City of Barry

Casey French
Cass Communications

Term Expiring 2023

Jim Brown
County Market

Patrick Conley
Farmers Bank of Liberty

Jim Sheppard
Pike County Board

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Director'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.

We all know it has been a stressful, challenging year so I am not going to even acknowledge that. What I am going to acknowledge is how resilient as individuals, organizations, and businesses we have become. We have weathered a worldwide pandemic.

For PCEDC, this meant a lot of changes. Programs needed to be converted to virtual models. There was a tremendous amount of COVID 19 programs that we promoted and helped you navigate. There were a multitude of grant applications submitted, funded, and then reported complete. So much information was crafted, and we tried not to miss any opportunity or let you miss any opportunity.

On the positive side, we created a virtual Work Ready program for the schools that is actually working better and reaches more students with less work placed on the already overburdened teachers and guidance counselors. We also created an Entrepreneur Meet up to create a network for our many entrepreneurs in the region. We continued to help write business plans, find financing, and make loans for new businesses and businesses that wanted to expand.

Our 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

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. Being a membership sustained organization,, none of this would happen without your support.

Brenda Middendorf
Interim Executive Director



Chairman'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

Staff



Gary Camarano, Marketing



Camden Arnold, AmeriCorps Intern

Strategic 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 four months. The information from these meetings guided the development of this plan.

The purpose of this plan is to provide a strategic direction for the organization. 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.

The City is expanding its Industrial Park by developing plans for infrastructure to serve the eastern portion of their primary Industrial Park.

The City of Pittsfield performed a complete restoration and repainting of their west water tower. The tower now incorporates the new branding logo of their Picture Pittsfield program.

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.

Strategic Plan

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.

The City of Barry is working with Ascend Wellness to extend a 10" fire supply line under I-72 to the northern portion of the Apple Basket business park, creating a looped feed capable of providing in excess of 2,000 gallons per minute of fire flow. The City of Barry has also begun the process of rejuvenating its sanitary sewer collection system by lining several of their collection mains. New park amenities at **Barry's new Holy Redeemer Park** will enable the City to offer its 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.

The City of Griggsville continues to build upon the improvements to its water distribution system by replacing undersized and outdated mains with new 6" PVC mains, gate valves and fire hydrants. This work is now continuing in the Southwest Quadrant of the City and will include crossings under the Norfolk Southern railroad to provide an emergency interconnection to the Pike County Water District 12" main just to the south of the railroad. The City of Griggsville has also just completed a repainting of their elevated water tower.

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 generate more non-peak opportunities.

Strategic Plan

Issue addressed	Project	Funding sources	Lead organization responsibilities for execution of project
Goal #1, 2, 3- Business Creation and Retention	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
Goal #4- Infrastructure	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

Strategic Plan

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
Goal #5- Improve Job Education and Training	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
Goal#6-Housing	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
Goal#7-Tourism	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

Committee 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 / Transportation

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
 - 2a. Support growth of Broadband services and accurate accounting of where broadband is.
3. Investigate and Pursue Electric Charging Stations.

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 implemented 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 individual's chances 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 the 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 soul of Pike County, and this committee continues to address the 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@2driverscd.org

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 that 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 buildings that may fit your needs and begin creating an incentive package for your project. Please be assured that any information shared with PCEDC is deemed confidential during the planning process for your project.

Local 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 many low-interest loan funds available for businesses, i.e. CDC, Two Rivers RC&D, Two Rivers Regional Council of Public Officials & City of Pittsfield and working with the SBA.

Tax Increment Financing (TIF) – For projects located in the communities of Barry and Pittsfield, TIF programs are available that 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. Congress established Opportunity Zones 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 the intention of incentivizing long-term investments. If the investment is left with the zone for ten 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 US Treasury Department. The Opportunity Funds use the capital invested in making equity investments in businesses and real estate in Opportunity Zones designated by each state.

Initiate a Project

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 several 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



Pike County remains a great location for your tourism, agriculture, retail, and manufacturing related projects

Initiate a Project

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 eligible 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:

Local governments may request a maximum of \$1,000,000.00 for gap financing to assist businesses in locating to, 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, InClima.

Advantage Illinois: Provides Illinois businesses and entrepreneurs with access to capital enabling them to start new companies or expand existing ones. Comprised of programs to spur institutional lending, includes the Capital Access Program and the 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.

Our Workforce

Pike County is home to many small businesses and corporations that rely on a dependable workforce. It is our mission to build a skilled labor pool that is prepared and adequate in numbers to meet the demands of regional employers. To achieve this mission, we partner with many agencies to provide workforce development initiatives and programs.



Our dedicated workforce didn't just happen – a strong Midwest work ethic and continuous training have helped develop our productive culture. We continue to shape this culture by providing 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 area's workforce.

PCEDC and the Workforce Innovation Board continue to implement the **Work Ready** program for high school students in all four county schools. This program is designed to prepare students to successfully enter the workplace. After meeting the criteria, students earn a certificate intended to help students secure a local job. Other benefits include assistance with job applications, both written and online, mock interviews, and resume preparation. This year, due to COVID-19, PCEDC was able to create a virtual version of the Work Ready program that can be completed online.

PCEDC continues to support and provide 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 local businesses, learn from guest speakers, participate in a class business, write business plans, and start and operate their 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 had to discontinue hosting the Illinois Department of Employment Security **Resume Workshops** to assist adults who need help brushing up their resumes but one on one assistance on an as needed basis is available.

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.

PCEDC will also be working with the Workforce Innovation Board to promote Apprenticeships in the coming year.

Infrastructure

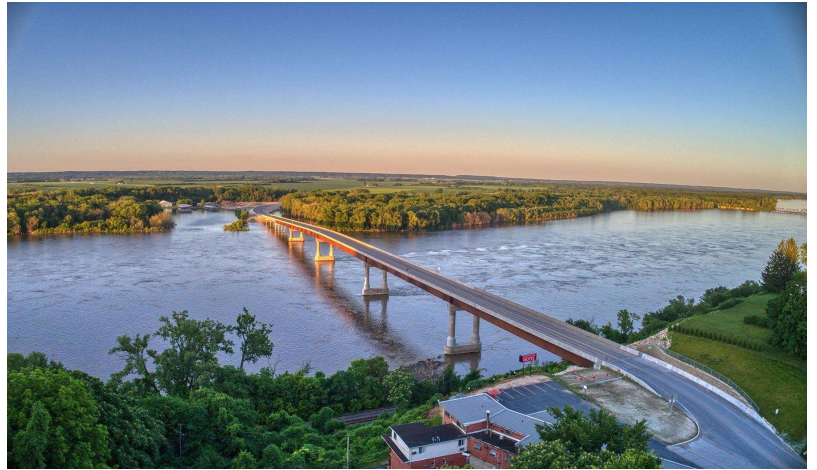
Champ Clark Bridge wins Grand Conceptor Award—Feb 2021

MoDOT and IDOT came together in a joint undertaking to replace the Champ Clark Bridge utilizing a design-build delivery method. The goal was to transform the river crossing from an outdated, structurally deficient bridge to a reliable, safe crossing over the Mississippi River. The prime features on the project were the widening of the bridge with the inclusion of shoulders that more than doubled the original overall width and raising the roadway approach on the Illinois side that previously was prone to flooding.

In an effort to build a quality, low maintenance bridge quickly, innovative techniques were implemented. Most notably, polyester polymer concrete overlay, a more durable material, was used to extend deck life up to 30 years. Additionally, the use of precast panels expedited construction, enabling workers to continue through record flooding and winter weather.

The team made significant efforts to involve the surrounding communities from both states. Prime examples of this include inviting the public to vote on the design of a retaining wall, hosting monthly update meetings, implementing a STEM design challenge among area high schools as well as other educational opportunities like classroom demonstrations, site tours and career fairs. Each activity provided opportunities for the residents of the area to be actively engaged in the historic project and encouraged interest in the field of engineering.

The project team proved to be a great alliance on the design-build project. HNTB Corporation and Massman Construction Co. were able to accomplish all project goals on schedule and on budget, resulting in an invaluable project serving the surrounding communities.



Florence Bridge

PCEDC participated as 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.



Alternative 4C/D (300 feet south of existing bridge). This alternative is located between previously developed Alternatives 4C and 4D, with the intent of avoiding the existing boat launch which is impacted by Alternative 4D, providing an easier connection to Florence Road than allowed by Alternative 4C, and reducing potential business impacts

Census2020

The federal census is responsible for a myriad of things that affect every single person in our community. This includes over \$600 billion dispersed to states for federal programs, such as Medicare/Medicaid, SNAP, Section 8 Housing Vouchers, Title 1 Grants, Infrastructure/Road Grants, Headstart, Free and Reduced Lunch, etc. The census data also determines our region's political representation in Washington, as census population figures affect our representation in the House of Representatives.

In response, PCEDC was active in organizing and promoting census events in Pike County. We organized a complete count committee, census taking stations, and the distributed mailers along with other census related activities.

It's Safe. It's Easy. It's Important.

United States®
**Census
2020**

Recycling

Pike County Economic
Development Corporation

coordinates the county's recycling program. Regular recycling of aluminum, plastic, steel, cardboard, paper, and newspapers is available for drop off Monday through Friday at Area Disposal Service in Pittsfield.. The City of Barry offers recycling for their residents utilizing this program.



PCEDC also helped promote a county wide Tire Collection event in Griggsville cosponsored by the Pike County Health Department and Illinois EPA. The used tire removal is part of the IEPA 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 tire. Dumped tires can contaminate air, land and water and serve as habitats for disease carrying insects, particularly mosquitoes. 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 Used Tire Program is funded by a \$2.50/tire fee that consumers pay when purchased tires at retail.

Electronic Recycling is being offered in cooperation with Hollywood Appliance Repair. Electronics may be taken to Hollywood Appliance and Repair, 23204 365th ST, Pittsfield, IL, Monday through Friday from 7:00 am to 4:00 pm.

Workshops

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

Meetings were held quarterly between local business owners and educators. The Business Education Roundtables provide an opportunity for businesses and educators to connect and have an 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.. For 2021, Business Education Roundtables are being conducted virtually.

RESUME WORKSHOPS

Resume Workshops average about four 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 have temporarily been suspended .

WORKSHOP ON GROWING HEMP

The recent signing of the Illinois Hemp Bill has provided opportunities for the cultivation, distribution, and processing of hemp for fiber, grain, and CBD. In response, PCEDC partnered with Illinois Extension and Farm Bureau to promote the industrial production of hemp in Pike County. This workshop was well attended by local and regional farmers, business owners, and public officials.

IIRA—RURAL DEVELOPMENT CONFERENCE

PCEDC was invited to present at the 31st Annual Rural Community and Economic Development Conference in Springfield. Brenda and Dallas led a well-attended session on “Creating New Strategies for Rural Places.” This session focused on reframing large rural issues into smaller, more actionable ones. Overall, the session received great feedback and was a great way to share what PCEDC is doing to improve our community. For 2021, the conference was held virtually.

SMALL BUSINESS WORKSHOP SERIES

For the second year, PCEDC and the Western Illinois SBDC were able to offer a series of workshops to help new businesses get off the ground. 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 2020 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. Unfortunately, due to COVID-19 PCEDC attempted to hold the last two workshops virtually . Currently in 2021, in person classes have resumed with mask wearing and social distancing and limited classroom size.

PCEDC Members are given preferential treatment with workshop registration and exhibits.

COVID-19 Information and Resources

The following guide is designed to promote local, state, and federal resources throughout the pandemic. We recommend that you visit www.pikeedc.org for more the most up to date information, resources, and links.

CENTERS FOR DISEASE CONTROL AND PREVENTION

Guidance for Businesses and Employers

ILLINOIS DEPARTMENT OF COMMERCE AND ECONOMIC OPPORTUNITY

Business Interruption Grants Program (BIG)

Essential Businesses & Operations

Illinois Small Business Emergency Loan Fund

Downstate Small Business Stabilization Program

COVID-19: Help for Businesses, Workers, and Residents

CURES Economic Support grants

ILLINOIS DEPARTMENT OF EMPLOYMENT SECURITY

COVID-19 and Unemployment Benefits

Pandemic Unemployment Assistance (PUA) Information

ILLINOIS STATE TREASURER

Business Invest Program for Banks and Lenders

U.S. SMALL BUSINESS ADMINISTRATION

The SBA has a broad range of programs that can help small businesses through these challenging times including business advisory and lending services.

Paycheck Protection Program

Economic Injury Disaster Loans and Loan Advance

SBA Debt Relief

SBA Express Bridge Loans

Guidance for Businesses and Employers

U.S. DEPARTMENT OF LABOR

The U.S. Department of Labor has resources to help workers and employers prepare for the COVID-19 virus. Resources include:

Coronavirus Resources

Families First Coronavirus Response Act: Employee Expanded Family and Medical Leave Rights

U.S. Department Of Labor Announces Additional Guidance Explaining Paid Sick Leave And Expanded Family And Medical Leave Under The Families First Coronavirus Response Act

Please note: This poster by the US Department of Labor needs to be displayed by all businesses.

U.S. DEPARTMENT OF AGRICULTURE

COVID-19 Federal Rural Resource Guide

PRIVATE ASSISTANCE

Many private organizations are offering assistance to businesses and individuals. Visit www.pikeedc.org for more information

Member Highlights



Quincy Medical Group: Oncology & Hematology Care

In November of 2019, Quincy Medical Group (QMG) expanded and relocated its oncology and hematology care in Pittsfield. These services, provided by the QMG Oncology team, are now offered at the QMG Pittsfield Clinic location at 320 N. Madison Street. This relocation is an extension of the QMG Cancer Institute that recently opened in Quincy. Services in Pittsfield include chemotherapy, infusion therapy, and imaging. Patients also have access to a stat lab, providing them with timely results, optimizing the care provided by our oncologists. QMG is committed to ensuring patients have access to high-quality care in the comfort and convenience of their home community. Oncologists seeing patients in Pittsfield include Dr. M. Amjad Ali, Dr. Christian Khoury, Dr. Karthik Koduru, Dr. Vitor Pastorini, and Dr. Raymond Smith. Pittsfield joins the following locations in addition to Quincy, where oncology services are provided by QMG: Rushville, IL; Keokuk, IA; Pinckneyville, IL; Memphis, MO; and Fort Madison, IA.

Mid USA Enterprises LLC is a local service business providing many professional services to the area. Current services offered are Mid USA Landscaping, which offers full landscaping design & installation, lawn improvement and property management services. Wildlife Habitat Solutions is another service offered that includes farm and habitat management and restoration.

Their new location is at 1243 W. Washington Street in Pittsfield and also includes the West Side Repair Center

which is a small engine repair and service location. They use the new location for landscaping sales and other retail opportunities for the community.



Member Highlights



Rodney and Jessica Guthrie created **Pike County Mercantile**, which opened in November 2019, as a suite inside the former Red Dome restaurant building, now called Madison Square. New Owner is Sam Deeder. PCM features products made in or for Pike County, IL, by artisans who create art, wood works, metal works, photography, locally raised animal products, textiles and more. PCM essentially gives 22 other small businesses a brick-and-mortar storefront when they might not otherwise be able to afford one. Sam has added many new local vendors such as 3 Sisters Tea company,

XSPANND coffee, Whiskey Neat Vintage clothing, a new pet section featuring accessories and treats, and a beauty bar featuring candles and natural beauty products.

Wright Place Autobody moved to a new location in the former Heaton Automotive building. The business offers complete auto body repair, 24 hour towing and used car sales.



DOT Foods is seeing healthy growth in business levels once again and is exceeding their sales plan. Consequently, they are hiring in all areas of their business in Mt. Sterling. They have increased their wage rates for Drivers and for Warehouse floor employees since the beginning of the year. It's full speed ahead for Dot Foods!

Member Highlights

The **City of Pittsfield** and **Picture Pittsfield** have had a number of successes this year. Below are just a few of the highlights:

- Opened a pro level disc golf course on the lake that is receiving high praise
- Had the inaugural Deer Santa Christmas Festival on the square
- Have painted several new, high-quality, murals around town.
- Reestablished Pittsfield's Fall Pickin' Days on the square.
- Hosted a Valentines Day celebration on the square
- Installed several free community libraries around the city...

Between the Economic Development, Parks & Recreation, and Tourism & Life committees there are always several projects to get involved with.



The **City of Barry** Has continued making improvements in their community as well.

A CDAP RLF grant was used to make improvements on two streets in the Apple Basket development area north of I-72.

Member Highlights



During the on going pandemic, our local banks have stepped up to support the community in a big way. Since April of 2020, they collectively submitted over \$31.25 million in low interest loans on behalf of approximately 1544 businesses.

Hickory Ridge Landfill

The Hickory Ridge Landfill in Baylis IL, has entered into a contract with the Renewable Natural Gas Company to develop a landfill gas to energy project. The project will process gas generated from the landfill into clean burning renewable natural gas vehicle fuel (RNG).



PCEDC member, **Whitetail Properties**, has expanded their head quarters in downtown Pittsfield. In addition to making improvements to their original space, they modernized a historic building, refreshed the façade, and commissioned a beautiful mural.

This reinvestment in Pike County has demonstrated their commitment to the area and has led to the creation of several additional jobs for our community.

Member Highlights

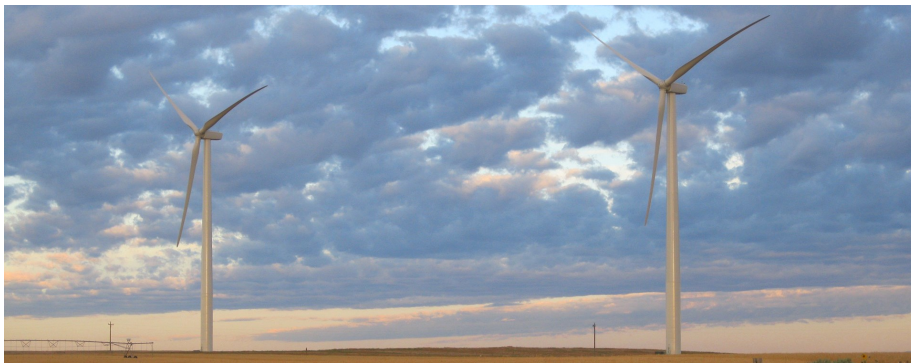


American Fresh Water Fish located in the former Collver Winery building in Barry, has invested \$300,000 in Pike County and created six new jobs.

Barry hosts one of 16 cannabis cultivation facilities in the state. **Ascend Wellness** has finished the 75,000 sq ft. facility and currently employs about 300 people. They are also looking to expand in the near future



Illinois Wind Panther Creek Wind Project



Panther Creek Wind Project has now been added to the WIEDA Enterprise Zone. In December, 2020, the project finalized and executed interconnection and power purchase

agreements with the utility Prairie Power. Project construction is expected to begin in

Accommodation Tax Grants

Pike County Economic Development Corporation oversees the Accommodation Tax Grant program. Seven grant awards totaling \$74,400 were made in 2019 to the following projects:

Harpole's Heartland Lodge & Pike County Marketing

Harpole's Lodge continues to grow. They created many new offerings in 2019 and have many more planned in 2020. Accommodation Tax Grant funding was used to promote their lodge and Pike County throughout the United States. These efforts help generate increased accommodation tax revenue. Marketing was geared up towards the 25th Anniversary of Heartland Lodge.



Abe Lincoln Project — Welcome Bags

The Lincoln Project requested funding to provide welcome bags to Civil War reenactors that visit Pike County during Lincoln Days. This will make participants in the program feel welcome in the area and encourage them to shop/dine in town.



Bow Lake Disc Golf Course

Funding was used to create an 18 hole Disc Golf Course on the Bow Lake Golf Course. This is a great addition to the other courses in the area and has been receiving great reviews from players in the area. The addition of another well designed course to the area will attract more players and tournaments to the area.



Accommodation Tax Grants

Picture Pittsfield—Mural Project

Picture Pittsfield had a professional “WallDog” mural installed depicting President Lincoln and his secretaries. The intention of this mural was to connect to the city's rich history and attract tourists to visit the downtown area. This is one of five murals to go up recently, all of which have been well received by the community.



Kinderhook Lodge

Kinderhook is another growing lodge in the county that offers programming throughout the year. During 2019, grant funding was used to improve their website and online marketing campaigns, attracting more tourists to the area.



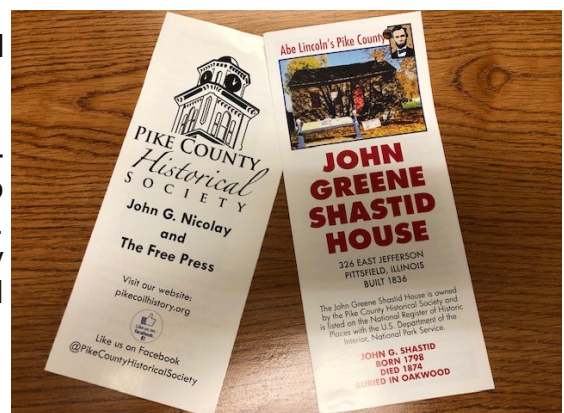
New Philadelphia Association

Funding was 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 the New Philadelphia site will become a unit of the National Park Service in the future. The board considers this an investment in future tourism.



Pike County Historical Society—Riverland Tourism Brochures

Funding was requested for design, layout and distribution of brochures with information relating to significant attractions and sights in Pike County. Two brochures were printed on John G Nicolay and the Free Press and the John Greene Shastid House.



Accommodation Tax Grants

In 2020, five grant awards totaling \$59,049.50 were made, but 2 events had to be cancelled due to COVID 19 and the third is on hold. The following projects: were funded:

William Watson Marketing

Funding was used for marketing of Pike County and William Watson Hotel. Online marketing, commercial creation and online advertising for the surrounding market.to promote their lodge and Pike County throughout the United States. These efforts help generate increased accommodation tax revenue



Abe Lincoln Project — Waysides

Funding was used to replace the original Talking House signs with Looking for Lincoln Waysides. Each wayside exhibit includes a one-of-a-kind medallion containing an image from the exhibit story. With a piece of paper and pencil, visitors can create their own Looking for Lincoln rubbing. Visitors can collect all 250 rubbings as a record of their trip through the land of Lincoln.



Picture Pittsfield—Targeted Marketing Campaign

Picture Pittsfield will create commercials/videos, printed ads, and radio scripts to promote “ladies who lunch” day trips and weekend getaways, as well as “stay-cations”. This marketing campaign will bring tourists from outside of Pike County to Pittsfield to eat, shop, recreate and enjoy our historical sites. The project was originally delayed due to COVID and will hopefully be implemented later in 2021.

Accommodation Tax Grants

Pike County Accommodations Tax – Emergency Assistance Program

Please note that in early 2020, Pike County offered relief funds for local businesses that have participated in the Accommodations Tax Program up until December 2019. These relief funds were made possible through the accommodations tax funds received by Pike County. This program was extended through December, 2021.

Emergency Rebates Grants:

Harpole's Heartland Lodge
William Watson
Sprague's
Green Acres
Bradshaw Lodge

Retail Trade Summary for Pike County



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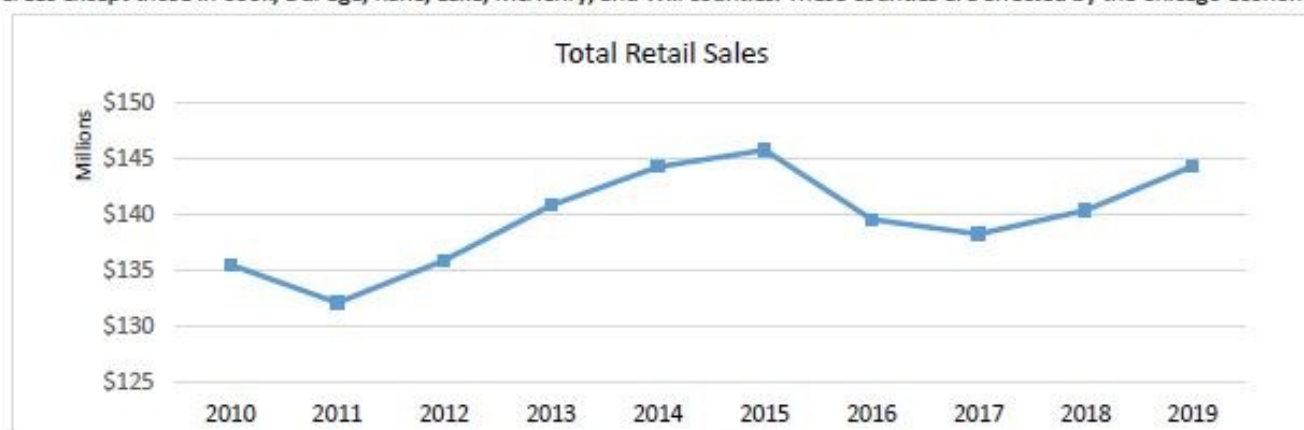
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Table1. Retail Sales, 2010-2019

Year	Total Retail Sales	Retail Sales Growth	Number of Sales Tax Paying Firms	Sales per Firm	Per Capita Sales	Pike County Pull Factor
2010	135534982	--	709	\$191,164	\$8,249	0.68
2011	132145959	-2.5%	732	\$180,527	\$8,059	0.64
2012	135904705	2.8%	793	\$171,380	\$8,334	0.65
2013	140815447	3.6%	800	\$176,019	\$8,719	0.68
2014	144242973	2.4%	845	\$170,702	\$9,003	0.69
2015	145729835	1.0%	852	\$171,044	\$9,114	0.71
2016	139561886	-4.2%	910	\$153,365	\$8,750	0.68
2017	138256353	-0.9%	970	\$142,532	\$8,739	0.67
2018	140349260	1.5%	920	\$152,554	\$8,990	0.67
2019	144275062	2.8%	878	\$164,322	\$9,158	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 2010 and 2019, total retail sales in Pike County increased 6.4%. During the same time period, the Illinois' total retail sales increased by 1.3% and downstate Illinois decreased by 2.2%. 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 23.8% compared to an increase of 15.7% for the state of Illinois as a whole. Per capita sales (sales divided by local population according to Census Bureau estimates) in Pike County were \$9,158 compared with \$14,989 for Illinois in 2019.

The drawing power of a 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 sales of \$9,158 in 2019. Downstate Illinois' per capita retail sales was \$13,625 in 2019. This resulted in a pull factor of 0.672161298838416, indicating that Pike County has less drawing power, meaning customers are shopping in surrounding areas. Table 2 shows Pull Factors by specific business category. More detail on the businesses in each category is available at <https://www.revenue.state.il.us/app/kob/terms.jsp>.

Table 3. Inflation Adjusted Retail Sales by Category, 2019=100

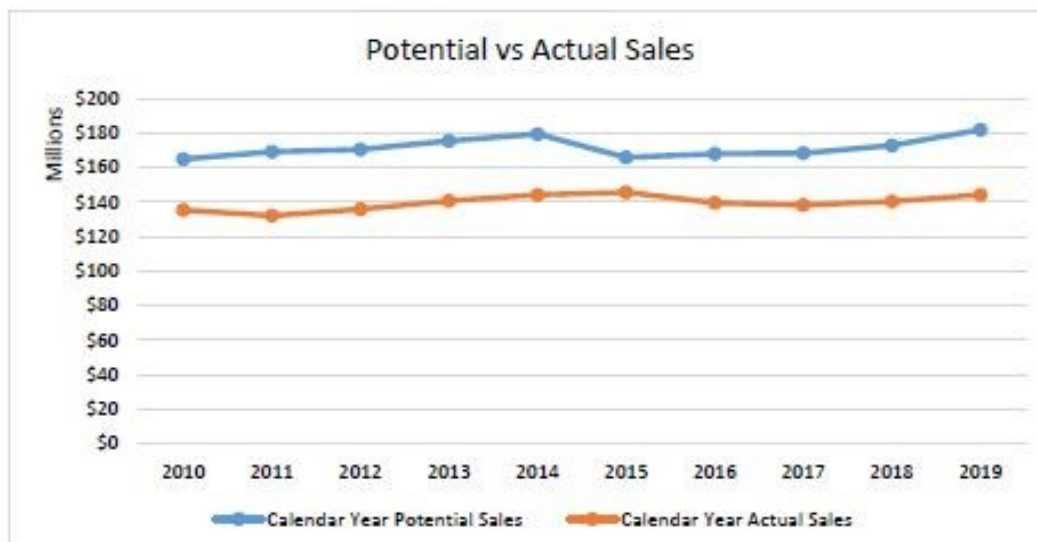
	Illinois				
Category	Real Dollars		Real Change 2004-2018	Real Retail Sales Growth	Real Retail Sales Growth
	2010	2018			
Total Retail Sales	\$159,300,854	\$144,275,062	-\$15,025,792	-9.4%	2.5%
General Merchandise	\$20,196,701	\$19,322,158	-\$874,543	-4.3%	-0.2%
Food	\$29,929,294	\$22,612,411	-\$7,316,883	-24.4%	2.7%
Drinking and Eating Places	\$12,875,175	\$9,643,857	-\$3,231,318	-25.1%	-8.5%
Apparel	\$158,291	\$414,794	\$256,503	162.0%	-1.2%
Furniture, Household, and Radio	\$1,549,430	\$619,414	-\$930,016	-60.0%	2.1%
Lumber, Building, and Hardware	\$8,627,087	\$13,388,039	\$4,760,952	55.2%	1.2%
Automotive and Filling Stations	\$42,856,774	\$35,737,656	-\$7,119,118	-16.6%	10.2%
Drugs and Miscellaneous Retail	\$18,990,460	\$22,054,828	\$3,064,368	16.1%	-1.0%
Manufacturers	\$2,214,273	\$464,164	-\$1,750,109	-79.0%	-9.9%
Agriculture and All Other	\$21,903,368	\$20,017,741	-\$1,885,627	-8.6%	1.4%
Consumer Price Index (CPI)	85.08	100.00	17.5%	--	--

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, what cost \$85.08 in 2010 will now require \$100.00 to purchase in 2019. When the effects of inflation are taken into consideration, total retail sales for Pike County declined 9.4% over the time period examined. During the same period retail sales in Illinois increased by 0.6%. Inflation adjusted dollars are all in 2019 values.

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 of Retail Trade, 2010-2019

Calendar Year	Potential Sales	Actual Sales	Surplus or Leakage	Surplus or Leakage as % of Potential	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).
2010	\$164,995,536	\$135,534,982	-\$29,460,554	-17.9%	
2011	\$169,177,078	\$132,145,959	-\$37,031,119	-21.9%	
2012	\$170,510,176	\$135,904,705	-\$34,605,471	-20.3%	
2013	\$175,554,779	\$140,815,447	-\$34,739,332	-19.8%	
2014	\$179,452,036	\$144,242,973	-\$35,209,063	-19.6%	
2015	\$165,878,593	\$145,729,835	-\$20,148,758	-12.1%	
2016	\$168,041,920	\$139,561,886	-\$28,480,034	-16.9%	
2017	\$168,329,552	\$138,256,353	-\$30,073,199	-17.9%	
2018	\$172,779,407	\$140,349,260	-\$32,430,147	-18.8%	
2019	\$182,012,270	\$144,275,062	-\$37,737,208	-20.7%	



Retail Trade Report for Barry, Illinois



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Table1. Retail Sales, 2010-2019

Barry, IL

Year	Total Retail Sales	Retail Sales Growth	Number of Retail Businesses	Sales per Business	Per Capita Sales	Pull Factor
2010	\$12,550,036	--	83	\$151,205	\$9,522	0.79
2011	\$12,345,796	-1.6%	83	\$148,745	\$9,381	0.74
2012	\$12,241,450	-0.8%	84	\$145,732	\$9,345	0.73
2013	\$12,014,760	-1.9%	85	\$141,350	\$9,292	0.72
2014	\$12,567,825	4.6%	88	\$142,816	\$9,819	0.75
2015	\$11,193,414	-10.9%	94	\$119,079	\$8,786	0.68
2016	\$13,231,972	18.2%	91	\$145,406	\$10,435	0.81
2017	\$12,982,530	-1.9%	96	\$135,235	\$10,279	0.79
2018	\$13,913,365	7.2%	91	\$152,894	\$11,113	0.83
2019	\$13,063,908	-6.1%	95	\$137,515	\$8,417	0.62

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.

Retail sales 2018 to 2019 in Barry decreased by 6.11%. Retail sales in downstate decreased by 2.21% during the same period.

Changes in sales are partially determined by the number of retail businesses in operation. In Barry, businesses changed 4.40% compared to the 2.21% decrease for downstate Illinois from the previous year. Per capita sales (sales divided by local population) in Barry were \$08,417 compared with \$13,625 for downstate in 2019.

The drawing power of a city or county is reflected by the Pull Factor which is calculated as the ratio of local per capita sales divided by downstate/collar per capita retail sales. Downstate figures are for all incorporated and unincorporated areas except those in Cook, DuPage, Kane, Lake, McHenry, and Will counties which become the collar counties. The state was divided up into two regions to alleviate the effects of the Chicago economy on downstate retail.

Table 2. Taxable Retail Sales by Category, 2010 and 2019

Barry, IL

Category	2010			2019		
	Actual Sales	Percent of Total Sales	Pull Factor	Actual Sales	Percent of Total Sales	Pull Factor
General Merchandise	**	**	**	**	**	**
Food	**	18.84%	**	**	**	**
Drinking and Eating Places	\$1,382,845	11.64%	0.94	\$1,520,771	11.6%	0.67
Apparel	**	**	**	\$9,991	0.1%	0.03
Furniture, Household, and Radio	**	**	**	**	**	**
Lumber, Building, and Hardware	\$87,827	0.63%	0.09	**	**	**
Automotive and Filling Stations	\$7,442,426	53.49%	2.09	\$6,829,910	52.3%	1.32
Drugs and Miscellaneous Retail	\$185,742	1.33%	0.09	\$1,701,645	13.0%	0.56
Manufacturers	\$147,189	1.06%	0.40	\$17,348	0.1%	0.01
Agriculture and All Other	\$801,201	5.76%	0.35	\$294,536	2.3%	0.71

**Blank categories have less than four taxpayers; therefore, no data is shown to protect the confidentiality of individual taxpayers. The Retail Sales total listed in Table 1 does include all businesses even if blank elsewhere.

Table 3. Inflation Adjusted Retail Sales by Category, 2019

Category	Real Dollars		Real Change 2010 - 2019	Real Retail Sales Growth	Barry , IL Downstate Real Retail Sales
	2010	2019			
Total Retail Sales	\$14,750,667	\$13,063,908	-\$1,686,759	-11.4%	2.5%
General Merchandise	**	**	**	**	-0.2%
Food	**	**	**	**	2.7%
Drinking and Eating Places	\$1,625,325	\$1,520,771	-\$104,554	-6.4%	-8.5%
Apparel	**	\$9,991	**	**	-1.2%
Furniture, Household, and Radio	**	**	**	**	2.1%
Lumber, Building, and Hardware	\$103,227	**	**	**	1.2%
Automotive and Filling Stations	\$8,747,445	\$6,829,910	-\$1,917,535	-21.9%	10.2%
Drugs and Miscellaneous Retail	\$218,312	\$1,701,645	\$1,483,333	679.5%	-1.0%
Manufacturers	\$172,998	\$17,348	-\$155,650	-90.0%	-9.9%
Agriculture and All Other	\$941,690	\$294,536	-\$647,154	-68.7%	1.4%
Consumer Price Index (CPI)	85.08	100.00	17.5%	**	**

**Blank categories have less than four taxpayers; therefore, no data is shown to protect the confidentiality of individual taxpayers. The Retail Sales total listed in Table 1 does include all businesses even if blank elsewhere.

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, what cost \$85.08 in 2010 will now require \$100.00 to purchase in 2019. When the effects of inflation are taken into consideration, total retail sales for Barry declined 11.4% over the time period examined. During the same period retail sales in Illinois increased by 0.6%. Inflation adjusted dollars are all in 2019 values.

Caution should be used when comparing category items over the years, since businesses may not report themselves in the same category each 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.

Table 4. Surplus or Leakages of Retail Trade, 2010-2019

Calendar Year		Barry , IL Surplus or Leakage as % of Potential		
Year	Potential Sales	Actual Sales	Surplus or Leakage	
2010	\$11,500,881	\$12,550,036	\$1,049,155	9.1%
2011	\$12,155,103	\$12,345,796	\$190,693	1.6%
2012	\$12,262,330	\$12,241,450	-\$20,880	-0.2%
2013	\$13,526,061	\$12,014,760	-\$1,511,301	-11.2%
2014	\$14,807,302	\$12,567,825	-\$2,239,477	-15.1%
2015	\$13,121,160	\$11,193,414	-\$1,927,746	-14.7%
2016	\$13,893,580	\$13,231,972	-\$661,608	-4.8%
2017	\$14,128,393	\$12,982,530	-\$1,145,863	-8.1%
2018	\$12,739,047	\$13,913,365	\$1,174,318	9.2%
2019	\$16,555,746	\$13,063,908	-\$3,491,838	-21.1%

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).

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 Barry is 0.78 which is 21.7 percent lower than downstate Illinois.

Retail Trade Report for Griggsville, Illinois



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Table 1. Retail Sales, 2010-2019

Griggsville, IL

Year	Total Retail Sales	Retail Sales Growth	Number of Retail Businesses	Sales per Business	Per Capita Sales	Pull Factor
2010	\$7,486,966	--	66	\$113,439	\$6,107	0.51
2011	\$6,755,453	-9.8%	64	\$105,554	\$5,524	0.44
2012	\$6,306,306	-6.6%	73	\$86,388	\$5,203	0.41
2013	\$6,877,773	9.1%	78	\$88,177	\$5,755	0.45
2014	\$7,143,355	3.9%	70	\$102,048	\$6,043	0.46
2015	\$6,359,874	-11.0%	70	\$90,855	\$5,408	0.42
2016	\$6,067,487	-4.6%	76	\$79,835	\$5,186	0.40
2017	\$6,863,247	13.1%	77	\$89,133	\$5,901	0.45
2018	\$7,147,162	4.1%	75	\$95,295	\$6,199	0.46
2019	\$7,732,637	8.2%	77	\$100,424	\$5,278	0.39

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.

Retail sales 2018 to 2019 in Griggsville increased by 8.19%. Retail sales in downstate decreased by 2.21% during the same period.

Changes in sales are partially determined by the number of retail businesses in operation. In Griggsville, businesses changed 2.67% compared to the 2.21% decrease for downstate Illinois from the previous year. Per capita sales (sales divided by local population) in Griggsville were \$05,278 compared with \$13,625 for downstate in 2019.

The drawing power of a city or county is reflected by the Pull Factor which is calculated as the ratio of local per capita sales divided by downstate/collar per capita retail sales. Downstate figures are for all incorporated and unincorporated areas except those in Cook, DuPage, Kane, Lake, McHenry, and Will counties which become the collar counties. The state was divided up into two regions to alleviate the effects of the Chicago economy on downstate retail.

Table 2. Taxable Retail Sales by Category, 2010 and 2019

Griggsville, IL

Category	2010			2019		
	Actual Sales	Percent of Total Sales	Pull Factor	Actual Sales	Percent of Total Sales	Pull Factor
General Merchandise	**	**	**	**	**	**
Food	\$484,021	**	0.29	**	**	**
Drinking and Eating Places	\$492,086	4.95%	0.36	\$280,513	3.6%	0.13
Apparel	**	**	**	**	**	**
Furniture, Household, and Radio	**	**	**	**	**	**
Lumber, Building, and Hardware	\$416,362	5.83%	0.46	**	**	**
Automotive and Filling Stations	\$4,005,754	56.05%	1.21	\$4,718,124	61.0%	0.96
Drugs and Miscellaneous Retail	\$319,203	4.47%	0.16	\$701,721	9.1%	0.24
Manufacturers	\$255,882	3.58%	0.76	\$55,772	0.7%	0.03
Agriculture and All Other	\$1,512,886	21.17%	0.72	\$120,774	1.6%	0.31

**Blank categories have less than four taxpayers; therefore, no data is shown to protect the confidentiality of individual taxpayers. The Retail Sales total listed in Table 1 does include all businesses even if blank elsewhere.

Table 3. Inflation Adjusted Retail Sales by Category, 2019

Table 3. Inflation Adjusted Retail Sales by Category, 2019					Griggsville , IL	
Category	Real Dollars		Real Change 2010 - 2019	Real Retail Sales	Downstate Real Retail	
	2010	2019		Growth	Sales	
Total Retail Sales	\$8,799,795	\$7,732,637	-\$1,067,158	-12.1%	2.5%	
General Merchandise	**	**	**	**	-0.2%	
Food	\$568,893	**	**	**	2.7%	
Drinking and Eating Places	\$578,373	\$280,513	-\$297,860	-51.5%	-8.5%	
Apparel	**	**	**	**	-1.2%	
Furniture, Household, and Radio	**	**	**	**	2.1%	
Lumber, Building, and Hardware	\$489,371	**	**	**	1.2%	
Automotive and Filling Stations	\$4,708,157	\$4,718,124	\$9,967	0.2%	10.2%	
Drugs and Miscellaneous Retail	\$375,175	\$701,721	\$326,546	87.0%	-1.0%	
Manufacturers	\$300,751	\$55,772	-\$244,979	-81.5%	-9.9%	
Agriculture and All Other	\$1,778,168	\$120,774	-\$1,657,394	-93.2%	1.4%	
Consumer Price Index (CPI)	85.08	100.00	17.5%	**	**	

**Blank categories have less than four taxpayers; therefore, no data is shown to protect the confidentiality of individual taxpayers. The Retail Sales total listed in Table 1 does include all businesses even if blank elsewhere.

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, what cost \$85.08 in 2010 will now require \$100.00 to purchase in 2019. When the effects of inflation are taken into consideration, total retail sales for Griggsville declined 12.1% over the time period examined. During the same period retail sales in Illinois increased by 0.6%. Inflation adjusted dollars are all in 2019 values.

Caution should be used when comparing category items over the years, since businesses may not report themselves in the same category each 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.

Table 4. Surplus or Leakages of Retail Trade, 2010-2019

				Griggsville, IL
				Surplus or Leakage as %
Calendar Year	Potential Sales	Actual Sales	Surplus or Leakage	of Potential
Year				
2010	\$9,332,283	\$7,486,966	-\$1,845,317	-19.8%
2011	\$9,952,649	\$6,755,453	-\$3,197,196	-32.1%
2012	\$9,995,714	\$6,306,306	-\$3,689,408	-36.9%
2013	\$11,192,886	\$6,877,773	-\$4,315,113	-38.6%
2014	\$11,473,558	\$7,143,355	-\$4,330,203	-37.7%
2015	\$12,261,685	\$6,359,874	-\$5,901,811	-48.1%
2016	\$11,299,085	\$6,067,487	-\$5,231,598	-46.3%
2017	\$10,594,804	\$6,863,247	-\$3,731,557	-35.2%
2018	\$10,512,110	\$7,147,162	-\$3,364,948	-32.0%
2019	\$15,203,877	\$7,732,637	-\$7,471,240	-49.1%

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).

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 Griggsville is 0.76 which is 23.8 percent lower than downstate Illinois.

Retail Trade Report for Pittsfield, Illinois



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Table 1. Retail Sales, 2010-2019

Pittsfield, IL

Year	Total Retail Sales	Retail Sales Growth	Number of Retail Businesses	Sales per Business	Per Capita Sales	Pull Factor
2010	\$93,776,532	--	213	\$440,265	\$20,493	1.70
2011	\$88,915,525	-5.2%	231	\$384,916	\$19,461	1.54
2012	\$93,040,459	4.6%	230	\$404,524	\$20,503	1.60
2013	\$95,500,246	2.6%	225	\$424,446	\$21,222	1.64
2014	\$96,229,659	0.8%	225	\$427,687	\$21,418	1.63
2015	\$100,505,899	4.4%	242	\$415,314	\$22,409	1.74
2016	\$96,175,407	-4.3%	247	\$389,374	\$21,521	1.68
2017	\$94,061,916	-2.2%	251	\$374,749	\$21,286	1.63
2018	\$93,043,153	-1.1%	247	\$376,693	\$21,816	1.63
2019	\$96,073,141	3.3%	233	\$412,331	\$21,960	1.61

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.

Retail sales 2018 to 2019 in Pittsfield increased by 3.26%. Retail sales in downstate decreased by 2.21% during the same period.

Changes in sales are partially determined by the number of retail businesses in operation. In Pittsfield, businesses decreased 5.67% compared to the 2.21% decrease for downstate Illinois from the previous year. Per capita sales (sales divided by local population) in Pittsfield were \$21,960 compared with \$13,625 for downstate in 2019.

The drawing power of a city or county is reflected by the Pull Factor which is calculated as the ratio of local per capita sales divided by downstate/collar per capita retail sales. Downstate figures are for all incorporated and unincorporated areas except those in Cook, DuPage, Kane, Lake, McHenry, and Will counties which become the collar counties. The state was divided up into two regions to alleviate the effects of the Chicago economy on downstate retail.

Table 2. Taxable Retail Sales by Category, 2010 and 2019

Pittsfield, IL

Category	2010			2019		
	Actual Sales	Percent of Total Sales	Pull Factor	Actual Sales	Percent of Total Sales	Pull Factor
General Merchandise	**	**	**	**	**	**
Food	\$21,546,340	18.38%	3.44	\$16,445,591	17.1%	2.00
Drinking and Eating Places	\$7,648,240	7.01%	1.50	\$6,410,657	6.7%	1.01
Apparel	**	**	**	\$388,912	0.4%	0.41
Furniture, Household, and Radio	\$872,240	0.94%	0.48	\$492,276	0.5%	0.33
Lumber, Building, and Hardware	\$6,061,823	6.52%	1.79	\$12,288,252	12.8%	3.32
Automotive and Filling Stations	\$16,344,833	17.57%	1.32	\$14,654,456	15.3%	1.00
Drugs and Miscellaneous Retail	\$14,194,151	15.26%	1.90	\$17,728,702	18.5%	2.06
Manufacturers	\$1,072,099	1.15%	0.85	**	**	**
Agriculture and All Other	\$8,809,504	9.47%	1.12	\$8,116,330	8.4%	6.90

**Blank categories have less than four taxpayers; therefore, no data is shown to protect the confidentiality of individual taxpayers. The Retail Sales total listed in Table 1 does include all businesses even if blank elsewhere.

Table 3. Inflation Adjusted Retail Sales by Category, 2019

				Pittsfield , IL	
Category	Real Dollars		Real Change 2010 - 2019	Real Retail Sales Growth	Downstate Real Retail Sales
	2010	2019			
Total Retail Sales	\$110,220,117	\$96,073,141	-\$14,146,976	-12.8%	2.5%
General Merchandise	**	**	**	**	-0.2%
Food	\$25,324,461	\$16,445,591	-\$8,878,870	-35.1%	2.7%
Drinking and Eating Places	\$8,989,348	\$6,410,657	-\$2,578,691	-28.7%	-8.5%
Apparel	**	\$388,912	**	**	-1.2%
Furniture, Household, and Radio	\$1,025,186	\$492,276	-\$532,910	-52.0%	2.1%
Lumber, Building, and Hardware	\$7,124,755	\$12,288,252	\$5,163,497	72.5%	1.2%
Automotive and Filling Stations	\$19,210,877	\$14,654,456	-\$4,556,421	-23.7%	10.2%
Drugs and Miscellaneous Retail	\$16,683,076	\$17,728,702	\$1,045,626	6.3%	-1.0%
Manufacturers	\$1,260,090	**	**	**	-9.9%
Agriculture and All Other	\$10,354,238	\$8,116,330	-\$2,237,908	-21.6%	1.4%
Consumer Price Index (CPI)	85.08	100.00	17.5%	**	**

**Blank categories have less than four taxpayers; therefore, no data is shown to protect the confidentiality of individual taxpayers. The Retail Sales total listed in Table 1 does include all businesses even if blank elsewhere.

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, what cost \$85.08 in 2010 will now require \$100.00 to purchase in 2019. When the effects of inflation are taken into consideration, total retail sales for Pittsfield declined 12.8% over the time period examined. During the same period retail sales in Illinois increased by 0.6%. Inflation adjusted dollars are all in 2019 values.

Caution should be used when comparing category items over the years, since businesses may not report themselves in the same category each 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.

Table 4. Surplus or Leakages of Retail Trade, 2010-2019

				Pittsfield , IL
Calendar Year			Surplus or Leakage	Surplus or Leakage as % of Potential
	Potential Sales	Actual Sales		
2010	\$43,256,966	\$93,776,532	\$50,519,566	116.8%
2011	\$44,298,650	\$88,915,525	\$44,616,875	100.7%
2012	\$44,589,519	\$93,040,459	\$48,450,940	108.7%
2013	\$47,911,179	\$95,500,246	\$47,589,067	99.3%
2014	\$52,506,429	\$96,229,659	\$43,723,230	83.3%
2015	\$47,541,592	\$100,505,899	\$52,964,307	111.4%
2016	\$49,311,703	\$96,175,407	\$46,863,704	95.0%
2017	\$48,012,375	\$94,061,916	\$46,049,541	95.9%
2018	\$50,831,185	\$93,043,153	\$42,211,968	83.0%
2019	\$51,575,375	\$96,073,141	\$44,497,766	86.3%

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).

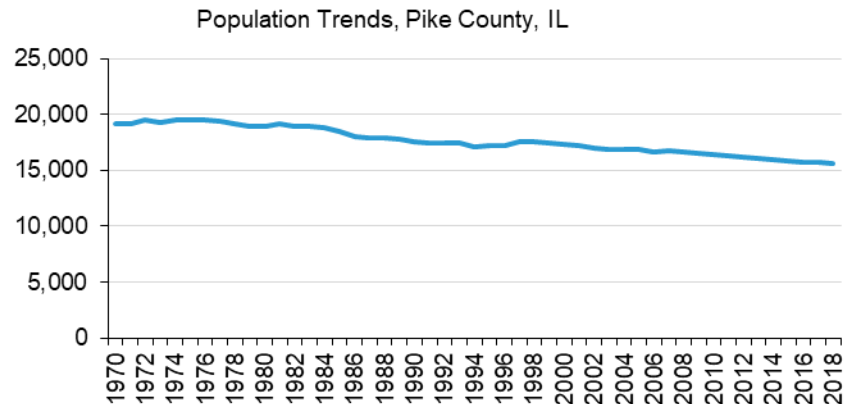
Potential sales are a product of downstate per capita sales, local population, and the index of income being multiplied together. The index of income is a ratio of local to downstate per capita income. The index of income attempts to measure the relative wealth of the local area compared to the downstate region. The index of income for Pittsfield is 0.87 which is 13.5 percent lower than downstate Illinois.

Socioeconomic Measures; Pike County, IL

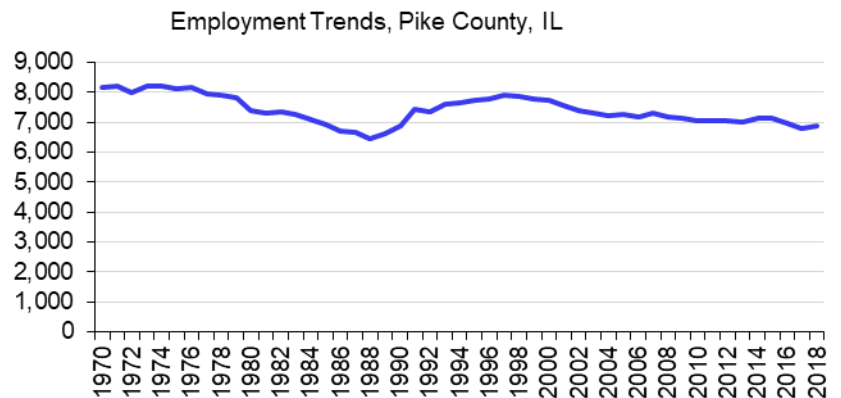
	1970	2000	2018	Change 2000-2018
Population	19,165	17,320	15,611	-1,709
Employment (full & part-time jobs)	8,172	7,727	6,871	-856
Personal Income (thousands of 2019 \$s)	480,986	544,918	679,667	134,749

Population and personal income are reported by place of residence, and employment by place of work on this page.

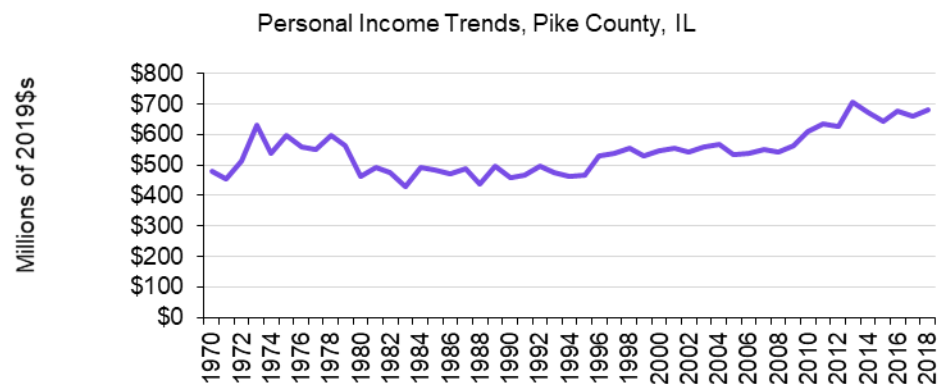
From 1970 to 2018, population shrank from 19,165 to 15,611 people, a 19% decrease.



From 1970 to 2018, employment shrank from 8,172 to 6,871, a 16% decrease.



From 1970 to 2018, personal income grew from \$481.0 million to \$679.7 million, (in real terms), a 41% increase.



Data Sources: U.S. Department of Commerce. 2019. Bureau of Economic Analysis, Regional Economic Accounts, Washington, D.C., reported by Headwaters Economics' Economic Profile System, headwaterseconomics.org/eps.

Socioeconomic Measures; Pike County, IL

What do we measure on this page?

This page describes trends in population, employment, and real personal income. If this report is for an individual county, it also shows the county classification (metropolitan, micropolitan, or rural).¹

Population: The total number of people by place of residence.

Employment: All full- and part-time workers, wage and salary jobs (employees), and proprietors (the self-employed) reported by place of work.

Personal Income: Income from wage and salary employment and proprietors' income (labor earnings), as well as non-labor income (dividends, interest, rent, and transfer payments) reported by place of residence. All income figures in this report are shown in real terms (i.e., adjusted for inflation). Subsequent sections of this report define labor earnings and non-labor income in more detail.

Metropolitan Statistical Areas: Counties that have at least one urbanized area of 50,000 or more people, plus adjacent territory that has a high degree of social and economic integration with the core as measured by commuting ties. Metropolitan Statistical Areas are classified as either Central or Outlying.

Micropolitan Statistical Areas: Counties that have at least one urbanized area of 10,000 to 50,000 people, plus adjacent territory that has a high degree of social and economic integration with the core as measured by commuting ties. Micropolitan Statistical Areas are classified as either Central or Outlying.

Rural: Counties that are not designated as either Metropolitan or Micropolitan.

Why is it important?

Long-term, steady growth of population, employment, and real personal income is generally an indication of a healthy, prosperous economy. Erratic growth, no-growth, or long-term decline in these indicators are generally an indication of a struggling economy.

Growth can benefit the general population of a place, especially by providing economic opportunities, but it can also stress communities and lead to income stratification. When considering the benefits of growth, it is important to distinguish between standard of living (such as earnings per job and per capita income) and quality of life (such as leisure time, crime rate, and sense of well-being).

A related indicator of economic performance is whether the local economy is negatively affected by periods of national recession. This issue is explored in depth in the section "Employment During National Recessions" later in this report.

The size of a population and economy (metropolitan, micropolitan, or rural) can have an important bearing on economic activities as well as opportunities and challenges for area businesses.

Data Sources: U.S. Department of Commerce. 2019. Bureau of Economic Analysis, Regional Economic Accounts, Washington, D.C., reported by Headwaters Economics' Economic Profile System, headwaterseconomics.org/eps.

Financial Summary

BALANCE SHEET

For year ending December 31, 2019

ASSETS

Current Assets

Checking/Savings

PCEDC Checking	28,402.15
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PCEDC Savings	
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FNBG CD 1	15,864.33
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PCEDC Savings - Other	43,109.87
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Total PCEDC Savings	58,974.20
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Total Checking/Savings	87,376.35
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Total Current Assets	87,376.35
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TOTAL ASSETS	87,376.35
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LIABILITIES & EQUITY

Equity

Unrestricted Net Assets	70,442.14
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Net Income	16,934.21
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Total Equity	87,376.35
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TOTAL LIABILITIES & EQUITY	87,376.35
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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 Supporting 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

Karen Borrowman, CPA
Dan Borrowman
Pike County Express

Associate Members

Ace Hardware
Arnold, Behrens, Nesbit & Gray, P.C.
Bradshaw Custom Pumping
Casteel Color Wheel
Griggsville Bus Service
Harrison Business Services
Logan Agri-Service, Inc.
LSSD Trucking
McDonalds
Mid USA Landscaping
Northwestern Mutual
Peak Insurance Agency
Pike County Lumber
Pike County Mercantile
Prairieland FS
Sharkey Transportation, Inc.
Sinclair Broadcast
Stark Brother's Nurseries and Orchards
Thiele's Garage
Vervocity
Walmart
William Durall

Voting Members

Two Rivers RC&D
Ameren
Bee Creek Ranch
Cass Communications
Central State Bank
City of Barry
City of Griggsville
City of Pittsfield
CNB Bank & Trust

DOT Foods
Farmers Bank of Liberty
Farmers National Bank of Griggsville
Farmers State Bank
Great River Bank
Harpole's Heartland Lodge
***Hickory Ridge Landfill**
Illini Community Hospital
***Illinois Electric Cooperative**
John Wood Community College
Liberty Bank
MECO Engineering, Inc.
Niemann Foods
Pike County Board
Pike County Chamber of Commerce
Pike Scott Farm Bureau
Quincy Media
Quincy Medical Group
Sprague's Kinderhook Lodge
The Maschhoffs
United Community Bank
Village of El Dara
Village of Milton
Village of Pearl
Village of Perry
Whitetail Properties

***Premier Members**

Premier Members



Illinois Electric Cooperative

Your Touchstone Energy® Partner

