



JACKSONVILLE REGIONAL

Economic Development Corporation



2017 ANNUAL REPORT
2018 PLAN OF WORK



OUR MISSION

The Jacksonville Regional Economic Development Corporation works to retain, expand, create and recruit job opportunities for Morgan and Scott counties.

CHAIRMAN'S MESSAGE



**Shawn Rennecker,
Chairman**

Dear Investors and Guests,

It has been an honor and privilege to serve as Chairman of the Jacksonville Regional Economic Development Corporation (JREDC) over this two year term. I truly appreciate the relationships I have made while serving this organization. This region is fortunate to have such a strong collection of individuals and businesses that care about the future of its economy.

While reflecting on the message I shared last year, I noticed that I mentioned transition. It appears that our organization is once again in that phase. It is unfortunate that we have to go through the process of selecting a new President for our organization, but we are fortunate in that the current board leadership team has two economic development practitioners (Rennecker & Douglas) on it to support Vice President, Bonni Waters.

The JREDC is making use of this temporary change in staffing to address three major initiatives in a cost effective manner, before it begins its search for a new President in the 3rd Quarter.

5 year capital campaign – The 5 year campaign committee has been working to secure investment for the JREDC for the next 5 years. We appreciate the trust and support we have been provided from our investors.

Applying for a new Enterprise Zone – The current Morgan County/Jacksonville Enterprise Zone is set to expire in 2020. The organization has hired consulting firm, PGAV to assemble the extensive application that will allow us to apply for this valuable incentive.

Finalizing the JREDC Strategic Plan, and starting to develop a Regional Plan – The JREDC is putting the final touches on its 5 year Strategic Plan for the organization, and starting conversations needed to begin the process of developing a Regional Plan that will coordinate the efforts of the various public and private entities that drive the Jacksonville Region. If you look around the region, we are not the only community conducting a planning effort.

In 2017, the JREDC continued to focus on its core efforts of marketing properties and workforce development, while embarking on the initiatives above. It appears that 2018 could be shaping up to be an active year for development in the region as several projects are being discussed.

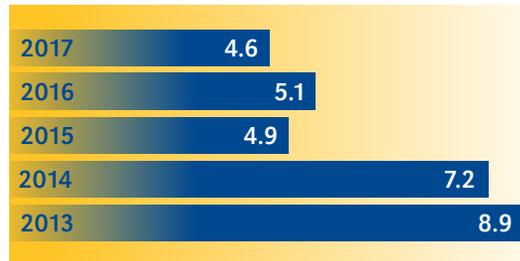
Congratulations to Helena Chemical on its 2017 Harold Cox Award for Industry of the Year. We appreciate their dedication to the region and everything they do!

In closing, I would again like to offer my gratitude to the board and staff of the JREDC, as well as our investors and allies in the region. Without your continued support, none of this would be possible.

Shawn Rennecker
Chairman

UNEMPLOYMENT 2013-2017

Morgan County

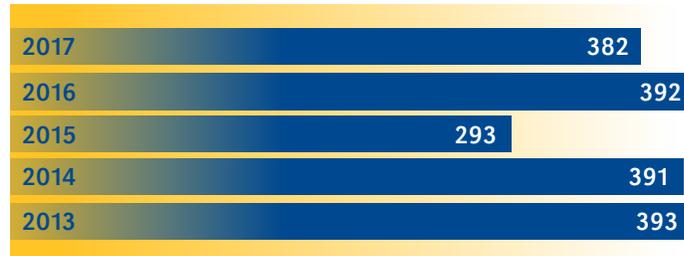


Scott County

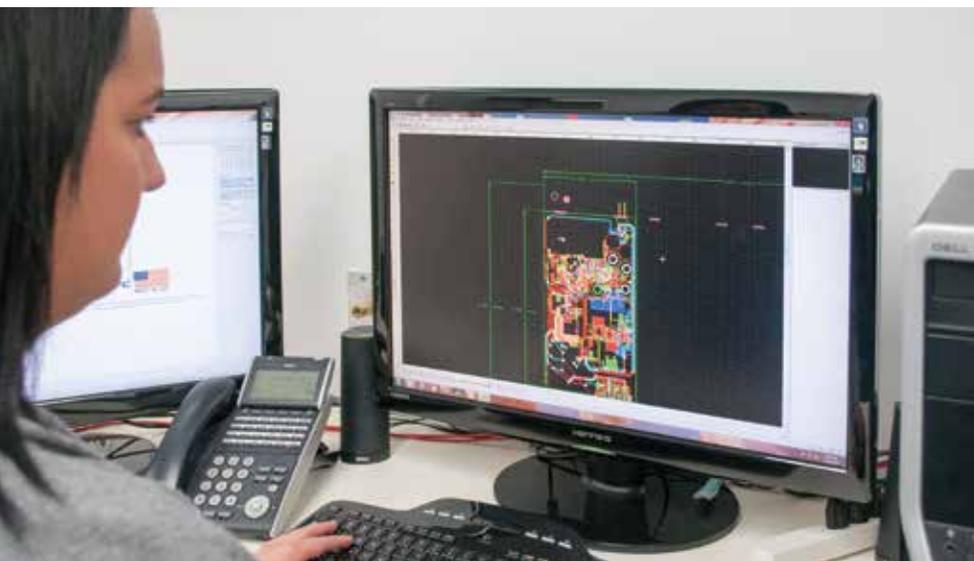
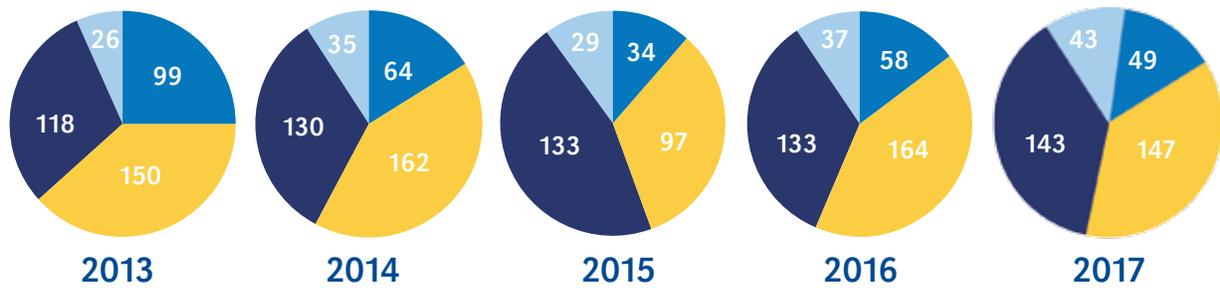


HOME SALES 2013-2017

Home Sales - Morgan and Scott County

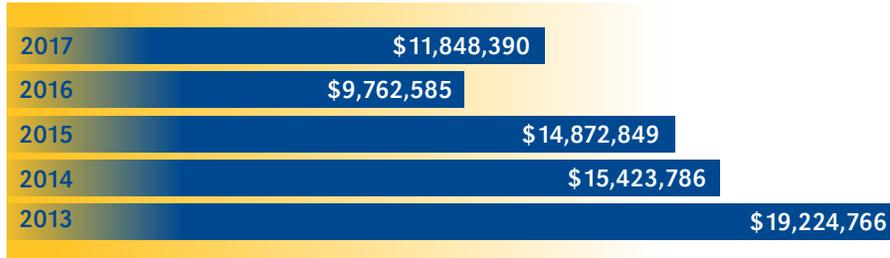


■ Under \$50,000
 ■ \$50,000 - \$100,000
 ■ \$100,000 - \$200,000
 ■ Over \$200,000

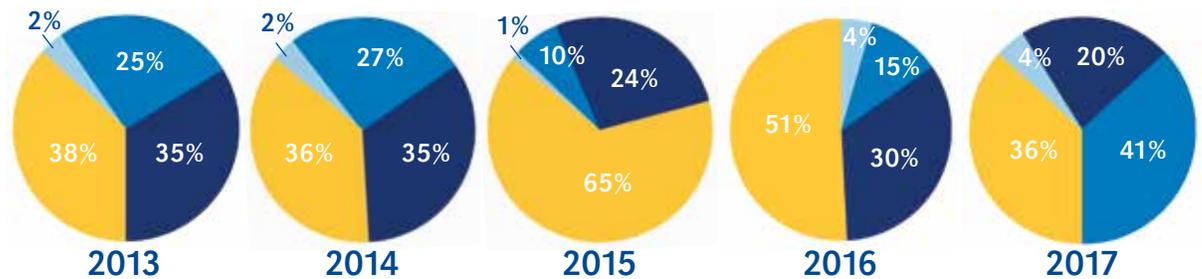


CITY OF JACKSONVILLE ENTERPRISE ZONE 2013-2017

City of Jacksonville Building Permits

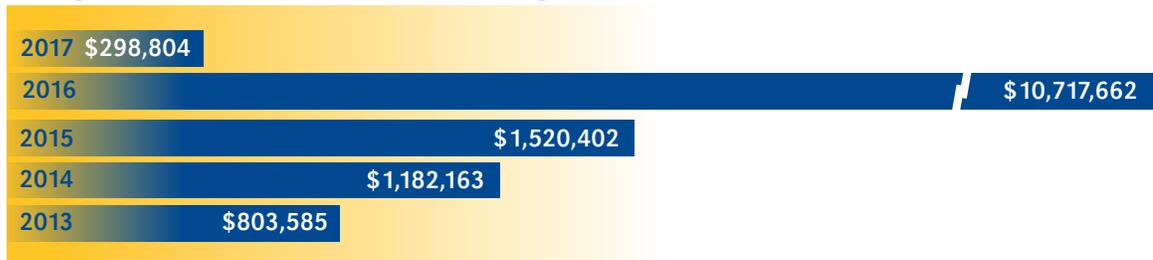


Commercial/Industrial Residential Commercial/Industrial/EZ Zone Residential/EZ Zone

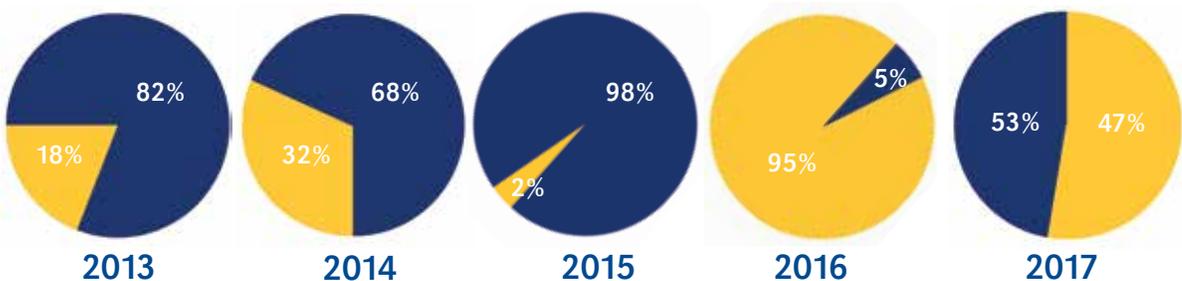


SOUTH JACKSONVILLE BUILDING PERMITS 2013-2017

Village of South Jacksonville Building Permits

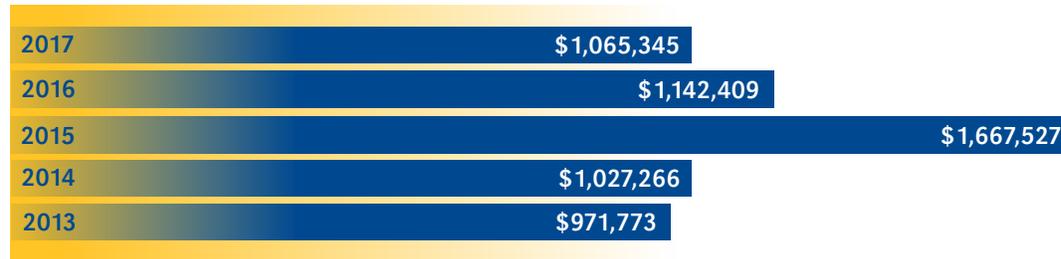


Commercial/Industrial Residential



SALES TAX RECEIPTS 2013-2017

Morgan County



Scott County



City of Jacksonville



Village of South Jacksonville



City of Winchester



FINANCIAL REPORT

BALANCE SHEET

for year ending December 31 (unaudited)

ASSETS	2017	2016
Checking/Savings	\$54,848	\$88,968
Investment/Reserves	\$247,247	\$246,679
Fixed Assets – Furniture	\$63,319	\$61,319
Lease Hold Improvements	\$30,531	\$30,531
Accum. Depreciation – F & E	-\$77,215	-\$72,839
Total Assets	\$318,730	\$354,659
LIABILITIES & EQUITY		
Retained Earnings	\$352,553	\$320,960
Net Income	-\$33,823	\$33,699
Total Equity	\$318,730	\$354,629

PROFIT & LOSS

for year ending December 31 (unaudited)

INCOME	2017	2016
Investments	\$189,175	\$188,525
Interest Income	\$624	\$532
JREDC Foundation	\$0	\$0
Enterprise Zone Fees	\$3,250	\$2,625
Other Income	\$1,000	\$0
Total Income	\$194,049	\$191,682
EXPENDITURES		
Personnel	\$164,632	\$110,837
Administrative	\$37,654	\$34,152
Marketing	\$5,169	\$3,754
Retention	\$1,303	\$1,172
Land Development	\$16,865	\$5,950
Entrepreneurship (CEO)	\$0	\$0
Office Equipment	\$0	\$0
Depreciation Expenses	\$2,248	\$2,150
Total Expenses	\$227,872	\$158,015
Net Income	-\$33,823	\$33,667

2018 PLAN OF WORK

BUSINESS CREATION

1. Continue to support the Morgan Scott CEO (Creating Entrepreneurial Opportunities) Program
2. Provide support services to at least three (3) firms emerging locally
3. Through the Jacksonville Main Street Economic Restructuring Committee, continue pursuit of establishing a small business incubator

BUSINESS RECRUITMENT

1. Continue to list and market available buildings and sites in Morgan & Scott counties
2. Host & visit site selectors and company representatives on a regular basis
3. Market the new Tri-County Industrial Site as a unique “shovel ready” site
4. Recruit at least one new employer into the two-county region

BUSINESS RETENTION

1. Build awareness of Jacksonville, Morgan & Scott counties, and Central Illinois as attractive locations for business growth
2. Continue to conduct site visits, formal sessions and informal meetings with employers
3. Assist with expansion of at least one employer already operating in the two-county region
4. Assist consultant with research and completion of a DCEO Enterprise Zone Application for a new enterprise zone.

COMMUNITY ENGAGEMENT

1. Contact every industrial employer within the two-county region at least once during the course of the year
2. Position the JREDC Annual Meeting as the premier industry event in the region
3. Provide briefings on regional economic development to every municipality in Morgan & Scott counties
4. Finalize the JREDC 5-Year Strategic Plan
5. Facilitate the development of a Regional Plan encompassing the areas of Community & Economic Development, Education, Health Care, and Tourism partners in the region.

INFRASTRUCTURE

1. Continue to pursue funding for completion of US-67 as the region’s highest priority project
2. Facilitate expansion of the fiber optic network across the two-county region
3. Seek funding for extension of utilities from current terminus west to US-67
4. Work with regional allies to expand funding for infrastructure improvements and to promote regional priorities in state and national “wish lists”

RECOGNITION

1. Recognize at least three (3) regional businesses through the Industry Spotlight Program
2. Recognize a regional employer as the Harold Cox Industry of the Year and recognize a supporting organization through the Champion Award

STAFF DEVELOPMENT & IMPROVEMENT

1. Keep staff certifications current and continue to expand skills
2. Maintain participation in national and state professional organizations in order to keep abreast of initiatives, issues and trends

WORKFORCE DEVELOPMENT

1. Collaborate with regional allies to pursue effective, employer driven initiatives, partnerships and services
2. Expand participation in and awareness of Manufacturing Day
3. Launch an effective employee recruitment program through the Talent Pipeline Management system



2018 BOARD & OFFICERS

2018 Officers

Chairman, Dusty Douglas, Morgan County
Vice Chairman, Jodee Nell, US Bank
Secretary, Kelly Hall, City of Jacksonville
Assistant Secretary, Dan Beard, Bellatti Law Office
Treasurer, Kai Schnitker, First National Bank
of Arenzville
Immediate Past Chairman, Shawn Rennecker,
Illinois Electric Cooperative

Proposed Nominations for Silver Board Members

2018-2020 (2 Year Term)
Cheryl Welge, Ameren
Joey Buster, Area Disposal
Carl Bimm, Carpenters Local 270

Proposed Nominations for Bronze Board Members

2018-2020 (2 Year Term)
Rob Lyman, Peoples Bank & Trust
J.J. Richardson, CCK Automations, Inc.
Allan Worrell, Worrell Land Services

2018 Proposed Board of Directors

Mike Anderson, Jacksonville Country Club
Shawn Artis, MCS Community Services

Dan Beard, City of Jacksonville – Assistant Secretary

Carl Bimm, Carpenters Local 270
Dave Bolen, Passavant Area Hospital
Keith Bradbury, Community State Bank
Skip Bradshaw, City of Jacksonville
Jim Burke, Hutchison Engineering

Seth Bushnell, Illinois Electric Cooperative
Joey Buster, Area Disposal

Dusty Douglas, Morgan County – Chairman

Andy Ezard, City of Jacksonville
Ginny Fanning, Morgan County
Barbara Farley, Illinois College
Rich Foss, Jacksonville Savings Bank
Tom Frederick, Elm City Center
Darin Gehrke, Town & Country Bank

Kelly Hall, City of Jacksonville - Secretary

Eric Hobbie, Prairie Power
Harry Jennings, Village of South Jacksonville
Forrest Keaton, Rammelkamp Bradney, P.C.
Rob Lyman, Peoples Bank & Trust
Keri Mason, Lincoln Land Community College
Mark Metz, Jacksonville Area Chamber
of Commerce
Lisa Musch, Jacksonville Area Chamber
of Commerce

Jodee Nell, US Bank – Vice Chairman

Jim Oliver, Farmers State Bank & Trust Company

Shawn Rennecker, Illinois Electric Cooperative – Immediate Past Chairman

J.J. Richardson, CCK Automations
Harry Schmidt, Passavant Area Hospital

Kai Schnitker, First National Bank of Arenzville - Treasurer

Mark Tierno, MacMurray College
Pat VanDeVelde, Scott County Development
Corporation

Cheryl Welge, Ameren
Allan Worrell, Worrell Land Services
Brad Zeller, Morgan County

RETIRING BOARD MEMBERS



Marsha Awe

We wish to recognize and sincerely thank retiring board member Marsh Awe for her service, dedication and commitment to the JREDC. Marsha joined the Jacksonville Regional Economic Development Corporation (JREDC) in 2014-2015 as a representative of the Jacksonville Area Chamber of Commerce. In 2016 she was elected to a two year term representing our Bronze Level investors. She also served on the Executive Committee and was a willing volunteer whenever assistance was needed. We wish you well in your future endeavors. You will be missed.



David Pennell

David Pennell, CFO of Elm City Center has been a Jacksonville Regional Economic Development Corporation board member since 2004. David served as Chairman of the Board from 2012-2013.

He has also served on numerous committees including the Executive, Finance and Existing Industry Committees and has been a valuable asset to our fundraising efforts for the Building Tomorrow Campaigns.

David has been a valued member and an integral part of our organization. He is a dedicated supporter of our vision and mission and has had a substantial impact on economic development in our Region. You will be missed and we thank you for you many years of outstanding service.



2017 HAROLD COX INDUSTRY OF THE YEAR



People...Products...Knowledge...

The Industry of the Year Award has been presented by the Existing Industry Committee of the JREDC since 1990, to honor the industry that exhibits outstanding business development and activity that enhances regional economic viability. It is by the examples of exemplary businesses in our region, like Helena Chemical that the JREDC works to realize their mission for the benefit of all. We are proud to recognize and have selected Helena Chemical as recipient of the 2017 Harold Cox Award for Industry of the Year.

TECHNOLOGY, PRODUCTS AND SERVICES

Helena Chemical Company has grown to be one of the nation's foremost agricultural and specialty formulators and distributors in the United States. Products and services offered include: Crop Protection Products, Fertilizer and Fertilizer Application Services, Specialized Nutrients, Seed and Seed Treatments, Financial Services, and Precision Ag Services and Software. Helena also offers its own line of products (Adjuvants, Bioscience, Branded Fertilizers, Nutritionals, Seed Treatments, and Value-Added Products) through the Helena Products Group (HPG). Helena's overriding goal is to help its customers succeed. This is achieved with a unique combination of dedicated and knowledgeable people, unique and useful products, and the latest technical knowledge. The company defines its own success through the success of its customers. The theme of People...Products...Knowledge... pervades all levels of the company with customer success as the goal and ultimate end result.

QUALITY IMPROVEMENTS

Through the course of the last two years, Helena has created a new premier agronomy center. The project started with the cleanup of the site in January 2015. By that fall completion of the new NH₃ facility and the truck scale were complete and operational. In January 2016, we moved into the freshly completed office and the new maintenance shop. In the fall of that year, we were able to load the 5000 ton dry fertilizer house and operate out of it providing product to our growers and to two additional Helena locations. We also held our open house that fall. The last item completed was our liquid fertilizer and chemical warehouse that went into full operation spring 2017 completing the major components of the project.



SERVICE TO THE COMMUNITY

Community engagement is an important part of Helena Chemical Company's commitment to improving the lives of our customers and the community. Our employees volunteer their time and provide financial support for educational programs and charitable foundations across the country. Locally we support the Morgan County Fair, John Wood Community College Scholarship, local school sponsorships, and many other events as presented. At the corporate office, organizations such as Future Farmers of America, Juvenile Diabetes Research Foundation, Page Robbins Adult Day Care Center, and the American Cancer Society are actively supported. Through these and other outreach initiatives, we work to enhance the lives of our neighbors and support the communities in which they live and work.

TEAMWORK

Helena Chemical prides itself on people, products, and knowledge with an emphasis on people. We ask a tremendous amount from our employees during the busy spring and fall. Our team works well together, and we feel we have accomplished our goals when our customer is taken care of to the best of our ability. Being part of a large company gives the employees the ability to advance their careers through a wide range of job opportunities with excellent benefits and occasions for growth both locally and across the country.

PROBLEM SOLVING

With any major construction project, there are a multitude of challenges that have to be overcome. The Illinois Department of Ag and its local staff are wonderful to work with and were instrumental in making sure our facility exceeded all current and planned regulations. Helena feels fortunate to have helpful advisors to create a safe and environmentally friendly facility to support Agriculture in this area.

GREAT PLACE TO WORK

Our employees were involved in all the fitment of the different systems in each of the buildings. They also helped in the design and created many of the access points and layouts as we moved through the process. Without their hard work and input, this would not have been as successful of an endeavor.

We at Helena want to thank this organization and our community for the recognition of the investment that has been made and hard work of our employees. We appreciate how our customers have responded to all that we provide and look forward to growing with all of you. Thank you.

2017 CHAMPION AWARD



The Champion Award was created to recognize exemplary support for economic development in Morgan and Scott counties from an individual, agency or organization that does not have economic development as a primary purpose.

Our 2017 recipient is Passavant Area Hospital. Passavant, founded in 1875, offers health care services to more than 140,000 residents in our West Central Illinois region. As one of our major employers, Passavant also provides jobs for over 970 employees and continues to grow.

Although this past year they have continued to add more and more specialized treatment facilities and specialists, we have chosen the new Passavant Radiology Oncology Center as our 2017 Champion. This new facility means less travel and expense and more convenience for patient's battling cancer and their families.

Passavant Area Hospital, in collaboration with Memorial Medical Center's Regional Cancer Center, opened the Passavant Radiology Oncology Center on April 3, 2017. Cancer patients receive radiation therapy treatments at the facility, which is located at 567 N. Westgate on the Passavant campus. The Center features a new state-of-the-art linear accelerator, which uses high-energy radiation to damage cancer cells' DNA and destroy their ability to divide and grow. Patients work with the clinical team at the MMC Regional Cancer Center to develop their individualized care plans. Once their plans are created, patients receive their ongoing radiation treatments right here in Jacksonville, avoiding all the travel time to and from Springfield.

Congratulations and thank you Passavant Radiology Oncology Center for your support of economic development in our region.



OUR INVESTORS



DIAMOND INVESTORS

(Annual Investment of \$25,000 or more)

Jacksonville, City of
Morgan County
US Bank

Peak Insurance Agency
Tri County Community Development
Corporation
UCM
Zumbahlen Eyth Surratt Foote & Flynn



PLATINUM INVESTORS

(Annual Investment of \$10,000 - \$24,999)

Illinois Electric Cooperative
Jacksonville Area Chamber of Commerce
Passavant Area Hospital



BRONZE INVESTORS

(Annual Investment of \$100 - \$999)

Arends-Awe, Inc.
Bank of Bluffs
Bellatti Law Office
Burrus Seed Farms
Carpenter Law Office
CCK Automations
CNB Bank & Trust
Dimond Bros. Insurance Agency
Duncan Management, Inc.
Freeman Seed Company
Hamilton's Catering
ILMO
Langdon Insurance Agency
Linda Standley
O'Shea Builders
People's Bank & Trust
Steve Turner
Steven Varble
Village of Franklin
Westown Ford
Whalen Trucking
Windsor Homes
WJIL/WJVO
WLDS/WEAI
Worrell Land Services, LLC



GOLD INVESTORS

(Annual Investment of \$5,000 - \$9,999)

Farmers State Bank & Trust Company
Jacksonville Country Club
Jacksonville Savings Bank
Prairie Power
Rammelkamp Bradney Law Office
Scott County Development Corporation
Town & Country Bank of Jacksonville
Village of South Jacksonville



SILVER INVESTORS

(Annual Investment of \$1000 - \$4,999)

Ameren
Area Disposal
Bartlett Grain Company
Benton & Associates
Brandt Consolidated
Carpenters Local 270
CassComm
City of Winchester
Community State Bank
Consolidated Grain & Barge
Don's Place
Elm City Center
Envirovac
First National Bank of Arenzville
First National Bank of Winchester
Golden Eagle Distributing
Hutchison Engineering Company
Illinois Road Contractors
Mike Griffiths Properties

**The board, officers,
and investors are the key
to the continued success
of the JREDC.
Thank you for your support!**

On Our Cover

EnviroVac

Now celebrating 22 years of service, EnviroVac is an industry leading hazardous waste transportation and environmental services company, with operations throughout the central United States.

EnviroVac is headquartered here in Jacksonville, IL where they have a 20,000 sq. ft. state-of-the-art facility. The business, which was founded by its president, Brian Dyché, maintains an impeccable fleet of highly maintained waste transportation vehicles, and is operated by a team of skilled waste technicians.

Their mission statement sums it up - "Providing unparalleled service to our customers with 0% error equals 100% satisfaction. Satisfaction Guaranteed!"



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