

**HIGHLAND, ILLINOIS
MINUTES OF REGULAR SESSION
INDUSTRIAL DEVELOPMENT COMMISSION
CITY HALL, 1115 BROADWAY
WEDNESDAY, MARCH 4, 2026
12:15 PM**

Call to Order:

The March 4, 2026, meeting of the Industrial Development Commission was called to order at 12:15 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, Marcus Alvarado and Ben Eberwein

Members absent: Chairman Jim Meridith and Marshall Rinderer

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

Approval of Minutes:

A motion was made by Ben Eberwein to approve the minutes of the February 4, 2026, Regular Session meeting of the Industrial Development Commission; It was seconded by Marcus Alvarado. 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 current balance in the check account is \$25,361.71. The CD has a current balance of \$25,683.75. The CD matures at the end of the month. Director Ohren has provided some rates to reinvest the CD. Eberwein asked if the board has been doing short term returns. Eberwein said he likes the 5-month CD with a 3.95% interest rate at FCB. Eberwein made a motion to invest the CD at FCB Bank for 5 months. Seconded by Alvarado. All members present voted aye; none voted no; the motion carried.

Updates on Developments and other City Projects – Mallord Hubbard

Mallord Hubbard stated that the Combined Planning and Zoning Board has a meeting tonight. There are two items on the agenda for tonight. One item is to allow Children's birthday parties and athletic facilities at 620 13th street. There will be a redevelopment of that property, which will eventually bring Alphas gym there. The second item is a text amendment to allow health centers in the industrial zone. Hubbard stated that there are already health centers in different industrial zones. There is one item on the April agenda to allow pet care to be allowed in the C-2 district. Hubbard stated that we have pet care businesses already operating in the C-2 district. We are working with a lady who is looking at buying a building in the C-2 district and she is looking at building a dog washing business. Hubbard stated that she is looking at the old Mertle and Grace

building on Washington Street. The current plan would be for a kiosk to be deployed on the rare of the building. Our departments have looked at it and it appears she can build it.

Hubbard stated at the Rotary meeting we were notified that Michael's is in the process of being sold. We have not received a name, however this new buyer had worked for Michaels and would like to continue the tradition. Diane Korte-Lindsey thinks it is someone from the Byers family.

Hubbard stated that Valvoline Express Care is now open. This is the property on Walnut Street. Conrad believes Jaskur sold the building to Valvoline.

Hubbard stated that Royal Office Products is in the process of a transition. We are expecting that property to come back online, for it to get sold.

Hubbard stated that Peacock Bakery is on the market as well. Korte-Lindsey said they have a full service kitchen.

Hubbard stated that 823 main street, the Sweet Spot, is approximately 60 days from completing their Airbnb's. Mallord explained to Alvarado how our business district helps with incentives for a development agreement. Alvarado asked if the sales tax reimbursement is ongoing. Hubbard stated that we set a cap on the sales tax reimbursement.

Conrad stated that Aldi got their approval from IDOT for their entry off of Route 143. They have notified the land owner to purchase the property. Aldi has 45 days to close on the property. Conrad stated that we had a bond rating hearing for the lending off of Cally Lane and the new entry off of Route 40 and sycamore. It went very well. We are currently at AA3 in 2021. Conrad stated that there is a good chance that we can go up to AA2. We will find out next week what the final determination will be. We are expecting to get our preliminary plans for Market Street to go out to Bid for the next council meeting. We want to get that started as soon as possible. We are excited about that project moving forward. Mallord stated that Aldi is hoping to break ground by early April and be open by the end of October.

Update on Highland Communication Services – Chris Conrad

Conrad stated that Spectrum saw large price increases. We have seen an increase in services. We have had 15-20 requests for new services. The only new construction will coincide with the new developments. Conrad stated that data is the main driver.

Update on Workforce Development Initiatives – Mallord Hubbard

Mallord stated that he attended the rural development session last week. Someone from the St. Louis Fed was there and talked about the workforce and rural communities.

The CEO program is beginning to wrap up for the year. Eberwein said the fish tank is coming up and that is where they pitch their businesses and a panel of judges ask them questions. They asked Jay Korte to represent Highland. The investor breakfast will be in Highland and it is at the end of April at Old Wicks. We are hoping to get a good turnout

locally. Ben stated that on April 24th, there will be a job fair at Highland High School. We will vote at the April meeting for the IDC to do a \$500 sponsorship.

New Business:

Report On Monthly Tax Revenues – Chris Conrad

Chris Conrad provided the following monthly tax revenues:

Sales tax – Up 14% for the month and up 12% for the year.

Business District – Up 11% for the month and up 5.5% for the year.

Non-Home Rule – up 22% for the month and up 16% for the year.

Income Tax – up 2% for the month and up 4.5% for the year.

Use Tax – Use tax is no longer collected for online sales. Today it makes only \$100,000. Years ago it used to collect \$600,000.

Pot – Down 8% for the month and down 4% for the year.

Excise/Telecom – Up 4.5% for the month and up 1% for the year.

Gaming – up 13% for the month and up 8% for the year.

Conrad stated that we are hoping for a strong finish for the year. Last year we budgeted for a \$300,000 deficit. At the end of February, it looks like we may be flat or a little bit ahead. We are wrapping up next year's budget and we are looking at a balanced budget.

Conrad stated that Poplar Street is a direct appropriation, so they are wondering if we have to go to IDOT for all of the changes or if we can just handle it by ourselves. We will get a timeline shortly.

Conrad stated that we got preliminary drawings back on the Trail Plain. The trail will go up Parkhill and it will go through the VFW property. The VFW is talking about granting us property.

Conrad stated that we have a lot of projects going. We will be starting on the Chippers parking lot this week. Gelly is ready to get started on it. The parking lot with Wells and Voegele will be done before Schweizerfest.

Conrad stated that we submitted a grant request for Community Buildings, in hopes of expanding the Weinheimer. We would tear down the house and expand onto the side of the Weinheimer. We are hoping to find out about that this summer.

Conrad stated that we have been in touch with Basler. The Mayors sister works in HR. They are still in the due diligence phase of the purchase but they haven't finalized it yet. There's approximately 110 jobs at Basler.

Recommendation of Development Agreement with Iceberg Development Group for project named "Alice Place Highland" – Mallord Hubbard

Mallord stated that he will not be requesting a recommendation at this meeting. This project is a new development for persons over 55 years old. It is 5 acres. There are 33 1 bedroom apartments and 11 2 bedroom apartments. They are applying for financing and are expecting finance awards in June of this year. Hubbard stated that construction would start in the spring of 2027. We have negotiated down their development agreement request. We got them down to 80% at 12 years. They were requesting 90% at 20 years. We will come back at a later date for a request.

Local Residential Market Update Report – Diane Korte-Lindsey

Diane Korte Lindsey provided a local residential market update.

Next Meeting:

The next meeting of the Industrial Development Commission is scheduled for Wednesday, April 1, 2026.

Adjournment

A motion to adjourn was made and seconded. All members voted aye. The motion carried and the meeting was adjourned at 12:53p.m.