



Monroe County Economic Development Corporation

Quarterly Meeting
April 21, 2021 9:30 A.M.
ZOOM Meeting

<https://zoom.us/j/93427811799?pwd=YVRDYTE5ekRidXFKMUswZVN0OXZBUT09>
1 312 626 6799 US (Chicago); Passcode: 456203

AGENDA

- | | |
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| I. Welcome, Roll Call, and Introductions | |
| II. Approval of January 20, 2021 minutes | Action |
| III. Standing Committee Reports | |
| Executive Committee – Osterhage | |
| • Membership | Action |
| • Other Standing Committees | Information |
| Finance - <i>Koenigstein</i> | |
| • Finance Report | Action |
| • Bank Account signator | Action |
| • Monroe County Startup | Action |
| • COVID-Relief Micro-Grant | Information |
| • Bond Financing | Info/Action |
| Marketing and Public Relations – <i>Koch</i> | |
| • Monroe County Profile | Information |
| • Select USA Curtain Raiser Video | Information |
| • Scottish Inbound Virtual Trade Mission | Information |
| Business Attraction/Expansion – <i>Hardin</i> | |
| • Monroe-Randolph Enterprise Zone | Information |
| • Development Projects | Information |
| Business Retention – <i>Osterhage</i> | |
| • Fueling Growth Technical Assistance Meeting | Information |
| • Retention Visits: Workforce/labor study | Information |
| IV. Old Business | |
| Southwest Illinois Connector | Information |
| V. New Business | |
| Executive Director's Updates - <i>Edie Koch</i> | Information |
| VI. Member Announcements | Information |
| VII. Adjourn Meeting | Action |



Monroe County Economic Development Corporation

Quarterly Meeting January 20, 9:30 A.M. GOTO Meeting

MEETING MINUTES

I. Roll Call

Ryan Osterhage, Chairman, called the meeting to order at 9:30 A.M. Roll call was taken, and it was determined that a quorum was present. The following Directors were in attendance: Kevin Day, Joe Hardin, Dennis Knobloch, George Green, Jim Hill, Kevin Koenigstein, Terry Liefer, Greg Malone, George Obernagel, Ryan Osterhage, Rick Roever, Rick Parks, Tom Schrieber, Cheryl Welge. Non-voting investors JoAnn DiMaggio, Donna Richter, Scott Schanuel were in attendance, along with ex-officio members Dan Davis, Tracey Glenn, and Susy Schweigert.

II. Approval of October 21, 2020 Minutes

Minutes from the last quarterly meeting from October 2020 were presented by Chairman Osterhage. Osterhage asked if there were any corrections. With none being offered, Jim Hill made a motion that was seconded by Kevin Koenigstein to approve the January 20th minutes. A vote was taken, and the motion passed.

III. Standing Committee Reports

Executive - Ryan Osterhage, Chair

Chairman Osterhage stated that the Executive Committee met on January 7th to focus on developing the agenda for the January 2021 Quarterly Meeting and to make recommendations to the full Board on certain action items. Ryan was joined by Vice Chairman Joe Hardin, Treasurer Kevin Koenigstein, and Executive Director Edie Koch. Osterhage reported that the follow items were discussed to be brought to this quarterly meeting.

- **STL Regional Freightway Support:** Osterhage reported that the Executive Committee members held a meeting on Friday November 20th to look at joining with the county of Monroe to financially support the St. Louis Regional Freightway. To secure operations for the next three years, the Freightway is applying for a federal grant that would require a match. The Freightway was requesting that all of the counties served by the Freight way participate in the match: \$15,625/yr. for three years. A decision was made for the Corporations to help in that support at the \$5,000 level for three years. The Kaskaskia Regional Port District will contribute \$2500/ yr. for three years, and Monroe County would contribute \$8,625 per year with the option to do two additional renewals based on the Freightways performance and benefits the county reaps. Edie added that the EDC's 2021 contribution of \$5,000 would be a reimbursable cost through the Fueling Growth sub-grant and also is allowable under the 2021 budget.
- **Mid America Airport Letter of Support.** Chairman Osterhage went on to report that the Executive Committee had come to a consensus to sign a letter to support Mid America Airport's

efforts to secure \$500K-\$1M for the airport. Chairman Osterhage signed a letter to go out on or before January 15th. Bryan Johnson, Airport Director, had solicited a letter of support from the Corporation for an initiative to secure funds from the FAA-Small Community Air Service Development Program. The purpose of the grant would be to help fund the establishment of a new destination from the Metro St. Louis area with Allegiant Airlines or possibly establish a new base of operations, which could include 75-100 new jobs.

Finance - Kevin Koenigstein, Chair.

- **2021 Budget.** Treasurer Koenigstein reported that the Finance Committee met on January 6th. Members that joined were Dave Wittenauer, Russ Thomas, Edie Koch, and Cole Stenzel. Koenigstein presented a budget for 2021 that was accepted by the Executive Committee for recommendation to the full Board. A copy of the budget was provided in the meeting packet to all members before the Jan 20th meeting. Koenigstein also reported that as of 12/31/202, there was a balance of \$108,311.38 in MCEDC's bank account. With no questions being offered, Rick Parks made a motion that was seconded by George Obernagel, to approve the Financial Report. A vote was taken, and the motion passed.
- **MCEDC COVID-Relief Micro Grant.** Koenigstein next reported that a review of a COVID-19-Relief Micro-Grant RFA package resulted in a consensus by the Executive and Finance Committees to release to businesses in the Monroe county area. More on this will be offered by Edie Koch in the "Old Business" segment of the agenda.
- **PPP and future applications.** Koenigstein reported on progress on the forgiveness of the \$11,884.60 PPP loan received and offered a stated intention of applying again when the next round of PPP is released if the EDC is eligible. Koch added that the Corporation's B.I.G. round 2 application was unsuccessful. She also added that MCEDC may not meet the more prescriptive loss requirements of the round 2 PPP, but she plans to explore that further with Koenigstein.

Marketing and Public Relations Edie Koch, Chair

- **Monroe County Manufacturing & Logistics Profile.** Chair for this Committee, Edie Koch, reported that she has been working for several months with STL Regional Freightway on the completion of a Monroe County Manufacturing & Logistics Profile. This profile is the first to be compiled and released by the Freightway for the counties in its service area. The purpose is to provide additional information about each county and why it should be on the radar screen for those in the manufacturing, logistics, and distribution sectors who may be looking for a business site location and/or a community where their employees may want to live. It is also a great opportunity for those counties that are interested, to spotlight one or more in-interstate truck corridor projects in addition to a couple of the projects on the Freightway's Priority Projects list. Lastly, it is a vehicle to highlight some of the county's sites on the Freightway's Featured Real Estate Sites page at www.thefreightway.com, and potentially a couple of other sites that did not make it onto the website that the county may also want to promote. The Marketing and Public Relations Committee will meet in late February to finalize content and format before the Freightway publishes.
- **COVID-19-Relief Microgrant Press Release.** Next, a press release is being prepared for COVID-19-Relief Microgrant program. Plans are to announce the program release at the February 1st Monroe County Board of Commissioners meeting with articles being published in the area papers that same week.
- **Site Selectors Guild Virtual Table Talks.** Next, Koch reported successful participation in the Site Selectors Guild Virtual Table Talks. Along with St. Charles County, Madison County,

Alliance STL, and America's Central Port, the EDC had the opportunity to speak with 6 different Site Selection consultants, 15 minutes each, about the consultant's views on site selection/potential projects for 2021 and to offer them quick briefings of our respective development areas. Consultants re-affirmed that COVID had not affected the development activity of their business prospect clients. Decision time frame was lengthier but COVID infection rates were not deterring them from certain parts of the country. Consultants agreed that their clients were still interested in incentives, adequate skilled workforce was paramount, readiness of sites will give an edge, and virtual site visits are becoming more acceptable.

- **"Featured Properties" in the Intersect Illinois Quarterly newsletter.** Lastly, worked with Intersect Illinois to increase the visibility of available real estate properties throughout the state by competing for inclusion in the "Featured Properties" in the Intersect Illinois quarterly newsletter. The next issue will target agribusinesses & food processing facilities such as those for food processing, cannabis food processing, indoor farming, agtech, cold storage sites and related sectors. Rock City surfaces as the property in our area that meets the most focal points, and it is currently being reviewed, along with others throughout the state, to be featured. Koch will keep the EDC posted if Rock City gets selected.

Business Attraction/Expansion - Joe Koppeis, Chair.

- **Re-Build Illinois Shovel Ready Sites and Regional Economic Development programs.** In light of the EDC's inability to make eligibility for Re-Build Illinois Shovel Ready Sites and Regional Economic Development, Hardin discussed the need to re-set and look at new strategies for the development of the much-needed Business Park(s) for the region. Hardin discussed plans to join with Koch to reach out to Dupo again in hopes of opening up working relationships for the impending interchange completion and subsequent development opportunities for both Dupo and Monroe county.
- **Dupo Interchange Timeline.** According to a contact with IDOT District 8, Jon Schaller, Local Roads Engineer at IDOT District #8, the timeline for the interchange has been skewed but was willing to make an educated guess. Jon said that at this time, there is no design work happening, but right-of-way acquisition is on-going. He went on to project, that if design work picks up soon, the project can make a letting around March 2022. Since the consultant's construction schedule is estimated to be a little over 1 ½ years to complete, he puts the completion around October 2023. He cautioned that this is his speculation at this time and remains open to assisting with further updates as needed.
- **Enterprise Zone Potential Projects.** As this initiative falls within the Business Attraction committee, Joe asked Koch to update on any ongoing progress. Koch reported that there were several inquiries into the use of the Building Sales Tax Exemption for a future rehab or new construction. The following have made inquiries and requested applications: Crown Linen; Bank of Monroe, Perfectly Pastry, Vintage Wine Bar, and Infinity Tan and Spa.
- **Project Leads/RFPs.** In spite of the pandemic, companies have been soliciting the help of site consultants to find locations that could meet specs for a planned expansion in 2021. In that vein, Koch reported working on 2 leads with Intersect Illinois, 1 lead with Alliance STL, and 1 lead that came in directly to the Corporation. Projects entailed a PPE manufacturer, frozen foods processing facility, bio-material manufacturer, and an autism therapy and treatment business. No further updates on status on these submissions was available.

Business Retention - Ryan Osterhage, Chair.

- **Business Visitation Program.** Since the launch of the Business visitation program in the summer of COVID, 8 socially distanced/masked or virtual visits have been conducted. . The focus was to

reach out to light industrial, warehousing, manufacturing industry sectors and also businesses targeted by the Fueling Growth program .The businesses visited thus far are Hoya Vision, Budnick Converting, Branding Iron, Schwarze Tractor Trailer Repair, Sunset Overlook, Columbia Hampton Inn, Stubborn German, and Stumpys Spirits. The e-synchronist survey tool was used to collect information, spur discussions, and find trends. Any challenges or needs revealed connected to business retention, growth and/or expansion, during the visit are being systematically addressed by the Executive Director and the Business Retention Committee. The Executive Director makes sure that follow-up is being conducted, bringing the applicable state, local and federal resources to the table for solutions. Many more area businesses received letters and calls to set up COVID-safe meetings. In 2021, plans are to re-connect and start up visits again.

IV. Old Business

Southwest Illinois Connector. Edie Koch indicated that she did not have a recent update, but that things were still on course for IDOT to start Phase I process of planning for the 4-lane rural expressway from Rte. 3 in Waterloo to Rte. 154 on the East side of Sparta, including the design study with public meetings and environmental surveys. Kirk Brown Project Engineer for IDOT District 8 and Carrie Nelsen, Project Engineer for District 9, are pleased to see that the Governor has included \$15M dollars for costs associated with Phase I of this project. Funds will be appropriated from the Transportation Series A Bond Fund. If interested in seeing the full report go to [SWIL Connector Highway Task Force Report](#).

MCEDC COVID-Relief Microgrant. Edie Koch Executive Director reported that \$30K will be made available from MCEDC's Fueling Growth subgrant to help small businesses struggling from the impact of COVID. Grants are to be \$1,000 to \$5,000 dependent on employment level and need. She reiterated that this program was approved for issuance at the last Quarterly meeting in October of 2020 and is slated for release on February 5th, 2021. Application can be found at www.mciledc.com until the application window closes on February 19th at 5:00 P.M.

V. New Business

2021 Board of Directors Approval. Chairman Osterhage referred members to their meeting packet that included 2021 Board of Directors recommended by the Executive Committee for approval. He noted that this list was prepared in accordance to Article V (Board of Directors) of the MCEDC current Bylaws. With no questions being offered from the membership, Terry Liefer made a motion that was seconded by George Obernagel, to approve the 2021 Board of Directors list as submitted by the Executive Committee. A vote was taken and the motion.

Election of 2021 Officers. Chairman indicated that it was time for the annual election of officers. To that end, Executive Director Koch reached out to all cash investor members in regard to holding an office. Based on this outreach, a slate of officer nominations was compiled and is being submitted for consideration at this meeting. The following slate is being offered:

Chairman – Ryan Osterhage
Vice Chairman – Joe Hardin
Treasurer – Kevin Koenigstein
Secretary – Edie Koch

Before a vote was taken Executive Director, Edie Koch asked if there were any nominations from the floor. With none being offered, a motion was made by Jim Hill and seconded by Rick Parks, to approve and ratify the above slate of officers for 2021. A vote was taken, and the motion passed. All will be done in accordance with requirements established in Article V and Article X of the Bylaws.

Executive Director's Updates.

Edie Koch indicated that she had two items she would like to discuss that had not already come through the standing committee reports.

Project Leads/RFPS. In spite of the pandemic, companies have been soliciting the help of site consultants to find locations that could meet specs for a planned expansion in 2021. In that vein, Koch reported working on 2 leads with Intersect Illinois, 1 lead with Alliance STL, and 1 lead that came in directly to the Corporation. Projects entailed a PPE manufacturer, frozen foods processing facility, bio-material manufacturer, and an autism therapy and treatment business.

- an ABA Autism therapy and treatment business is looking to lease 3,000 -3,500 SF office space(Acorn Health), prefer Waterloo, but would consider other buildings in Monroe county. Preferences for existing building with 6-10 rooms or one where owner willing to rehab with appropriate leasehold improvements; space must be on first floor with a separate entrance; not part of a retail center. Several options in Waterloo are being reviewed with plans to also look at other parts of Monroe county.
- a personal protective equipment (PPE) manufacturer, \$20-25M investment, 300 jobs; looking for 200K SF existing buildings or 200K SF pre-permitted build-to- suit opportunities; open to sale or leaseback (Project Jupiter).
- an international project exploring locations for a new USDA frozen foods processing facility, investment TBD; 190 jobs; looking for existing buildings 100-250K; high utility requirements with preference for purchase (Project Elsa) ,
- a bio-material manufacturer start-up, \$20-25 M investment, 150 jobs, looking for 200 K SF existing buildings, 200K SF build-to-suit opportunities or pad ready sites with 15 acres, (Project Vidar)

She noted that the above does not outline all of the specifics, as there were several other requirements that would make it hard to compete. Edie worked with all three sources of leads in considering possibilities within Monroe County.

I-255/Fish Lake (Ramsey Road) Interchange. Edie asked if membership had an interest in proactively reviewing the continued feasibility and need of this interchange for the area's future development. She noted that the project has been stuck in the "Concept Development" phase for some time and has not moved up the ladder of priorities in regard to the Freightway's priority list of Infrastructure projects. . Lack of any funding for the project has been instrumental in it being a stagnant project and the passage of time has rendered some of the earlier studies obsolete. I have asked Mary Lamie if she would be willing to assist us in reviving this project and taking it through the logical steps of gauging interest with elected officials and stakeholders, if interest surfaces, do a feasibility study in light of the Dupon interchange down the road, evaluate other options etc.

VI. Member Announcements

- SW Region ILDCEO Regional Economic Development Manager, spoke about ILDCEO hosting some webinars regarding PPP, the Business Enterprise Program, and the Advantage Illinois program in the coming weeks.
- Cheryl Welge, Ameren IL Economic Development Manager briefed the group on the upcoming Rural Community and Economic Development Conference in conjunction with the Governor's Rural Affairs Council and Rural Partners Feb 24th and 25.
- Jo Ann DiMaggio, Metro East Small Business Development Center Director, called attention to the "How to Start a Business" virtual roundtable coming up on January 28th.

VII. Adjourn Meeting

With no other business, Chairman Osterhage asked for a motion to adjourn. Cheryl Welge made the motion which was seconded by Rick Parks. A vote was taken, and the motion passed. The meeting adjourned at 11:45 A.M.

Monroe County EDC
Executive Committee Meeting
Minutes of April 15th, 2021

Chairman Osterhage opened this meeting at 2:00 P.M and was joined by Executive Committee Members: Kevin Koenigstein; Terry Liefer; George Green; and Executive Director Edie Koch. The following items were discussed.

Executive

Chairman Osterhage stated that the meeting would focus on developing the agenda for the April 2021 Quarterly Meeting and to make recommendations to the full Board on certain action items.

Minutes of January 20th Quarterly meeting. A draft was reviewed by members. With no corrections being offered, Terry Liefer made a motion that was seconded by Ryan Osterhage, to recommend these minutes for approval at the April meeting.

Executive Committee membership: With the retirement of Bob Elmore, George Green has been appointed to represent the County on the MCEDC. George also has an interest in taking over Bob Elmore's role on the Executive Committee. According to Bylaws, the members of the Executive Committee shall consist of the Chairperson, Vice Chairperson, Treasurer, previous Chairperson, Executive Director, and Assistant Executive Director. To facilitate George's membership on the Executive Committee, a recommendation will be made at the April meeting to appoint Green as Assistant Executive Director.

Standing Committees. Ryan asked members to review current committees and membership. Committee members are appointed by the Chair. It was agreed that the committee list be attached to meeting packet and introduced again at the April Quarterly meeting.

Finance.

Bank Account Balances. Kevin reported that as of 3/31/2021, the balance of funds is \$104,042.04. He also reported that the Monroe-Randolph Enterprise Zone has a balance of \$9,588.

PPP Forgivable Loans. Kevin reported that the first PPP loan awarded to MCEDC by the SBA (\$11,884.60), has been officially forgiven and will require no payback. A second draw PPP application was submitted recently for \$12,241.15 and received approval on March 8th. As long as all the loan requirements are again met, the MCEDC should attain forgiveness for this loan also.

COVID-Relief Microgrant. Kevin reported that the Finance Committee met on February 22nd to review applications received under the MCEDC COVID-19 Relief Fund. After a careful review, it was determined that all 23 applications received met program eligibility requirements and were approved for funding by the Committee, pending the fulfillment of requirements outlined in the RFA, as follows: All About you Limos \$1,500; Angels Day Spa Inc. \$1,000; Bicycle Logistics & Touring (dba Pampered Pedalers) \$1,000; Bridal Manor Inc. \$1,000; Chateau La Vin Inc. \$1,000; Columbia City Saloon \$1,000; Country Roads Salon \$1,000; Hank and Lily's Creekside \$2,000; Heartland Travel Inc. \$2,000; Infinity Tan and Spa LLC \$1,000; L & J Roofing & Consulting Services Inc. \$1,000; Lori Prior Realtor Inc (dba Fashion Attic) \$1,000; Marie's Ice Cream Shoppe Inc. \$2,000; MPE Inc. (dba Great Clips) \$1,000; Onsaibaba Inc (dba Subway) \$1,000; PPCT Management Systems (dba Human Factor Science) \$1,500; Radical Rods \$1,000; Renaud Tan Inc. (dba Tanco) \$1,000; Stubborn German \$1,000; Sunset Overlook LLC \$1,000; T.B.F Inc. (dba

The Falls Reception and Conference Center \$2,000; V O & J Investments LLC (dba West Park Bowl) \$2,000; YoHo Toppings \$2,000. To date, only 14 have met all requirements for check issuance. All have been notified of award, follow-up documentation needed, and that the program will end April 30, 2021.

Bond Financing Programs: Kevin mentioned that he had been discussing with Edie Koch that bond financing would be a great tool to add to our incentives in the EDC's service area. A discussion of HB 311 (summary attached) ensued which would create a Metro East Development Authority that would include Monroe county in its services area. The rights, powers, and duties of the Authority, including the power to borrow money and issue bonds, are very similar to the already existing Southwestern Illinois Development Authority (SWIDA) which covers some of the same territory being offered by this new development authority. SWIDA was created in 1987 and services Clinton, Madison, Bond, and St. Clair Counties. One difference could be SWIDA's ability to offer both Federal and State exempt bonds. An avenue to join SWIDA is available should HB 311 fail and/or the EDC/county prefers joining an already existing development authority with a track record of success.

Other Financial Considerations. Koenigstein said he would be bringing two additional items to the quarterly meeting for a vote by the full Board: George Green to be added as second signature on MCEDC bank account; and approval of \$1,000 to the 2021 Monroe County Startup Program.

Marketing/Public Relations

Monroe County Manufacturing & Logistics Profile. Edie Koch, Chair of this Committee, reported that members met on February 25th to review a draft of the profile and offer a last round of edits that had been submitted to the Freightway. The finalized profile will be enclosed in the meeting package. How the profile will be promoted by the STL Regional Gateway is: To be included on the Freightway's website; distributed to Freightway's email list; and shared with targeted media outlets over the course of a year. How the MCEDC can use the Profile: Cut and paste portions for use in responding to business leads; send emails/social media posts highlighting certain info in the Profile to our own distribution list with links back to the full profile on our website and Freightway website; encourage MCEDC membership to share with their own social media platforms.

Select USA Curtain Raiser Video. Koch reported that a montage video is being developed in cooperation with Select USA Communication Dept. and the US Patent and Trademark Office Video Production team. Koch stated that she was able to secure this opportunity because of the Spin-off visit she developed that was cancelled due to COVID in June of 2020. Video will be comprised of up to 4 EDO's and feature why SW IL is a location good for foreign direct investments. Over 1,600 Foreign Direct investors will be viewing.

Scottish Inbound Virtual Trade Mission. Koch reported that she participated in this virtual trade mission on March 23rd. 8 business delegates from Scotland were on the call who were focused on making connections in Illinois. Koch received the opportunity to give a Southwest Illinois overview that drilled down to the MCEDC service area. Scottish delegates seemed most interested in our Food processing/AG related sector and the potential development around the new Dupo interchange. Plans were made to organize a follow-up in the future that could also include some SWIL businesses.

Business Attraction . In the absence of Joe Hardin who chairs this committee, Edie Koch reported on the following:

Enterprise Zone Activity:

- Have processed sales tax exemption certificates for Vintage Wine Bar and Gallagher's Restaurant. Currently in the process of evaluating an application from Bank of Monroe.
- The Monroe Randolph Enterprise Zone Management Organization met on March 24th to discuss and take action on the following:
 - Effective April 1st 2021, the EZ fee to process a Building Materials Exemption Certificate for all projects, regardless of investment level, will be .5% of the value of building material, not to exceed \$50K per project.
 - Tabled request for Ruma to be added to the enterprise zone.
 - Approved an Enterprise Zone Fee Distribution Policy: It was agreed that for now funds should go towards consultant fees associated with amending the Zone and that no more than 50% of the cost of the consultant would come from Monroe-Randolph Enterprise Zone bank account, and the balance would be covered by the benefiting local governments(s) and/or business.
 - Several of the local governments have voiced an interest in adding the property tax abatement incentive to parts of the Zone. A follow-up meeting is planned for May-June to take next steps on this amendment.

Project Leads/RFP: The following leads have come from Intersect Illinois, Steadfast City, Small Business Development Center, respectively:

- Restaurant chain production facility looking for USDA approved site, \$600K investment; 15 FT jobs with more part-time jobs.
- Industrial prospect looking for property in Columbia IL (also has options in another state); large enough to accommodate 200K building, access to Class 1 rail, outside storage for finished products.
- Childcare Center seeking acreage to build in Columbia.

Business Retention.

Fueling Growth Technical Assistance meeting. Ryan Osterhage, Chairman for this committee, reports that the Fueling Growth Technical Assistance virtual meeting was well attended by awardees of the MCEDC COVID-19 Relief Microgrant program. 19 of the 23 businesses who had been notified of an award participated and received technical assistance on: documentation required to receive the funds and the variety of technical assistance services available to them through the Fueling Growth Program. As you recall, the MCEDC is being reimbursed for micro grants issued through the USDA-funded Fueling Growth program. ILDCEO also joined the call and gave some insights into current and/or upcoming Covid-Relief programs.

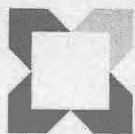
Business Retention visits.

- A virtual meeting has been organized with Intertel to discuss workforce recruitment and training resources. The local Workforce Development Group will also be participating.
- Collaborating with a consultant engaged by Joe Koppeis to do a labor market study for warehousing projects in and around the Dupo area. Helping to make introductions to facilitate human resource interviews with manufacturing/warehousing companies in the area. Virtual meetings with Miller Group, Kuna Food Services, Budnick Converting, Crown Linen, Hoya Vision Care, and Mozel inc. are in the works. Interviewed companies will have the option of being identified in the study or as anonymous.

With no other business, Chairman Osterhage adjourned the meeting at 3:00 P.M.

Monroe County IL Economic Development Corporation 2021 Committees

Committee/Members	Focus
Business Expansion & Attraction <ul style="list-style-type: none"> ➤ Joe Hardin (Chair) ➤ Joe Koppeis ➤ Shawn Kennedy ➤ Edie Koch ➤ Scott Dunakey 	<ul style="list-style-type: none"> • Explore and implement tasks that could lead to the creation of Industrial/Business Parks in our service area. • Illinois Certified Sites program (Phase II and III): <ul style="list-style-type: none"> ○ Work with communities and site owners to get eligible sites Illinois certified. • Monroe-Randolph Enterprise Zone; support activities as needed.
Business Retention <ul style="list-style-type: none"> ➤ Ryan Osterhage (Chair) ➤ Kevin Martens ➤ Russ Thomas ➤ Cheryl Welge ➤ Chuck Pittman ➤ Edie Koch ➤ Dennis Knobloch ➤ Gary Wittenauer 	<ul style="list-style-type: none"> • Business retention visits (organize and implement). • Address challenges, issues, needs revealed during business retention visits. • Facilitate/sponsor entrepreneurship activities – Business Incubators. • Facilitate business connections to Fueling Growth Program. • Others as recommended.
Marketing and Public Relations <ul style="list-style-type: none"> ➤ Edie Koch (Chair) ➤ Joe Koppeis ➤ George Green ➤ Jim Hill ➤ Gary Most 	<ul style="list-style-type: none"> • Annual Meeting and Reception – Planning • Regional Marketing Collaborations • Monroe-Randolph Enterprise Zone Marketing • Press Releases/Events • Social Media Promotions
Finance <ul style="list-style-type: none"> ➤ Kevin Koenigstein (Chair) ➤ Edie Koch ➤ Russ Thomas ➤ Dave Wittenauer ➤ Cole Stenzel ➤ George Obernagel 	<ul style="list-style-type: none"> • Develop and assist in the implementation of a strategy to recruit additional investors. • Identify additional funding mechanisms for implementation. Ideas to be considered can include state and federal grants, an economic development sales tax , and any other income producing idea that will help to support the Corporation's goals. • Explore and develop implementation strategies for financial tools for businesses: TIF, revolving loan fund, Bank Consortium, bond financing etc. • Annual corporate budget 30 days prior to the end of the fiscal year.



MONROE COUNTY MANUFACTURING AND LOGISTICS INDUSTRY OVERVIEW



INDUSTRIAL SITES OF NOTE

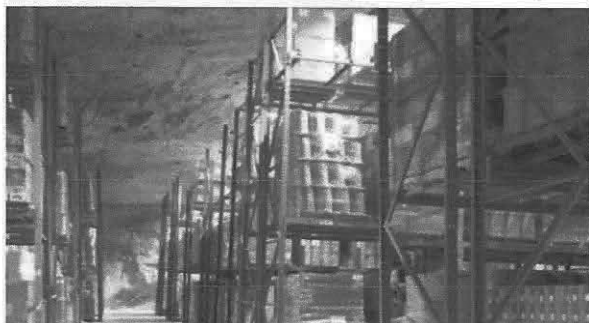
Among the more than 750 acres of prime property available for development are several, with eligible projects, that are incentivized with TIF, Enterprise Zone benefits, and Community Development Block Grant (CDBG) Direct Assistance Programs. The area also benefits from the USDA-funded "Fueling Growth" initiative.

Monroe County Electric Company (MCEC) Property (Enterprise Zone and CDBG-Direct Assistance)

Located near the intersection of IL Route 3 and Kaskaskia Road/Quarry Road, this property includes more than 60 acres of available developable land that could be divisible. It is currently used for agricultural purposes, but can be rezoned quickly in order to accommodate industrial land uses. The site offers lots of synergies for a locating business with various **trucking, quarry, and manufacturing facilities nearby**. Electric, water, and fiber are available along Illinois Route 3 and easily extendable to the site. Plans are in the works for natural gas and sewer. The property is less than 10 minutes away from I-255 and the Union Pacific intermodal facility in Dupo.



Rock City Business Complex (Enterprise Zone, TIF, CDBG-Direct Assistance)



This development, located north of IL Route 156 and west of the Village of Valmeyer, is a repurposed limestone quarry that is now home to the **nation's largest underground storage, refrigeration, and business complex**. Approximately 137 acres/five million square feet of readily available space is ideal for various uses such as storage, warehousing, distribution, maximum security depository, light manufacturing, office space, and information technology. The site also provides other unique benefits to prospective tenants in that it can offer **natural climate control, minimal costs associated with building or site maintenance**, and natural protection from

earthquakes, tornadoes, ice storms, or acts of terrorism. Prospective tenants would be using an environmentally friendly, sustainable complex, while other incentives such as tax credits, grants, and sales tax exemptions could also be available. The Complex houses major organizations such as Little Caesars, Cargill, Branding Iron, and the National Archives and Records Administration. It sees daily service with logistics providers such as FedEx, UPS, DHL and USPS.

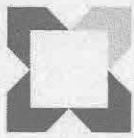
Dupo Real Estate and Development Sites (TIF, Enterprise Zone)

Just north of the Monroe County/St. Clair County border, there are ample opportunities for commercial and industrial development on more than 200 acres in the Village of Dupo, which is at **one of the nation's primary east-west rail corridors** serving America's third largest rail hub. The **new \$42 million interchange** on Interstate 255 at Imbs Station Road and Davis Street Ferry Road is scheduled for completion in 2023. There is potential that significant land located around this intersection could be available for future industrial and freight-related development.

Other Industrial Sites Targeted for Development (Enterprise Zone, CDBG-Direct Assistance)

- Highly visible frontage along west side of IL Route 3 north of Hanover Road – 124 acres
- Frontage along east side of IL Route 3 north of Hanover Road – 56.65 acres.
- Bixby Road at I-255, near Jefferson Barracks Bridge in the City of Columbia – 41 acres
- Frontage along the west side of IL Route 3 at Gall Road in the City of Waterloo – 122 acres across two sites
- West Gate Drive near IL Route 3 in the City of Columbia – 13 acres.

For more information and/or site selection assistance, contact Edie Koch, Executive Director,
Monroe County IL Economic Development Corporation at ekoch@mciledc.com.



MONROE COUNTY MANUFACTURING AND LOGISTICS INDUSTRY OVERVIEW



I-255/Fish Lake (Ramsey Rd) Interchange (Concept Development or Planning Stage)

This \$27 million project would improve the current Fish Lake (Ramsey Road) overpass into a full highway interchange providing additional **access to, and enabling further expansion of, the Union Pacific Dupo Intermodal Yard**. The new highway interchange would also complement proposed improvements at the I-255 /Davis Street Ferry interchange. The project would increase the growth of manufacturing and distribution businesses, which would mutually benefit the Village of Dupo as well as economic development south of I-255 in the City of Columbia.

Kaskaskia Regional Port District Improvements -- KRPD (Partially programmed for construction)

Three separate projects with an estimated total cost of \$40 million will enhance various facilities within KRPD, which is the 9th largest inland port in the nation. The projects will meet existing customer needs and attract new industrial opportunities, enhancing economic development opportunities on the Kaskaskia River, the **fastest growing tributary in the inland waterway system**. Tonnage on the Kaskaskia River is expected to double by 2022. IL Route 3 in Monroe County is the primary distribution route from KRPD Terminal #2. This facility has the only 50-ton overhead crane in the St. Louis region at a port terminal and has container on barge capabilities that are also supported by the presence of the Union Pacific Intermodal Yard in Dupo to the north.



Other Projects to Watch

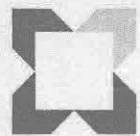
Other projects that contribute to the future economic development in Monroe County and beyond include:

The Southwest Illinois Connector -- The proposed rural expressway would enhance the connection of Southwest Illinois to the St. Louis metropolitan area. The overall scope of work is to expand the existing roadway to a 4-lane partial access-controlled expressway on IL Route 3/Route 154/County Highway 18/County Highway 13/County Highway 127 through Monroe, Randolph, Perry and Jackson Counties in southwestern Illinois. Widening the highway to two lanes in each direction **will enhance capacity and reduce travel times, promote tourism, and boost infrastructure investment and economic activity** in the region. Legislation supporting the \$805 million project was passed in 2020 in Illinois Public 101-0638.

Other Non-Interstate Corridors -- Emerging connectors are non-interstate segments of the St. Louis region's roadway network that provide **linkages to featured industrial real estate sites**. The St. Louis Regional Freightway's 2021 Non-Interstate Truck Corridor Study identified three corridors within Monroe County as Emerging Connectors. The Study is a planning tool that brings awareness of the freight-related role of roadway assets beyond the interstate system. Each project represents a route that **supports the manufacturing and logistics industries** and is considered to be a priority infrastructure project for funding. The three projects are:

- Bluff Road (County Highway 6) between IL Route 156 and Hanover Rd (connecting to IL Route 3)
- IL Route 3 between the Monroe/Randolph County Line and I-255 -- includes portions of the Southwestern Illinois Connector
- IL Route 156 between Bluff Road and IL Route 3

For more information regarding the above projects, please view Monroe County's full [report](#) in the 2021 Non-Interstate Truck Corridor Study.

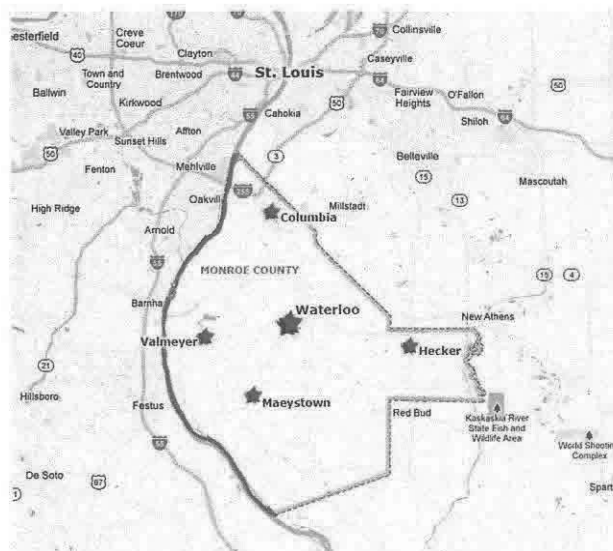


MONROE COUNTY MANUFACTURING AND LOGISTICS INDUSTRY OVERVIEW



LOCATION AND INFRASTRUCTURE ASSETS DRIVE GROWTH

The northern portion of the county is on the I-255 interstate system with **direct access to downtown St. Louis** just 11 miles to the north, and heavily developed and populated communities of south St. Louis County five miles to the west. It is bordered to the west by **38 miles of commercially navigable and un-impounded middle Mississippi River** flanked by an urban-protected levee north of I-255 and an agricultural levee south of I-255. The area is bordered by St. Clair County to the northeast and partially bordered on the east by the lower Kaskaskia River, which is channelized and impounded by a lock and dam for commercial navigation. The service area also features a roadway system with access to I-255 and I-64, along with Highways IL Route 3, IL 156, and IL 159. The **multi-modal capabilities provided by Union Pacific** add to the transportation assets of the region. Potential for future development has been secured due to construction of 100-year levee flood protection improvements resulting in full Federal Emergency Management Agency (FEMA) accreditation. Additional 500-year improvements are currently underway.



INVESTMENT ENHANCES THE TRANSPORTATION NETWORK AND SUPPORTS DEVELOPMENT



Manufacturing accounts for approximately 12% of the employment in Monroe County, with another 10% of the jobs involving trade or transportation/warehousing. Mining/quarrying and oil/gas extraction also contribute significantly to the economic activity within Monroe County.

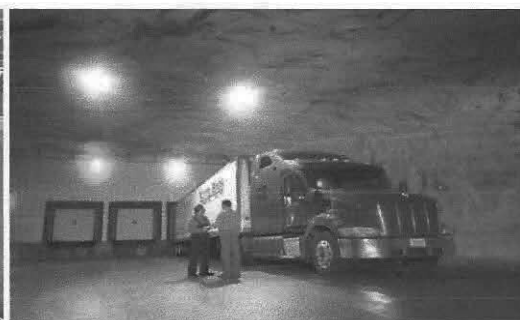
The presence of these industries underscores the need for reliable transportation infrastructure. Of the more than \$2.2 billion in critical projects identified as priorities by the St. Louis Regional Freightway 2021 [Priority Project List](#), several directly benefit Monroe County. Among those in the county or within close proximity to it are:

I-255/Davis St. Ferry Rd Interchange – (Funded)

\$42 million in funding is supporting the development of the new I-255/Davis Street Ferry Road interchange, which will replace the existing interchange at Exit 9 (Old Illinois Route 3 /Main Street) with improved roadway geometry. The project will be a diverging diamond interchange with a system of connecting roads to **serve the emerging 2,000-acre industrial area** along Davis Street Ferry Road. It would be a key benefit for the Union Pacific Intermodal Yard in Dupu, **one of the region's largest intermodal assets**, supporting expanded operations and helping it to remain competitive, as well as supporting development near the proposed interchange and in nearby Monroe County.



MONROE COUNTY MANUFACTURING AND LOGISTICS INDUSTRY OVERVIEW



COUNTY OVERVIEW

Monroe County, Illinois, sits in the southern portion of the St. Louis region -- a vital transportation hub and home to all four major modes of transportation including road, rail, water and air. The county lies just east of the Mississippi River and south of the St. Louis metropolitan area, among lush rolling hills dotted with numerous picturesque communities that are home to growing populations and thriving businesses. These communities include the towns of Columbia, Waterloo (county seat), Valmeyer and Hecker, as well as other smaller villages such as Maestown and Fults. Featuring the safest municipalities in the state, it has been **one of the fastest growing counties in the bi-state area**, seeing its population increase nearly 20% between 2000 and 2010, before posting a more modest increase of another 4% (32,431 to 33,739) between 2010 and 2017 (U.S. Census). Monroe County also is **home to approximately 3,000 businesses** of many different types, from manufacturing and light industrial, to technology, professional services, warehouse and distribution, retail, and corporate headquarters.

Since 2016, economic development in the county has been guided by the Monroe County IL Economic Development Corporation (**MCILED**C), which aligns the efforts of public and private leaders to move the economy forward in the county and other opportunity areas in adjacent Randolph and St. Clair Counties. Its governing Board is made up of 30 business and government leaders dedicated to continuing to grow a more diversified local economy, a broader tax base and an enhanced quality of life for the region.

A Few Facts

- More than **750 acres of prime property are available** (divisible) for development on, or minutes away, from IL Route 3/I-255 with additional access to Interstates 64, 270, 44 and 55 and in close proximity to Union Pacific's Dupo Intermodal Yard, airports and river.
- Various **incentives are available** for key development sites, including TIF, Enterprise Zone benefits, the Community Development Block Grant (CDBG) Direct Access program, along with assistance through a Fueling Growth initiative.
- Approximately 65% of the population in the MCILED C service area has a high school education or higher, with nearly 18% of those possessing bachelor's degrees or higher.
- Drawing from the entire greater St. Louis MSA, the area attracts and retains a highly stable population of **skilled, professional workers** which contributes to high productivity employment services.
- **Excellent high bandwidth broadband** connection exists to more than 95% of the region. 20,000 strand miles of fiberoptic strands are available throughout Monroe and St. Clair counties, in addition to more than 60 miles of fiber-based facilities that are currently being leased.
- Parks and trails and other **quality of life** issues have been prioritized.
- Overall costs of doing business in the region much lower when compared to other parts of the country.