

# DESIGNATION OF ENTERPRISE ZONE PROPOSAL



# MORAN

## ECONOMIC DEVELOPMENT



# Moran Economic Development

## Designation of Enterprise Zone Proposal

Table of Contents	
Summary of Services.....	2
Our Firm.....	4
Selected Project Experience.....	6
TIF Projects: Detailed Description.....	13
Project Staff.....	21
References.....	25
Agreement for Professional Services.....	27





## **Summary of Services**

Moran Economic Development specializes in providing strategic guidance in all areas of economic development. We assist our public and private sector clients in formulating new strategies for succeeding in today's challenging economic and business climate. Our breadth of in-house expertise stems from a background in financing, government, marketing and real estate development. From establishing a Tax Increment Financing District in a small rural community to assisting a large corporation negotiate State incentives, Moran Economic Development has the experience and relationships to make development projects successful.

In addition to providing both practical and innovative solutions, Moran Economic Development brings the fundamental values of excellence, commitment, integrity and customer service to our clients, helping position them for success in the competitive world of economic development. Our approach to consulting is different from many other firms – We focus not only on helping our clients achieve their objectives, but also on establishing enduring client relationships. Long after a project ends, Moran Economic Development will continue to lend support and guidance until recommendations become reality.



**Moran Economic Development provides a full range of economic development consulting services, including:**

**Economic Development Assistance (Public Sector)**

Tax Increment Financing (TIF)  
Feasibility Studies  
Capital Improvements Programs  
Commercial Area Revitalization  
Community Development Assistance  
Economic Development Strategies  
Business Recruitment Strategies  
Comprehensive Planning

Business District Development  
Revenue Projection Studies  
Municipal Annexation Studies  
Economic Impact Studies  
Business/Industrial Parks  
Grant Applications  
Industry Targeting  
Enterprise Zone Assistance

**Real Estate Development (Private Sector)**

Incentive Assistance  
Revenue Projection Studies  
Economic Assessment  
Tax Reduction Plans  
Land Use Development

Market and Feasibility Analysis  
Population/Labor Force Analysis  
Site-Selection Analysis  
Tax Abatement Plans  
Zoning/Development Assistance

## Our Firm

Moran Economic Development has established and administered tax increment financing (TIF) districts, comprehensive plans and economic development programs in many communities throughout the State of Illinois. We are proud of our success stories we've helped create for our clients.

Why should you select Moran Economic Development as your economic development consultant? We offer our clients the best value and service through our commitment to the following:

**Honesty and Integrity:** We are honest, hard-working folks who tell the truth about the process.

**Dedicated Customer Service:** This is our hallmark. We take phone calls even after business hours to help answer questions. We understand that as community leaders, your jobs extend into the evening, and our job is to be there when you need us. There's no question that's too simple or complex to address when our clients need answers.

**Proven Experience:** We have worked with communities as small as 300 people to cities with more than 30,000 residents.

**Outstanding References:** Every client we have ever worked with is our reference. Refer to our project experience page for more information about the communities we have served.

**Values:** We are from Southern Illinois and care about what happens here. What is good for Southern Illinois is good for us both personally and professionally. We understand Southern Illinois and the economic development challenges our clients face.

**Affordability:** We work hourly, by retainer or a set fee. We can establish a variety of payment structures to suit your needs.

**Intelligence:** Having worked hundreds of projects in every industry sector, we've figured out a few things along the way. From understanding the School State Aid Formula to complex annexation, zoning and land use issues, we're confident in our knowledge and ability to do our jobs exceedingly well.

**Fun:** We understand that planning and economic development is serious business, and when it comes down to it, we are serious about this business. However, we love what we do, and it shows.

For a list of recent projects, please refer to our Project Experience page.



## Administration of Tax Increment Financing Areas

Moran Economic Development provides tax increment financing consulting services to many communities after a tax increment financing area has been established. We strive to build relationships within the communities we serve - relationships that allow the community to maximize the potential of development areas by effectively administering and utilizing the Illinois TIF program.

- *Creation of Marketing Packets* – Moran Economic Development will consolidate any existing community data and mapping and produce new, relevant information into a succinct marketing packet which could be used by the community to generate development interest in TIF properties.
- *Annual Reporting* – Moran Economic Development will assist the community in submitting its annual Tax Increment Financing Report to the State of Illinois.
- *Negotiations with Developers* – Moran Economic Development will conduct negotiations with interested developers over tax increment financing assistance, as well as review existing redevelopment proposals.
- *Business Recruitment* – Because Moran Economic Development works with developers and businesses, we will market your area to prospective or existing businesses that are considering location or expansion in your area. We will assist and prepare site search proposals for national and statewide site consultants interested in your community.
- *Redevelopment Agreements* – Moran Economic Development will create redevelopment agreements for development projects and assist the community in creating such agreements in the framework of the Illinois TIF Act.
- *Financial Feasibility Analysis* – Moran Economic Development will create revenue generation charts to determine how much financial benefit would accrue from a new development or redevelopment project.
- *Continuing Education* – Moran Economic Development believes that in order for communities to successfully redevelop their project areas, it is important to understand how best to utilize TIF dollars. Moran Economic Development provides ongoing technical support and education to communities that need help in the daily administration of tax increment financing. This is usually done as a courtesy.





## Selected Project Experience

### Tax Increment Financing & Business District Plans

**Hillsboro, Illinois**     *Hillsboro Downtown Redevelopment Area:* Redevelopment plan and program designed to assist with business retention and recruitment, along with the rehabilitation of some of the aging commercial portions of the City.

**Highland, Illinois**     *Northside Conservation Redevelopment Area:* Redevelopment plan and program designed to support the construction of a new Regional Medical Center. Revenues were used to assist St. Joseph's Hospital in new street construction, signals and numerous utility upgrades in the northern region of the community. The program will also assist in business retention and attraction along with stormwater improvements in the southern portion of the redevelopment area.

**Jerseyville, Illinois**     *Jerseyville TIF Redevelopment Plan;* Tax Increment Financing plan and program designed to rehabilitate the older industrial and commercial areas of the City. The program is intended to promote business retention as well as the recruitment of new business to remediate some of the commercial vacancies throughout the City.

**Godfrey, Illinois**     *Godfrey Interstate 255 Redevelopment Plan:* Redevelopment plan and program designed to support the new interstate development of the newly extended Interstate 255. Extensive infrastructure improvements are needed to support new retail and potential industrial development in the growing community of Godfrey, Illinois.

*Godfrey Business District:* Redevelopment plan designed to fund massive utility improvements throughout the project area. Also designed to stimulate new retail and retain existing retail development within the community.

**Tilton, Illinois**     *Amendment to Tilton TIF Redevelopment Plan:* Extended the life of the Tilton Tax Increment Financing Area an additional 12 years. The Area will now exist for 35 years. The Village also amended their Redevelopment Plan and incorporated new goals and objectives for the project area which includes major street upgrades and development of new interstate commercial development.

**St. Libory, Illinois**     *St. Libory Tax Increment Financing Area:* Established the Village's first redevelopment program designed to retain the Wenneman's Meat Market which had previously been destroyed by fire. The company had considered alternate communities in which to rebuild. The TIF program assisted in retaining this valuable employer to this rural community.

**Christopher, Illinois**     *Christopher TIF Redevelopment Plan:* Redevelopment plan and program designed to rehabilitate the downtown commercial portion of the City, as well as remediate some of the infrastructure issues throughout the City.

**New Baden, Illinois**     *Interstate 64 Redevelopment Area:* Redevelopment plan and program designed to attract new interstate development to the Village and assist in upgrading a variety of streets and other public infrastructure in the Village.

**Louisville, Illinois**     *Louisville Redevelopment Plan;* Tax increment financing redevelopment plan and project designed to stimulate new commercial/retail development in the Village, as well as rehabilitation for the aging Village square. The program included the recruitment of a new Dollar General Store.

**Shiloh, Illinois**     *Tax Increment Financing Area B:* Amendment to existing TIF Area to include downtown with plan to bring new businesses and commerce to the older portions of Shiloh.



**Cahokia, Illinois** *Parks College Redevelopment Area*; Redevelopment plan for the former St. Louis University Parks Air College Campus.

**Herrin, Illinois** *Tiger TIF District*; redevelopment program which includes property in the City's older residential/commercial core, as well as industrial and commercial sites along Illinois Route 13 and Illinois Route 148. Included historic preservation and business retention.

**Maroa, Illinois** *Tax Increment Financing Area #1*; Redevelopment plan and program which will assist in the development of vacant industrial ground along U.S. Route 51 in central Illinois. Also assisted in the annexation of more than 100 acres of industrial and commercial ground vital to the future of the City tax base.

**West Frankfort, Illinois** *Tax Increment Financing Area #2*; Tax Increment Financing plan and program for the redevelopment of downtown West Frankfort. This includes a program to upgrade utilities and implement a streetscape program. It also includes a program to assist the City in retaining and recruiting new businesses in a high unemployment County.

**Barry, Illinois** *Tax Increment Financing Area 1*; Plan for the redevelopment of historic downtown Barry and the City Industrial Park.

**Edwardsville, Illinois** *North Main Street Redevelopment Area*; Tax Increment Financing plan and program for the redevelopment of an older, mixed-use portion of the community adjacent to both the county/municipal government complex, and the downtown area. This includes a Housing Impact Study which was necessary due to residential components within TIF redevelopment area.

**South Roxana, Illinois** *Tax Increment Financing Area 2*; a tax increment financing project to help spur industrial development on 220 acres of vacant property along Illinois Route 111 which has not developed without assistance.

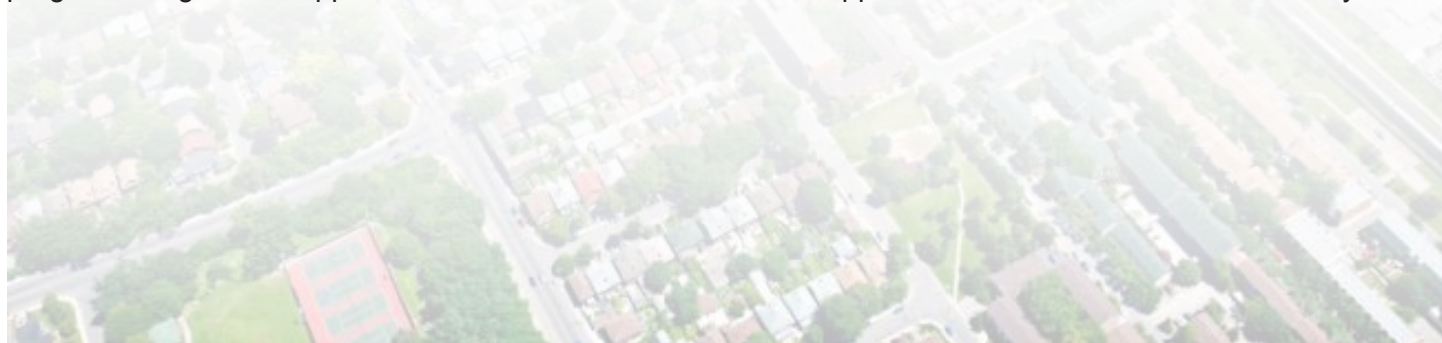
**Grayville, Illinois** *Tax Increment Financing Area 1*; redevelopment plan for former Grayville Prison site; 100 acres for creation of future industrial park which is adjacent to Interstate 64 in southeastern Illinois.

**Carmi, Illinois** *Tax Increment Financing Area 1*; mixed use redevelopment plan of aging industrial park development and portions of downtown; redevelopment plan will assist existing businesses with infrastructure upgrades and assist in the recruitment of new development.

**Mt. Vernon, Illinois** *Tax Increment Financing Area 1*; plan for the redevelopment of the City of Mt. Vernon's Downtown; redevelopment of an older, mixed-use portion of the community adjacent to both the county/municipal government complex, and the downtown area. This is being done in conjunction with their Downtown Redevelopment Commission and Comprehensive Plan.

*Homestead Tax Increment Financing Area*; redevelopment of 72 acre site for senior housing & mixed use commercial/recreational facilities.

**Colchester, Illinois** *Colchester Tax Increment Financing Area*: Established the City's first redevelopment program designed to support the downtown rehabilitation and support of new retail within the community.







## **Municipal Economic Development Assistance**

**Hartford, Illinois** Economic development consultant to the community, including consulting in regards to comprehensive planning and specific development and redevelopment projects, and those projects related to tax increment financing.

**Vienna, Illinois** Assistance with administration of Tax Increment Financing area including development agreements, assistance with the County and financial projections.

**Cahokia, Illinois** Economic development consultant to the Village, including consulting on tax increment financing (TIF) issues and TIF related projects, and negotiations with private-side developers interested in building projects within the Village.

**Swansea, Illinois** Economic development consultant to the community, including consulting in regards to specific development and redevelopment projects, and those projects related to tax increment financing and the use of the Village Business District plan.

**Tri City Regional Port** Economic development consultant to the Port District. Assisted in numerous grant applications and conducted a Distressed Area Study.

**Vienna, Illinois** Assist in the administration and planning of all Tax Increment Financing activities. Including adopting new policies and procedures for TIF assistance, creation of applications, revenue projections, recommendations for TIF Funding and Development Agreements.

**Macon, Illinois** Economic development consultant to the City, including consulting on tax increment financing (TIF) issues and TIF related projects, and negotiations with private-side developers interested in building projects within the City.

**Zeigler, Illinois** Economic development consultant to the City, including consulting on tax increment financing (TIF) issues and TIF related projects, and negotiations with private-side developers interested in building projects within the City.



### **Incentive Assistance**

**Gateway Regional** *Granite City, Illinois* – Facilitation of Utility Tax Exemption through the Illinois Enterprise Zone program for one of the largest health-care providers and employers in Madison County. These exemptions resulted in an estimated annual savings of \$250,000.

**Abengoa Bioenergy** *Madison, Illinois* – Assistance in securing millions of tax increment financing dollars for \$250M Ethanol Facility. Assisted in identifying all TIF Eligible costs as well as projected TIF revenues.

**Frost Electric** *Collinsville, Illinois* - Revenue projection study and successful negotiation of Tax Increment Financing incentives from the City of Collinsville.

**Rural King Supply** Redevelopment of former Value City site and ultimate new location for Rural King Supply; Revenue projection study and successful negotiation of Tax Increment Financing and Business District incentives from the Village of Swansea. Reimbursement used to offset the costs of demolition, mine subsidence and other TIF eligible costs.

**Clayco Development** Economic Development Consultant to nation's 2nd largest construction contractors. Assist the development of multiple sites for future large scale commercial/industrial projects within the Metro-East.

**VeraSun Energy** *Illinois/Indiana/Missouri/Iowa*- Economic development consultant to VeraSun Energy, the nation's second largest Ethanol Producer. We conduct site selection and location analysis as well as incentive negotiations for multiple ethanol plants throughout the Midwest.

**Fabritech, Inc.** *Bethalto, Illinois* - preparation of request for tax abatement, and evaluation of impact on taxing districts, for the relocation of this Aerospace Manufacturing and Maintenance Repair Firm.

**Arizon Companies** *Illinois & Missouri*- Site Selection & Location Analysis for new manufacturing plant. Conducted analysis of potential sites in bi-state region to determine economic impact of locating in various communities.

## Comprehensive Plans

### **SIDEZ Comprehensive Planning**

Moran Economic Development was able to assist several communities in the Southern Illinois Delta Empowerment Zone (SIDEZ) with comprehensive planning. The University of Illinois Extension Service was working with communities to develop comprehensive plans, but due to structural changes and time constraints they were unable to continue working with the communities. The USDA Rural Development branch was able to hold grant funds for SIDEZ, and ultimately Moran Economic Development was hired to complete the comprehensive plans. MED's role began with an assessment for the scope of work that was needed to finish each community's plan. As far as county-wide planning projects, MED was able to complete Comprehensive plans for the following counties:

- Alexander County, Illinois
- Johnson County, Illinois

For both Alexander and Johnson Counties, MED worked closely with the County planning commissions in order to follow their initial visions for their County comprehensive plans. The comprehensive planning process is important because it sets the overall policy context for future growth and development within these counties. The plans addressed growth pressures, future public facilities and service's needs, preservation of community character and natural resources, development design and standards, the fiscal impacts and responsibilities of new development, and other important issues affecting the quality of life within the counties. In addition to Alexander and Johnson Counties, Moran Economic Development was able to assist a number of SIDEZ municipalities in the completion of their comprehensive plans:

- Pulaski, Illinois
- Karnak, Illinois
- Ullin, Illinois
- Mounds, Illinois

Similarly to the county comprehensive plans, MED worked closely with the Boards/Councils of the municipalities in order to ensure that their original vision of their comprehensive plan remained intact throughout the project process. Ultimately, Moran Economic Development was able to provide completed Comprehensive plans for seven communities in the Southern Illinois Delta Empowerment Zone.

### **Montgomery County, Illinois**

Moran Economic Development worked with Montgomery County, Illinois to complete their project of developing a county-wide comprehensive plan. Several of the primary areas of focus for this particular plan included Agriculture, Infrastructure, Land Use, Natural Resources, and Economic Development. Some of the specialized analysis MED was able to provide for the County included: demographic and economic trends, land use, utilities, public infrastructure, housing, transportation, etc. Goals and objectives were formed and used in combination with the analysis to form recommendations for the County. The final document was a multi-faceted comprehensive plan for Montgomery County.

### **Breese, Illinois**

The City of Breese, Illinois, requested assistance with the completion of their comprehensive plan. Moran Economic Development was hired as consultants in order to guide the planning process, as well as provide updated demographic and economic data analysis for the Plan. MED was able to help the City in creating a finished, refined comprehensive plan.





## **Madison County, Illinois**

In addition to comprehensive planning, Moran Economic Development was hired to conduct a Demographic and Economic Analysis for Madison County, Illinois. The purpose of this report was to provide a detailed analysis of Madison County's state of affairs and historic trends. The document utilized Moran Economic Development's access to Claritas demographic and retail data, as well as GIS mapping capabilities. Ultimately, the goal of the process is to incorporate the detailed analysis into the existing comprehensive plan in order to shape the County's strategies for future growth.

## **St. Louis Regional Airport Economic Development Plan**

Through ongoing expansion, development and improvements, what began as a small sod runway and storage facility in 1946, has grown to its current 2,300 acres and is today the 4th largest airport facility in the state of Illinois. Valued in excess of \$60 million, St. Louis Regional Airport is a strong player in the Madison County's economic picture and a focal point of business and recreational activity in the region. With this understanding, the Airport hired Moran Economic Development to further promote and encourage new retail, aeronautical, industrial and office uses to the Airport property in Bethalto, Illinois.

We developed a comprehensive economic development plan that outlined the following:

- a) Moran identified the competitive advantages and disadvantages of the Airport area and provided information and marketed the Airport to prospective or existing businesses that are considering location or expansion. Moran also created site search proposals for national and statewide site consultants interested in the Airport and surrounding community.
- b) Moran assisted in identifying and regularly tracking the progress of key industry sectors or clusters at the Airport. This allowed the airport to organize their economic development activities to understand industry linkages and support industry clusters relating to the type of development the Airport Board and surrounding communities wanted for this area.

Analyzing how economics, land use, and demographics are related is essential to recruiting new users to a community. Understanding how these applications work is helpful in creating goals and objectives for a comprehensive plan. By outlining the economic development activities for the Airport, the Airport is now well suited for business attraction efforts.

## **America's Central Port**

The America's Central Port District needed to conduct a review of existing economic conditions in the area surrounding the Port in Granite City, Illinois. The Port had a need to determine whether or not this subject area would indeed qualify as "distressed." Since the "distressed" designation has implications for economic development projects, loans, and grants, the study was designed to help determine if the area in which the Port is situated qualifies as a distressed area.

The determination of whether a metropolitan area or county subdivision is distressed was made by the examination of four factors:

- Poverty Rate (the percent of the population in poverty)
- Per Capita Income (average income of all individuals within an area)
- Education Level (percent of population 25 years or older with a college degree)
- Unemployment Rate (percent of available workers currently not employed)

These four factors were examined within the Study Area and compared to other related areas; the St. Louis Metropolitan Statistical Area (MSA), the State of Illinois as a whole, and the United States as a whole. If three or more factors were found to be worse within the Study Area than within the related areas, then the Study Area would qualify as distressed. The statistics used to determine the qualifications of the Study included data from the U.S. Census and the U.S. Department of Housing and Urban Development (HUD).

In summary, it was found that the America's Central Port District Study Area contains conditions that qualify it as a distressed area, and that those conditions exist to a significant extent throughout the Area of study. The Area itself stands in contrast to the United States and Illinois as a whole, as well as the surrounding Metropolitan Areas. It is found that all four of the criteria which are used to qualify an Area as distressed are met. This study played a significant role in obtaining an \$8M TIGER grant for construction of the Port's new harbor project slated for construction this year.

### **Mt. Vernon, Illinois Comprehensive Plan**

Keith Moran worked with the City of Mt. Vernon in the creation of a Comprehensive Plan. This is was considered a new Plan for Mt. Vernon since the first Plan was done in 1963 and features extensive community interviews, surveying, public meetings, and consulting with Corporate Authorities to determine the City's private and public needs. The Planning entails all of the above tasks and additionally includes:

- Full socio-economic and demographic data gathering, analysis, and data chart generation; benchmarking to past census counts to demonstrate trending; Jefferson County cross-referencing as regards both base numbers and trends;
- Creation of detailed charts focusing on a specific comparable data trend (a single comparison of data which either compares the City against itself over time, or compares the City of Mt. Vernon to either surrounding communities or Jefferson County for a specific year); written analysis and graphics depicting what this information means vis-à-vis the City's current and future position in the marketplace;
- Creation of goals, objectives, and policies for the City (in conjunction with the City Council), and Future Land Use maps, all used to guide the City and its future development and redevelopment; additional maps used in the creation of a Capital Improvement Plan and a Plan for Public Spaces.
- Land use categorization (by parcel) for the City, mapping, parcel ownership, housing stock and condition, and Equalized Assessed Valuation information.

### **Hamel, Illinois**

The Village of Hamel, Illinois, requested assistance with the completion of their comprehensive plan. Moran Economic Development was hired as consultants in order to review and guide the planning process, create various land usage maps, as well as integrate new and existing demographic and economic data. MED was able to help lead the Village in creating a final product which matched their needs for a Comprehensive Plan.

### **South Roxana, Illinois & Hartford, Illinois**

The Villages of South Roxana and Hartford have contracted MED to create a brand new Comprehensive Plans and Supplemental Storm Water Management Plans. These will be the first Comprehensive Plans either Village has had and will serve as guides for future development and decision making. Unique challenges and opportunities exist in both communities and MED is in the process of completing customized, in depth Comprehensive Plans for each, taking into account the strength, weaknesses, opportunities, and threats that each Village possesses.

### **Bethalto, Illinois**

The Village of Bethalto, a town of approximately 10,000 residents, is one of Moran Economic Developments most recent Comprehensive Planning clients. The project is a complete overhaul of the existing plan, providing the Village with an updated Comprehensive Land Use Plan. The original document will be used for reference, but ultimately, every portion of the updated plan is started as new with particular focus on storm water and flooding mitigation plans. The Plan identifies a vision, key trends and issues, goal and objectives for the future of the Village, followed by implementation strategies. Throughout the process, numerous public input is collected through stakeholder interviews, survey responses, and public meetings and workshops.





## TIF Projects: Detailed Description



### City of Edwardsville, Illinois

**Address:** 118 Hillsboro Ave.  
Edwardsville, Illinois 62025

**Phone:** 618-692-7530

**Contact:** Mayor Gary Niebur  
618-692-7530

**Projects:** North Main St. Tax  
Increment Financing  
Redevelopment Area #4

**Synopsis:** Moran Economic Development assisted the City of Edwardsville in establishing the Eligibility and TIF Plan for Edwardsville's North Main St. TIF Redevelopment Area #4. This plan will allow the City to expand its streetscape and beautification program into the northern portions of Downtown Edwardsville. Moran Economic Development will also assist the City in developing a Façade Improvement Program to assist in redevelopment of older residential and commercial properties currently located along Main St.





## Village of Hartford, Illinois

**Address:** 140 W. Hawthorne  
Hartford, Illinois 62048

**Phone:** 618-251-2681

**Contact:** Deanna Barnes,  
Administrative  
Assistant and  
Projects Manager  
618-251-2681 Ext. 15

**Project:** Route 111 Tax  
Increment Financing  
Redevelopment Area

**Synopsis:** Moran Economic Development assisted the Village of Hartford in the creation of the Route 111 TIF Area. The Area includes 520 acres of vacant property abutting Illinois Route 111, north of Interstate 255. Industrial uses are envisioned for the property. Since the creation of the TIF Area, Moran Economic Development has created marketing packets to help the Village attract new businesses, and these packets are currently being used in the Village's marketing efforts. Moran Economic Development and the Village of Hartford are currently negotiating with a developer on a Redevelopment Agreement for an industrial project which would encompass a majority of 520 acres within the Area.

Moran Economic Development continues to work with the Village of Hartford on TIF and various planning projects including the redevelopment of the former Chemetco property a heavy industrial property abandoned by the former owners.





## City of West Frankfort, Illinois

**Address:** 110 North Jefferson  
West Frankfort, IL, 62896

**Phone:** 618-937-3711 or  
618-932-3262

**Contact:** Mayor Marion Presley  
Cathy Dinn, Comptroller  
618-937-3711  
or 618-932-3262

**Project:** Downtown Redevelopment  
TIF Area (West Frankfort TIF #2)

**Synopsis:** Moran Economic Development assisted the City of West Frankfort in creating the Eligibility Study and Tax Increment Financing plan for the Downtown Redevelopment TIF Area. This plan will assist in rehabilitating numerous downtown business buildings and help bring new industry into the City.



Moran Economic Development assisted the City of Mt. Vernon in the creation of the Downtown TIF Redevelopment Area. This plan is designed to assist in the redevelopment of the heart of the City of West Frankfort; its downtown. This project will assist the City in redeveloping the older portions of its commercial district and assist in the overall look of downtown. The plan also identifies other potential development areas which will assist the City in recruiting new industry to the area. Lastly, the redevelopment plan aims to help the City upgrade important infrastructure in and around the Interstate 57 area. This will further help the City capture more retail opportunities.

## Village of Shiloh, Illinois

**Address:** 1 Park Dr.  
Shiloh, Illinois 62269

**Phone:** 618-632-1022

**Contact:** Mayor Jim Vernier  
618-632-1022

**Project:** Shiloh TIF "C"  
Wingate Special  
Business District

**Synopsis:** Moran Economic Development assisted the Village of Shiloh in the creation of the Wingate TIF Redevelopment Area and the Wingate Special Business District. This mixed use plan for redevelopment will be utilized to support a large residential and commercial development abutting Green Mount Road encompassing approximately 175 acres. Tax Increment Financing dollars will also be used to assist the Mascoutah School District in constructing a new elementary school within the Redevelopment Area.







## City of Jerseyville, Illinois

**Address:** 115 East Prairie Street  
Jerseyville, IL 62052

**Phone:** 618-498-3312

**Contact:** Jeff Soer  
618- 498-3312

**Project:** Jerseyville TIF  
Redevelopment Plan  
and Project

**Synopsis:** Moran Economic Development assisted the City of Jerseyville with the creation of their first Tax Increment Financing District. The TIF program was designed to help rehabilitate some of the older industrial and commercial portions of the City, as well as to promote business retention and recruitment. The TIF District encompassed a variety of land uses throughout the City, primarily through the main commercial and industrial sectors. The downtown portion of the City was specifically included to help remediate some of the vacancies in the aging area. Other goals of the program included general utility and infrastructure repairs and upgrades.



## City of Carmi, Illinois

**Address:** 224 E. Main St.  
Carmi, Illinois 62821

**Phone:** 618-382-2700

**Contact:** Sandra Irvine – White County  
Economic Development  
City of Carmi  
618-382-2700

**Project:** Carmi Tax Increment  
Financing Area #1

**Synopsis:** Moran Economic Development established the City of Carmi in establishing the community's first TIF Redevelopment Area. The goal of the TIF Plan will be to spur commercial and industrial development on approximately 110 acres on the City's west side. Additional goals include upgrades and extensions of public infrastructure necessary for new development.

Moran Economic Development also continues to assist the City in recruiting businesses to the area, provides expertise on annexation/zoning issues and conducts ongoing education of City officials to ensure a successful TIF area.





## City of Grayville, Illinois

**Address:** 122 S. Court St.  
Grayville, Illinois 62844

**Phone:** 618-375-3671

**Contact:** Jo Ellen Seil  
618-375-3671

**Project:** Grayville Tax Increment  
Financing Area #1

**Synopsis:** Moran Economic Development assisted the City in establishing the community's first TIF Redevelopment Area. The goal of the TIF Plan will be to spur industrial development on approximately 75 acres of vacant ground of the former Grayville Prison and a city-owned Industrial Park site north of Interstate 64. Additionally, the City of Grayville will utilize Tax Increment Financing for redevelopment of commercial areas within downtown Grayville.

Moran Economic Development also assists in recruiting businesses to the area, provides expertise on annexation/zoning issues and conducts ongoing education of City officials to ensure a successful TIF area.





## Tri City Regional Port District

**Address:** 1635 1st Street  
Granite City, IL 62040

**Phone:** 618-877-8444

**Contact:** Dennis Wilmsmeyer  
Tri City Regional Port District  
618-877-8444

**Project:** Distressed Area Study

**Synopsis:** Moran Economic Development worked with the Port District to produce a Community Profile and Distressed Area Community Profile. The profile featured an analysis and study that described the various components of the River's Edge community which included a composite picture of the community and included:

- A statistical snapshot of the demographic and economic characteristics of the region.
- A history of the region from an economic and demographic standpoint.
- Comparative analysis of economic and demographic characteristics between communities in the region.

The Profile and Study included demographic features and projections, economic and industry drivers and trends, socio-economic advantage or disadvantage data and social and community needs and access to services. This data of the area surrounding the Tri-City Port ultimately led to the final Distressed Area Study and findings.





## **Moran Economic Development Project Staff**

### **Keith Moran President**

Keith formed Moran Economic Development in June 2009. Prior to the creation of Moran Economic Development, he served as the majority owner of Development & Municipal Initiatives (DMi) an economic development and planning firm. Keith also is a former Account Manager for the Illinois Department of Commerce and Economic Opportunity. Keith managed negotiated and facilitated economic development and redevelopment projects throughout the State of Illinois. He participated in and conducted negotiations with real estate interests regarding State assistance in hundreds of development projects. He analyzed market feasibility, public and private financing options, project revenues and expenses, project cost, related public improvements and other variables associated with public/private development projects. He also prepared written proposals for presentation to developers, businesses, community groups, and elected officials. Finally, Keith served as a central point of contact for businesses, developers and contractors regarding site identification, development review processes and financial assistance programs.

In the areas of marketing and networking, Keith understands the business climate of Illinois having worked as a state economic development representative and former political advisor. He has a working relationship with many of the key political figures throughout the State and an understanding of how development opportunities get funded at both the state and federal levels. His work with many different economic development groups and communities has enabled him to learn what works in terms of marketing and developing a building and site location or community. Keith has played a major role in many of the new jobs created in Illinois over the last few years and the retention of businesses that threatened to close or move from our State.



### **Accomplishments:**

Illinois Tax Increment Association Board of Directors Member (ITIA)  
Local Government Advisory Board Member- Illinois Comptroller  
Illinois Enterprise Zone Association Member  
Illinois Development Council Member  
Illinois Business Journal Rising Star in Business- 2007  
Basic Economic Development Graduate  
Edwardsville Township Trustee  
Finance Chairman, Library Board of Trustees Edwardsville, Illinois  
Certified Mediator / Certified Facilitator  
Distinguished Service Award Madison County Probation 2000

### **Recent Speaking Engagements:**

- March 2007: "The Use of Tax Increment Financing for Redevelopment" Rural Financing Workshop; Decatur, Illinois
- September 2008: "Winning Community Support for Your TIF Project." Illinois Tax Increment Association (ITIA) Fall Conference; Chicago, Illinois
- February 2009: "Business District Development Act" Southern Illinois Mayor's Association; Mt. Vernon, Illinois
- May 2009: "Identifying Funding Sources in a Challenged Economy" Illinois Tax Increment Association (ITIA) Spring Conference; Fairview Heights, Illinois
- October 2009: "Using Special Economic Development Financing Tools" Southern Illinois University Edwardsville – Principles & Practices of Community Economic Development
- August 2010: "Tax Increment Financing 101"- Illinois Tax Increment Association

### **Education:**

- Bachelor of Science, Criminal Justice, Illinois State University
- Master of Public Administration, Southern Illinois University Edwardsville





### **Jared Kanallakan**

Jared is an Associate Planner at Moran Economic Development. Before joining the Moran Economic Development, Jared studied Urban and Regional Planning at the University of Illinois at Champaign-Urbana, where he earned a Bachelor of Arts degree. Before graduating from UIUC, Jared served as an intern with Development and Municipal Initiatives under then-president Keith Moran. Upon completing his education he joined Moran Economic Development full-time as an Associate.

As his degree suggests, Jared's educational background is in Planning. This background provides insight when putting together various plans for the communities Moran Economic Development works with, whether they are Economic Development Plans, Comprehensive Plans, TIF Plans, Business District Plans, etc. Additionally, through the planning program he acquired expertise in GIS mapping, which is a major role of his at Moran Economic Development. Using ArcGIS, much of his work involves handling visual information and creating maps for the firm.

#### **Education:**

- Bachelor of Arts, Urban and Regional Planning, University of Illinois at Champaign-Urbana
- Regional Economic Development Workshop, Southwestern Illinois College
- Creation/Implementation Comprehensive Planning Workshop, University of Missouri St. Louis



### **Jake Zambaldi**

Jake is the newest Associate at Moran Economic Development. Prior to becoming a member of the staff at MED, Jake attended the University of Missouri - Columbia, where he obtained his Bachelors of Science in Business Administration degree with an emphasis in Marketing and Management. Jake has studied multiple disciplines of business including accounting, economics, e-commerce, as well as the many aspects of marketing and business management. While attending Mizzou, Jake was a lead member of the Trulaske College of Business Marketing Team as well as a Steering Committee member for an annual University sponsored charity event.

Jake's wide array of business based skills has allowed him to become a well-rounded tool for MED. He is able to create and analyze community profiles as well as identify and develop marketing and development opportunities. He has played a significant role in the completion of several City-based and County-based Comprehensive Plans and administrates many of the firm's ongoing relationships with communities and developers.

#### **Education:**

- Bachelors of Science, Business Administration with emphasis in Marketing and Management, University of Missouri-Columbia
- Regional Economic Development Workshop, Southwestern Illinois College
- Creation/Implementation Comprehensive Planning Workshop, University of Missouri St. Louis

## References

**Dennis Carpenter**

Village of South Roxana, Illinois  
618-254-7469

**Mr. Mike Lundy**

Executive Director  
SWIDA  
618-345-3400

**Jeff Soer**

City of Jerseyville, Illinois  
618-498-3312

**Tom Henderson**

Executive Director  
Illinois Tax Increment Association/IEZA  
217-523-4905

**Honorable Alan Winslow**

Village of Bethalto, Illinois  
618-377-8051

**Mayor Tom Jordan**

**Ms. Cathy Dinn**

City Comptroller  
City of West Frankfort  
618-937-3711

**Mr. John Herzog**

**Matt Brandmeyer**

Madison County  
618-692-8940

**Shawn Rennecker**

Director, Economic Development  
IREC  
217-742-3128 Ext. 165

**Ms. Deanna Barnes**

Projects Manager  
Village of Hartford, Illinois  
618-251-2681 Ext. 15

**Erika Kennet**

Economic Development  
City of Collinsville (Montgomery County)  
618-317-0209

**Jo Ellen Seil**

City of Grayville, Illinois  
618-375-3671

**Honorable David Jasper**

Village of Okawville, Illinois  
618-243-5972

**Honorable Larry Bloemker**

Village of Hamel, Illinois  
618-920-9905

**Honorable Vic Ritter**

Herrin, Illinois  
618-925-1607

**Timothy Schleper**

City of Breese  
618-526-4495

**Mr. Jimmy Morani**

Village of New Baden  
618-588-3813

**Ed Aukamp**

City Administrator  
City of Macon, Illinois  
217-764-3643

**Terry Beach**

Director, Economic Development  
St. Clair County  
618-825-2672

**Honorable Rick Gottman**

Vandalia, Illinois  
618-283-1152

**Honorable Mike McCormick**

Village of Godfrey, Illinois  
618-466-3324

**Honorable Mark Von Nida**

Madison County Clerk  
618-692-6290





**Agreement for Technical Services and Assistance  
Enterprise Zone Application  
Clinton County, Illinois**

This Agreement, entered into this \_\_\_\_\_ day of \_\_\_\_\_, 2014 by and between the Clinton County Joint Applicants, Illinois, hereinafter referred to as the "Applicant/Applicants" and Moran Economic Development, hereinafter referred to as the "Consultant".

Whereas, the Applicant has a need for assistance in the completion of an Enterprise Zone Application "Application"; and,

Whereas, the Consultant is duly experienced in providing such assistance,

Now, Therefore, the Applicant and the Consultant, for the considerations and under the conditions hereinafter set forth, do mutually agree as follows:

**ENTERPRISE ZONE APPLICATION SCOPE OF SERVICES**

We propose the following services:

Provide advice, consultation and application to the Illinois Department of Commerce & Economic Opportunity (DCEO) in matters pertaining to the designation of a new Enterprise Zone within Clinton County and other joint applicants:

**I. PHASE ONE**

Phase one will consist of the preliminary steps in the Illinois Enterprise Zone Application process. Much of phase one will rely on mapping and GIS work, and Moran Economic Development will need to work in conjunction with the Applicant throughout the process.

**Determining Zone Boundary**

The City will work with the Consultant to develop the Enterprise Zone boundary. Through the use of GIS mapping, the Consultant will provide the Applicant with aerial photography, parcel and land use maps, and additional resources to aid in the planning of the Enterprise Zone area.

**Determining Local Labor Market Area**

The "Local Labor Market Area" (LLMA) is used in 8 of the 10 tests in the application. The LLMA refers to an economically integrated area within which individuals can reside and find employment within a reasonable distance or can readily change jobs without changing their place of residence. The LLMA is designated by the Applicant, and is required to be:

- Contiguous
- Compact
- Entirely within Illinois
- Comprised of whole Census Tracts

- Contain the entire area of the Enterprise Zone
- May take into account communities of interest

The Consultant will examine geographic characteristics, such as neighboring communities, interstates, landmarks, etc. Additionally, the Consultant will analyze many of the conditions found in the application tests on a census tract-by-census tract basis. From this point, the Consultant will be able to provide the Applicant with a suggested LLMA.

## **II. PHASE TWO**

Phase two concerns the application itself, specifically the 10 “tests” which the application is scored on. This phase relies heavily on data collection, as well as writing the narrative response for each of the tests. The result of Phase Two will determine the eligibility of the enterprise zone area.

### **Test 1 (50 POINTS)**

All or part of the local labor market area has had an annual average unemployment rate of at least 120% of the State's annual average unemployment rate for the most recent calendar year or the most recent fiscal year as reported by the Illinois Department of Employment Security;

#### **Test 1 Process**

The Consultant will work with the Illinois Department of Employment Security to research unemployment in the LLMA.

### **Test 2 50 POINTS**

Designation will result in the development of substantial employment opportunities by creating or retaining a minimum aggregate of 1,000 full-time equivalent jobs due to an aggregate investment of \$100,000,000 or more, and will help alleviate the effects of poverty and unemployment within the local labor market area;

#### **Test 2 Process**

The Consultant will engage in a dialogue with the Applicant about job creation, potential projects resulting from zone designation, and other general goals of the enterprise zone program. The Consultant will research market factors in the LLMA to generate an estimate of the effects of the zone on employment, as well as how the zone will alleviate poverty/unemployment.

### **Test 3 (40 POINTS)**

All or part of the local labor market area has a poverty rate of at least 20% according to the latest federal decennial census, 50% or more of children in the local labor market area participate in the federal free lunch program according to reported statistics from the State Board of Education, or 20% or more households in the local labor market area receive food stamps according to the latest federal decennial census;

#### **Test 3 Process**

The Consultant will determine the poverty rate of the LLMA by utilizing data from the American Community Survey. The number and percentage of



children in the LLMA that are eligible for free/reduced price school lunches will be calculated using the USDA's income eligibility criteria. Finally, the number and percentage of households in the LLMA that receive SNAP benefits will be determined.

#### **Test 4 (30 POINTS)**

An abandoned coal mine or a brownfield (as defined in Section 58.2 of the Environmental Protection Act) is located in the proposed zone area, or all or a portion of the proposed zone was declared a federal disaster area in the 3 years preceding the date of application;

##### **Test 4 Process**

The Consultant will analyze coal mine data from IDNR, and will map out any abandoned mines in the proposed zone area. The Consultant will then determine if a brownfield is present in the proposed zone area by using IEPA resources. Historical FEMA data will be analyzed to determine if any portion of the proposed zone is or was declared a federal disaster area.

#### **Test 5 (50 POINTS)**

The local labor market area contains a presence of large employers that have downsized over the years, the labor market area has experienced plant closures in the 5 years prior to the date of application affecting more than 50 workers, or the local labor market area has experienced State or federal facility closures in the 5 years prior to the date of application affecting more than 50 workers;

##### **Test 5 Process**

Historical WARN data from DCEO for the past 10 years will be researched to determine if any large employers have left the LLMA. The CGFA state facilities closures will be researched for the past 5 years as well.

#### **Test 6 (40 POINTS)**

Based on data from Multiple Listing Service information or other suitable sources, the local labor market area contains a high floor vacancy rate of industrial or commercial properties, vacant or demolished commercial and industrial structures are prevalent in the local labor market area, or industrial structures in the local labor market area are not used because of age, deterioration, relocation of the former occupants, or cessation of operation;

##### **Test 6 Process**

The Consultant will use a variety of data to research vacancy rates in the LLMA, including MLS information, LOIS databases, and local realtor data. Field investigations will be used to determine the degree of deterioration.

#### **Test 7 (30 POINTS)**

The Applicant demonstrates a substantial plan for using the designation to improve the State and local government tax base, including income, sales, and property taxes;

**Test 7 Process**

The Consultant will work with the Applicant to create a draft plan that will demonstrate how the potential zone will improve the state and local government tax bases. Projections of state and local sales taxes, property tax, and state income tax will be used to provide an estimate of the zone's impact.

**Test 8 (50 POINTS)**

Significant public infrastructure is present in the local labor market area in addition to a plan for infrastructure development and improvement;

**Test 8 Process**

The Applicant will be asked to provide an inventory of all "public infrastructure" (as defined by the Application) in its respective portion of the LLMA. The Consultant will refer to utility companies and other officials to provide an inventory of the other infrastructure in the LLMA. The Applicant will be asked to provide a three-year public infrastructure improvement and development plan (to include capital improvement projects, financing of such improvements, and justification for such improvements). Based on the above information, the Consultant will prepare a public infrastructure improvement and development plan, which will be reviewed with the Applicant.

**Test 9 (40 POINTS)**

High schools or community colleges located within the local labor market area are engaged in ACT Work Keys, Manufacturing Skills Standard Certification, or other industry-based credentials that prepare students for careers;

**Test 9 Process**

The Consultant will identify all high schools and community colleges within the LLMA. In each case, the Consultant will research the institution's participation in career skills programs (ACT Work Keys, Manufacturing Skills Standard Certification, etc.).

**Test 10 (40 POINTS)**

The change in equalized assessed valuation (EAV) of industrial and/or commercial properties in the 5 years prior to the date of application is equal to or less than 50% of the State average change in equalized assessed valuation for industrial and/or commercial properties, as applicable, for the same period of time.

**Test 10 Process**

The Consultant will research equalized assessed values (EAVs) for commercial and industrial properties in the LLMA, dating back five years. The annual changes in the LLMA commercial/industrial EAV will then be compared to the state's annual change for the same time period.

**III. PHASE THREE**

The Consultant will present the Applicant with a completed package of materials developed to address each of the ten Application Tests. This package will additionally include any maps, tables, charts, or narrative that will improve the

Application as a whole. The Consultant will provide the Applicant with a draft Application for review, where any changes will be able to be made before a final Application is submitted to DCEO.

The Application will be approved or denied by a majority determination of the Enterprise Zone Board.

## COMPENSATION

The total proposed fee for the above work will be **\$63,000**, plus actual reimbursable expenses not to exceed \$3,500. Reimbursable expenses shall consist of actual costs incurred by Moran Economic Development for printing, travel, photographic work, production, delivery charges, long distance telephone charges and any other similar expenses required to provide the above Scope of Services. Such expenses shall be billed to the Village at their direct and actual cost to Moran Economic Development.

Qualification Analysis of Enterprise Zone Area..... \$31,500

Upon the completion of Application for Designation of Enterprise Zone ..... \$31,500

Entity	Cost
Village of New Baden	\$ 7,000
City of Carlyle	\$ 7,000
City of Trenton	\$ 7,000
City of Breese*	\$ 7,000
Clinton County	\$ 7,000
Village of Aviston*	\$ 7,000
Village of Beckemeyer*	\$ 7,000
Village of Germantown*	\$ 7,000
City of Albers*	\$ 7,000
<b>Total Cost</b>	<b>\$ 63,000</b>
* Denotes potential applicant	

Payment of current charges and reimbursable expenses shall be made to the Consultant within 30 days of the receipt of the invoice concerning these items. Unpaid invoices shall accrue interest of 1.5% per month until paid.

## NOTE on Cost Breakdown

The Consultant would agree to contract individually with each entity. Costs outlined above are total project costs. The Consultant would also consider reducing the price in some manner for some of the potential applicants.



**IN WITNESS WHEREOF**, the parties have caused this Contract to be executed this \_\_\_\_\_ day of \_\_\_\_\_, 2014.

ATTEST:

Clinton County Joint Applicants

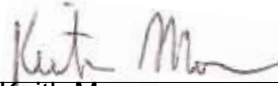
\_\_\_\_\_

\_\_\_\_\_

ATTEST:

Moran Economic Development, LLC

\_\_\_\_\_

  
\_\_\_\_\_  
Keith Moran  
President