

RESOLUTION NO. 23-22

**A RESOLUTION APPROVING A PROFESSIONAL SERVICES PROPOSAL
SUBMITTED BY THE DEVELOPMENT CONSORTIUM PERTAINING TO THE RISE
PLANNING GRANT APPLICATION**

WHEREAS, the Village of Chatham (“Village”) is an Illinois Municipal Corporation existing and operating under the Illinois Municipal Code and the laws of the State of Illinois; and

WHEREAS, the Village has the opportunity to apply for the RISE Planning Grant Proposal, which, if awarded, will be used to provide funding for post COVID-19 recovery, planning, and development strategies; and

WHEREAS, The Development Consortium presented a Professional Services Proposal to the Village to assist the Village with preparation of the application for the RISE Grant at a cost of \$7,500.00 as attached hereto as **Exhibit A**; and,

WHEREAS, the Board of Trustees of the Village believe it is in the best interest of the Village engage The Development Consortium to assist with the RISE Grant as outlined in the Professional Services Proposal.

NOW THEREFORE, BE IT RESOLVED by the President and Board of Trustees of the Village of Chatham, Sangamon County, Illinois, as follows:

Section 1. Recitals. The foregoing recitals shall be and are hereby incorporated into and made a part of this Resolution as if fully set forth in this Section 1.

Section 2. Acceptance of Proposal. The Village hereby approves the Professional Services Proposal from The Development Consortium as attached hereto as **Exhibit A** and authorizes the Village to spend an amount not to exceed \$7,500.00 for these services. The Village authorizes the Village Manager and/or Village President, or designee of either, to execute any documents necessary to complete the transaction contemplated herein.

Section 3. Severability. In the event a court of competent jurisdiction finds this ordinance or any provision hereof to be invalid or unenforceable as applied, such finding shall not affect the validity of the remaining provisions of this Resolution and the application thereof to the greatest extent permitted by law.

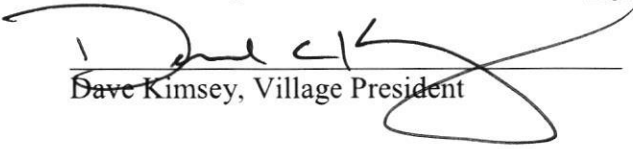
Section 4. Repeal and Savings Clause. All resolutions or parts of resolutions in conflict herewith are hereby repealed; provided, however, that nothing herein contained shall affect any rights, actions, or causes of action which shall have accrued to the Village of Chatham prior to the effective date of this Resolution.

Section 5. Effective Date. This Resolution shall be in full force and effect from and after its passage and approval.

PASSED this 26 day of April, 2021.

	AYE	NAY	ABSTAIN	ABSENT
KRISTEN CHIARO	✓			
ANDREW DETMERS	✓			
MEREDITH FERGUSON				
JOHN FLETCHER	✓			
BRETT GERGER	✓	✓		
TIM NICE	✓			
DAVE KIMSEY				
TOTAL	4	1		

APPROVED by the President of the Village of Chatham, Illinois this 26 day of April, 2021.


 Dave Kimsey, Village President

Attest:


 Dan Holden, Village Clerk

EXHIBIT A
PROFESSIONAL SERVICES PROPOSAL

PROFESSIONAL SERVICES PROPOSAL



Phone and Fax: 888-586-3555 www.tdcconsult.com

PROPOSAL PREPARED FOR:

CLIENT: Village of Chatham

Project Name: RISE Planning Grant Application

Primary Contact: Mayor Dave Kimsey

Client Address:

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Chatham, Illinois 62629

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Proposal Presented: April 21, 2022

Project Summary Description: It is the understanding of The Development Consortium, Inc. (TDC) that, in order to assist the Village of Chatham with the local and regional post COVID-19 job development and retention efforts and long term planning and development strategies, the Village wishes to engage a consultant to assist with application to the DCEO RISE Local and Regional Planning Grant Program. If successful, the RISE application will be used to provide funding for post COVID 19 recovery, planning and development strategies.

THE DEVELOPMENT CONSORTIUM BACKGROUND

Founded in 2006, The Development Consortium, Inc. (TDC) is a professional organization specializing in organizational governance and management, economic development, site selection, workforce analysis, financing, incentive negotiations, Illinois Enterprise Zones and related consulting to corporations, governmental bodies, not-for-profit entities, and regional and statewide organizations.

TDC principals collectively have more than 50 years of economic and community development experience. They have assisted entities ranging from Fortune 50 corporations to startups with site selection, financing, incentive negotiations and program application development and administration. They have also worked with communities on business retention, expansion, and attraction projects as well as community and regional economic development initiatives.

They are experts in working with state and federal agencies, including state Departments of Commerce and related Economic Development agencies, state Departments of Transportation, Environmental Protection Agencies, Historic Preservation Agencies, Agriculture, Natural Resources/Conservation and Emergency Management agencies, as well as local development agencies throughout the country. They also have experience in dealing with federal government agencies such as the U.S. Department of Agriculture, U.S. Department of Commerce, U.S. Economic Development Administration and U.S. Customs and Border Protection.

Additionally, TDC principals have extensive experience in not-for-profit corporation administration, human resources and personnel, public relations, marketing, legislative and government affairs, and organizational management.

Given the ever-increasing need for timely and current information, TDC has expanded its research capabilities and can provide customized information and reports tailored to the specific requirements of its clients and their individual projects. From site selection matrix development and evaluation to labor market and target industry studies and strategic operating plans, TDC can provide the answers to your organization's questions and solutions to your problems.

TDC is a team geared to help you achieve success. In addition to the firm's principals, TDC has established relationships with support firms who are also experts in their fields. From accounting services and grant writing to design, engineering and construction companies to professional advertising and public relations firms, TDC can deliver the total package in a cost-effective manner.

The Development Consortium, Inc. is an Illinois s-corporation with female majority ownership.

TDC LEADERSHIP

JANET M. MATHIS

Principal and CEO

jmathis@tdcconsult.com



TDC Principal and Chief Executive Officer Janet M. Mathis co-founded the company in 2006. From 2011 until her departure in May of 2017, she served as the President and CEO of Renew Moline, Inc. (Illinois). In her Renew Moline role, Mathis was responsible for working with the City of Moline and its development partners and allies to provide assistance in the planning, coordination and supervision of catalytic economic development projects and programs impacting Moline's Riverfront.

No stranger to public policy and economic development, Mathis' career spans more than 25 years and encompasses work in the private, public, and not-for-profit sectors. She has a proven track record in financial packaging, incentive negotiations, site selection, policy advocacy, public relations, marketing, international trade, and workforce development. In the last decade through her work at TDC, the State of Illinois Department of Commerce and Renew Moline, Mathis has managed economic development projects in multiple

industry sectors which resulted in the creation or retention of more than 4,200 jobs and more than \$1.2 billion in capital investment.

She is a past Chairman of the Board of Directors for the Illinois Economic Development Association (previously known as the Illinois Development Council or IDC), the state association of economic development professionals and has served as Chairman of most of the organization's standing committees, including the Marketing, Conference Planning, Communications, Governmental Affairs and Executive committees.

She was the 2013 recipient of the Illinois Economic Development Association's Distinguished Developer of the Year Award.

Mathis was a founding board member of the Iowa New Ventures Center and the Northwest Entrepreneurship Center and has served on Black Hawk College's Small Business Development Center Board and the Northwest International Trade Center Board. She is a member of Western Illinois University's Planning and Advisory Council. She has been active on many other civic and educational boards in the Quad Cities Region focused on a variety of causes including youth development, family issues, Alzheimer's, and eldercare. She currently serves as the Chairman of the Board of the River Bend Food Bank which serves a bi-state region in Illinois and Iowa.

Mathis also serves on the Board of Directors of the Illinois Agri-Food Alliance (ALFA). ILAFA is bringing together Illinois' top agricultural, business, and economic leaders to develop and advocate for the implementation of a comprehensive and integrated strategic plan for Illinois and the Chicago region to ensure the state is meeting the 21st Century challenge of global food security.

She currently serves as Executive Director of the Edgar Fellows Program. Founded by former Illinois Governor Jim Edgar, the Edgar Fellows initiative focuses on the requirements and responsibilities of leadership and governing. It emphasizes the need to forthrightly address major policy issues without permitting partisan, ethnic and regional rivalries to trump statesmanship and is designed to influence attitudes and foster mutual understanding. It holds the promise of facilitating bipartisan and cross- regional cooperation as participants – diverse in race, gender, political persuasion, and geography – assume more influential roles. Mathis was a member of the 2014 class of the Edgar Fellows Initiative.

Over the last 20 years, Mathis has been an advisor for multiple gubernatorial transition teams.

Mathis has a Bachelor of Science degree in agricultural industries from the University of Illinois at Urbana-Champaign with continuing studies in economic development from Southern Illinois University at Edwardsville and brownfields redevelopment from the U.S. Environmental Protection Agency.

Mathis resides in Geneseo, Illinois, a suburb of the Quad Cities Metro region.

J. CRAIG COIL
Principal and COO
ccoil@tdcconsult.com



TDC Principal and Chief Operating Officer J. Craig Coil co-founded the company in 2006. From 2002 through 2013, he was the President and CEO of the Economic Development Corporation of Decatur and Macon County (Illinois) where he also served as Administrator of both the Decatur-Macon County Enterprise Zone and the Decatur Foreign Trade Zone. Coil has 30 years of economic development experience at the state, regional and local levels as well as in private sector consulting. He has held marketing positions in media and entertainment organizations in the private and public sectors and has extensive experience in government and legislative relations.

Coil joined the Illinois Department of Commerce & Community Affairs (DCCA), the predecessor agency to the Illinois Department of Commerce and Economic Opportunity, in 1988. Over the next 14 years, he held several positions including Area Development Representative, Targeted Industry Specialist, Division Manager of Industry Development, Division Manager of Market Development, where he oversaw day to day operations of the State of Illinois project management and marketing group. He also served as Senior Corporate Services Manager,

where he was the lead project manager for major location, expansion, and retention projects. DCCA ranked first in the nation for facility locations and expansions under his leadership. A recognized leader in economic development policy development and implementation, site location and incentive negotiation and packaging, Coil has worked extensively with Fortune 50 globally oriented corporations as well as second and third tier companies and startups seeking new or expanded locations and related location incentives.

While working for the State of Illinois, he received the Distinguished Economic Developer Award from the Illinois Development Council (IDC), a statewide association of economic development professionals (now known as the Illinois Economic Development Association). In 2007, Coil was presented with the Illinois Economic Development Association Chairman's Award for outstanding service to the Association and for outstanding contributions to Illinois Economic Development, the first award of its kind given to an association member.

In addition to his role at TDC, Coil currently serves as State Agency Liaison for the Illinois Enterprise Zone Association (IEZA), where he previously served as Board President. IEZA includes among its members over 85% of the Illinois Enterprise Zones across the state. He was actively involved with the development and passage of the most recent Illinois Enterprise Zone extension legislation and is a frequent speaker and consultant on the subject of Enterprise Zones and business incentives.

Coil is a Past Chairman of the Board of Directors of the Illinois Economic Development Association and has served on the Boards of numerous organizations throughout Illinois. He is also a member of the International Economic Development Council, the National Association of Foreign Trade Zones, and the Council for Development Finance Agencies.

Coil also served on the Economic Development/Sustainability committee for the Illinois Agri-Food Alliance (ILAFA). ILAFA is bringing together Illinois' top agricultural, business, and economic leaders to develop and advocate for the implementation of a comprehensive and integrated strategic plan for Illinois and the Chicago region to ensure the state is meeting the 21st Century challenge of global food security.

A graduate of Illinois State University, with professional studies at Ohio State University and the University of Oklahoma, Coil resides in Petersburg, Illinois, a suburb of Springfield.

Mathis and Coil also co-founded ELEVATE ILLINOIS. Elevate is a positivity campaign designed to counter negative perceptions of the state of Illinois by promoting positive social, community education, quality of life and business successes throughout Illinois.

References Are Available Upon Request

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Janet M. Mathis
Principal and CEO
The Development Consortium, Inc.
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Geneseo, IL 61254
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jmathis@tdcconsult.com

PROPOSED SCOPE OF SERVICES

With 50 years of combined experience in all aspects of economic and community development and project management, TDC knows the only effective way to be successful in economic development is through the development and implementation of a focused, targeted and comprehensive development strategy with measurable outcomes and relevant objectives.

Per the NOFO, pre-authorization must be completed by the Village prior to any application submission. This includes confirming unrestricted GATA access/standing and SAM.gov standing. TDC may be able to assist with parts of this process if desired, but Village staff will need to complete the actual pre-authorization process by DCEO's stated deadline.

For purposes of this proposal, TDC will work closely with designated Village of Chatham officials to prepare the RISE application and to document details required in the application and described on the program's Notice of Funding Opportunity (NOFO) process. It should be noted that the funding is dependent upon the applicant's ability to show how a plan will be developed to combat the negative effects of the COVID-19 pandemic and to create a plan to position the community for long term success in the wake of negative pandemic related economic impacts over the past two and a half years. Data and information will be required to support the application narratives. As has been discussed, it is our understanding that TDC will be able to utilize information from the Sangamon County Regional Planning Commission and the Springfield Sangamon County Growth Alliance to support the Application. Costs associated with additional data support, if necessary and agreed by the CLIENT and TDC, will be billed to the Village at cost.

TIMING

This proposal must be accepted by both parties no later than close of business on April 26, 2022 in order for TDC to be able to meet the RISE application deadline of 5:00 PM, May 9, 2022. Upon acceptance of this proposal, a Professional Services Agreement (PSA) will be executed outlining the specific work plan and timelines. Meetings with local Village leadership will begin immediately after execution of the PSA.

FEE

For this initiative, TDC requires a flat fee for services of \$7,500~~0~~^{DK}. A fifty (50) percent retainer (\$3,750.00) is due upon execution of a final Professional Services Agreement (PSA). The balance will be paid upon submission of the final RISE application package to the Village of Chatham.

Expenses are separate and will be billed at cost, at the conclusion of the project. They include travel, communications, and production related items not to exceed 10 percent of the total project cost.

CONCLUDING REMARKS

TDC Principal and COO Craig Coil will be the Project Manager for this initiative. Other TDC Principals and staff may assist with this project from time to time depending on the company’s workload and client priorities and timelines.

For purposes of this proposal, it is important to understand that TDC can provide as much or as little assistance as you feel is appropriate for your project. Because we want to work with you on the best solution for you locally, we have focused on a single, unified approach to preparing the application, in partnership with the Village. Reduced levels of assistance, or revised work plan may also be implemented if that is preferred.

TDC is honored to submit this proposal for your consideration and would be pleased to serve as your partner in this critical economic development initiative. We will work diligently to structure a final agreement that is beneficial to all parties and to create a competitive product.

No one in the state of Illinois brings the unique perspective than the Principals of The Development Consortium, Inc. and our associated vendors.

As experienced economic developers at the state, regional and local levels, as well as in the private sector consulting and site selection industry, we understand the challenges faced by you and your community on a daily basis. As such, we have provided you with a cost-effective solution to assist you with this project.

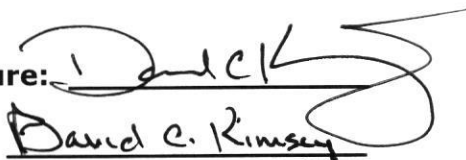
We look forward to your questions and to working with you. Thank you for your consideration of The Development Consortium!


ACCEPTANCE OF PROPOSAL

Upon ACCEPTANCE of this proposal, TDC will generate a Professional Services Agreement (contract) outlining the final agreed to scope of services, timelines, compensation and payment schedules and miscellaneous terms of engagement and contract provisions. The Acceptance of this Proposal does not constitute a contract and only acts to allocate TDC staff time for your project. Actual services begin upon final execution of the Professional Services Agreement.

ACCEPTED for Village of Chatham

ACCEPTED for the Development Consortium, Inc.

Signature: 
Name: David E. Kinsley
Title: President
Date: 4-26-2022

Signature: 
Name: **J. Craig Coil**
Title: **Principal and COO**
Date: **4/21/2022**