

Montgomery  
County  
Economic  
Development  
Corporation



**Working Together to Build  
a Better Tomorrow**

**2013 Annual  
Report**

# BUILT TO SERVE

## THE CORPORATION'S BY-LAWS DEFINE

ITS FUNCTIONS AND THE ROLE OF  
MEMBERS IN GUIDING ITS PROGRESS.

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The mission for which this corporation is organized is to increase the economic standard of living and quality of life in Montgomery County by providing educational opportunities and additional support to the general public and businesses through the following tasks:

- a. Promote the development, establishment, expansion, and retention of residents, business, and industries.
  - b. Research and maintain current data and analysis of county economic and social trends.
  - c. Educate the county's residents on the county's economic and social status and trends.
  - d. Develop and maintain an inventory of available business and industrial sites.
  - e. Recruit businesses and residents through the use of an informational and interactive web site and other materials.
  - f. Research, apply for and administer grants, when requested by Corporation members.
  - g. Raise funds from existing businesses, communities, industry and individuals to support community and economic development efforts.
  - h. Support countywide tourism efforts.
  - i. Involve members in developing annual program of work and drafting a four-year strategic plan.
  - j. Engage in other activities, as deemed appropriate by the board of directors, to implement the annual program of work and four-year strategic plan.
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This annual report takes into account our annual Program of Work that was adopted in 2011 to run through March of 2012. Our report is grouped by Mission Areas identified in the Program of Work. As in previous reports, we highlight some specific activities of the past year.

We hope you agree that your organization has continued to respond to community and business needs and to enact initiatives that will continue to brighten the future of the county.

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MEMBERSHIP LIST

County

Montgomery County Board

Municipal Members

- City of Coffeen
- City of Hillsboro
- City of Litchfield
- City of Nokomis
- Village of Butler
- Village of Coalton
- Village of Donnellson
- Village of Farmersville
- Village of Fillmore
- Village of Harvel (Assoc.)
- Village of Irving
- Village of Ohlman
- Village of Panama
- Village of Raymond
- Village of Schram City
- Village of Taylor Springs
- Village of Waggoner
- Village of Panama**

Business and Industry

- Mid-Central Illinois Regional Council of Carpenters
- CNB Bank & Trust, N.A.
- First National Bank of Raymond
- Hillsboro Area Hospital
- Journal Publications
- Montgomery County Farm Bureau
- Hillsboro Energy LLC
- Borgic Farms, Inc. (Assoc.)
- Hurst-Rosche Engineers, Inc.
- Kerber, Eck, & Braeckel LLP (Assoc.)
- First Community Bank of Hillsboro (Assoc.)
- Security National Bank (Assoc.)
- Southwestern IL Building & Construction Trades Council (Assoc.)
- Stiehl-Dawson Funeral Homes LLC
- First National Bank of Nokomis
- M & M Services, Inc. (Assoc.)
- WSMI – WAOX (Assoc.)
- Drummond Company, Inc.
- Ameren
- Litchfield National Bank (Assoc.)
- National Bank
- Ronk Electrical Industries, Inc. (Assoc.)
- Irving Township (Assoc.)
- Hayes Abrasives Inc. (Assoc.)
- M.J.M. Electric Cooperative, Inc.

Business and Industry (cont'd)

- Home Oil Company (Assoc.)**
- Marten Insurance Inc (Assoc.)**
- A&D Electrical Supply (Assoc.)**
- Municipal Consulting Group LTD (Assoc.)**
- Victory Lane (Assoc.)**

Individual

- Heather Hampton+Knodle
- James Rupert (Assoc.)
- Terri Miller
- Robert F. Mulch, MD
- Amanda Cole
- Emily Battin (Assoc.)
- Ron Deabenderfer (Assoc.)
- David Ronen (Assoc.)**

**BOLD INDICATES NEW MEMBER**



**MCEDC  
BOARD OF DIRECTORS**

<u>Membership Class</u>	<u>Member</u>	<u>Representative</u>
County	Montgomery County	David Ronen, Chairman
Municipal	City of Hillsboro	Tom Gooding
Municipal	City of Nokomis	Pam Burdilauskas
Municipal	City of Litchfield	Shelly Herman
Municipal	City of Coffeen	Sheila White, Treasurer
Municipal	Village of Raymond	Ray Marten
Business & Industry	Mid-Central IL Reg Council	Daniel White
Business & Industry	Montgomery County Farm Bureau	Randy Singler
Business & Industry	Journal Publications	John Galer, Vice-Chairman
Business & Industry	First National Bank of Raymond	Brenda FEsser
Individual		Terri Miller, Secretary



David Ronen, Chairman

MCEDC Members,

Over the past year, our organization has undergone several changes. Within the last year, we have hired a completely new staff.

In August, we hired Montgomery County resident Lindsay Wagahoff as our Executive Director. Lindsay has brought a fresh prospective and new ideas to the organization. She has been busy meeting with members and learning about the organization. I look forward to seeing great things from her in the future.

A few months later in October, we hired Jamie Hires as our Grant Writer. Jamie brings with her years of experience writing grants. She has already been busy meeting and assisting communities to obtain grant funding.

Finally, in December we hired Tobin Ott as a Communication Advisor. Tobin is responsible for our newsletter, Facebook page, and website. As we look to increase our communication with our membership, Tobin will be a great asset to our organization.

I encourage all of you to meet our new staff members. They are ready and willing to assist you in any way that they can. I am very excited about what our new staff will offer to us in the future.

Finally I want to thank all of you, our members. Without your continued support we would not be able to accomplish the mission of this organization. Also, our Board of Directors have been very active and supportive over the last year. We are very lucky to have such dedicated supporters.

Sincerely,

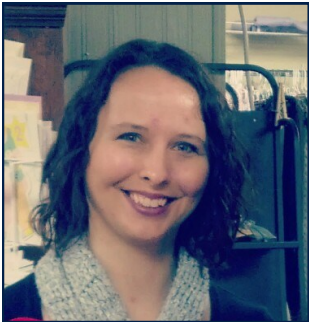
David Ronen  
Chairman



Lindsay Wagahoff, Executive Director

Lindsay has been the MCEDC Executive Director since August 2013. As part of the Executive Director role, Lindsay is responsible for the E.D.G.E. Program. Prior to her arrival at the MCEDC, she worked at the Illinois House of Representatives as part of the Illinois Legislative Staff Intern Program where she gained extensive knowledge about the legislative process. Lindsay also has experience working with various government regulations by working at GROWMARK, Inc. in Bloomington, Illinois. Lindsay earned a Master's of Arts in Political Science from the University of Illinois-Springfield and a Bachelor's of Science in Agribusiness from Illinois State and University.

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Jamie Hires, Grant Manager

Jamie grew up in the Litchfield area and graduated from Southern Illinois University at Edwardsville in 2000 with a BS in Civil Engineering. Upon graduation she moved to Sacramento, CA, where she lived and worked in various areas of Civil Engineering for 10 years. Among some of the areas of work included technical writing and working with grants. Jamie relocated back to Litchfield in 2010. Upon relocating, she became involved with a local non-for-profit organization and soon took on their administrative role where she became heavily involved writing grants. Learning that MCEDC had a grant writer position available, she applied and has been with us since November, 2013.

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Tobin Ott, Communications Advisor

Tobin is the Communications Advisor for the MCEDC. He currently works as a News Anchor and On Air Personality at WSMI Radio for the Talley Radio Network. Tobin lives in Hillsboro, Illinois where he is also the Public Address Announcer at Hillsboro High School. Tobin also is very active in the Hillsboro Moose Lodge, Hillsboro Long Term Planning Commission, the Montgomery County Planning Commission as well as many other community activities. He has a Bachelor's of Science in Mass Communication-Speech Communication from Southern Illinois University of Edwardsville.

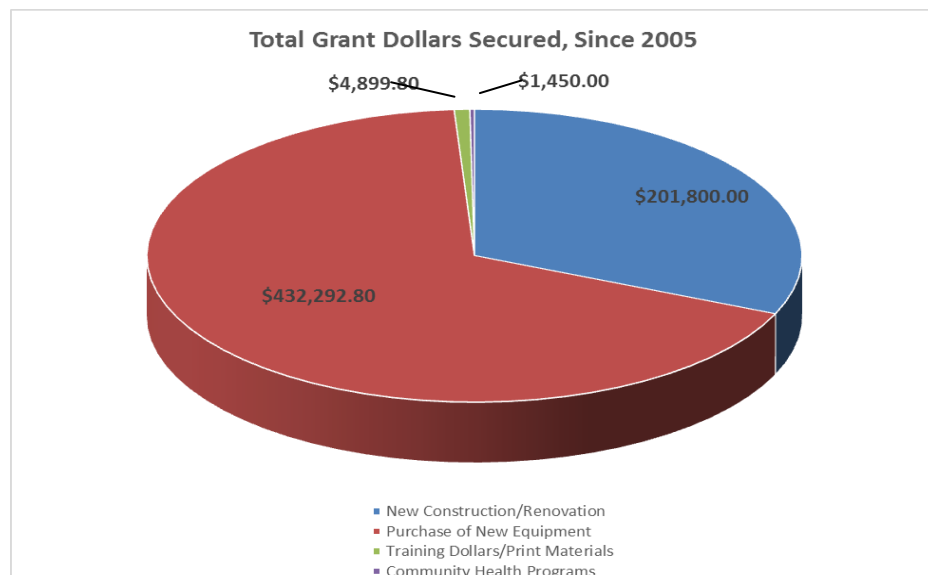
## COMMUNITY ASSISTANCE

**Customized Service to Communities**— Each municipal member of MCEDC can request assistance with preparing a grant application each fiscal year. If the grant is successful, the community may ask MCEDC to administer the grant for a minimal administrative fee. In addition to grant writing, MCEDC has ongoing communication with communities about issues related to business incentives, ordinances to guide development, and issues that are specific to each community such as brownfield cleanup and utilities.

### **Grant Total for 2013: \$78,450**

- Village of Harvel: Awarded \$6,500 for a new emergency siren from the USDA Community Facilities Program.
- Litchfield Museum & Route 66 Welcome Center: Awarded \$19,500 for interior furnishings and equipment from the USDA.
- Village of Farmersville: Awarded \$1,000 for new windows for the restoration of the Farmersville Opera House from Landmark Illinois.
- City of Coffeen: Awarded \$50,000 for a new backhoe from the USDA.
- Hillsboro Area Hospital: Awarded \$1,000 from Wal-Mart and \$450 from Thrivent Financial for the hospital's free summer lunch program.

<b>Grant Dollars Secured, Since 2005</b>	<b>Amount</b>
New Construction/Renovation	\$201,800.00
Purchase of New Equipment	\$432,292.80
Training Dollars/Print Materials	\$4,899.80
Community Health Programs	\$1,450.00
<b>Total Grant Dollars Secured, Since 2005</b>	<b>\$640,442.60</b>

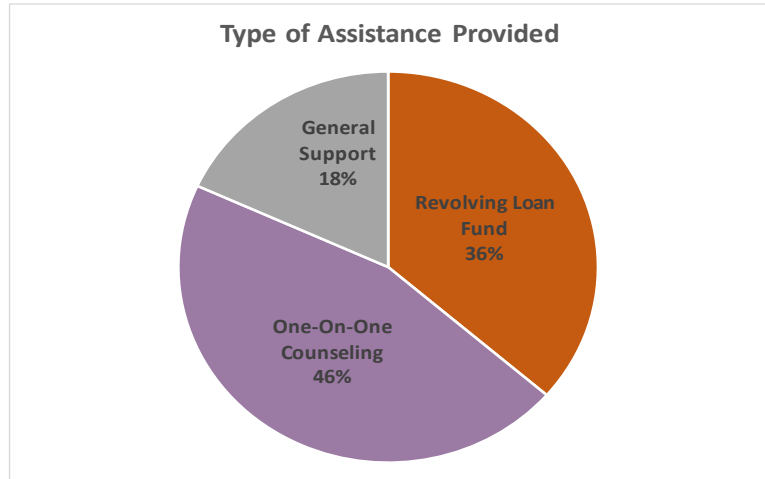


## BUSINESS ASSISTANCE & DEVELOPMENT

### Small Business Assistance

August 2013-December 2013

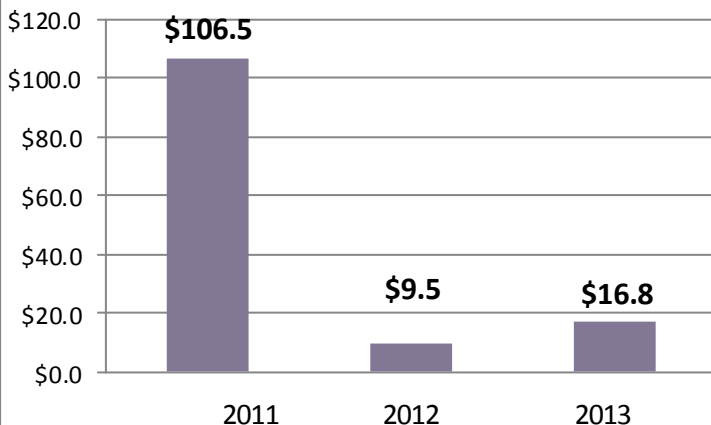
From August 2013 to December 2013, MCEDC was able to help businesses throughout Montgomery County. During that time frame, a total of eleven businesses were provided assistance. Of those assisted, eight were existing businesses and three were start-up businesses. Assistant provided included general support, information on the Montgomery County Revolving Loan Fund, and one-on-one business counseling.



### Revolving Loan Fund

Several businesses contacted the MCEDC this year regarding the Montgomery County Revolving Loan Fund (RLF). However, there were not any new applications granted. The Revolving Loan Fund Program is undergoing an extensive review by the RLF Board and County Board. The outstanding participation is approximately \$72,000. The RLF benefits new and existing businesses that operate within Montgomery County limits. An original investment of \$250,000 by the Montgomery County Board from the General Revenue Fund (allocation of money generated from the sale of coal rights) was used to start the fund. The available balance is determined based on outstanding participation agreements.

### **Enterprise Zone Investment from 2011-2013** (In millions)



### Enterprise Zone

For the State Fiscal Year the County Enterprise Zone investments equaled \$16,813,500 along with 370 jobs retained. Also, about 18 jobs will be created within two years of the completion of these projects. To the left, is a chart comparing the total investments over the past three years.



## BUSINESS RETENTION

### Introduction

Montgomery County EDGE, Enhancing Development through Growing Enterprises, is the business retention and expansion (BR&E) program for the Montgomery County Economic Development Corporation (MCEDC). Instituted in 2008, the program is designed to support existing business development and expansion throughout Montgomery County. Business retention programs are a vital component of any economic development strategy.

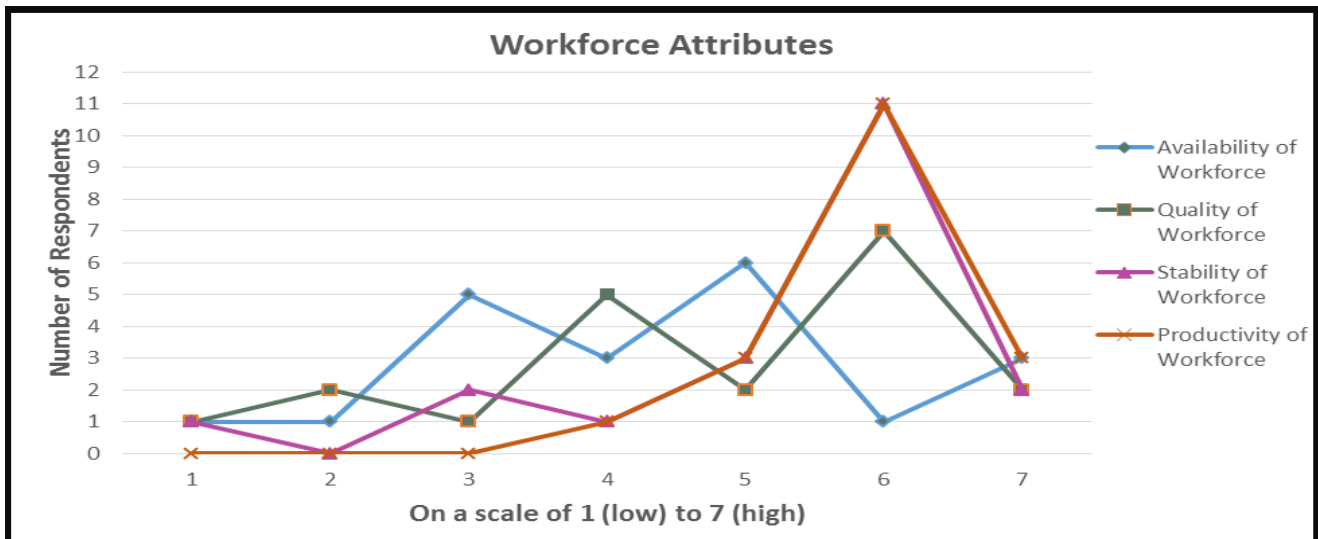
#### Objectives of EDGE

- ◆ Bring MCEDC in closer working relationships with the employers of the county
- ◆ Demonstrate to the employers that they are valued through the visitation process and associated follow up actions
- ◆ Provide data and analysis to direct priorities across MCEDC programming
- ◆ Result in long-term improvement of economic conditions in the area
- ◆ Deliver value to member communities and businesses by retaining businesses and providing clearer opportunities for business development

Through a partnership with Ameren Economic Development, the MCEDC utilizes the Synchronist Business Information System® software-driven survey tool to manage EDGE. Synchronist® provides resources for documenting existing businesses, scheduling business visits, data storage and analysis, and managing follow-up assistance. By using Synchronist®, the MCEDC is able to capitalize on data analysis capabilities to inform decision making for prioritizing resources to meet local economic development needs.

### 2013 at a Glance

Statistics are based on surveys collected through business visits with a total of 20 businesses in Montgomery County excluding the City of Litchfield<sup>2</sup>. Industries represented include finance, insurance and real estate, healthcare and pharmaceutical, industrial goods, retail, transportation, communications, government, and advanced manufacturing. Below is how the businesses rated workforce attributes. Employers ranked local workforce attributes on a scale of 1 (low) to 7 (high). Please see the Existing Industry Report for more information.



## Year In Review

**Legislative Breakfast**— This past May, MCEDC partnered with the City of Litchfield Offices of Economic Development and Tourism, and Macoupin Economic Development Partners to host the Annual Legislative Breakfast. This was the first year for the regional partnership by the organizations for the breakfast. There were over 100 attendees at the event. The attendees included Congressman Rodney Davis, Senator Andy Manar, and Representative Wayne Rosenthal as well as six mayors, county board members, and city officials from both Macoupin and Montgomery County.

**Eagle Zinc Site:** MCEDC has written a letter of support to the United States Environmental Protection Agency (USEPA) to clean up the site. We have been working diligently with the City of Hillsboro Long Term Planning Commission to send the USEPA a packet of letters from a variety of community leaders, businesses, and community groups to urge the clean-up of the site.

**Weatherization Program:** This past year MCEDC partnered with Lincoln Land Community College-Litchfield and the City of Litchfield Economic Development Office to obtain a grant from the Illinois Department of Commerce and Economic Opportunity to provide a training program for the unemployed and underemployed. This program certifies students in the ability to conduct a home energy audit, 10-Hour OSHA certification, and business/life skills. There have been three classes offered. After the first two classes, there were sixteen students who completed the course requirements. Of those first two classes, 100% of the students who completed all the requirements for the class, including the final BPI oral and hands on exam, passed and became certified. As of the printing of this report, a third class was being held with twelve students enrolled in it. A fourth class will be held, as well.

**Growing Our Group:** Over the last year, MCEDC has welcomed seven new members. We believe this a wonderful accomplishment and hope to continue growing our organization. We are very excited to welcome the new members to our organization!

**Letters of Support:** We have provided two letters of support over the past year. A letter was written for the Litchfield Museum & Route 66 Welcome Center Association to obtain grant funding for interior furnishings and equipment. A letter was also written for the City of Nokomis to obtain a new water tower.

**Montgomery County Planning Commission** – MCEDC is an ex-officio member of the Montgomery County Planning Commission. We provide insight to the Commission about the various items happening in and around economic development. This past year, the Commission reviewed the goals of the plan and we were able to provide expertise on the items related to economic development.

**Economic Development Summit-Bridging Illinois:** MCEDC attended an Economic Development Summit in Champaign. This gave us some ideas on improving economic development in Montgomery County and a great chance to network with other economic developers.

**International Economic Development Council BASIC Class:** The MCEDC Executive Director attended a four day training class in Naperville, Illinois to learn about the various aspects of economic development. The class covered site selection, workforce development, and business development. This was also a great opportunity for networking with other economic development professionals.

**Illinois Rural Affairs Conference:** MCEDC had the opportunity to attend the Illinois Rural Affairs Conference in Peoria. This opportunity was made possible by the generosity of Ameren Illinois. We had the opportunity to learn more about economic development in rural areas and network with other economic development professionals.

**WSMI Radio Show** –MCEDC goes on the Wednesday morning radio show on a quarterly basis with Tobin Ott. This year we discussed a variety of topics. One show focused solely on what the purpose and mission of the MCEDC.

# Montgomery County Economic Development Corporation

## FY13 End-of-Year Financial Report – Dec. 31, 2013

MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION						
2013 OPERATING BUDGET						
as of	12/31/2013					
		BUDGET	RECEIVED	DIFFERENCE	% OF INCOME	RECEIVED
<b>INCOME</b>						
<b>BUSINESS RETENTION &amp; EXPANSION</b>						
	BUSINESS AND INDUSTRY	\$12,500.00	\$12,800.00	-\$300.00	13.79%	102.40%
	ASSOCIATE MEMBERSHIP	\$2,050.00	\$1,950.00	\$100.00	2.26%	95.12%
	SPECIAL EVENTS (Quality of Labor)	\$0.00	\$0.00	\$0.00	0.00%	0.00%
	REVOLVING LOAN FUND	\$1,000.00	\$0.00	\$1,000.00	1.10%	0.00%
	GRANTS (or grant administration)	\$0.00	\$0.00	\$0.00	0.00%	0.00%
	<b>Total</b>		<b>\$15,550.00</b>			
<b>COMMUNITY ASSISTANCE</b>						
	MUNICIPAL	\$22,027.50	\$21,717.50	\$310.00	24.29%	98.59%
	SPECIAL EVENTS (Montgomery County Summit)	\$0.00	\$0.00	\$0.00	0.00%	0.00%
	ADVERTISING (tourism brochure)	\$0.00	\$0.00	\$0.00	0.00%	0.00%
	GRANTS (or grant administration)	\$0.00	\$0.00	\$0.00	0.00%	0.00%
	<b>Total</b>		<b>\$22,027.50</b>			
<b>RELATIONSHIPS/GENERAL OPERATIONS</b>						
	CARRY OVER	\$19,698.02	\$19,698.02	\$0.00	21.72%	0.00%
	COUNTY	\$30,000.00	\$30,000.00	\$0.00	33.09%	100.00%
	INDIVIDUAL MEMBERSHIP	\$1,250.00	\$900.00	\$350.00	1.38%	72.00%
	ASSOCIATE MEMBERSHIP	\$150.00	\$200.00	-\$50.00	0.17%	133.33%
	SPECIAL EVENTS (fundraisers)	\$1,000.00	\$0.00	\$1,000.00	1.10%	0.00%
	DONATIONS	\$1,000.00	\$15.00	\$985.00	1.10%	1.50%
	ADVERTISING (website)	\$0.00	\$0.00	\$0.00	0.00%	0.00%
	GRANTS	\$0.00	\$0.00	\$0.00	0.00%	0.00%
	<b>Total</b>		<b>\$53,098.02</b>			
	<b>Total Income</b>		<b>\$90,675.52</b>	<b>\$87,280.52</b>	<b>100.00%</b>	<b>96.26%</b>
<b>EXPENSE</b>						
<b>BUSINESS RETENTION &amp; EXPANSION</b>						
<i>STAFF / PROGRAM DELIVERY: EDGE, Infrastructure, Workforce, Business Development, Networking, RLF, CIEDA &amp; LOIS</i>						
70%	EXECUTIVE DIRECTOR CONTRACT*	\$23,450.00	\$20,343.14	\$3,106.86	40.43%	86.75%
	EXECUTIVE DIRECTOR EXPENSE	\$800.00	\$653.33	\$146.67	1.38%	81.67%
	EDGE CONTRACTOR	\$7,000.00	\$5,600.00	\$1,400.00	12.07%	80.00%
	EDGE CONTRACTOR EXPENSE	\$400.00	\$169.63	\$230.37	0.69%	42.41%
<i>ECONOMIC / COMMUNITY DEVELOPMENT COMMITTEE</i>						
	PROFESSIONAL DEVELOPMENT	\$500.00	\$123.75	\$376.25	0.86%	24.75%
	SUMMIT (networking event)	\$850.00	\$0.00	\$850.00	1.47%	0.00%
	<b>Total</b>		<b>\$33,000.00</b>			
<b>COMMUNITY ASSISTANCE</b>						
<i>STAFF / PROGRAM DELIVERY: Grants, Planning &amp; Policy</i>						
8%	EXECUTIVE DIRECTOR CONTRACT*	\$2,680.00	\$2,329.92	\$350.08	4.62%	86.94%
	EXECUTIVE DIRECTOR EXPENSE	\$500.00	\$191.81	\$308.19	0.86%	38.36%
	GRANT WRITER CONTRACT**	\$5,000.00	\$2,014.46	\$2,985.54	8.62%	40.29%
	GRANT WRITER EXPENSE	\$600.00	\$598.06	\$1.94	1.03%	99.68%
	<i>MEMBERSHIP / COMMUNICATIONS COMMITTEE</i>					
	<b>Total</b>		<b>\$8,780.00</b>			
<b>RELATIONSHIPS/GENERAL OPERATIONS</b>						
<i>STAFF / PROGRAM DELIVERY: External Comm., Internal Comm., Mailings, Book Keeping, Meeting Preparation &amp; Website</i>						
22%	EXECUTIVE DIRECTOR CONTRACT*	\$7,370.00	\$6,393.62	\$976.38	12.71%	86.75%
	EXECUTIVE DIRECTOR EXPENSE	\$1,300.00	\$762.26	\$537.74	2.24%	58.64%
<i>STAFF / BOARD OF DIRECTORS</i>						
	MEETING (annual meeting of members)	\$1,500.00	\$1,294.60	\$205.40	2.59%	86.31%
	MEMBERSHIP DUES / SUBSCRIPTIONS	\$350.00	\$309.00	\$41.00	0.60%	88.29%
	MCEDC CELL PHONE	\$700.00	\$585.41	\$114.59	1.21%	83.63%
	GENERAL OPERATING EXPENSE	\$1,500.00	\$2,215.40	-\$715.40	2.59%	147.69%
<i>MEMBERSHIP / COMMUNICATIONS COMMITTEE</i>						
	COMMUNICATIONS / MARKETING	\$1,000.00	\$522.34	\$477.66	1.72%	52.23%
	(web page & phone book listing)					
	SPECIAL EVENTS (fundraisers)	\$0.00	\$0.00	\$0.00	0.00%	0.00%
	*ADVERTISING FOR EXECUTIVE DIRECTOR	\$500.00	\$269.10	\$230.90	0.86%	53.82%
	*EXECUTIVE DIRECTOR TRAINING	\$1,000.00	\$1,119.07	-\$119.07	1.72%	111.91%
	**PRINTER - LAPTOP	\$1,000.00	\$1,125.00	-\$125.00	1.72%	112.50%
	<b>Total</b>		<b>\$16,220.00</b>			
	<b>Total Expense</b>		<b>\$58,000.00</b>	<b>\$46,619.90</b>	<b>100.00%</b>	<b>80.38%</b>
	<b>Balance</b>		<b>\$32,675.52</b>	<b>\$40,660.62</b>		

\*\$500 and \$1,000 taken from ED Contract for Advertising and Training for New Executive Director  
 \*\* \$1,000 taken from Grant Writer Contract for Printer & Laptop



THANK YOU FOR SUPPORTING THE MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION.



**Montgomery  
County  
Economic  
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**Montgomery County Economic  
Development Corporation**

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