

**HIGHLAND, ILLINOIS
MINUTES OF REGULAR SESSION
INDUSTRIAL DEVELOPMENT COMMISSION
CITY HALL, 1115 BROADWAY
WEDNESDAY, OCTOBER 1, 2025
12:00 PM**

Call to Order:

The October 1, 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, Kurt Vonder Haar and Ben Eberwein

Members absent: Marshall Rinderer and Chairman Jim Meridith

Also present: Taylor Sheely, Mayor Kevin Hemann, City Manager Chris Conrad, Director of Economic Development Mallord Hubbard, and Recording Secretary Chris Flake

Approval of Minutes:

A motion was made by Diane Korte-Lindsey to approve the minutes of the September 3, 2025, Regular Session meeting of the Industrial Development Commission; It was seconded by Ben Eberwein. 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 reported that the balance in the cash account is \$26,361.71. The CD which was rolled over. Our total assets are \$52,045.46.

Updates on Developments and other City Projects – Mallord Hubbard

Mallord Hubbard stated that Dobbs continues to be a work in progress. We will soon start to see the remnants of a finished building.

Mallord stated that the City continues to engage with Aldi. We are close and hope that we will have the development agreement ready for the 2nd October city council meeting.

Mallord stated that we were approved by TIF financing for the road on Cally lane and Route 40. The City will engage with Joy Howard. We are hoping the Cally Lane signal will be done next year. Ben Eberwein inquired where the Route 40 project would be.

Mallord stated that the City is in discussion with Wilken Development. They are wanting to do a mirror image of what they have on Field Crossing Drive minus the pool.

Mallord stated that Heaters is wanting to complete a food truck application. It will be a food truck in Gayle Frey's parking lot near Five Below. Heaters focus will be on getting up and going and then look for a permanent location. They want to know if Highland is a viable town to bring them permanently to Highland.

Mallord stated that he has been in contact with Alphas Gym. The owner Travis wants to turn 630 13th Street into Alphas Gym. Currently a gym isn't allowed in the industrial district. We are engaging with Moran Economic Development to allow gyms in the industrial district. Mallord stated that the City hasn't done a comprehensive update to our codes since 1976. This will go through city council. City Manager Conrad stated that there will be a public input portion of it. Moran has done several of these for several communities in the Metro East. Conrad stated that we would like to be similar to other communities in the area.

Mallord stated that the vape shop on the square will also be selling perfumes.

Mallord stated that next door to them in the Bruegge Building, they will be leasing space and doing some type of consignment shop and selling Serta mattresses. The predicted opening of this would be mid-October.

Mallord stated that we are discussing a development agreement with the owner of Chippers for 1011 Washington Street. There is a lot of work to do in it.

Mallord stated that 1009 Washington is owned by Jennifer Ostrander. They are currently focusing on Wicks, before focusing on 1009 Washington Street.

Mallord stated that we have a façade agreement with Mrytle & Grace Boutique which will be moving into 823 Main Street.

City Manager Conrad stated we have done a lot of street work the last two weeks. Conrad stated that 7th Street and 9th street has been the focus this week. After these are complete, they will move to the south side of Broadway and do a section of Lemon Street. We will also be doing Poplar Street from the roundabout down to Lindenthal Avenue.

Conrad stated that we have started the Glik Park parking lot project. They are doing the curbing this week and doing the pavement next week. These are large infrastructure projects this year.

Conrad stated that we are starting the interior of the Weinheimer and replacing the ceiling tiles. It will take a few years to rehabilitate the Weinheimer. Conrad stated that there will also be new lights and new basketball hoops installed.

Diane Korte-Lindsey asked if Poplar Street will be an issue. Conrad said we are working with the schools. We are hoping to work with the parents for them to drive around Poplar Street. If we shut down Poplar Street for a week, they will be able to get it done in one week. All of these interior streets are 30 years old. Conrad stated that we want to try and get them all done. We have not paved these streets since 1995.

Update on Highland Communication Services – Chris Conrad

Conrad stated that we have continued to see growth with HCS. We have seen TV increase by 15 customers. There was a large issue in August because of a fiber cut in Collinsville. It had impacted everything. We do not have a redundant feed for Victory TV. Conrad stated that we have a redundant line for internet and that this was through the Alhambra/Grantfork feed. Bluebird has not been able to explain it to us on why it failed. We are looking at other options with Bluebird. We have started some conversations with Charter. They have requested backup services with us and we may ask for backup services with them. Angela Imming is handling those discussions. Conrad stated that we are looking into a redundant feed for Victory TV. If we did that it would cost approximately \$8.00 per month per customer. Conrad stated that we shoot to break even with TV, so this will be a budget discussion with council. We cannot cut Victory TV until the Bonds are paid off.

Update on Workforce Development Initiatives – Mallord Hubbard

Mallord stated that the CEO Program is getting up and going. They reached out to him to see if he would serve as a mentor, which he will do. Ben Eberwein did not see us on the billing list for this month. Following last year, Mallord had a conversation with Mayor Hemann and Mallord would like to allocate some money from his budget to the CEO Program. The City of Collinsville and Troy financially support the program. Mallord stated that the students from the CEO Program regularly tell them that they were unaware of the local industry. Ben Eberwein stated that there is an upcoming golf tournament. Eberwein also stated that Highland may host two big events this year, being the Fish Tank and the Investor Breakfast.

New Business:

Report On Monthly Tax Revenues – Chris Conrad

Chris Conrad provided the following monthly tax revenues:

Sales Tax: is up 18% for the month and up 12% for the year

Business District Tax: is up 1.6% for the month and flat for the year

Non-Home Rule Tax: is up 14% for the month and up 10% for the year

Income Tax: Is up 1.7% for the month and up 8% for the year

Use Tax: Use tax is no longer collected for online sales as of January 1, 2025, instead local sales tax is collected and passed through, so we should see changes in sales and Non-Home Rule taxes. Estimated loss of Use tax is tracking 80% or roughly \$270K/year. Estimated gain on Sales Tax is tracking 8% (over our usual 3% annual growth) and 4% for Non-Home Rule sales tax. Estimated net gain in sales and Non-Home Rule is \$375K/year, so it appears under the new collection scheme the City will see an increase in revenues of about 115K/year.

Pot Tax: Is up 2.1% for the month and down 4% for the year

Excise/Telecom Tax: Is up 6.6% for the month and up 1% for the year

Gaming: is up 9.75% for the month and up 19% for the year

Recommendation on Development Agreement with Sweet Stays LLC for Project Located at 821 Main Street

Mallord stated that this development agreement is with Sweet Stays LLC. They would like to make 2 short term rentals above 821 Main Street. The total project cost is approximately \$230,000. Based upon the estimates on the value of the building post completion, we have a potential property tax rebate of approximately \$1,900. Mallord stated that we also included up to \$5,000 in permit fee reimbursements. The total package would be approximately \$24,000 over a 10-year period. Mallord stated that this falls in the parameters because we are looking to grow property taxes. Mallord stated that if the EAV does not increase, then there would be no rebate.

Mallord stated that we may have to come back to this agreement and amend this value because we may be buying the parking lot. Diane Korte-Lindsey stated that the benefit would go to the owner of the property. Mallord stated that the City will see the value of it because it is a renovated building on the square. Mallord also stated that it will pay hotel/motel tax. If the EAV doesn't increase, then we aren't out anything. They have to submit their invoices and receipts for them to get paid. Kurt Vonder Haar stated that the owner has already made a lot of improvements to the building. He also stated that the owner is highly regarded in Hillsboro. Ben Eberwein stated that he struggles with the numbers on the renovation costs and that they seem high. Mallord stated that it doesn't impact us. We take on 0% if it is over budget or under budget. Kurt Vonder Haar made a motion to approve. Ben Eberwein Seconded. All in favor.

Next Meeting:

The next meeting of the Industrial Development Commission is scheduled for Wednesday, November 5, 2025.

Adjournment

A motion to adjourn was made and seconded. All members voted aye. The motion carried and the meeting was adjourned at 12:39 p.m.