

**HIGHLAND, ILLINOIS  
MINUTES OF REGULAR SESSION  
INDUSTRIAL DEVELOPMENT COMMISSION  
CITY HALL, 1115 BROADWAY  
WEDNESDAY, March 5, 2025  
12:00 PM**

**Call to Order:**

The March 5, 2025, meeting of the Industrial Development Commission was called to order at 12:03 PM by Vice-Chairman Diane Korte-Lindsey. The Pledge of Allegiance to the Flag was recited.

**Roll Call:**

Members present: Vice-Chairman Diane Korte-Lindsey, Josh Kloss and Kurt Vonder Haar  
Members absent: Chairman Jim Meridith and Marshall Rinderer

Also present: Hillary Holzinger, Taylor Sheely, Mayor Kevin Hemann, Director of Economic Development Mallord Hubbard and Recording Secretary Chris Flake.

**Approval of Minutes:**

Kurt Vonder Haar made a motion to approve the minutes of the February 5, 2025, Regular Session meeting of the Industrial Development Commission; seconded by Josh Kloss. All members present voted aye; none voted no; the motion carried.

**Reports:**

**Treasurer's Report – Prepared by Director of Finance Reanna Ohren – Mallord Hubbard**

Mallord Hubbard stated that there were no changes from the January meeting. He stated that we have a \$25,000 CD with FCB Bank. The cash on hand that we have is \$26,861.71. The total assets are \$51,861.71.

**Updates on Developments and other City Projects – Mallord Hubbard**

Mallord stated Dobbs is potentially breaking ground in the next several weeks. He stated that he believes it will be in the next month or two. We are happy to have that project moving ahead.

Mallord stated that the latest update with Aldi is that at the end of January we had a meeting with the Aldi team and the Ganter's. Aldi requested an extension for their option to purchase the ground, due to the permitting process with IDOT. The Ganter's agreed to extend the option out to February 2026. Mallord stated that we accomplished the objective of that meeting. Since then, we have come to terms with purchasing the right of way from Mr. Rehberger. This is the property to the north. We will be putting a road there, which will serve as a second entrance for Aldi. The road would also serve as a potential for development to the north of the property. We will be going to the council in a month or two with an official agreement.

Mallord stated that we had the TIF agreement approved for the hotel. This was approved at the second meeting in January. We also approved a business district agreement with F&J Core Properties on the square, which is for the former Swiss Gift Shop.

Mallord stated that we are in the middle of budget season. At this coming up council meeting, the directors will be going through their budgets. The budgets will be approved at the second meeting in April. We will be committing some additional funds to the upcoming fiscal year to facilitate more home construction.

Mallord stated that Great Clips will be moving into the strip mall out by Walmart. It will be in the same strip as AT&T. That move is imminent.

Mallord stated that there will be a vape shop going in at the former space of Finley Flooring. It will be going in the Bruegge Building. We have started to discuss internally about approaching the Council and the Combined Planning and Zoning Board, with the idea of attaching a special use permit requirement for any businesses that do more than 50% of revenue in tobacco sales. This would allow us to have input on where vape shops could go.

Mallord stated that the Cookie Doode reached out to us looking for brick and mortar locations. We provided him contact information for Kim and Roy Wells, the owners of Tullaghans. The Cookie Doode plans on moving into some of the space on the first floor of Tullaghans. The remainder of the first floor will be additional retail space.

Mallord stated that the Japanese restaurant was on hold due to their plumbers and state licensing issues. They have worked it out and they are progressing on that project. There is no open date as of today.

Mallord stated that the Smile Shoppe is progressing across the street. Josh stated that they are good people.

Mayor Kevin Hemann stated that Powers Advisory expanded onto their building.

Diane Korte-Lindsey asked if Royal Office Products is for sale. Kurt Vonder Haar advised they consolidated to Fenton.

#### **Update on Highland Communication Services – Mallord Hubbard**

Mallord stated that he does not have an update.

#### **Update on Workforce Development Initiatives – Mallord Hubbard**

Mallord stated that the CEO program has several events upcoming. On March 27<sup>th</sup> the Korte Company will be hosting a fish tank competition. It is a spin-off of the Shark Tank. It allows for the students to speak about their businesses. Hopefully we have a good turnout with our business owners and city officials. IDC is a contributor to the CEO program, so it would be nice to have a few IDC members to attend. The Investor

Breakfast will be on April 15<sup>th</sup> at Maryville Christian School. On May 4<sup>th</sup> there will be a trade show where the students get to sell their products. The trade show will be at the Old Harold Brewing Distillery in Collinsville. Mallord stated that he will send out the flyer.

Kurt Vonder Haar asked if we could have our own CEO program, due to the amount of highland students that are represented in this program. Mayor Hemann stated that the facilitator would be hard to find.

### **New Business:**

#### **Report On Monthly Tax Revenues – Mallord Hubbard**

Mallord Hubbard provided the following monthly tax revenues:

This is taxes that were reported in the month of February.

Sales Tax: It is up 3% for the year. Total collections were \$315,162.10

Business District: It is flat for the year. Total collections were \$141,305.97

NHR: It is flat for the year. Total collections were \$170,392.17

Income Tax: It is up 5 % for the year. Total collections were \$149,149.19

Use Tax: It is down 10% for the year. Total collections were \$32,201.53

Pot: It is up 1.5% for the year. Total collections were \$1,319.42

Excise/Telecom: It is down 10% for the year. Total collections were \$8,703.64

Gaming: It is up 23% for the year. Total collections were \$22,477.59

Diane-Korte Lindsey asked if the parking issue on the square is progressing. Mallord stated that all options are on the table. Conrad is prioritizing the parking issue. Diane Korte-Lindsey stated that the people that she spoke to, would be against taking more from the square. Hemann stated that the businesses on the square need help with parking. The cost to add parking spaces to the square was high for that project.

Diane Korte-Lindsey provided a housing market summary. She has noticed from the December report to year to date, there is not as much over market listing prices for sale. Year to date list price is 101%. There is a little more inventory. The number of homes for sale is at 19. If there is a home that is in good condition and priced to sell, it will last a week on the market. For first time home buyers, First Mid, Busey and FCB are doing a program called down payment plus. It is a federal program that they can get up to \$10,000 towards a down payment.

Kurt Vonder Haar stated that he was watching the St. Louis City game on television and a Collinsville school district commercial came up. Vonder Haar called the school district and asked who did the commercial. It was a collaborative effort with several

surrounding communities. Vonder Haar believes it could be a great tool that Highland could potentially do. Vonder Haar wanted to open it to up to the board, to see if the city wanted to do a video. Mallord stated that Downstate Illinois could provide us with some services. Mallord stated that we have not done any video from the city side. He stated that he believes HCS has done some things. Vonder Haar stated that TJ Gaylord out of Maryville has some video production experience. He has done several videos for Greenville University. Greenville University enrollment is up and they are doing a lot of fundraising. Josh Kloss stated that Kloss Furniture is doing work with OTT and there is an investment with videos. Mallord stated that if we were going to do a video the city would want to budget for it. We would ask for funds from IDC. Mallord stated that there are a ton of good things that Highland could showcase.

**Next Meeting:**

The next meeting of the Industrial Development Commission is scheduled for Wednesday, April 2, 2025.

**Adjournment**

Josh Kloss made a motion to adjourn. Seconded by Kurt Vonder Haar. All members present voted aye; none voted no; the motion carried.