

# **Coles Together Operations Committee Meeting**

**Office of Coles Together**

**July 29, 2019**

**7:30a**

## **Agenda**

Call to Order

Approval of June, 2019 Operations Committee Meeting Minutes

Approval of June, 2019 Financial Statements and Treasurer's Report

President's Report

Staffing Discussion

Adjournment

**Coles Together  
Board of Directors Meeting  
June 24, 2019**

**Members Present:** Mike Stanfield, Joyce Madigan, Jerry Groniger, Steve Grissom, Tim Gover, Jerry Esker, Mike Taylor, Tom White, Tyler Bennett, Josh Bullock, Bob Shamdin, Doug Abolt, Todd Vilardo, Blake Pierce, and Tony Sparks

**Members Absent:** Nathan Meinhart, Brandon Combs, Larry Lilly, David Glassman, Bob Michaels, Darren Hite, Jeremy Yost, Mike Zuhone, and Lance Landeck

**Others Present:** Angela Griffin

**Call to Order:** Called to order by Mike Stanfield at 7:36 a.m.

**Approval of Minutes:** A motion to approve the May, 2019 Operations Committee meeting minutes was made by Tim Gover and seconded by Jerry Groniger. The motion passed.

**Treasurer's Report:**

Madigan provided the May, 2019 Treasurer's Report. She stated total cash deposits on May 31, 2019 were \$1,027,513.07, of which \$75,003.47 is restricted and \$952,509.60 is unreserved. She noted the Treasurer's report does not necessarily keep track of pledges but when the three governmental bodies legally appropriate funds, it is the equivalent of a pledge and recorded. Charleston and Mattoon are recorded in May as May 1 is the start of the fiscal year for each city even though the City of Mattoon makes monthly contributions which total \$50,000 and the City of Charleston makes quarterly payments which total \$50,000. The county's fiscal year begins in December and the county's pledge was recorded last December. The \$16,666.70 payment on pledges receivable is the combination of one monthly payment from Mattoon and one quarterly payment from Charleston.

Madigan noted the May statements contact a reverse accounts payable entry of \$19,416.38 which was entered to zero out the accounts payable line item as the audit recorded a few more receivables this year which then needed to be reversed. The only unusual expenses that occurred in May were costs associated with the annual meeting and the fee paid to Doehring, Winders and Co. for the audit.

Madigan stated the organization has a strong financial position at the current time.

## **Operations Committee Meeting Minutes**

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**Action Taken:** A motion to approve the May, 2019 financial statements and Treasurer's Report was made by Tony Sparks and seconded by Josh Bullock. The motion passed.

### **2019-2020 Officers and New Board Members:**

Griffin stated the Nominations Committee provided a slate to the Operations Committee which was approved at the May meeting and recommended to the board for action as follows:

Chair – Mike Stanfield  
Vice Chair – Joyce Madigan  
Secretary – Jerry Groniger  
Treasurer – Mike Taylor

New members asked to join the organization are John Inyart, retired small business owner and former Mayor Charleston, and Brooke Keefer of Lester Building Systems.

**Action Taken:** A motion to approve the officers and new members as presented was made by Tim Gover and seconded by Jerry Esker. The motion passed.

### **President's Report:**

Griffin presented the President's report. She stated she is preparing a proposal for a project code named project Mountie, a manufacturer of rooftop pipe support products. The company is conducting a search for 50,000 SF of facility space in eastern Illinois and Indiana in an effort to be near a major supplier in Elkhart, Indiana. The company has defined the eastern Illinois search area to include communities as far west as Springfield and Bloomington/ Normal. Capital investment will be \$4 million and 25 jobs will be created in the first year. Specifically, the RFP mentioned the company is interested in the new tax credits available in Illinois, particularly those available for manufacturers and companies located in enterprise zones.

After initial review of the facility and site criteria, it appears the 75,000 SF facility recently vacated by Justrite Safety Group in the Mattoon Enterprise Park may fit the company's needs and is the only facility in the county that could easily accommodate the project. Until very recently Alton Trucking and Warehousing on North Route 45 in Mattoon had 50,000 SF available we were marketing for them but the good news is it has recently been completely filled and they have, in fact, had to lease temporary space off-site.

The project Mountie proposal is due tomorrow with no indication of what the company's timeline is after the proposals are received.

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An offer was submitted by the agricultural-based lead we have been working with to purchase the former Hutchinson Mayrath facility in Oakland. The owners have not responded. Mayor Bob Michaels has followed up with the owners twice without success. The ag-based company offered \$200,000. The owners are asking \$399,000, so they may not be willing to entertain the \$200,000 offer, but the enterprise zone abatement has been removed from the property which results in the full assessed value being taxed and so property taxes are roughly \$19,000. Mayor Michaels was hoping to discuss that and other matters with the owners to gauge their intentions concerning the future of the facility and site.

Griffin stated Mars Petcare held its 40 year anniversary celebration Friday and a much larger appreciation celebration Saturday night in Effingham. The event was covered in the *Journal Gazette Times Courier*, but she stated it is worth noting the company's impact in the community. They currently employ 197 individuals, they source 90% of the raw material that goes into making pet food within 150 miles of the factory and, they have invested more than \$90 million at the Mattoon facility in the last 10 years and plan to continue to invest and grow the business in Mattoon.

Several pieces business friendly legislation passed in the 101<sup>st</sup> General Assembly before it convened this year. Most extend business tax credits for Illinois businesses, including many which positively impact manufacturers. Enterprise zone tax credits and EDGE tax credits were expanded, the Manufacturing Machinery and Equipment tax credits were expanded, new tax benefits were passed for data center investments, research and development by manufacturers, and tax credits were added for apprenticeship programs. The Governor has not signed the package of bills yet but it is believed he will. Griffin met with staff at the Department of Commerce to try to get a summary of the programs as they believe they will be implemented and they are awaiting his signature before releasing general information and will not release anything specific until the rules are written and accepted by the rule making agency in state government.

The Department of Treasury finally issued additional guidance on the rules surrounding federal Opportunity Zones. With an Opportunity Zone in the county, Griffin met with the state's real estate lead in charge of Opportunity zones in Illinois. Again, all the details have not yet emerged, but they believe funding has been earmarked in the Illinois capital bill that passed this session which is targeted to opportunity zone communities to help them improve and market the zones. Griffin is attending a one-day summit in Chicago July 25 designed to explain fundamentals of the zone and provide guidance co-developing local strategies with the state. The state's head of real estate, with whom Griffin met, is also attending. Griffin said this is the best opportunity she could find to learn about zone management because there appear to be many for-profit entities offering conferences, but most are looking for a way to monetize the zone for their firm's benefit. This one has a true community focus.

The issue is the clock is ticking because for investors to take full advantage of the capital gains deferral available for investment in the zones as projects need to be in place by 2020.

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Grissom asked if there is a map of the zone in Coles County. Griffin stated she has asked Steve Pamperin at the City of Charleston if he can develop a GIS map so we have a thorough map with all the parcel numbers and parcel owners. Pierce stated that are PDF maps available online.

Griffin reported there continue to be many moving parts in the possible Mattoon Power Enterprise (MPE) and REX American Resources collaboration as these two companies continue to discuss co-development opportunities. Without going into all the details, Griffin stated if we are able to execute the entire range of ambitious ideas under discussion we would end up with a clean coal fired power plant supplying steam and electricity over the fence to an ethanol facility, both of which would be capturing and storing carbon on site in permanent sequestration and using it for EOR in the nearby Mattoon Oilfield.

Griffin stated she's had three discussions with former Illinois Senator James Clayborne, made possible by a former colleague, Jeff Torricelli, who has taken the lead in urging the Pritzker administration to meet with us to understand firsthand the opportunity the site offers to help the Governor participate in the Paris Agreement, to which he attached Illinois soon after he took office. Clayborne is also reviewing potential state tax credits that mirror the federal 45Q and 48A tax credits that incentivize these kinds of projects. Bill Houlihan from Senator Durbin's office also continues to assist by explaining to the Pritzker team in charge of energy and environment the history of the site and conveying the Senator's support for its development.

Concurrently, our support among the labor groups related to the PPA the MPE team needs remains strong and we were recently contacted by Speaker Madigan's legal counsel to discuss the specifics of the proposed legislation which we interpret as a good sign.

Estimates from contractors for needed renovations on the Trailmobile facility continue to be compiled and forwarded to GDB International where interest remains strong in the facility and the community. Several roof estimates have been received with costs that range from \$600,000 to \$1.9 million. There are several options for rail spur upgrades completed, and Griffin is waiting on two estimates to replace the sprinkler system, which was all removed. At some point we will need to understand the owner's willingness to either pay for some of these upgrades or take them into consideration relative to the asking price. So far, the CEO of GDB has not been discouraged by either the shape of the building when they toured or by the bids being prepared.

The Illinois Economic Development Association Annual Conference was held last Wednesday and Thursday in Normal and Griffin was pleased the organization was able to bring in national practitioners and site selectors to discuss best practices. It continues to be the case that any successful economic development program is directly tied to the local workforce development programming. During roundtable discussions Griffin was able to share what the Mattoon and Charleston districts are implementing and it is the gold standard for addressing all the areas of skills development and workforce development that support business and industry in a community. There were other best practices shared as well related to economic development programming and Griffin would like to

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begin pursuing some of those, in addition to some ideas she mentioned at last month's Operations Committee meeting, all of which have brought her to the conclusion that the organization is at a stage where another full-time person would be beneficial. She discussed this in more detail at the Operations Committee meeting last month and the committee was generally in agreement given appropriate budget considerations. Griffin stated she would like to develop a more robust and coordinated Business Retention Expansion (BRE) program, she would like to concentrate more on marketing sites the way that she did the Trailmobile facility, and she would like to develop a stronger social media and communications strategy. However, it is difficult to fully develop and implement these ideas while also running the day-to-day operation and managing the recurring and routine operational functions. Griffin stated at one time the organization had three full time staff members. We do not need to go back to that level of staffing, but we do need another full-time person. So Griffin is in the process of developing a job description and a proposed budget for the position. She stated if anyone is aware of an individual with the background and skills to assist in these areas, she would be interested in having a conversation with them if appropriate.

A question about the status of the LSC Communications/Quad Graphics merger was asked. Sparks stated the Department of Justice filed a lawsuit a couple of days ago to stop the transaction so the merger is on hold. Gover stated he is likewise concerned about the future of LSC Communications. He added, however, he is pleased to learn that contractors in and around Mattoon are so busy they have had trouble getting to new projects as they try to complete all the projects currently being developed. Stanfield stated that is good news and is consistent with all the development occurring at the mall.

The meeting was adjourned at 8:16 a.m.

Respectfully submitted by:

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Jerry Groniger, Secretary

**GILBERT, METZGER & MADIGAN, LLP**  
CERTIFIED PUBLIC ACCOUNTANTS

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ACCOUNTANT'S COMPILATION REPORT

Coles Together  
Mattoon, Illinois

Management is responsible for the accompanying financial statements of Coles Together (a nonprofit organization), which comprise the statements of financial position as of June 30, 2019 and 2018, and the related statements of activities of Coles Together for the month and nine months then ended in accordance with accounting principles generally accepted in the United States of America. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

Management has elected to omit substantially all of the disclosures and the statement of cash flows required by accounting principles generally accepted in the United States of America. If the omitted disclosures and statement of cash flows were included in the financial statements, they might influence the user's conclusions about the Organization's financial position, changes in net assets, and cash flows. Accordingly, the financial statements are not designed for those who are not informed about such matters.

We are not independent with respect to Coles Together.

*Gilbert, Metzger & Madigan, LLP*

July 24, 2019

COLES TOGETHER  
STATEMENTS OF FINANCIAL POSITION  
June 30, 2019 and 2018

	2019	2018
<b>ASSETS</b>		
<b>Current Assets</b>		
Petty cash	\$ 400.00	\$ 400.00
Cash deposits - unrestricted	223,399.62	198,582.22
Cash deposits - restricted	75,003.47	75,003.47
Certificate of deposit	720,000.00	1,000,000.00
Pledges receivable	106,666.68	114,166.68
Prepaid expenses	4,007.61	3,889.12
<b>Total Current Assets</b>	<b>1,129,477.38</b>	<b>1,392,041.49</b>
<b>Property and Equipment</b>		
Building and improvements	108,582.55	108,582.55
Computer equipment and software	51,213.21	51,213.21
Furniture and equipment	32,111.49	32,111.49
Vehicles	34,378.17	34,378.17
Accumulated depreciation	(210,828.38)	(205,485.46)
<b>Total Property and Equipment</b>	<b>15,457.04</b>	<b>20,799.96</b>
<b>Other Assets</b>		
Prepaid industrial expansion	33,701.34	38,558.40
Lots held for sale	97,627.00	97,627.00
Coles Co Energy Site land/opt	964,889.75	952,713.61
<b>Total Other Assets</b>	<b>1,096,218.09</b>	<b>1,088,899.01</b>
<b>Total Assets</b>	<b>\$ 2,241,152.51</b>	<b>\$ 2,501,740.46</b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>Current Liabilities</b>		
Accounts payable	\$ -	\$ 1,930.29
Taxes payable	-	329.00
Accrued vacation	933.08	3,276.18
Accrued property taxes	4,084.00	10,237.00
<b>Total Current Liabilities</b>	<b>5,017.08</b>	<b>15,772.47</b>
<b>Net Assets</b>		
Unrestricted net assets	2,128,230.83	2,378,063.39
Temp restricted net assets	107,904.60	107,904.60
<b>Total net assets</b>	<b>2,236,135.43</b>	<b>2,485,967.99</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 2,241,152.51</b>	<b>\$ 2,501,740.46</b>

See accountant's report.



COLES TOGETHER  
STATEMENTS OF ACTIVITIES  
One Month Ended June 30, 2019 and 2018 and the Nine Months Then Ended

	1 Month June 30, 2019	1 Month June 30, 2018	9 Months June 30, 2019	9 Months June 30, 2018
<b>Revenue</b>				
Rent - business park	\$ -	\$ -	\$ 15,040.00	\$ 15,660.00
Rent Coles Energy Center land	-	-	24,643.25	144,037.51
Annual contributions	3,735.00	5,860.00	201,882.50	218,190.01
Economic Development services	300.00	300.00	2,700.00	2,700.00
Reimbursed expenses	-	-	-	15,000.00
Interest income	1,104.32	45.56	6,379.70	478.27
Business Park lot sales	-	-	95,079.41	-
Miscellaneous Income	-	-	-	2,374.00
Farm income	-	-	28,153.25	-
Flow through reimbursements	-	-	-	1,285.00
Enterprise Zone fees	-	-	16,366.15	4,500.00
Total revenue	5,139.32	6,205.56	390,244.26	404,224.79
<b>Expenditures</b>				
Conference/meetings	315.00	782.55	338.22	975.11
Dues and licenses	-	630.00	5,645.00	2,469.77
Enterprise Zone	658.17	-	40,145.44	15,860.38
Equipment lease	283.36	283.36	2,550.24	2,234.87
Rent expense	350.00	350.00	2,800.00	3,150.00
Insurance -office	1,742.00	-	1,742.00	1,789.00
Insurance - auto	1,360.00	-	1,360.00	1,224.00
Insurance - D & O	1,869.00	-	1,869.00	1,869.00
Insurance - life	1,113.71	-	3,341.13	2,976.63
Interest expense	-	-	-	28,417.66
Interest expense				
Lumpkin Foundation	-	-	-	1,698.63
Marketing	119.06	251.34	3,296.25	3,276.66
Workforce initiatives	-	-	3,077.66	2,854.61
Coles Energy Center R/E taxes	2,954.96	7,144.02	2,954.96	7,144.02
Coles Energy Center dev. costs	-	331.77	174.35	56,548.45
Coles Energy Ctr Fed & St taxes	-	2,050.00	-	6,454.00
Maintenance and repair - office	199.00	217.50	1,117.21	790.23
Maintenance and repair - equip	-	-	878.42	1,335.98
Miscellaneous expense	-	-	2.00	-
Meeting Expense	370.72	755.67	4,170.18	19,352.84
Office Supplies	-	276.77	1,221.18	1,070.08
President's Salary	10,108.34	10,108.34	90,975.06	90,975.06
President's Soc. Sec.	773.28	773.28	6,572.88	6,959.52
President's IMRF	925.88	1,150.32	9,006.28	9,666.57
Administrative reimbursement	87.01	67.60	623.46	338.00
Staff salary	350.00	918.75	6,150.00	6,368.75
Staff Social Security	26.78	70.29	857.14	487.22
Postage and mailing	-	-	-	63.82
Prof/consulting fees	-	6,725.00	9,170.00	9,790.00
Subscriptions	-	-	522.75	672.88
Telephone	355.63	177.19	3,166.99	2,902.54
Travel and entertainment	315.82	864.28	2,126.41	3,247.28

See accountant's report.

COLES TOGETHER  
STATEMENTS OF ACTIVITIES  
One Month Ended June 30, 2019 and 2018 and the Nine Months Then Ended

	1 Month June 30, 2019	1 Month June 30, 2018	9 Months June 30, 2019	9 Months June 30, 2018
Automobile expense	992.94	186.99	3,535.44	432.45
Utilities	104.08	146.86	2,072.38	2,310.35
Business park	2,207.88	2,205.89	6,606.63	6,422.39
Depreciation expense	308.67	854.96	2,778.06	7,694.60
Total expenditures	<u>27,891.29</u>	<u>37,322.73</u>	<u>220,846.72</u>	<u>309,823.35</u>
Net revenues and expenses from operations	(22,751.97)	(31,117.17)	169,397.54	94,401.44
Gain on sale of land	-	-	-	1,684,631.45
Increase (decrease) in net assets	<u>\$ (22,751.97)</u>	<u>\$ (31,117.17)</u>	<u>\$ 169,397.54</u>	<u>\$ 1,779,032.89</u>

See accountant's report.

Coles Together  
Treasurer's Report  
6/30/19

Restricted	75,003.47
Unrestricted	<u>943,399.62</u>
Total	1,018,403.09

	<u>Actual</u>		<u>Budget</u>		
	<u>June</u>	<u>Year to date</u>	<u>June</u>	<u>Year to date</u>	<u>Annual</u>
Monthly receipts	18,472.64	268,940.40	11,031.00	380,038.47	457,305.13
Interest receivable	-	(2,525.53)			
Proceeds/(Expenses) from lots sold	-	101,640.49			
Prepaid ind expansion cost allocated to lots sold	-	(6,561.08)			
Pmt on pledges receivable	(13,333.32)	(91,250.02)			
Coles County pledge	-	20,000.00			
City of Mattoon pledge	-	50,000.00			
City of Charleston pledge	-	<u>50,000.00</u>			
	<u>5,139.32</u>	<u>390,244.26</u>			
Monthly disbursements	27,582.62	237,485.04	27,821.53	205,008.27	268,332.98
Depreciation	308.67	2,778.06			
Reverse accounts payable	-	(19,416.38)			
	<u>27,891.29</u>	<u>220,846.72</u>			

**CONFIDENTIAL**

President's Report  
Operations Committee Meeting  
July 29, 2019

Enterprise Zone – The first hearing to take testimony and review enterprise zone applications that have advanced through initial evaluation is scheduled next week. We will attend with our consultant. We are unsure what to expect as there are two vacancies on the review board and five members total. We anticipate three members will constitute a quorum and the hearings may go forward, but have not been able to confirm.

Caton Commercial Real Estate – A broker with Caton is reviewing sites in Mattoon and Charleston for a new “national brand business” and is interested in a location in both communities, though the broker has not been forthcoming about the nature of the business. A review of his online profile indicates he generally represents retail clients so I have engaged city officials in both communities until we learn for certain the nature of the client company's business.

Alton Trucking and Warehousing – As discussed in a prior meeting, the company now occupies all of its facility, including the 50,000 SF of space which had been empty until recently. The company has, in fact, signed a month-to month lease for additional warehouse space nearby to accommodate additional customer demands. Alton is now exploring options to add space at its location on Rt. 45 north of Mattoon. In the interim, interior improvements are underway to free up vertical space to be used for clients' warehouse needs. We are working with the company's local bank to structure an expansion project that includes Community Development Corporation (CDC) funding and other local resources to assist in the purchase of equipment. The company is planning for its current customers' growth but would also like to offer refrigerated storage for new customers.

JM Test Systems, Inc. JM Test is in the process of purchasing the property located at 4555 S. Route 45 in Mattoon, expanding the facility, and adding two parking lots. The project has been under development for some time and as demand in the area continues to grow, the corporate offices in Baton Rouge decided to proceed with the acquisition and expansion. The company will add employees and services in the Mattoon area to accommodate growing demand, including the addition of on-site calibration services, which until the expansion is completed, will continue to be sent to Baton Rouge. The local manager stated there is significant potential to continue to grow the business in Coles County, add services beyond calibration, and continue to add more employees. Recently, they have hired displaced GE employees as they have grown.

Agricultural Lead – A principal with Triox Investment Advisors in New York is reviewing sites in the county to accommodate a large warehouse operation with a preference to be near or adjacent to agricultural land. Several options were provided which included the Coles Energy Center, the Trailmobile facility, property in the Mattoon Enterprise Park and property in the Coles Business Park, both of which have land owners nearby willing to discuss the sale of agricultural land.

Machinery Management Services (MMS) A retention visit with B.J. and Zeena Christopher, owners at MMS in Charleston revealed they have become disillusioned doing business in Illinois. It has long been a challenge convincing the company to remain in Illinois as they are regularly courted by communities on the east and west coasts, and in North Dakota where they have a satellite operation. The Christophers stated the latest round of fees and taxes have continued to erode the company's bottom line and, as owners, they continue to absorb additional costs imposed doing business in Illinois. We went through the math related to many costs and are working to mitigate for some of the operation's expenses and address other issues they face doing business in Illinois. While we have made connections to address workforce-related issues and connections with resources to improve logistics and transportation costs for the company, particularly in light of the gas tax hike, the bottom line is they are evaluating their long-term commitment to Illinois. Additional confidential background and information will be provided at the meeting.

Mattoon Power Enterprise – An arrangement with a lobbying firm to gain direct access to Governor Pritzker is underway. Former DCEO Director Warren Ribley, and lobbyist Jeff Torricelli, have been providing advice and guidance for some time and have put together a small team to propose our ideas using the Coles Energy Center to help the Governor achieve his climate goals. If we gain traction, we will move forward. If not, we will abandon the effort.

REX American Resources – I was invited to tour the company's ethanol operation in Gibson City, One Earth Energy. The tour was conducted by REX CEO, Zafar Rizvi and One Earth Energy's general manager, Steve Kelly. The duo described the operation in Gibson City stated they are exploring regulatory issues related to the capture and storage of CO2 from ethanol facilities in Illinois, most importantly the state's role in indemnification, before moving forward.

DCEO Team RED meeting – As a result of information learned at local retention visits, including the visit with MMS, and as a follow up to conversations regarding the Coles Energy Center with newly named state officials at a recent conference, a meeting was scheduled with Patrick Pape, DCEO's regional representative in charge of Coles County. It was interesting to learn the strategy suggested by Pape to work with the new administration. Additional information will be shared at the meeting.

Canadian National Railroad Select Site – Austin Consulting, a prominent economic development consulting firm in Cleveland has been retained by the Canadian National Railroad to identify 10-12 sites throughout CN’s service territory to be investigated, certified as national destinations for development, and then marketed by CN as Select Sites. After reviewing several locations, the consultants have identified one site in Mississippi and the other is the Coles Energy Site. A team of analysts has been reviewing the records from the FutureGen investigation which I have been uploading to a shared FTP site. They have spent the last couple of months examining records and learning about the capacity and resources of the site and the community. The investigation continues, but they have analyzed enough information now that they believe they will be able to propose to the railroad the Mattoon site become one of two lead sites in the program. Austin Company previously prepared the same review and analysis of sites for the CSX Railroad, which has resulted in success for the communities where the CSX Select Sites are located. The CN is attempting to replicate the success of CSX. If CN agrees with Austin Company’s recommendations, Austin Company has also been contracted to develop the marketing material which will be available for Coles Together to use and will include a national public roll out of the site.

GDB International – A final compilation of contractor estimates to rehabilitate the Trailmobile facility to fit the needs of GDB has been forwarded to the company President and Executive Vice President for review, along with a letter of community support. The package included several bid options to repair or replace the roof, several options to replace the sprinkler system, bids to upgrade the rail siding, and information from Ameren related to upgrading the electric capacity at the facility. The team at GDB is reviewing the information.

Additionally, discussion regarding co-location and expansion of local industries at the facility continues, including one development that has evolved into contemplation of a purchase.

Benmar International Group - After reaching out to Hemp, Inc., a publicly traded company and one of the largest players in the emerging hemp market, I customized the letter to send to other companies that might be interested in placing a hemp processing facility in Coles County. One has responded with interest. Two local producers and I are following up, along with a representative from South Central FS.

Illinois Innovation Network – EIU and Lake Land College submitted a grant proposal to the Illinois Innovation Network for grant funding from the \$500 million appropriation for innovation “hubs” across Illinois. Previously led by the University of Illinois, the network was recently expanded to include all public universities in Illinois. The effort is designed to use the strength of institutions of higher education to foster research and innovation. Having received approval for funding, the East-Central Illinois Hub has begun to organize and Griffin has been asked to serve as a board member of the new entity.

Project Mountie We continue to be under consideration for project Mountie for which we submitted an RFP last month proposing the 75,000 SF facility recently vacated by Justrite Safety Group which may fit the company's needs

Intersect Illinois –Intersect Illinois, the statewide private economic development organization created by former Governor Bruce Rauner continues to operate in largely the same capacity as it did under the Rauner administration. The Pritzker administration has agreed to let the organization continue taking the lead handling site searches for the time being. The organization forwarded two new searches in July. Project Green represented an investment of \$80 million and 120 jobs. While we were able to meet most of the specifications, we were not able to meet a couple of the heavy infrastructure requirements and so we did not submit. Project Handsome represented a \$3.5 million investment, 1,000 jobs by year five and required lease-only space of 350,000 SF with a 200-seat call center within 10 miles of an interstate. The county was clearly not able to submit a proposal for this project either.