

**HIGHLAND, ILLINOIS
MINUTES OF REGULAR SESSION
INDUSTRIAL DEVELOPMENT COMMISSION
KORTE RECREATION CENTER, 1 NAGEL DR
WEDNESDAY, JULY 7, 2010
7:00 PM**

Call to Order

The meeting of the Industrial Development Commission was called to order at 6:57 pm by Darell Bellm.

Roll Call

Members present: Darell Bellm, Marilyn Frey, and Jon Greve.

Also present: City Manager Latham, Director of Finance Sharon Rusteberg, IT Tracey Robinson, Ad Hoc Jami Jansen, Executive Director of the Highland Chamber of Commerce, Gail Frey, Darren Girdler, and Robert Ady, with Ady International.

Approval of Minutes

Marilyn Frey made a motion to approve the minutes of the June 2, 2010 meeting of the Industrial Development Commission. The motion was seconded by Jon Greve. All voted in favor, none against, the motion carried.

New Business

Bob Ady of Ady International Company gave a presentation on Steps in the Site Selection Process. See the Power Point attached.

Throughout his presentation, Bob Ady made several key points directed at the City of Highland.

Some areas of interest are renewable energy (wind turbines, solar), food processing (health foods, handheld snacks, ethnic foods made in the US), back office type services, and call centers. Startups like a small footprint, building upward, for less taxes and utilities. Many Directors are no longer local.

Business retention should be our number 1 priority. Take care of our local businesses and industries.

Do pro-active marketing. The number one tool for site selection is the website. It must be geared towards economic development. Use EDC type person to help design the website. Place a link from our City website (i.e. click here for new and expanding business information).

Highland's key points – close proximity to Lambert airport, St Louis, railroad, small airport, several interstates. These are all important due to the fact that transportation is approximately 35% of the cost.

The State of Illinois is not a good business climate.

Evaluate Community –

Bob stated that Highland “shows” well, more like a town of 20,000 population.

Need shovel ready. Provide quick responses (within a day) to their questions (i.e. student to teacher ratio, etc)

Field Visitation – have professionals involved. Be positive in everything. They need to gather a lot of information in a short time. Have incentive policy agreed upon locally. Be specific. Prove to the company you want them – have ombudsman person dedicated to them. Make sure they don't hear any negative conversation / discussion about the community (we didn't get that company because..., the electrical outages have been bad, the preacher's wife did what??)

Recommendation – Put down the red carpet for them now. Gather background information on the people who will be there. Make them feel important. Tell them – “We want you to come here. You'll be an integral part of this community.” Sometimes just a small reduction in the price of land makes the site selection group look good when they go back home (even \$1,000 / acre).

Implementation –

Take good care of them once they bring their business to Highland.

Old Business

Next Meeting

This meeting of the Industrial Development Commission is scheduled to reconvene on Thursday, July 8 at 8:00 am at City Hall, 1115 Broadway.

Adjournment

Jon Greve made a motion to temporary adjourn this meeting and reconvene tomorrow morning, Thursday, July 8th, 2010. Seconded by Marilyn Frey. All were in favor. The meeting adjourned at 8:10 pm.

**HIGHLAND, ILLINOIS
MINUTES OF REGULAR RECONVENED SESSION
INDUSTRIAL DEVELOPMENT COMMISSION
CITY HALL, 1115 BROADWAY
THURSDAY, JULY 8, 2010
8:00 AM**

Call to Order

The reconvened meeting of the Industrial Development Commission was called to order at 8:00 a.m. by Darell Bellm.

Roll Call

Members present: Darrel Bellm, Marilyn Frey, Jon Greve, Jami Jansen. Also present: Mark Latham, Lana Hediger, and Robert M. Ady

Report on site selection from Robert Ady

Mr. Ady passed around information that he had asked Kevin Limestall to gather on the four sites of interest. He indicated that a shovel ready site is the most important thing. The City's website is the second most important key. It needs to be improved. Next most important is the strategic plan.

Mr. Ady made the following observations on each of the properties of interest:

Weder property:

- Crossing over the CSXT tracks is a very costly venture.

Schmidt property:

- Good flat land
- No rail
- Long way from water and sewer
- Stream running through it may present a wetlands issue

Korte property (Commerce Place):

- This needs to be acknowledged as available
- It should be advertised as such

Siever property:

- 3 sites totaling about 99 acres
- Each site independent from the other separated by US Hwy 40 and the CSXT tracks
- The sites are of peculiar shape which means there is a lot of waste and could pose a problem when installing infrastructure
- These properties would be difficult to make work

Ottensmeier property:

- Lays perfectly
- Has adjacent rail but Mr. Ady indicated that CSXT is no longer a good partner to work with
- Has frontage on 160
- Has a few houses
- Is it really available?
- Possibility of a wetlands issue (not kiss of death, you have to make sure that it is acknowledged by the Corps of Engineers...they will carve out the area around the stream and you can't build on it.)
- The shape of property is long and skinny

Combined Siever/Grotefendt property:

- If the northern Siever property could be put together with the Grotefendt property it would make the best site
- Beautiful frontage on US Hwy 40
- No rail (not that important anymore because it is so costly to obtain access)
- Multiple Intermodal terminals near Highland makes container service a good option

Mr. Ady stressed that speculative building ventures are a bad idea.

Important: Americans are very visual. We like to see visual images of things. Mr. Ady suggested that drawings should be made of these properties with hypothetical buildings showing where the water and sewer lines (infrastructure) are and where they

go to the property. So when someone looks at the drawing they know how long it will take to put it in and how much it will cost.

Recommendations:

Site #1:

Siever property with the addition of Grotefendt property due to proximity to the highways/interstate (we're talking about speed but more importantly nowadays ease of access means reduced liability costs)

Site #2:

Ottensmeier property...Mr. Ady can see Highland growing north due to the new interchange which is going to spur a lot of growth

If you add to the Ottensmeier property the Grotefendt property just to the north of it, that would also be a great site.

Mark Latham noted the importance of redundancy of power.

It was suggested that the commission wait to see what property the hospital wants, then choose another site.

Mr. Ady acknowledged that the City's new fiber system is a good selling point.

Jon Greve...going back to the Siever/Grotefendt property...asked what if the Siever property isn't available? Mr. Ady indicated that we should still go for it. It's a great location.

Mr. Ady does not recommend doing any optioning or getting any right of first refusal on any of these properties, and any purchase should be contingent upon the results of a phase 1 environmental study. He stated again that the City's website needs to be improved. Don't actually put in infrastructure on any of the sites...just draw it up with details on how long will it take to put in and how much it will cost.

Report on the trip to Scottsburg, IN:

Computia: A computer program that we want to get our people trained on. You can get a certificate of passing from them which you can show to prospective employers.

The incubator facility has 15 – 20 rooms all surrounding an open courtyard. There is a common secretary, common phone system, common reception area, common CAD

machine and die cutter, etc. The city built this incubator/science center by getting matching grants and paying their portion by utilizing TIF funds.

Jon Greve asked how you decide who you're going to back (support)? In Scottsburg they have a committee. Who sits on the committee? The City of Scottsburg helps the entrepreneurs with their legal and business advice.

They have two rooms there that they are developing for military use. They will be soundproof.

This is a global economy. We need to advertise the entrepreneurial program. Inventors from other countries could be lured here.

Jon indicated that people in Highland would have to be aware that there will be some failures and successes. Marilyn and Jon suggested visiting the incubator facility at SIUE.

Jon Greve indicated now that we've had a consultant in, we need to ask the hospital if they are interested in the Grotfendt/Siever property. If they are not, we need to move immediately, utilizing Denny Rinderer, to find out if it will be made available to us. Mark Latham will talk to Peggy Sebastian to determine which sites St. Joseph's Hospital is looking at so that the commission can choose a site(s) to focus on.

Darell Bellm indicated that we should contact EDA, Robert Sawyer (National business incubators) to find out if we can get some grant money.

Marilyn believes that we need to do more investigation on incubator programs. She will make contact with someone at SIU-E.

A thank you letter will be sent to Mayor Graham of Scottsburg, IN.

Mark Latham asked if we should entertain an appreciation program for major employers. Marilyn stated that she had spoken with Bill Basler about the idea and they would prefer the Mayor continue visiting with employers every six months to see if there is anything the city can do to help.

Next Meeting

The next meeting of the Industrial Development Commission is scheduled for Wednesday, August 4, 2010, at 12:00 Noon, at City Hall.

Jon Greve made a motion to adjourn the meeting; seconded by Marilyn Frey; all were in favor. The meeting adjourned at 9:48 a.m.

Prepared by: _____
Lana R. Hediger, Secretary

Approved by: _____
Darell Bellm, Chairman