



VILLAGE OF  
**CHATHAM**  
*Family. Community. Prosperity.*

**THE FUTURE BEGINS TODAY**  
**An Economic Development Evaluation**  
**and Plan for Tomorrow**

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Prepared by:



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## **PROJECT OVERVIEW**

The Development Consortium, Inc. (TDC) was initially engaged by the Village of Chatham to assist the village in seeking an economic development planning grant funding through the RISE Grant Program. This program is managed by the Illinois Department of Commerce and Economic Opportunity (DCEO). That funding request was granted by the Department and TDC was engaged to evaluate the Village's economic development opportunities and pathways for success in the future.

Discussions with local officials and other stakeholders led TDC to explore four specific, potential economic development initiatives and evaluate their feasibility and potential for providing the foundation for long-term growth for Chatham. These initiatives include the following:

- A mixed-use facility downtown to include a new Village Hall on one end and potential commercial based rental space on the opposite end of the block.
- The development of a retail commercial hub on the west side of Illinois Route 4 on the north side of the Village, ideally anchored by a Home Depot store, or similar “big box” type retailer.
- A proposed interchange on Interstate 55 (I-55) south of Chatham at the Pulliam Road overpass.
- A proposed industrial park anchored by a warehouse/distribution facility to be developed east/southeast of the proposed I-55/Pulliam Road Interchange. This is anticipated to include a full service truck stop designed to service not only the park, but I-55 travelers of all kinds. This development would require the widening and expansion of Pulliam Road between I-55 and Illinois Route 4, providing even further opportunity for economic growth.

On their own, each of these projects has the potential to dramatically change the Village, leading to the creation of significant new community economic impacts and expanded employment, shopping and other opportunities for local and regional residents. With proper planning, all four initiatives could be viable and will dramatically impact the Village and County economies in ways not seen in recent memory. It is important to remember that developments the scale of these projects involve significant infrastructure construction and expansion as well as a great deal of public and private sector capital investment. These projects are not designed to happen overnight and should be prioritized based on need and funding availability.

Community input and support is also critical to the long-term success of these initiatives. In completing this report for the Village, TDC ran across the “not in my back yard (NIMBY)” mentality for certain components of these concepts. This was especially noticeable in random conversations with residents located on the southeast side of the Village. Past experience with a proposed project in recent years had some questioning whether development along I-55 was worth the promised or perceived benefits. Issues identified included more traffic and noise. When TDC pointed out that you could hear the Interstate currently and wondered aloud if the interviewees had “tuned out the noise” over time, most admitted that they had.

A strategy to actively involve citizens in moving economic development initiatives forward should be developed as a part of any growth initiative so that concerns can be heard and addressed. This is not unique to Chatham, but other locations have overcome objections to development strategies by maintaining open dialogue and providing reality-based cost benefit analysis.

As a part of the research for the project, more than 40 individuals were interviewed in order to gain perspectives about the past, present and future of Chatham from a variety of viewpoints. In addition to conversations with contacts provided by Village leadership, other individuals involved in occupations and fields related to the proposed projects were also interviewed. They ranged from randomly chosen local residents to rail transportation professionals and service providers, economic development organizations at the regional and state level and site selection/location professionals from various national firms with experience in the Midwest. The site selection professionals interviewed represent national corporate entities who primarily specialize in warehouse and distribution projects.

Additionally, local and regional education and training providers were contacted to gain clarity on workforce availability and training as well as opportunities for growth in those areas that are being identified on an ongoing basis. The interviewee list from the Village included local leaders in government, education, business, volunteer organizations, real estate, property development and banking as well as members of the community who are actively involved in the local Chamber of Commerce and related community-focused entities. Regional utilities were also contacted regarding ancillary infrastructure needs. Interviews were conducted individually so that candid conversations were able to be had.

The input provided by the local and regional interviewees provided unique insights and were, in what is fairly unusual in a project like this, very consistent. Most of the people interviewed by TDC are on the same page in terms of their vision for the community and their recognition of the need to have a cohesive, dynamic, forward looking development agenda. Their thoughts, combined with a Strength, Weakness, Opportunity, and Threat (SWOT) analysis of the proposed areas of development, and IMPLAN economic impact modeling of the same, provide a solid foundation for future opportunities and long term economic growth and stability.

IMPLAN economic impact modeling was conducted in partnership with the Illinois Institute of Rural Affairs at Western Illinois University and Robin Hanna, LLC. Hanna has conducted hundreds of these studies at IIRA over the past two decades and is a recognized expert in the field. Study findings related to the construction impacts of the projects are located throughout the report; and the entire report, including operational impacts, may be found at the end of this document.

The results of the IMPLAN study is focused on a number of key components and are based on data generated by industry sector. The results are focused on the Sangamon County market as well as the Labor Market , which is drawn from a 60 minute drive time of Chatham.

In all scenarios, financial viability is confirmed and the long-term benefits of all of the projects far outweigh the costs.

As is usually the case, the challenge will be whether or not the community can stick to the vision and implement the long-term strategy in a consistent and cohesive manner or, if conditions change, make and execute the necessary pivots to be successful.

Chatham is unique in our view. The Village has grown despite itself in the past and now is poised to make great things happen to no longer be defined solely as “that bedroom community down by Springfield” .

The Village of Chatham CAN and SHOULD be a major cog in the economic engine of Central Illinois.





# ***CHATHAM – Past, Present and Future***

## ***THE PAST***

From its founding in 1836, the Village of Chatham has slowly grown from a sleepy farming community to a destination for people looking for good schools and a high quality of life and is at the center of what could become an economic renaissance. The Village currently finds itself in a unique position. Often described as a “bedroom community” of the capital city of Springfield, Illinois, Chatham has been frequently underrated as a potential location for business. Current Village leadership has expressed a vision for the community, that, if implemented properly, will positively impact the long-term viability and attractiveness of the region.

As stated in the overview, over the past number of years, Chatham has grown in population, geographic area, and property and sales tax receipts despite itself. This is not intended as a critique but merely a statement of fact. The completion of Veteran’s Parkway on the west side of the capital city in the late 1980’s and early 90’s, along with the widening of Illinois Route 4 from Interstate 72 to the Village, entirely changed the dynamic of the town and the area in general. This transportation realignment was instrumental in the growth of residential development and other ancillary services required and requested by new and existing residents alike.

While on the surface past development practices have helped Chatham grow, it seems clear that development was more reactionary than planned. People generally commuted to work in Springfield and had the basic services they required in the Village. If it wasn’t available, they simply bought the products or services out of town and, in doing so, helped create the “bedroom community” image.

The reality was, and is, that the potential for growth unrelated to proximity to the capital city is entirely feasible and has been long overlooked. These oversights do not appear to have been intentional but more likely due to a singular top-down regional vision that has dictated that as the capital city goes, the rest must follow. These practices were not forward-thinking and failed to take in the concept of working as a regional economy. The previous version of the Springfield Area Chamber of Commerce and its associated economic development function were hyper focused on Springfield and failed to embrace a regional vision.

That was pointed out in a previous study conducted by TDC for Sangamon County which resulted in the restructuring economic development efforts regionally.

It is also safe to say that the past image of the community and its potential has been held not only by local residents, but also by county planners and local economic development organizations. Chatham had been taken for granted.

## ***THE PRESENT***

As this document is being drafted, the tide has begun to shift and a change in how the community views itself is being brought about by a younger generation who sees the Village for not only what it is, but what it can be. That is, in short, a successful, dynamic, and self-sustaining economic ecosystem with a vision for creating a destination mentality for visitors and a place to have high-quality, living wage jobs within or adjacent to its boundaries.

Chatham has long had a strong education environment which has benefitted the community by providing an impetus for people who have not been satisfied with the K-12 education system in Springfield to have a viable, nearby alternative that has proven itself to be a cut above the rest of the regional schools.



This regional and rapidly expanding external belief regarding the local school district has driven the community's vision to encourage and establish significant housing developments in the upper middle class price ranges. These developments have attracted higher income individuals and dual income families to the area in large numbers over the past two decades. As a result, the tax base has expanded and the commercial retail sector has grown exponentially. This has resulted in the development of a commercial corridor along Illinois Route 4 north of the Village, but there does not seem to have been a coordinated strategy regarding types of retail and/or commercial development that is most desirable to attract and in what concentrations, especially when trying to also encourage growth in the Village's downtown. The issue to date seems to be that one-off demand has driven development. The growth seems to be a bit haphazard, leaving the Village without a clear identity.

In recent years, some growth has been stymied by a lack of regional cooperation between the Village and the City of Springfield. When any project of significance has considered sites within unincorporated areas between the two municipalities, conflict, not coordination, has been the

strategy used to “land the deal”. In a regional economy, this is a true sign of not being able to see the forest for the trees, as many projects and potential development were unnecessarily delayed, thereby increasing costs or, more significantly, lost all together. Developers and businesses do not like conflict and drama.

As of the date of this report, calmer and more rationale leadership is in place in both communities which should allow the regional economy to grow instead of worrying about ego driven development. This is not only the opinion of the Development Consortium, Inc, but of the majority of the interviewees, and represents a hopeful sign for the future.

## ***THE FUTURE***

Chatham is now positioned to change the landscape of the local and regional economy. All of the components needed for success are present and the decision to be made is whether the costs justify the benefits.

Each of the proposed projects identified at the beginning of this document will be addressed throughout the rest of this report. There are a few takeaways which stand out from TDC's time in the region. These issues were observed directly as well as brought to light by interviewees in almost every meeting conducted. These issues are stated throughout the report and primarily revolve around detailed planning, open dialogue for citizen input, development of a community vision and marketing strategy and a way to proactively engage potential investors.

### ***PHASE I***

The first project which has immediate merit and practicality is the proposed Village Hall/commercial mixed use facility. There is strong desire and need for the community to create an identity that focuses on making Chatham a destination for consumers and a regional population center. As things stand today, the Village Square is a blank slate with a central park area bounded by vacant lots, older buildings and a church. There is no singular draw to build upon the synergies and locational advantage of proximity to the newer businesses that are located to the east. Sangamo Brewing Company is a prime example of a successful entrepreneurial business. Founded in an older building adjacent to the current Village Hall, it has grown at a steady pace in recent years. If the Village embarks on development and construction of the proposed facility on the square, growth potential for the brewery is untold as they would then have the chance to expand into the current municipal building.

This initial phase of redevelopment would provide an immediate catalyst for the current vision of Village residents and Village leadership. The combined impacts are highlighted later in the narrative, but, suffice it to say that the project will have a sizable and immediate fiscal, visual and image impact to the Village.

### ***PHASE II***

The second most impactful project would be the addition of a big box retail facility along the western edge of Illinois Route 4 south of Mansion Road. Should strategic and aggressive marketing and outreach utilizing traffic and populations studies be initiated, it is reasonable to believe that a new Home Depot location, or similar entity, could be attracted to the community, generating even more regional consumer activity. Americans spent more than \$566 billion at

home improvement stores in 2022. This market will continue to grow with the amount spent by 2027 projected to be more than \$600 billion.

The Springfield/Sangamon County market currently includes Lowe's Home Improvement stores and two Menards stores; however, the closest current Home Depot is in Jacksonville, Illinois. It draws customers from wide and varied regional markets. This report addresses the economic impact of such a development using Home Depot's own operations data and clearly demonstrates the jobs and fiscal impact on the Village.

That said, an initiative such as this is yet another component of the Village's overall economic development and marketing strategy. These strategies and their outcomes will be dependent on factors tied to the general national and statewide economies. Engagement with retail economic development consultants and involvement in organizations such as the International Council of Shopping Centers (ICSC) would be good first steps in this strategy.

### **PHASE III**

The third group of projects are critical to the **long-term** vision and viability of the Village. This multi-faceted vision involves construction of a new interchange at the current Pulliam Road overpass on Interstate 55, the development of an industrial park for warehouse distribution operations and/or light manufacturing, a new full service truck stop to serve this development as well as normal I-55 traffic and the ultimate expansion of Pulliam Road to the west of the interchange connecting to Illinois Route 4.

This last piece, the expansion of Pulliam Road, must occur if all of the other pieces are to develop to their full potential. Currently, there is no direct access to the Village from Interstate 55 without winding through neighborhoods and a school zone. This works for the area's current use which is primarily residential development; however, it discourages visitors who tend to prefer direct access to the Village for time/travel efficiency reasons. Improvements to this route will have the added benefit of increasing access for police and fire/medical response teams in the event of emergencies on the Interstate as well as give first responders general access to the industrial park and the nearby residential areas. This will be highlighted further in the project specific portion of the report.

### ***The past is the past and future is whatever Chatham wants it to be.***

The economy is in a new age of development and the world is in a new age of consumer demand and expectations. The Village is perfectly poised to make all of these projects happen if it has the foresight and long-term determination to see necessary plans in order to reach the future benefits.

## ***INTERNAL PERCEPTIONS***

During the project interview sessions, it was apparent at an early stage that most agree on the opportunities, challenges and potential benefits facing the community. All of the commentary related to the priority areas identified throughout this study. The interviews ultimately also included discussion about the high-quality education system, workforce development and improved access to Interstate 55 from a visitor/business perspective as well as from the public safety and transportation efficiency viewpoint. Additionally, one of the major points of consensus was the need to create a vision for the Village that is marketable on its own merits and establishes the Chatham Brand. Finally, it is clear there is a need for a central point of identity for the citizens to rally around.

Everyone interviewed understands that the proximity to the state capitol is an enormous asset, but they also know that in the post-pandemic world order, commuting to the office and reliance on larger municipalities for goods and services is not necessarily what the residents of the region desire nor need. Convenience and affordability are paramount to keeping the Village a desired destination for homebuyers and more middle to high income residents.

Without exception, interviewees mentioned the continued demand for affordable housing. Affordable is a relative term however, and the real desire appeared to be the need for single family homes that would allow younger buyers to enter the market. As numerous people stated, not everyone can afford a \$400,000 home, especially in light of current interest rates. Many expressed the desire to make it feasible for their children and grandchildren to be able to afford to return to or remain in the area. The other concern related to the lack of affordable housing stock is the impact on the long-term future of the community. Even now, there is an impression that it is difficult for people to enter the Chatham housing market at a relatively modest level and then move up into larger, more expensive homes as their income increases. This is an issue that can be addressed, but only when interest rates and construction costs stabilize.

As mentioned earlier, a perceived lack of community identity is an ongoing issue as is a lack of locally controlled food and entertainment venues. The vast majority of interviewees expressed a strong desire to become more generally self-contained as a community and to be able to avoid driving into Springfield. At the current time there is demand, but the question remains, is there enough demand to support multiple current and new establishments on an ongoing basis? It is apparent that many initiatives need to come together if the demand is to be expanded to a point that it can support all of the businesses the interviewees desired to see in Chatham.

This leads to the issue which is becoming increasingly common in every location TDC visits and evaluates: **WORKFORCE AVAILABILITY AND WORKFORCE TRAINING.**

Fortunately for Chatham, one important constant is the quality and effectiveness of the Village's K-12 education system. The Ball Chatham School District is universally praised for its curriculum

and extracurricular activities. It is the primary reason for the growth the Village has seen in the past two decades.

When we asked more in-depth questions about the School District, a few things stood out. The District is perceived to be an outstanding education center for advanced placement students, with a system in place that, despite external perceptions, caters to a broad demographic base and which has seen excellent results as students transition to college level courses. The long-term question becomes how many of the Glenwood High School graduates will remain or return to Chatham after graduation and have career opportunities available that match their new skill sets. Will they even be able to afford to live in town even if those jobs exist?

The other major area of excellence stated by many is the District's programming and education strategy for underperforming students or students with learning disabilities. There is great pride in the community about the dedication to and success of this part of the education process. The word is "on the streets" about this success, but it appears that the wider regional population is somewhat oblivious to this benefit to students attending the Ball-Chatham School District.

What was nearly unanimously stated was the perception that average or "normal" students are no better off in Ball-Chatham schools than anywhere else. This is also a common statement in other communities we have studied, so the question becomes, what is being done to tie these students into post high school career and education opportunities. Many people mentioned the need for a school-to-work program to show students true employment opportunities in the region. Whether this happens through ongoing and increasing interactions with Lincoln Land Community College programs or by showing students the opportunities that exist in the building and construction trades in conjunction with the Capital Area Vocational Center, it is crucial these initiatives continue to expand to ensure workers are available for Chatham and surrounding area businesses. This is especially true if and when new warehouse/distribution operations or light manufacturing facilities are built adjacent to the new interchange.

It should be noted that whatever logistical and transportation benefits apply to a development site or location, they are essentially worthless if a well-trained and available workforce is not present. This is generally THE most important site location influencer today and is not likely to change in the near future.

The ongoing evolution of the Ball-Chatham School District along with other regional educational providers is critical to the success of the proposed development initiatives.

Interestingly, a number of local interviewees named Edwardsville, Illinois, as a community that could be a model for future Chatham growth strategies. Edwardsville has, over the years, developed a culture of different shopping and entertainment venues and has taken advantage of being in close proximity to a four year university and a commuting workforce.

## **EXTERNAL PERCEPTIONS**

External perceptions of the Village of Chatham are part of the key to its future success.

During the interview process, a number of interviewees in the site selection industry, as well as those employed with rail service providers and external utilities, either did not know where Chatham was or, if they did, did not view it as a potential location for new primary job development projects.

### **These impressions were not fact-based in most situations.**

From TDC's perspective, most site location specialists have, to some degree, tunnel vision regarding downstate Illinois site development locations and tend to focus on specific points on a map. In general, these include Springfield, Decatur, Peoria, Champaign-Urbana, Mt. Vernon, Edwardsville, Collinsville, etc. Unless there is a specific marketing strategy to promote the sites and opportunities available, site selectors tend to take an "out of sight; out of mind" perspective.

This is an issue, but in every issue, there is an **OPPORTUNITY**. This is illustrated by the response from one of the national site selection firm's representatives who is originally from the Sangamon County market. He made the statement that it was:

**".....unfathomable that more emphasis is not placed on marketing the region to warehouse/distribution operations along the I-55 corridor"**

and repeatedly circled back to this comment during our conversations. This illustrates the missing link and opportunity for Chatham and reinforces the need to implement a strategy to construct a new interchange on I-55 at Pulliam Road. It also points to a gap in marketing and relationship development which can be addressed by a committed relationship strategy. **But it must become a priority.**

Local organizations in Chatham such as the Village's government, the Chamber of Commerce and the Springfield Sangamon Growth Alliance (SSGA) are resources which can go a long way towards addressing this perception issue.

The Illinois Department of Commerce & Economic Opportunity and Intersect Illinois are two key cogs in the site selection wheel in Illinois. According to the majority of the regional development groups we spoke with, including the SSGA, most leads for job creation and investment projects originate from Intersect Illinois. This will be discussed in greater detail later in the report; however, it is important to note that the lead project manager from Intersect Illinois had little to no awareness of Chatham's attributes, or even why the community should be on their radar.



# FAST FACTS Report



## CHATHAM

Updated March 11, 2024

Population Summary (U.S. Census, 2020)		
Year	Population	% increase or decrease
1920	848	27.33%
1930	883	4.13%
1940	867	-1.81%
1950	905	4.38%
1960	1,069	18.12%
1970	2,788	160.80%
1980	5,597	100.75%
1990	6,074	8.52%
2000	8,583	41.31%
2010	11,500	33.99%
2020	14,377	25.02%
Median Age	Age	% increase or decrease
2000	35.0	10.76%
2010	35.3	0.86%
2020	37.1	5.10%
Housing Units Summary (U.S. Census, 2020)		
	Housing Units	% increase or decrease
2000	3,165	Data unavailable
2010	4,499	42.15%
2020	5,839	29.78%
Household Summary (U.S. Census, 2020)		
	Households	% increase or decrease
2000	3,083	48.94%
2010	4,353	41.19%
2020	5,461	25.45%
Average Household Size	# in Household	% increase or decrease
2000	2.78	-5.12%
2010	2.64	-5.04%
2020	2.63	-0.38%
Median Household Income (ACS, 2022 Estimate)	\$104,000	
Village Economics (ACS, 2022 Estimates)		
	Population	% of Population
In Labor Force (16 and older)	7,435	72.1%
Unemployment Rate (16 and older)	236	2.3%
Poverty Rate		3.9%
Race Summary (U.S. Census, 2020)		
	Population	% of Population
White	12,350	85.90%
Black or African American	565	3.93%
American Indian and Alaska Native	44	0.31%
Asian	509	3.54%
Native Hawaiian and Other Pacific	0	0.00%
Other Race	110	0.77%
Two or More Races	799	5.56%
Persons of Hispanic Origin (in addition to "Race" listed above)	384	2.67%

Source: U.S. Census Bureau, 2020 Decennial Census and 2022 American Community Survey 5-Year Estimate Data Profiles

# FAST FACTS Report



## CHATHAM

Updated March 11, 2024

Age Breakdown (U.S. Census, 2020)					
Males			Females		
Age Range	Population	%	Age Range	Population	%
0-9 Years	1,039	15.1%	0-9 Years	1,031	13.8%
10-19 Years	1,175	17.0%	10-19 Years	1,117	14.9%
20-29 Years	661	9.6%	20-29 Years	710	9.5%
30-39 Years	988	14.3%	30-39 Years	1,159	15.5%
40-49 Years	986	14.3%	40-49 Years	1,030	13.8%
50-59 Years	809	11.7%	50-59 Years	909	12.1%
60-69 Years	674	9.8%	60-69 Years	801	10.7%
70-79 Years	387	5.6%	70-79 Years	466	6.2%
80 and Over	175	2.5%	80 and Over	260	3.5%
<b>Total Males</b>	<b>6,894</b>	<b>48.0%</b>	<b>Total Females</b>	<b>7,483</b>	<b>52.0%</b>

Education Attainment (ACS, 2022 Estimates)		#	%	Household Income (ACS, 2022 Estimates)		#	%
Population 25 Years and Over		8,746	100%	Less than \$10,000		244	4.5%
Less than 9th Grade		57	0.7%	\$10,000 to \$14,999		17	0.3%
9th to 12th grade, no diploma		227	2.6%	\$15,000 to \$24,999		178	3.3%
High School Graduate (or equivalent)		1,394	15.9%	\$25,000 to \$34,999		147	2.7%
Some College, no degree		1,860	21.3%	\$35,000 to \$49,999		360	6.6%
Associate's Degree		1,038	11.9%	\$50,000 to \$74,999		790	14.6%
Bachelor's Degree		2,432	27.8%	\$75,000 to \$99,999		860	15.9%
Graduate or Professional Degree		1,738	19.9%	\$100,000 to \$149,999		1,454	26.8%
				\$150,000 to \$199,999		887	16.4%
				\$200,000 or more		483	8.9%

Civilian Employed Population 16 Years and Over (ACS, 2022 Estimates)		
Industry	Population	%
Agriculture, Forestry, Fishing, Hunting, and Mining	85	1.2%
Construction	567	8.0%
Manufacturing	297	4.2%
Wholesale Trade	107	1.5%
Retail Trade	665	9.4%
Transportation, Warehousing and Utilities	207	2.9%
Information	58	0.8%
Finance, Insurance, Real Estate, Rental and Leasing	518	7.3%
Professional, Scientific, Management, Administrative and Waste Services	579	8.2%
Educational, Health Care and Social Services	2,305	32.6%
Arts, Entertainment, Recreation, Accommodation and Food Services	285	4.0%
Public Administration	1,117	15.8%
Other Services	286	4.0%
<b>Total</b>	<b>7,076</b>	<b>100%</b>

Housing Occupancy (U.S. Census, 2020)		#	%	Year Structure Built (ACS, 2022 Estimates)		#	%
Total Housing Units		5,839	100%	1939 or earlier		183	3.2%
Occupied Units		5,461	93.5%	1940's		8	0.1%
Vacant Units		378	6.5%	1950's		102	1.8%
				1960's		329	5.7%
				1970's		1,175	20.4%
Occupied Units		5,461	100%	1980's		538	9.3%
Owner Occupied		4,165	76.3%	1990's		1,329	23.1%
Renter Occupied		1,296	23.7%	2000's		1,103	19.2%
				2010 or later		989	17.1%

Source: U.S. Census Bureau, 2020 Decennial Census and 2022 American Community Survey 5-Year Estimate Data Profiles

## ***ECONOMIC DEVELOPMENT STRATEGIES***

The region, state and national economic development climate is changing on an almost daily basis. A shift from in-office work to remote employment has been a national trend and although many employers are trying to make the shift back to pre-pandemic operating models, the reality is that the general workforce is not accepting of the changes. This shift to remote work is believed to have been a blessing for the Village of Chatham. Many who work for national or regional private sector firms who shifted from office locations in other parts of the state or country to work-from-home models, made the decision to move to locations like Chatham which have great schools and a high quality of life. The area's largest employer, the State of Illinois, also switched to a work from home model during COVID and has kept that as an option for many of its workers, again making the village an even better residential option while continuing to reinforce the need for additional services and retail establishments.

The medical sector has also faced challenges since the pandemic and even since this study began. A once growing regional employment sector is now in decline due to a variety of factors as the long-term impact of these changes also demand alternative workforce thoughts as to the future of the Village and the labor market area.

At the same time, there is a still a need for businesses to locate new facilities for light manufacturing and warehouse/distribution operations with access to multiple forms of transportation and lower cost operating facilities. Over the past several years, the Central Illinois I-55 Corridor has been essentially absent from development discussions with regional and national site selection firms. There are many reasons for this, but the primary one is that no one has made it a priority to focus on these sectors from a new location perspective. The SSGA has made it a targeted sector and is moving in the right direction, however, the availability of sites with adequate infrastructure adjacent to the interstate are lacking. The land adjacent to Chatham and the Pulliam Road overpass is an exception to this. The site becomes even more attractive with the addition of a new interstate interchange.

Ongoing outreach and marketing outside of Sangamon County opens the door to success. At the same time, the Village and its economic development partners need to put internal processes and functions in place to address any questions of concerns an economic development prospect might have in relation to a specific piece of land.

## ***COMMUNITY PRIORITIES and THE ECONOMIC IMPACTS***

The community's development and growth priorities are consistent no matter whom TDC spoke with during this study. Each of the three – (1) new Village Hall with retail/commercial component; (2) expanded retail/commercial corridor on Illinois Route 4 north of town; and (3) construction of an interstate interchange at Pulliam Road – have evolved over time and each has its own merits and community benefits.

The Village must develop an over-all strategy to develop all of these initiatives in order to drive dramatic change in the local economy, not only in the Village but throughout Sangamon County and other adjacent counties which feed into the regional labor market.

As with any successful long-term strategy, funding will be key to success. In the post-COVID era, federal and state government funding has become more abundant, and programs have been put into place to keep essential sectors of the economy viable. Now, and in the future, the Village will need to continually share its economic growth strategy, the expected benefits and projected costs with local, state and federal officials, staff and agencies. This repetition of need and projected return on investment will keep Chatham top of mind when funding and programming becomes available which might play a role in the community achieving its goals on all three initiatives. The regional planning commission is an essential partner in this outreach.

The federal government has looked at and strategically funded long-term investments geared towards economic growth, but until recently, the state has placed little emphasis on addressing general improvements that are required to keep communities competitive and “open for business.” That is changing with the recently added Mega Site initiative and related program funding as well as targeted assistance geared toward the electric vehicle industry through the REV Program.

These resources and other state and federal financial and technical assistance should be explored utilizing the economic impact analysis to justify formal consideration.

## **CHATHAM MUNICIPAL CENTER**



One of the main drivers of success for any community is having a central point of identity and a community anchor or gathering place.

Today, there is a Central Park of sorts which serves as the Village Square, but it is surrounded by, what can best be described, a hodge podge of older buildings, vacant land, and a church.

The Village has acquired a site on the western edge of the square for the proposed new Municipal Center and, when viewed in relation to the rest of the Village, it can be clearly demonstrated that the development will be a catalyst for the community. Residents and non-residents alike consistently shared that there is not a large enough presence of locally owned small to mid-size retail and entertainment establishments in the Village. This project will not only provide a new central point of identity but also will create space for these smaller entrepreneurial ventures to begin and thrive, creating a foundation for Chatham's own unique identity.

Not only will this development create a more operationally efficient local government operations center, but it will allow new space to be utilized by small businesses. Additionally, moving the current Municipal offices to the new facility will free up space for the currently landlocked, but very popular, Sangamo Brewing Company so that this thriving business might be able expand. This all provides the backbone for the creation of a central entertainment district which is a very marketable destination for local and regional consumers.

More retail and commercial ventures mean additions to the tax and general revenue base and begins a resurgence of the post-COVID economy. Similar strategies for a downtown redevelopment are working across the state, but the success stories most frequently mentioned by interviewees are in Petersburg and Edwardsville, Illinois. Both communities have similarities to Chatham and exhibited an ability to take their natural strengths and parlay them, through a vibrant development strategy, into destinations for their respective regional economies. Petersburg, in particular, has seen growth driven by a former resident who, after launching a successful business venture, returned to give back to his community.

Chatham has all of the assets necessary to take the same aggressive path to destination-based growth. The economic analysis, which is part of this study, reinforces the notion. The report follows in full in the Addendum, but the highlights of the operational impacts of the Municipal Center show excellent long term fiscal benefits.

**EXCERPT FROM THE IMPLAN ANALYSIS REGARDING THE MUNICIPAL CENTER/BUILDING**

Construction of the new Municipal Building including the area for retail and commercial activities is estimated at \$9,711,621<sup>1</sup>. We removed the “Contingency” amount of \$900,000 and modeled the project using IMPLAN Industry Code #55-Construction of new commercial structures. The Direct economic impacts associated with the construction expenditures in the primary region of analysis (Sangamon County) include \$8.8MM in Output, 68 full and part-time positions with \$4.4 million in Labor Income, and \$818K in public revenues (see Table 10). When the downstream business and household expenditures are added, the impact includes \$13.5 million in Output, almost 94 jobs, \$6.0 million in Labor Income and \$1.5 million in Public Revenues.

**Table 10 Economic impacts on the primary region of analysis associated with construction of the new Chatham Municipal Building including area for retail/commercial activities**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<b><i>Direct</i></b>	\$8.8MM	68 positions	\$4.4MM	<b>\$818K</b>
<b><i>Indirect</i></b>	\$1.6MM	7.1 positions	\$514K	<b>\$218K</b>
<b><i>Induced</i></b>	\$3.1MM	18.5 positions	\$1.0MM	<b>\$415K</b>
<b><i>Total</i></b>	\$13.5MM	93.6 positions	\$6.0MM	<b>\$1.5MM</b>

The multipliers associated with construction of the new Chatham Municipal Building include the following (see Table 11):

- For every dollar invested in direct construction expenditures, an additional \$.53 in Output will be generated or supported among the Sangamon County economy;
- For every position created during direct construction, an additional .51 positions will be created or supported among the Sangamon County economy;
- For every dollar spent in direct construction expenditures, an additional \$.36 in Labor Income will be generated or supported among the Sangamon County economy; and
- For every dollar in public revenues spent in direct construction activities, expenditures, an additional \$.84 will be generated or supported in public revenues of the Sangamon County economy.

**Table 11 Economic multipliers on Sangamon County associated with Construction of the New Chatham Municipal Building including area for retail/commercial activities**

	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<b><i>Multipliers</i></b>	<b>\$1.53</b>	<b>1.51 positions</b>	<b>\$1.36</b>	<b>\$1.84</b>

<sup>1</sup> Village of Chatham Budget Worksheet & Narrative

Construction expenditures associated with building the new Chatham Municipal Building, and activities, and related business and household expenditures will also have economic impacts in the surrounding 8-county region of analysis (see Table 12). These impacts will include \$1.0MM in Output, almost 5 full and part-time jobs with over \$270K in Labor Income. Business activities, employment, and household activities will generate almost \$120K in public revenues.

**Table 12 Economic impacts on the primary region of analysis associated with construction of the new Chatham Municipal Building including area for retail/commercial activities**

<i><b>Levels of Impact</b></i>	<i><b>Output</b></i>	<i><b>Employment</b></i>	<i><b>Labor Income</b></i>	<i><b>Public Revenues</b></i>
<i><b>Direct</b></i>	-	-	-	-
<i><b>Indirect</b></i>	\$655K	2.4 positions	\$164K	\$64K
<i><b>Induced</b></i>	\$388K	2.5 positions	\$106K	\$54K
<i><b>Total</b></i>	\$1.0MM	4.9 positions	\$271K	\$118K

When combined, the economic impacts associated with construction of the new Municipal Building on both primary and secondary regions of analysis total more than \$14.6MM (see Table 13). The impacts also include almost 100 full and part-time positions and \$6.2MM in Labor Income. Total public revenues generated in the two regions of analysis total \$1.6MM.

**Table 13 Economic impacts on the combined primary and secondary regions of analysis associated with construction of the new Chatham Municipal Building including area for retail/commercial activities**

<i><b>Levels of Impact</b></i>	<i><b>Output</b></i>	<i><b>Employment</b></i>	<i><b>Labor Income</b></i>	<i><b>Public Revenues</b></i>
<i><b>Direct</b></i>	\$8.8MM	68.0 positions	\$4.4MM	\$819K
<i><b>Indirect</b></i>	\$2.3MM	9.5 positions	\$68K	\$282K
<i><b>Induced</b></i>	\$3.5MM	21.0 positions	\$1.1MM	\$469K
<i><b>Total</b></i>	\$14.6MM	98.5 positions	\$6.2MM	\$1.6MM

## **ROUTE 4 RETAIL BIG BOX DEVELOPMENT**

Chatham has proven itself to be a prime retail development destination in the past. The question becomes, what is the best way to move forward with the goal of creating and sustaining for the long term, an independent financially viable community in which all of the necessities of a modern economy can be found within its municipal borders? The initial answer appears to be the need for an established multi-purpose anchor tenant in a structured retail/commercial hub. This anchor will drive ancillary development, moving Chatham toward becoming a destination that so many residents appear to desire. The model tenant in this discussion is a Home Depot or COSTCO-type entity. For purposes of this study, a potential Home Depot was evaluated using actual development specifications that had been previously disclosed by the company in publicly available reports. Similar outputs are likely from a COSTCO development as well.

From a site location perspective, Chatham already has the components necessary for this initiative to become a reality. There is developable acreage available, adequate public infrastructure (some of which will need to be extended into the site) and direct four lane access. To accommodate traffic within the development, local road improvements would likely be required as would additional traffic control measures.



The economic impact modeling accounted solely for the anchor tenant. Additional ancillary development in the commercial hub would add even more to the fiscal impact and set the stage for a new era of growth in the retail/commercial sector.

### **EXCERPT FROM THE IMPLAN ANALYSIS FOR BIG BOX RETAIL FACILITY**

Impacts associated with a Big Box Retail facility developed in Chatham were estimated using Home Depot as the model's example. According to Home Depot's 2022 annual corporate reports, the average size for its stores is 105,000 square feet.<sup>2</sup> We estimated that the building's sales space would account for 87 percent of total building area. Based on \$621/square foot as Home Depot's annual Sales per Square Foot, we modeled the project with annual revenues of

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<sup>2</sup> <https://corporate.homedepot.com/page/about-us>



\$56,592,450.<sup>3</sup> These revenues were introduced to the IMPLAN Industry Code #405-Retail building materials and garden equipment and supplies stores.

The Direct level of annual economic impacts associated with these revenues included \$56.6 million in Output, more than 405 full and part-time positions, \$17.7 million in Labor Income and \$15.5 million in public revenues (see Table 31). The total impacts realized within the primary service region of analysis included \$82.8 million in Output, almost 550 positions, \$26.1 million in Labor Income and \$18.6 million in public revenues.

**Table 31 Annual economic impacts on the primary region of analysis associated with business operations at the new Chatham Big Box Retail project**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<b>Direct</b>	\$56.6 MM	405.3 positions	\$17.7MM	\$15.5MM
<b>Indirect</b>	\$13.0 MM	65.7 positions	\$4.2MM	\$1.4MM
<b>Induced</b>	\$13.2 MM	78.7 positions	\$4.3MM	\$1.8MM
<b>Total</b>	\$82.8 MM	549.7 positions	\$26.1MM	\$18.6MM

The multipliers associated with annual operations at the Chatham Big Box Retail include the following (see Table 32):

- For every dollar generated in direct operational activities, an additional \$.46 in Output will be generated or supported among the Sangamon County economy;
- For every position generated in direct operational activities, an additional .36 positions will be created or supported among the Sangamon County economy;
- For every dollar generated in direct operational activities, an additional \$.47 in Labor Income will be generated or supported among the Sangamon County economy; and
- For every dollar in public revenues generated by direct operational activities, for the project, an additional \$.20 will be generated or supported in public revenues of the Sangamon County economy.

**Table 32 Annual economic multipliers on Sangamon County economy associated operations of the Chatham Big Box Retail project**

	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<b>Multipliers</b>	<b>\$1.46</b>	<b>1.36 positions</b>	<b>\$1.47</b>	<b>\$1.20</b>

<sup>3</sup> Statista.com; <https://www.statista.com/statistics/240858/sales-per-square-foot-of-the-leading-diy-chains/>

The annual operations of the Big Box Retail facility, and related business and household expenditures, in Sangamon County will also have economic impacts in the surrounding 8-county region (see Table 33). Each year, these impacts will include \$2.5MM in Output, almost 14 full and part-time jobs, and more than \$630K in Labor Income. Business activities, employment, and household activities will generate almost \$340K annual public revenues.

**Table 33 Annual economic impacts on the secondary region of analysis associated with business operations at the new Chatham Big Box Retail project**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Direct</i>	-	-	-	-
<i>Indirect</i>	\$768K	2.6 positions	\$161K	\$99K
<i>Induced</i>	\$1.7MM	11.1 positions	\$470K	\$239K
<i>Total</i>	\$2.5MM	13.8 positions	\$631K	\$338K

The combined economic impacts occurring in Sangamon County and the surrounding 8-county region associated with annual revenues and operations of the Chatham Big Box Retail Project are presented in Table 34. These impacts will include \$85.3MM in Output, more than 560 full and part-time jobs with over \$26.7MM in Labor Income. Business activities, employment, and household activities will generate annual public revenues of more than \$19.0MM.

**Table 34 Annual economic impacts on the combined primary and secondary region of analysis associated with business operations at the new Chatham Big Box Retail project**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Direct</i>	\$56.6MM	405.3 positions	\$17.7MM	\$15.5MM
<i>Indirect</i>	\$13.8MM	68.3 positions	\$4.3MM	\$1.5MM
<i>Induced</i>	\$14.9MM	89.9 positions	\$4.8MM	\$2.0MM
<i>Total</i>	\$85.3MM	563.4 positions	\$26.7MM	\$19.0MM

## **INTERCHANGE/WAREHOUSE DISTRIBUTION/LOGISTICS AND TRUCK STOP DEVELOPMENTS**

If there was ever a potential game changing moment in Sangamon County economic development, it would be the opportunities that could develop as a result of a new interchange at Pulliam Road and Interstate 55.

First and foremost, this interchange can provide much needed direct southern access to the Village. As mentioned in other parts of the report, this is crucial for the long-term safety and response time issues associated with the service area for the Chatham Fire Department and its related EMS functions. This assumes it is done in close proximity to an upgraded west bound Pulliam Road between I-55 and Route 4.

The interchange will also provide the obvious anchor point for future warehouse/distribution or light manufacturing operations. Very few, if any sites along the I-55 corridor on downstate Illinois can offer direct access to the interstate AND access to a Class I rail freight system.

### **THE INTERCHANGE PHASE**

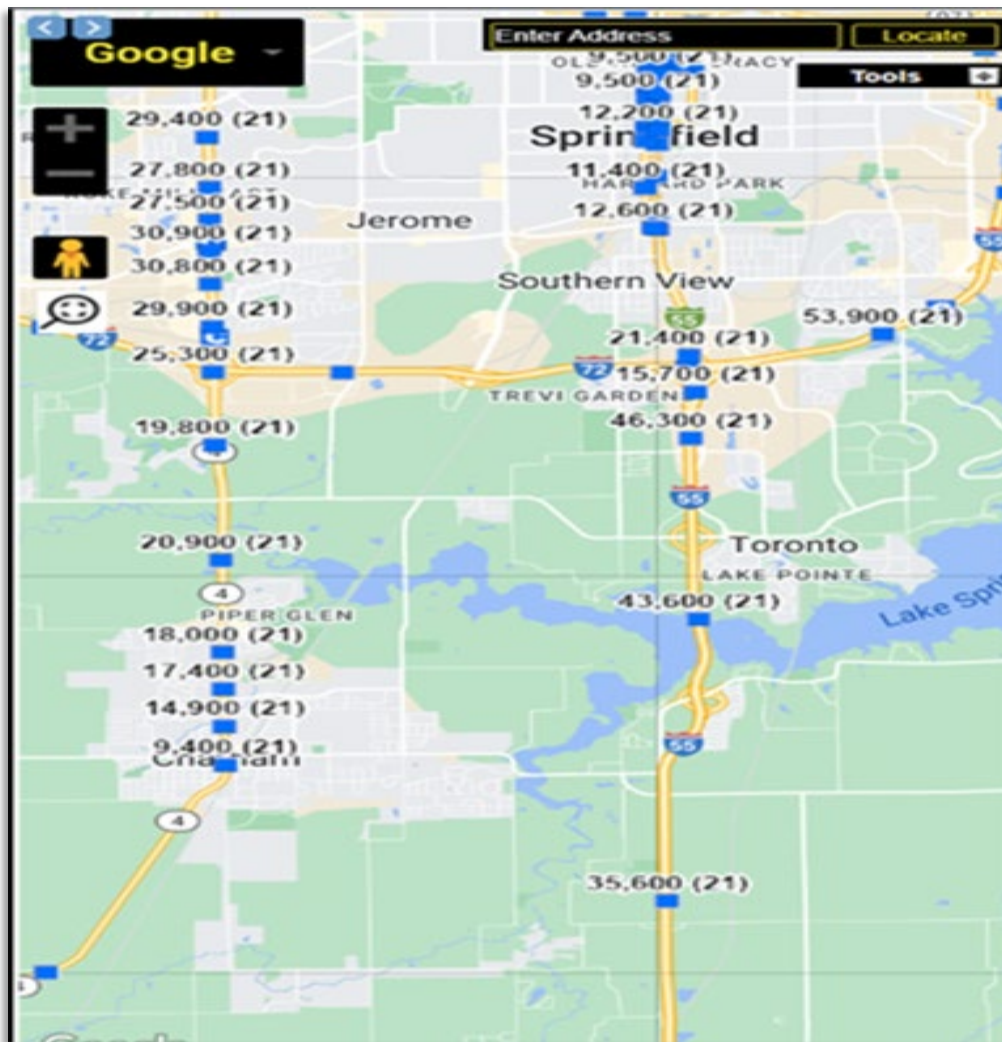
This portion of the of the larger project vision is the foundation for all other growth potential in the immediate area and, as described in other sections of the report, will ultimately impact the development success of the downtown area as well as any big box retail development. It is also important to stress the fact that this proposed interchange is at one of the highest traffic count sections of Interstates in downstate Illinois. The map below illustrates the traffic volume and shows areas in close proximity to Sangamon County who claim to be distribution hubs, with much lower volume.

The economic impact of the construction phase of the interchange provides a preview of future benefit to the community and the region as a whole.

## REGIONAL TRAFFIC COUNT DATA

Data sets the foundation for development and traffic counts provided by the Illinois Department of Transportation's (IDOT) Transportation Data Management System clearly makes a compelling argument for the opportunities that exist in the Chatham area. Traffic counts within five miles of Chatham and the proposed developments discussed in this report are greater than or equal to every Central Illinois metro area. Even the northern part of the Metro East area falls short of the volume of traffic in the Chatham transportation network. These figures alone tell the story of the opportunity that exists to “sell the concepts” discussed on the following pages. [The most recent CIDOT Chatham Area Traffic Counts are below, and other Central Illinois counts may be found in the Appendix.](#)

### Chatham/South Sangamon County



## ***EXCERPT FROM THE IMPLAN ANALYSIS FOR THE PULLIAM ROAD INTERCHANGE***

### ***Construction of I-55 Interchange***

Construction costs for the I-55 Interchange are estimated to total \$15.6MM<sup>4</sup>. This includes earthwork, paving, crossroad bridging, signaling, lighting, signage, guardrails, traffic control, and other costs. Among the other costs are land acquisition, utility adjustments, feasibility costs, and engineering.

When the project costs were introduced in the IMPLAN model, the selected inputs excluded the cost of land and some engineering and the feasibility study. The former was excluded since the property remained at its present location and the fees covered only the transfer of ownership. The other excluded costs were services most likely not occurring within the Primary or Secondary regions of analysis thus registering as “leakage” and excluded from the analysis.

The inputs were modeled using IMPLAN Industry Code #54- Construction of New Highways and Streets. The impacts of the activities occurring in the primary region of analysis are significant. In addition to the \$14.3MM in Total Output, the project itself will generate or support more than 85 full and part-time jobs with almost \$6.5MM in Labor Income (see Table 6). Including the downstream business and household expenditures, the impacts include \$21.3MM in Output, almost 123 positions \$8.7MM in Labor Income, and \$2.2MM in public revenues.

**Table 6 Economic impacts on the primary region of analysis associated with construction of the I-55 Interchange at Pulliam Road southeast of Chatham.**

<b><i>Levels of Impact</i></b>	<b><i>Output</i></b>	<b><i>Employment</i></b>	<b><i>Labor Income</i></b>	<b><i>Public Revenues</i></b>
<b><i>Direct</i></b>	\$14.3MM	85.4 positions	\$6.5MM	\$1.2MM
<b><i>Indirect</i></b>	\$2.5MM	10.8 positions	\$764K	\$399K
<b><i>Induced</i></b>	\$4.5MM	26.8 positions	\$1.5MM	\$603K
<b><i>Total</i></b>	\$21.3MM	122.9 positions	\$8.7MM	\$2.2MM

Another way of demonstrating a project’s impact is through Multipliers. Multipliers capture *the idea that a change in spending in one part of the economy can have a knock-on effect on other parts of the economy.*<sup>5</sup> In this instance, multipliers reflect the level of increase among regional Output, Employment, Labor Income and Public Revenues precipitated by change in the development project. The multipliers associated with construction of the I-55 Interchange at Chatham include the following (see Table 7):

- For every dollar invested in direct construction expenditures, an additional \$.48 in Output will be generated or supported among the Sangamon County economy;

<sup>444</sup> Construction costs for the I-55 Interchange were sourced from the Diamond Interchange Estimate information provided by the Village of Chatham and the Development Consortium.

<sup>5</sup> What Works Centre for Economic Growth, <https://whatworksgrowth.org/>

- For every position created during direct construction, an additional .44 positions will be created or supported among the Sangamon County economy;
- For every dollar spent in direct construction expenditures, an additional \$.34 in Labor Income will be generated or supported among the Sangamon County economy; and
- For every dollar in public revenues spent in direct construction activities, expenditures, an additional \$.83 will be generated or supported in public revenues of the Sangamon County economy.

**Table 7 Economic multipliers on Sangamon County associated with Construction of the I-55 Interchange at Pulliam Road southeast of Chatham**

	<b>Output</b>	<b>Employment</b>	<b>Labor Income</b>	<b>Public Revenues</b>
<b>Multipliers</b>	<b>\$1.48</b>	<b>1.44 positions</b>	<b>\$1.34</b>	<b>\$1.83</b>

Activities associated with the I-55 Interchange, and related business and household expenditures in Sangamon County will also have economic impacts in the surrounding 8-county region (see Table 8). These impacts will include \$1.9MM in Output, almost 8 full and part-time jobs with over \$450K in Labor Income. Business activities, employment, and household activities will generate \$207K in public revenues.

**Table 8 Economic impacts on the secondary region of analysis associated with construction of the I-55 Interchange at Pulliam Road southeast of Chatham.**

<b>Levels of Impact</b>	<b>Output</b>	<b>Employment</b>	<b>Labor Income</b>	<b>Public Revenues</b>
<b>Direct</b>	-	-	-	-
<b>Indirect</b>	\$626K	4.1 positions	\$172K	\$120K
<b>Induced</b>	\$1.3MM	3.9 positions	\$285K	\$87K
<b>Total</b>	\$1.9MM	7.9 positions	\$457K	\$207K

When combined, the economic impacts associated construction of the Interchange in the primary and secondary regions of analysis total more than \$23MM (see Table 9). The impacts also include more than 130 full and part-time positions and more than \$9.2MM in Labor Income. Total public revenues generated in the two regions of analysis total \$2.4MM.

**Table 9 Economic impacts on the combined primary and secondary regions of analysis associated with construction of the I-55 Interchange at Pulliam Road southeast of Chatham.**

<b>Levels of Impact</b>	<b>Output</b>	<b>Employment</b>	<b>Labor Income</b>	<b>Public Revenues</b>
<b>Direct</b>	\$14.3MM	85.3 positions	\$6.54MM	\$1.2MM
<b>Indirect</b>	\$3.8MM	14.7 positions	\$1.0MM	\$519K

<b><i>Induced</i></b>	\$5.1MM.	30.8 positions	\$1.6MM	\$690K
<b><i>Total</i></b>	\$23.2MM	130.9 positions	\$9.2MM	\$2.4MM

## **WAREHOUSE DISTRIBUTION/LOGISTICS PHASE**

With a prime location for a facility of this type, the potential is unlimited, with caveats.

Most projects of this type are formula driven, based on end use customers, supply chains , workforce availability and training and rapid timelines. When a prospect evaluates the property, they do not want to have challenges on the front end of the process related to basic issues such as land acquisition, zoning, infrastructure or access. If this concept is to be successful, it is crucial that the Village establish the basic tenants of an industrial park concept.

To truly be competitive the site needs to be “shovel ready” by competitive site selection standards. Saying you will make it that way when a prospect visits will not normally keep the site under consideration. At a minimum, “shovel ready” requires the following to be in place:

Commercial/industrial zoning should be designated or ready to be implemented as a special designation, sites

- ✓ Completed Permitting and Environmental Studies,
- ✓ Current Land Survey,
- ✓ Soil Analysis,
- ✓ Public Utility Infrastructure Engineering, and
- ✓ Logistics Infrastructure Completed.

In addition, the location should be under the legal control of the Village or a trusted development partner. In today’s rapid decision environment, a conceptual plan is not enough.

Assuming these issues have been addressed and are in place, it becomes clear how the right project can set the stage for meeting development goals.

## **EXCERPT FROM THE IMPLAN ANALYSIS FOR A NEW WAREHOUSE/DISTRIBUTION FACILITY**

### ***Construction of Warehouse/Logistics Center***

Costs for constructing facilities for a new Warehouse and Logistics Center in Chatham was estimated to be \$30MM. This will include a concrete/steel open-floor plan with multiple loading docks and drive/parking area for the required workforce and transportation vehicles. The economic impacts were modeled using these inputs applied to the IMPLAN Industry Code #55- Construction of new Commercial Structures. At the Direct level, economic impacts associated with the specific construction activities included \$30.0MM in Output, more than 230 full and part-time positions, \$15.1MM in Labor Income, and \$2.8MM in public revenues (see Table 18). Considering the related downstream business and household spending, the total economic impacts for the primary region of analysis include \$46.0MM, almost 320 jobs, \$20.3MM in Labor Income, and almost \$5MM in public revenue.



**Table 28 Economic impacts on the primary region of analysis associated with construction of the Chatham Warehouse/Logistics facilities**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<b>Direct</b>	\$30.0MM	231.5 positions	\$15.1MM	\$2.8MM
<b>Indirect</b>	\$5.5MM	24.3 positions	\$1.8MM	\$741
<b>Induced</b>	\$10.5MM	62.8 positions	\$3.4MM	\$1.4MM
<b>Total</b>	\$46.0MM	318.6 positions	\$20.3MM	\$4.9MM

The multipliers associated with construction of a Chatham Warehouse/Logistics facilities include the following (see Table 19):

- For every dollar invested in direct construction expenditures, an additional \$.53 in Output will be generated or supported among the Sangamon County economy;
- For every position created during direct construction, an additional .38 positions will be created or supported among the Sangamon County economy;
- For every dollar spent in direct construction expenditures, an additional \$.34 in Labor Income will be generated or supported among the Sangamon County economy; and
- For every dollar in public revenues spent in direct construction activities, expenditures, an additional \$.75 will be generated or supported in public revenues of the Sangamon County economy.

**Table 39 Economic multipliers on Sangamon County associated with Construction of the Chatham Warehouse/Logistics project**

	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<b>Multipliers</b>	<b>\$1.53</b>	<b>1.38 positions</b>	<b>\$1.34</b>	<b>\$1.75</b>

The construction activities associated with the Chatham Warehouse and Logistics facilities, and related business and household expenditures occurring in Sangamon County will also have economic impacts in the surrounding 8-county region (see Table 20). These impacts will include \$3.6MM in Output, almost 17 full and part-time jobs with over \$920K in Labor Income. Business activities, employment, and household activities will generate more than \$400K in public revenues.

**Table 20 Economic impacts on the secondary region of analysis associated with construction of the Chatham Warehouse/Logistics facilities**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Direct</i>	-	-	-	-
<i>Indirect</i>	\$2.2MM	8.1 positions	\$561K	\$219K
<i>Induced</i>	\$1.3MM	8.6 positions	\$362K	\$184K
<i>Total</i>	\$3.6MM	16.7 positions	\$924K	\$403K

The impacts associated with construction of the new Chatham Warehouse and Logistics facilities occurring in the two regions of analysis will total \$49.6MM in Output, more than 335 full and part-time jobs with over \$21MM in Labor Income. Business activities, employment, and household activities will generate almost \$5.3MM in public revenues (see Table 21).

**Table 21 Economic impacts on the combined primary and secondary regions of analysis associated with construction of the Chatham Warehouse/Logistics facilities**

<i>Level of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Direct</i>	\$30.0MM	231.5 positions	\$15.1MM	\$2.8MM
<i>Indirect</i>	\$7.7MM	32.5 positions	\$2.3MM	\$960K
<i>Induced</i>	\$11.8MM	71.4 positions	\$3.8MM	\$1.6MM
<i>Total</i>	\$49.6MM	335.3 positions	\$21.2MM	\$5.3MM

## **FULL SERVICE TRUCK STOP PHASE**

A new full service truck stop development is a natural outgrowth of the previous Interchange related developments. Traffic volume will drive the business and it is reasonable to assume the success rate will be immediate. This assumption is a general one based on the facts at hand, as opposed to a complete market analysis.

From a driver's perspective, there are very few facilities of this type in the Sangamon County market. The exception being Williamsville and a couple of small options off of Sangamon Avenue. Being adjacent to a distribution facility at an Interchange with nearly 35,000 vehicles a day driving by is a natural fit. The next closest facilities of a similar type are in Metro East, Litchfield, Williamsville and McLean. I-72 traffic between Quincy and Champaign have even fewer options.

While, as stated, a market analysis was not completed, an economic impact analysis shows great promise. The question becomes, can the Village garner the resources and implement the planning necessary to make this a full service stop for travelers of all types. At the same time, could the Village use the operation to draw consumers into the downtown and northern retail corridors?

## **EXCERPT FROM THE IMPLAN ANALYSIS FOR A NEW FULL SERVICE TRUCK STOP**

### ***Construction of Chatham Truck Stop***

The final development project being modeled in this analysis is construction of a multi-service Truck Stop near the Chatham I-55 On/Off Ramp. The analysis of the project is based on several similar Truck Stops in the Central Illinois area<sup>6</sup>. The types of services offered and their estimated development costs are as follows (see Table 22):

**Table 22 Types of Truck Stop features and range of development costs**

<b><i>Truck Stop Features</i></b>	<b><i>Development costs</i></b>	
	<b><i>Smaller Operation</i></b>	<b><i>Larger operation</i></b>
<b><i>Convenience store with fuel station</i></b>	\$600,000	\$1,000,000
<b><i>Restaurant</i></b>	\$420,000	\$940,000
<b><i>Mechanic /Service station</i></b>	\$115,000	\$320,000
<b><i>Parking station</i></b>	\$800,000	\$1,400,000
<b><i>Weigh station</i></b>	\$74,000	\$152,000
<b><i>Planning and promotion</i></b>	\$45,000	\$74,000
<b><i>Total</i></b>	<b>\$2,054,000</b>	<b>\$3,886,000</b>
How Much Does It Cost to Build a Truck Stop? Tony Ajaero; <a href="https://www.profitableventure.com/cost-build-truck-stop-business/">https://www.profitableventure.com/cost-build-truck-stop-business/</a>		

<sup>6</sup> Atlanta council approves new I-55 truck stop, Dairy Queen (March 6, 2019); Springfield State Journal Register; <https://www.sj-r.com/story/news/2019/03/06/atlanta-council-approves-new-i/53190732007/>

We chose to use the larger development costs when modeling IMPLAN impacts. These were modeled using the IMPLAN Industry Codes #54 – *Construction of new highways and streets* and construction costs and #54 – *Construction of new commercial structures*. Construction costs modeled for the two were \$1,400,000 and \$2,412,000, respectively.

When these amounts were modeled, the Direct economic impacts included \$3.8MM in Output, 27 full and part-time positions, \$1.9MM in Labor Income, and \$340K in public revenues (see Table 23). Considering the related downstream business and household spending, the total economic impacts for the primary region of analysis include \$5.8MM, more than 37 jobs, and \$2.5MM in Labor Income. The construction activities will also generate approximately \$610K in public revenues in Sangamon County, the primary region of analysis.

**Table 23 Economic impacts on the primary region of analysis associated with construction of the Chatham Truck Stop facilities**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Direct</i>	\$3.8MM	27.0 positions	\$1.9MM	\$340K
<i>Indirect</i>	\$681K	3.0 positions	\$215K	\$98K
<i>Induced</i>	\$1.3MM	7.7 positions	\$418K	\$172K
<i>Total</i>	\$5.8MM	37.6 positions	\$2.5MM	\$610K

The multipliers associated with construction of a Chatham Truck Stop facilities project include the following (see Table 24):

- For every dollar invested in direct construction expenditures, an additional \$.53 in Output will be generated or supported among the Sangamon County economy;
- For every position created during direct construction, an additional .39 positions will be created or supported among the Sangamon County economy;
- For every dollar spent in direct construction expenditures, an additional \$.32 in Labor Income will be generated or supported among the Sangamon County economy; and
- For every dollar in public revenues spent in direct construction activities, expenditures, an additional \$.79 will be generated or supported in public revenues of the Sangamon County economy.

**Table 24 Economic multipliers on Sangamon County associated with Construction of the Chatham Truck Stop project**

	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Multipliers</i>	<b>\$1.53</b>	<b>1.39 positions</b>	<b>\$1.32</b>	<b>\$1.79</b>

Construction of the Chatham Truck Stop, related business activities, and household expenditures in Sangamon County will also have economic impacts in the surrounding 8-county region. (see Table 25). These impacts will include \$470K in Output, 2 full and part-time jobs with \$118K in Labor Income. Business activities, employment, and household activities will generate \$52K in public revenues.

**Table 25 Economic impacts on the secondary region of analysis associated with construction of the Chatham Truck Stop facilities**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Direct</i>	-	-	-	-
<i>Indirect</i>	\$303K	1.0 positions	\$72K	\$29K
<i>Induced</i>	\$167K	1.1 positions	\$46K	\$23K
<i>Total</i>	\$470K	2.1 positions	\$118K	\$52K

Construction activities associated with development of the Chatham Truck Stop, and related business and household expenditures in Sangamon County will also have economic impacts in the surrounding 8-county region (see Table 26). These impacts will include \$6.2MM in Output, almost 40 full and part-time jobs with over \$2.6MM in Labor Income. Business activities, employment, and household activities will generate \$816K in public revenues.

**Table 26 Economic impacts on the combined primary and secondary regions of analysis associated with construction of the Chatham Truck Stop facilities**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Direct</i>	\$3.8MM	27.0 positions	\$1.9MM	\$340K
<i>Indirect</i>	\$983K	4.0 positions	\$287K	\$127K
<i>Induced</i>	\$1.5MM	8.7 positions	\$464K	\$196K
<i>Total</i>	\$6.2MM	39.7 positions	\$2.6MM	\$816K

## **RAIL SERVICE PHASE – PIPE DREAM OR POTENTIAL REALITY?**

One of the perceived attractions of the proposed Industrial Park (warehouse/distribution facility) is the availability of rail, which is becoming a rare development commodity.

However, it must be noted that while rail IS present, it is irrelevant if the end use does not fit with the operating model currently in place with the service provider, the Canadian National (CN) Railroad. CN did express interest in working with Chatham, and regional development and rail association officials, to evaluate the potential for upgraded rail service.

The CN rail yard is approximately 10 miles north of Chatham. The best scenario for this site is something that, according to CN, requires 2-3 day service. Daily service would NOT be feasible at this point. It is not to say that multi-day service could not happen, but it would depend on the product and the client demands as well as the logistics required to complete end shipment locations.

As with other construction items, costs are going up for rail extensions. For signaling alone, the cost is approximately \$1.5 million. The railroad currently has a 30 foot right of way (approximate) from the center line of their tracks. If additional land has to be purchased, the price of the rail right of way acquisition alone will be significant.

Rail construction costs themselves run approximately \$450 per linear foot. Rail head cost is approximately \$75,000. Then there is the discussion of the need for a loop track to turn rails cars around for arrival/departure in a more efficient manner. A loop track facility for unit trains (100 cars) use approximately 90 acres. Significant rail traffic would be required in order to justify the end cost, as turning radius requirements on the design/operations engineering side can make some extensions cost prohibitive.

The end user and their ability to have rail service also depends on whether the product being shipped is deemed hazardous or non-hazardous. Additional safety requirements might be required as a result of that. If turnouts or loop tracks have to be designed, a 7.5 degree turning radius is required for hazardous materials. A 9 degree radius is normal for non-hazardous materials. Products that are shipped from Chatham would have to go to Gilman then Chicago to connect with long haul trains.

Depending on the load, shipments could theoretically be linked up with coastal trains at Gilman, but it is not likely there is a short line railroad that serves Gilman adequately, according to CN. At the end of the day according to the company, the three things that drive their ability to serve are the product, the capacity of the line, and service expectations.

In a normal scenario, it usually takes four months to design the tracks for a particular project, and six months to construct the client facility. That depends on material and contractor availability. Contractor availability is dependent on whether they have been approved by CN to do work for the company.

On a separate but related note , the CN Business Development staff recommends that Chatham look at the qualifying criteria for CN certified rail site programs. The criteria is stringent, and there is currently only one in Illinois.

The CN Certified Rail Site Criteria can be explored at a later date if there is enough interest.

The economic impact analysis did not evaluate the addition of a rail spur or loop track construction. Should a project arise which needs these services, a separate evaluation may be conducted.

## **CONCLUSIONS AND IMPLEMENTATION**

In the final analysis, it is clear that each of the proposed projects are viable and are projected to provide significant value on their own individual merits. The data leaves little doubt that the long-term fiscal impacts, not only to the Village of Chatham, but to the region as a whole and the State of Illinois, are significant in terms of jobs and public sector revenue growth.

### ***The question becomes, how will it all be implemented?***

As with any other successful endeavor, the outcomes depend on a few simple things including Vision and Leadership. The Village has demonstrated that with current elected and staff leadership it has both components in place. The first set of challenges is simply to create a new perception of what the real future of the Village of Chatham holds.

The perceptions to be addressed are twofold and will need to be handled in multiple ways. The first is internal marketing to the community. This consists of image identification or community branding, and image enhancement. As identified in the current Village logo, the “brand” seems to simply be “Family, Community, Prosperity.”

During the interview process for this report, no one could say what Chatham is known for. Schools and housing are exceptional attributes, but a focused initiative to create a brand image is essential going forward. When asked simply “What do you think of when you think Chatham?”, few could produce an answer. Although Sangamon County and regional perceptions continue to be that the Village is a great place to live and raise a family, every community claims to have that.

In short, based on the three development priorities, along with current residential growth strategies, the Village needs to DEFINE ITS VISION through a community engagement process and create a plan with timelines needed to get there. The last part is critical. This vision needs to be realistic and to show progress and not just what some may perceive to be “pie in the sky” ideas.

### **MUNICIPAL CENTER**

Since the Village has already acquired the land directly west of the downtown square, it is time to move forward with the Municipal Center Development. This is the central anchor point of the new vision for the community. From a funding perspective, there are many options to explore including development of a Business District and/or a related Tax Increment Finance (TIF) District, combined with more conventional financing options. This development will create much needed affordable space for a new retail/commercial center, consolidates the Village operations and frees up expansion space east of the square for existing successful business enterprises.

***As outlined in the IMPLAN economic impact analysis, conservative estimates related to the construction of this development show economic output of \$14.6 million, nearly 100 new***



***jobs, \$6.2 million in labor income and \$1.6 million in new public revenues. Operational impacts of a project like this are highlighted as well in the report and show significant positive fiscal impacts. That said, these figures do not even begin to show the spin off benefits of additional downtown growth outside of this project.***

**The next two phases of development depend on the ability of the Village to sell the concepts to people outside of the region and to build on successful implementation of the Municipal Center development.**

## **BIG BOX RETAIL**

Big Box Retail projects depend on market capacity and the demonstrated ability of the market to build need for the product. Despite having multiple locations in the market, Lowe's and Menard's still lose business to the nearest Home Depot store, which is about 35 miles from Chatham. Part of the overall Village marketing effort and outreach is the need to sell the concept and location preference to Home Depot decision makers. A proof of concept showing consumers within .5 miles, 1 mile and 5 miles radii of the site; median incomes for those radii; traffic counts for that location; and other information important to the financial decision making process needs to be pulled together into a marketing piece for the site. Location decision makers for Home Depot need to be shown that they are missing significant business, not only from Chatham but from the entire Local Labor Market Area encompassing communities from Lincoln to Taylorville and as far south as Staunton. There is a hole in the donut, and Chatham can be the center of market growth.

The projected location is on prime property North of the Village and west of Illinois Route 4 and meets, at least on the surface, most development metrics. The majority of utility infrastructure is on site or in close proximity, traffic counts, as outlined in the Data and metrics section above, are high and access from four lane thoroughfare is readily available. To further enhance the sales pitch, discussion of the next phase of development at the proposed Pulliam Road interchange and extension of the road from I-55 to Route 4 south of the Village provides significant dual access opportunities.

The IMPLAN economic impact analysis reinforces the long-term benefits to the area as well. Details are referenced throughout this report and the full report is found in the appendix, but base numbers tell the story. Utilizing Home Depot's own development metrics, average store size and sales rates, IMPLAN projections show construction related economic output over \$21 million, the creation of more than 140 jobs, labor income of \$9 million and new public revenue of \$2.3 million.

As with all projects of this type, success in landing a deal like this depends on the sales strategy and the realization that this is a process that takes time to complete. The question becomes, WHO WILL "SELL THE CONCEPT" and tirelessly advocate for this type of project?

## **INTERCHANGE/INDUSTRIAL PARK/TRUCK STOP**

The final identified priority of the Village is the most ambitious, but also the one with the most long-term potential to impact the local and regional economy.

The first critical component of the proposed interchange development is construction of the interchange itself, including on and off ramps at the Pulliam Road overpass at Interstate 55. While this is necessary to meet the needs of the proposed industrial park concept, it also provides the option for direct southern access to the Village between I-55 and Illinois Route 4 by utilizing Pulliam Road. While some may not see the value in this endeavor, once completed, it would further solidify the ability to attract regional visitors to the downtown municipal center and related developments as well as the proposed Home Depot/Big Box Retail development on the northern end of the Village. At present, there is no direct access from I-55 to Chatham, without coming in from the north or, worse, by routing through a frontage road, connecting to Walnut Street on a somewhat curvy road that goes by a school and through multiple residential areas. The current routing is not a recipe for success. Nothing proved that point more than the massive dust storm carnage on Interstate 55 south of the Village in the early summer of 2023. Emergency services vehicles, responding to multiple collisions and multiple deaths, had to wind through this indirect route to access the Interstate, costing valuable time important to assisting the injured and dying.

Delays or potential delays in emergency services response times for major incidents alone illustrate the need for more direct routing from their home facilities to I-55. Add in the large service territory of the Chatham Fire Department and EMS Services, the need on this issue should be enough of a driver for state and federal governments to get on board and financially assist with the project.

Finally, when considering the increased volume of traffic that could be generated by a visitor “destination” downtown and the potential influx of customers from the south to the new retail development, the need for the ramp is undeniable.

From solely a construction perspective, the ramp project is justified. It has combined economic impacts on Primary (Sangamon County) and Secondary Regions (Regional Local Labor Market) resulting in economic output of over \$23 million, the creation of over 130 jobs, labor income of just over \$9 million and public revenues of nearly \$2.5 million. Add in the specific operating impacts of the business community and project pays for itself in the long term.

Needless to say, this component of the development strategy for the Village of Chatham is a substantial anchor point for future development adjacent to it. The key is to gain access to the property for development either through a renewable option to purchase agreement or an outright acquisition of the acreage to the east and southeast of the Pulliam Road Interchange.

The site is ideally suited for warehouse distribution and/or light manufacturing. It has all of the components necessary for success if the interchange is built. These include direct and immediate

access to I-55; utilities are in close proximity and could be extended or expanded to serve the site; and an asset few other sites in downstate Illinois have: Rail Service. Canadian National Railroad can serve the site and has an interest in assisting with planning and marketing if the interchange can be built. In the narrative above, the opportunities and challenges of the rail situation are highlighted in more detail but, when combined with average daily traffic count of 35,000 vehicles (according to IDOT in 2021), the site ranks near the top of all sites in downstate Illinois for traffic count and central access to various markets and related transportation hubs.

Construction impacts of a 100,000 SF distribution center would result in economic output of an estimated \$46 million, the creation of over 315 jobs, labor income of over \$20 million and new public revenues totaling nearly \$5 million.

If you add in the construction impacts of a new full-service truck stop at the interchange, additional economic output of nearly \$10 million, 63 new jobs, \$3.2 million in labor income and nearly \$2 million in new public revenue.

## **THE NUMBERS TELL THE STORY**

It is clear that the long-term impact of the highlighted developments tells a compelling story. Now, what to do with the information.

In simplest terms, the Village of Chatham needs to lay the ground work and sell the concepts internally to the community's citizens and more globally to the wider region as well as to the state and federal elected officials who represent the area as well as their staff and pertinent state and federal agencies who might ultimately provide financial support. Legislative acceptance is critical as the need for construction funding and infrastructure development ramps up.

The simple truth is also that these ideas are legitimate based on the facts. Developments normally do not happen on a whim. They are the result of a wide-reaching narrative and outreach process that compels the end user to come aboard and be a part of the march to progress.

To make this happen, Chatham must:

- CREATE YOUR COMMUNITY VISION
- SELL THE CONCEPTS LOCALLY
  - Utilize the IMPLAN Metrics
- DEVELOP THE MARKETING AND COMMUNICATIONS STRATEGY
- PARTNER WITH AND ENGAGE WITH YOUR ADVOCATES
  - Property Owners
  - Legislators
    - Use the IMPLAN results to help justify the need for assistance.
  - Partners in Progress
    - Chatham Area Chamber of Commerce
    - Springfield Sangamon Growth Alliance (SSGA)

- Sangamon County
- Sangamon County Regional Planning Commission (SCSPC)
- Intersect Illinois
- Illinois Department of Commerce and Economic Opportunity (DCEO)
- National /Regional Site Selection Firms
- Commercial Brokers/Developers
- CN Railroad
- Related Trade Associations
  - Illinois Railroad Association
  - Illinois Manufacturer's Association
  - International Council of Shopping Centers

Last but not least, the strategy must consider the inclusion and use of expanded tools to enhance new development opportunities. Like it or not, if a prospect is considering multiple communities, you have to level the playing field to remain competitive and land the deal. Tools that are easy to access include but are not limited to modification of the Springfield Sangamon County Enterprise Zone boundaries to include Chatham development properties, Tax Increment Finance Districts, Special Business Districts, and other industry-specific state sponsored targeted incentives.

The easiest of these tools to accomplish is expansion of the Springfield, Sangamon County Enterprise Zone. In addition to a variety of state tax credits and exemptions, property tax abatement programs to help offset a project's startup costs can be a valuable tool. Most prime development parcels in the state have access to a Zone and Chatham should discuss the issue with Sangamon County and the City of Springfield.

***The Village of Chatham is poised for LONG TERM success.***

***Do you BELIEVE enough to make the CONCEPTS REALITY?***

## ***DATA AND ECONOMIC IMPACT ANALYSIS***

TDC contracted with the Illinois Institute for Rural Affairs (IIRA) to conduct an economic impact study to evaluate the financial impacts of the proposed developments in and adjacent to the Village of Chatham. The study was conducted in the 4<sup>th</sup> quarter of 2023 utilizing inputs for the proposed projects that were based on formal project cost estimates as well as data sets provide the modeling software for specific NAICS codes, as well as data provided by comparable developments. The outputs were completed in February of 2024.

The results were generated by utilizing IMPLAN software, owned by IIRA. Recognized by experts in the field for nearly 50 years, IMPLAN datasets are used as a basis for the final calculations and are gathered based on regional economic and demographic inputs. Economic data imported by IMPLAN from specific zip codes, counties and the State of Illinois provide the basis for the results outlined below.

As highlighted in earlier sections of this report, the final analysis shows strong viability for each project on its own merits, and when taken in total, paint a clear picture as to the potential long term benefits of moving forward with each of them. That said, it should be noted that some of the input cost estimates are based on data that may not reflect the rapidly varying post-pandemic material cost variations that are being experienced, not only in Illinois, but across the nation .

Even with the strong positive impacts, it is likely the economic impacts are even greater when the cost estimates are updated.

The complete report follows in the Appendix.

# ANNUAL OPERATIONAL IMPACTS OF THE PROJECTS

## CHATHAM MUNICIPAL CENTER (Retail/Commercial Only)

Table 4 Annual economic impacts on the combined primary and secondary region of analysis associated with retail and commercial operations at the New Chatham Municipal Building

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Direct</i>	\$500K	6.2 positions	\$165K	\$59K
<i>Indirect</i>	\$170K	0.9 positions	\$56K	\$18K
<i>Induced</i>	\$150K	0.9 positions	\$48K	\$20K
<i>Total</i>	\$821K	7.9 positions	\$270K	\$98K

## CHATHAM BIG BOX RETAIL DEVELOPMENT (Anchor Store Only)

Table 5 Annual economic impacts on the combined primary and secondary region of analysis associated with business operations at the new Chatham Big Box Retail project

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Direct</i>	\$56.6MM	405.3 positions	\$17.7MM	\$15.5MM
<i>Indirect</i>	\$13.8MM	68.3 positions	\$4.3MM	\$1.5MM
<i>Induced</i>	\$14.9MM	89.9 positions	\$4.8MM	\$2.0MM
<i>Total</i>	\$85.3MM	563.4 positions	\$26.7MM	\$19.0MM

## CHATHAM WAREHOUSE/DISTRIBUTION CENTER

Table 6 Annual economic impacts on the combined primary and secondary regions of analysis associated with business operations at the new Chatham Warehouse/Logistics project

<i>Level of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Direct</i>	\$30.0MM	299.7 positions	\$15.3MM	\$3.0MM
<i>Indirect</i>	\$11.9MM	61.3 positions	\$3.6MM	\$1.3MM
<i>Induced</i>	\$13.0MM	78.0 positions	\$4.1MM	\$1.7MM
<i>Total</i>	\$54.9MM	439.0 positions	\$23.1MM	\$6.0MM

## CHATHAM TRUCK STOP PROJECT

Table 7 Annual economic impacts on the combined primary and secondary regions of analysis associated with business operations at the new Chatham Truck Stop project

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Direct</i>	\$6.4MM	44.0 positions	\$2.0MM	\$1.3MM
<i>Indirect</i>	\$2.0MM	10.2 positions	\$634K	\$214K
<i>Induced</i>	\$1.8MM	10.9 positions	\$580K	\$245K
<i>Total</i>	\$10.2MM	65.2 positions	\$3.2MM	\$1.8MM

# ***APPENDIX***

# Economic impacts associated with construction and operations of proposed development projects in Chatham, Illinois

- January 2024 -

An IMPLAN-based analysis conducted by the Rural Economic  
Technical Assistance Center,  
Illinois Institute for Rural Affairs at WIU



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## **Section One: Introduction**

The Village of Chatham, in Sangamon County, Illinois is considering a series of economic development projects to strengthen and diversify the local economy. These construction and business operations projects will include construction and business operations including the following:

### **Proposed construction and development projects**

1. A local I-55 Interchange;
2. New Municipal Building that incorporates commercial or retail space;
3. Big Box Retail building and parking facilities;
4. Warehouse\Logistics with light manufacturing facility; and
5. Truck Stop retail, maintenance, and parking facility.

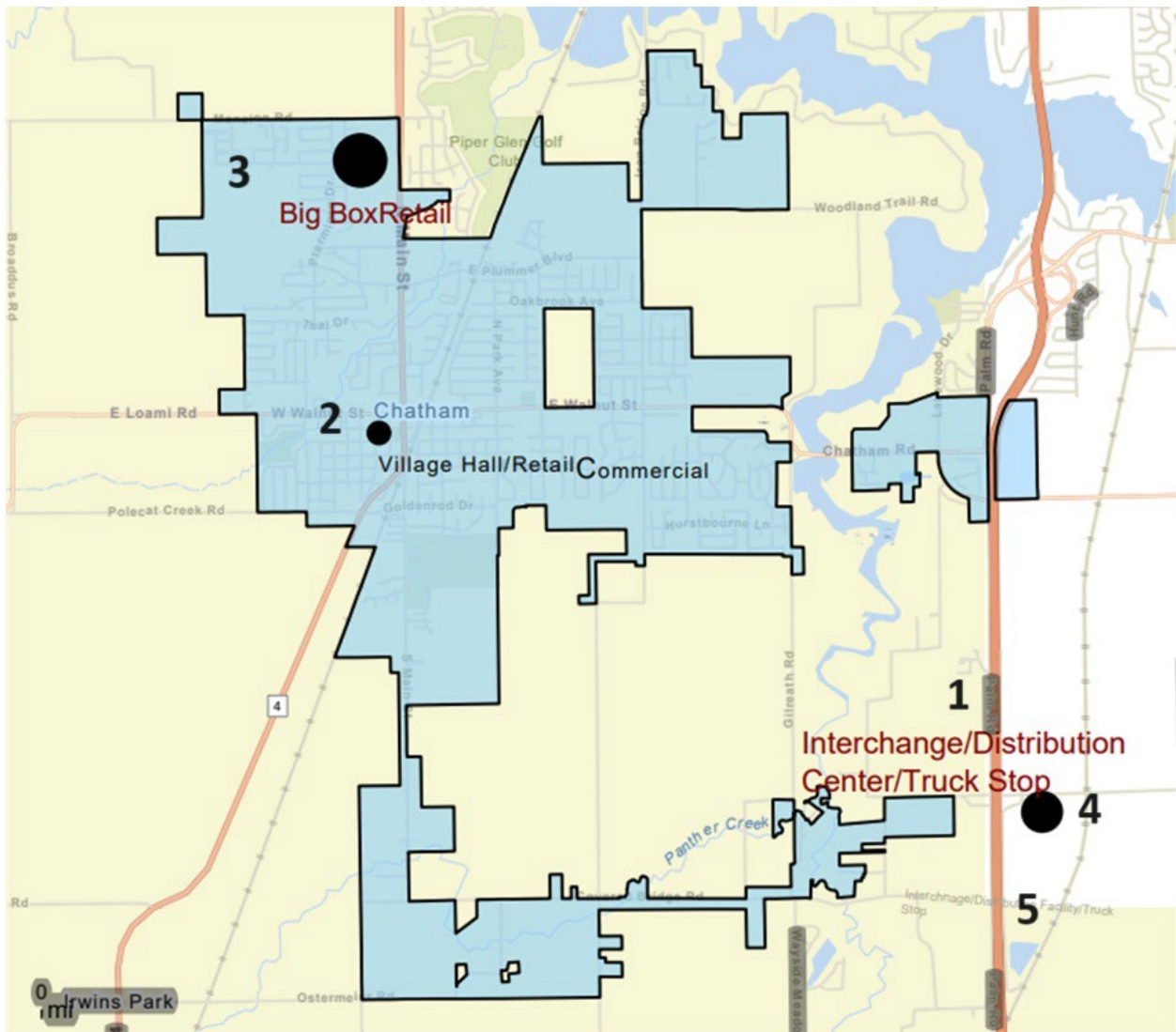


Fig. 1 Locations of Proposed Construction and Development Projects in Chatham, IL

The following report will identify the economic impacts associated with the construction of, and annual operations occurring with, these developments. The impacts have been analyzed through IMPLAN, an input-output modeling software. The impacts will be reported as those occurring within Sangamon County. Related impacts occurring within a secondary region comprised of contiguous counties representing the local labor force within a 60-minute drivetime and the impacts for the combined primary and secondary regions of analysis are reported.

These impacts are reported utilizing the following economic characteristics:

- **Output:** Total value of production or revenues through the sale of goods or services;
- **Employment:** Total combined full and part-time employment; and
- **Labor Income:** Total employee compensation (wages, salaries, bonuses, benefits, social insurance contributions) and Income of Sole-Proprietors.

In addition to these impacts, we are also projecting the annual increase in revenues for state/local and federal entities from related activities occurring within the two regions of analysis. The following are the total economic impacts associated with the construction projects and business operations projects. Table 1 and Table 3 provide the impacts occurring in Sangamon County, which is the Primary region of analysis as well as the combined impacts occurring in both Sangamon County and the 8-county secondary region of analysis. Table 2 and Table 4 provide the annual impacts for both geographies.

**Table 1 Impacts of construction projects on Primary Region of Analysis (Sangamon County)**

Construction Projects	Output	Employment	Labor Income	Public Revenues
I-55 Interchange	\$21.3MM	122.9 positions	\$8.7MM	\$2.2MM
Municipal Building	\$13.5MM	93.6 positions	\$6.0MM	\$1.5MM
Warehouse/Logistics	\$46.0MM	318.6 positions	\$20.3MM	\$4.9MM
Big Box Retail	\$20.0MM	134.2 positions	\$8.6MM	\$2.1MM
Truck Stop	\$5.8MM	37.6 positions	\$2.5MM	\$610K

**Table 2 Combined impacts of construction projects on Primary and Secondary Regions of Analysis**

Construction Projects	Output	Employment	Labor Income	Public Revenues
I-55 Interchange	\$23.2MM	130.9 positions	\$9.2MM	\$2.4MM
Retail/Commercial in new Municipal building	\$14.6MM	98.5 positions	\$6.2MM	\$1.6MM
Warehouse/Logistics	\$49.6MM	335.3 positions	\$21.2MM	\$5.3MM
Big Box Retail	\$21.1MM	141.2 positions	\$9.0MM	\$2.3MM
Truck Stop	\$6.2MM	39.7 positions	\$2.6MM	\$816K

**Table 3 Annual impacts of business projects on Primary Region of Analysis (Sangamon County)**

<b>Business Projects</b>	<b>Output</b>	<b>Employment</b>	<b>Labor Income</b>	<b>Public Revenues</b>
<b>Municipal Building</b>	\$797K	7.8 positions	\$264K	\$94K
<b>Warehouse/Logistics</b>	\$52.7MM	427.8 positions	\$22.6MM	\$5.8MM
<b>Big Box Retail</b>	\$82.8MM	549.7 positions	\$26.1MM	\$18.6MM
<b>Truck Stop</b>	\$9.8MM	63.3 positions	\$3.2MM	\$1.7MM

**Table 4 Combined annual impacts of business projects on Primary and Secondary Regions of Analysis**

<b>Business Projects</b>	<b>Output</b>	<b>Employment</b>	<b>Labor Income</b>	<b>Public Revenues</b>
<b>Retail/Commercial in new Municipal building</b>	\$821K	7.9 positions	\$270K	\$98K
<b>Warehouse/Logistics</b>	\$54.9MM	439.0 positions	\$23.1MM	\$6.0MM
<b>Big Box Retail</b>	\$85.3MM	563.4 positions	\$26.7MM	\$19.0MM
<b>Truck Stop</b>	\$9.8MM	63.3 positions	\$3.2MM	\$1.8MM

This report consists of the following sections: Introduction, Methodology and Geographic Regions of Analysis, and Results. The study was conducted by the Rural Economic Technical Assistance Center, RETAC, a unit within the Illinois Institute for Rural Affairs at Western Illinois University.

## **Section Two: Methodology and Geographic Regions of Analysis**

### ***IMPLAN Economic Impact Modeling Process***

The analysis was conducted via IMPLAN3.1, a nationally recognized Input-Output impact modeling software. IMPLAN3.1 generates estimates of annualized impacts on a specified geography relative to a change to an institution or industry sector within that region. The changes are introduced to an econometric matrix of trade flows, supply/demand, and purchasing coefficients that represents the regional economy.

For this study, the changes modeled are those related to Proposed construction and business operations at the following projects:

1. A local I-55 Interchange;
2. New Municipal Building that incorporates commercial or retail space;
3. Big Box Retail building and parking facilities;
4. Warehouse\Logistics with light manufacturing facility; and
5. Truck Stop retail, maintenance, and parking facility.

various WIU-related economic and financial activities including:

The impacts are reported at different degrees of economic distance to the change, including:

- **Direct Effects:** Impacts associated with the operations and employment at the point of change;
- **Indirect Effects:** Changes in inter-industry purchases by the Direct Industry with its suppliers and consumers, and purchases and sales, stemming from the Direct economic activity, among their suppliers and consumers; and
- **Induced Effects:** Changes the changes in household spending by employees created/supported relative to the Direct and Indirect demand.

The impacts are reported in several different types of economic characteristics. In this study, these characteristics include:

- **Output:** Total value of production or revenues through the sale of goods or services;
- **Employment:** Total combined full and part-time employment;
- **Labor Income:** Employee compensation (wages, salaries, bonuses, benefits, social insurance contributions) and Income of Sole-Proprietors; and
- **Public Revenues:** Annual increase in revenues for state/local and federal entities from activities within the study area.



### Geographic Regions of Analysis

The study consists of two analytic approaches. For the first, Sangamon County is the primary region of analysis (see Fig. 2). The second utilizes an 8-county area as the secondary region of



FIG. 2 Map of Illinois with Sangamon County highlighted.

analysis. The area represents those counties within a 60-minute drive-time of Chatham, Illinois. See Table 5 for the commuter flows into and out of Sangamon County and the 8-county labor market. These include Cass, Christian, Logan, Macon, Macoupin, Menard, Morgan, and Montgomery Counties (see Figure 3).

Table 5 Commuter flows between counties within a 60 minute drive time of Chatham, IL

Counties within 60-minute Drivetime of Chatham IL	From Named County to Sangamon County	From Sangamon County to Named County	Net Commuting Flow into Sangamon County
Cass County	571	344	227
Christian County	1,905	678	1,227
Logan County	1,097	477	620
Macon County	1,455	1657	-202
Macoupin County	1,841	364	1,477
Menard County	1,764	167	1,597
Montgomery County	424	209	215
Morgan County	1,696	759	937

Source: US Census Bureau, <https://onthemap.ces.census.gov/>



Fig. 3 Map of Sangamon County and 8-County Secondary Region of Analysis

## **Section Three: Economic impacts on Sangamon County and 8-county secondary region of analysis**

### ***A. Economic impacts associated with Construction Projects in Primary Region, 8-county Secondary Region, and Combined Primary and Secondary Regions of Analysis***

#### ***1. Construction of I-55 Interchange***

Construction costs for the I-55 Interchange are estimated to total \$15.6MM<sup>1</sup>. This includes earthwork, paving, crossroad bridging, signaling, lighting, signage, guardrails, traffic control, and other costs. Among the other costs are land acquisition, utility adjustments, feasibility costs, and engineering.

When the project costs were introduced in the IMPLAN model, the selected inputs excluded the cost of land and some engineering and the feasibility study. The former was excluded since the property remained at its present location and the fees covered only the transfer of ownership. The other excluded costs were services most likely not occurring within the Primary or Secondary regions of analysis thus registering as “leakage” and excluded from the analysis.

The inputs were modeled using IMPLAN Industry Code #54- Construction of New Highways and Streets. The impacts of the activities occurring in the primary region of analysis are significant. In addition to the \$14.3MM in Total Output, the project itself will generate or support more than 85 full and part-time jobs with almost \$6.5MM in Labor Income (see Table 6). Including the downstream business and household expenditures, the impacts include \$21.3MM in Output, almost 123 positions \$8.7MM in Labor Income, and \$2.2MM in public revenues.

**Table 6 Economic impacts on the primary region of analysis associated with construction of the I-55 Interchange at Pulliam Road southeast of Chatham.**

<b><i>Levels of Impact</i></b>	<b><i>Output</i></b>	<b><i>Employment</i></b>	<b><i>Labor Income</i></b>	<b><i>Public Revenues</i></b>
<b><i>Direct</i></b>	\$14.3MM	85.4 positions	\$6.5MM	\$1.2MM
<b><i>Indirect</i></b>	\$2.5MM	10.8 positions	\$764K	\$399K
<b><i>Induced</i></b>	\$4.5MM	26.8 positions	\$1.5MM	\$603K
<b><i>Total</i></b>	\$21.3MM	122.9 positions	\$8.7MM	\$2.2MM

Another way of demonstrating a project’s impact is through Multipliers. Multipliers capture the idea that a change in spending in one part of the economy can have a knock-on effect on other

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<sup>111</sup> Construction costs for the I-55 Interchange were sourced from the Diamond Interchange Estimate information provided by the Village of Chatham and the Development Consortium.

parts of the economy.<sup>2</sup> In this instance, multipliers reflect the level of increase among regional Output, Employment, Labor Income and Public Revenues precipitated by change in the development project. The multipliers associated with construction of the I-55 Interchange at Chatham include the following (see Table 7):

- For every dollar invested in direct construction expenditures, an additional \$.48 in Output will be generated or supported among the Sangamon County economy;
- For every position created during direct construction, an additional .44 positions will be created or supported among the Sangamon County economy;
- For every dollar spent in direct construction expenditures, an additional \$.34 in Labor Income will be generated or supported among the Sangamon County economy; and
- For every dollar in public revenues spent in direct construction activities, expenditures, an additional \$.83 will be generated or supported in public revenues of the Sangamon County economy.

**Table 7 Economic multipliers on Sangamon County associated with Construction of the I-55 Interchange at Pulliam Road southeast of Chatham**

	<i><b>Output</b></i>	<i><b>Employment</b></i>	<i><b>Labor Income</b></i>	<i><b>Public Revenues</b></i>
<i><b>Multipliers</b></i>	<i><b>\$1.48</b></i>	<i><b>1.44 positions</b></i>	<i><b>\$1.34</b></i>	<i><b>\$1.83</b></i>

Activities associated with the I-55 Interchange, and related business and household expenditures in Sangamon County will also have economic impacts in the surrounding 8-county region (see Table 8). These impacts will include \$1.9MM in Output, almost 8 full and part-time jobs with over \$450K in Labor Income. Business activities, employment, and household activities will generate \$207K in public revenues.

**Table 8 Economic impacts on the secondary region of analysis associated with construction of the I-55 Interchange at Pulliam Road southeast of Chatham.**

<i><b>Levels of Impact</b></i>	<i><b>Output</b></i>	<i><b>Employment</b></i>	<i><b>Labor Income</b></i>	<i><b>Public Revenues</b></i>
<i><b>Direct</b></i>	-	-	-	-
<i><b>Indirect</b></i>	\$626K	4.1 positions	\$172K	\$120K
<i><b>Induced</b></i>	\$1.3MM	3.9 positions	\$285K	\$87K
<i><b>Total</b></i>	\$1.9MM	7.9 positions	\$457K	\$207K

When combined, the economic impacts associated construction of the Interchange in the primary and secondary regions of analysis total more than \$23MM (see Table 9). The impacts

<sup>2</sup> What Works Centre for Economic Growth, <https://whatworksgrowth.org/>

also include more than 130 full and part-time positions and more than \$9.2MM in Labor Income. Total public revenues generated in the two regions of analysis total \$2.4MM.

**Table 9 Economic impacts on the combined primary and secondary regions of analysis associated with construction of the I-55 Interchange at Pulliam Road southeast of Chatham.**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<b>Direct</b>	\$14.3MM	85.3 positions	\$6.54MM	\$1.2MM
<b>Indirect</b>	\$3.8MM	14.7 positions	\$1.0MM	\$519K
<b>Induced</b>	\$5.1MM.	30.8 positions	\$1.6MM	\$690K
<b>Total</b>	\$23.2MM	130.9 positions	\$9.2MM	\$2.4MM

**2. Construction of New Chatham Municipal Building (including area for new retail/commerce activities)**

Construction of the new Municipal Building including the area for retail and commercial activities is estimated at \$9,711,621<sup>3</sup>. We removed the “Contingency” amount of \$900,000 and modeled the project using IMPLAN Industry Code #55-Construction of new commercial structures. The Direct economic impacts associated with the construction expenditures in the primary region of analysis (Sangamon County) include \$8.8MM in Output, 68 full and part-time positions with \$4.4MM in Labor Income, and \$818K in public revenues (see Table 10). When the downstream business and household expenditures are added, the impact include \$13.5MM in Output, almost 94 jobs, \$6.0MM in Labor Income and \$1.5MM in Public Revenues.

**Table 10 Economic impacts on the primary region of analysis associated with construction of the new Chatham Municipal Building including area for retail/commercial activities**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<b>Direct</b>	\$8.8MM	68 positions	\$4.4MM	<b>\$818K</b>
<b>Indirect</b>	\$1.6MM	7.1 positions	\$514K	<b>\$218K</b>
<b>Induced</b>	\$3.1MM	18.5 positions	\$1.0MM	<b>\$415K</b>
<b>Total</b>	\$13.5MM	93.6 positions	\$6.0MM	<b>\$1.5MM</b>

The multipliers associated with construction of the new Chatham Municipal Building include the following (see Table 11):

- For every dollar invested in direct construction expenditures, an additional \$.53 in Output will be generated or supported among the Sangamon County economy;

<sup>3</sup> Village of Chatham Budget Worksheet & Narrative

- For every position created during direct construction, an additional .51 positions will be created or supported among the Sangamon County economy;
- For every dollar spent in direct construction expenditures, an additional \$.36 in Labor Income will be generated or supported among the Sangamon County economy; and
- For every dollar in public revenues spent in direct construction activities, expenditures, an additional \$.84 will be generated or supported in public revenues of the Sangamon County economy.

**Table 11 Economic multipliers on Sangamon County associated with Construction of the New Chatham Municipal Building including area for retail/commercial activities**

	<b><i>Output</i></b>	<b><i>Employment</i></b>	<b><i>Labor Income</i></b>	<b><i>Public Revenues</i></b>
<b><i>Multipliers</i></b>	<b><i>\$1.53</i></b>	<b><i>1.51 positions</i></b>	<b><i>\$1.36</i></b>	<b><i>\$1.84</i></b>

Construction expenditures associated with building the new Chatham Municipal Building, and activities, and related business and household expenditures will also have economic impacts in the surrounding 8-county region of analysis (see Table 12). These impacts will include \$1.0MM in Output, almost 5 full and part-time jobs with over \$270K in Labor Income. Business activities, employment, and household activities will generate almost \$120K in public revenues.

**Table 12 Economic impacts on the primary region of analysis associated with construction of the new Chatham Municipal Building including area for retail/commercial activities**

<b><i>Levels of Impact</i></b>	<b><i>Output</i></b>	<b><i>Employment</i></b>	<b><i>Labor Income</i></b>	<b><i>Public Revenues</i></b>
<b><i>Direct</i></b>	-	-	-	-
<b><i>Indirect</i></b>	\$655K	2.4 positions	\$164K	\$64K
<b><i>Induced</i></b>	\$388K	2.5 positions	\$106K	\$54K
<b><i>Total</i></b>	\$1.0MM	4.9 positions	\$271K	\$118K

When combined, the economic impacts associated with construction of the new Municipal Building on both primary and secondary regions of analysis total more than \$14.6MM (see Table 13). The impacts also include almost 100 full and part-time positions and \$6.2MM in Labor Income. Total public revenues generated in the two regions of analysis total \$1.6MM.

**Table 13 Economic impacts on the combined primary and secondary regions of analysis associated with construction of the new Chatham Municipal Building including area for retail/commercial activities**

<b><i>Levels of Impact</i></b>	<b><i>Output</i></b>	<b><i>Employment</i></b>	<b><i>Labor Income</i></b>	<b><i>Public Revenues</i></b>
<b><i>Direct</i></b>	\$8.8MM	68.0 positions	\$4.4MM	\$819K
<b><i>Indirect</i></b>	\$2.3MM	9.5 positions	\$68K	\$282K

<b>Induced</b>	\$3.5MM	21.0 positions	\$1.1MM	\$469K
<b>Total</b>	\$14.6MM	98.5 positions	\$6.2MM	\$1.6MM

### 3. Construction of Chatham Big Box Retail

In estimating the costs associated with construction of the Big Box Retail project in Chatham, IL, we utilized Home Depot as a development model. In 2022, the average Home Depot building as 105,000 square feet. Based on the National Square Foot Construction Estimator manual and software, the basic construction costs for concrete/steel open floor plan were \$12,027,448. An additional \$750,000 was included to account for a parking lot containing approximately 240 parking spaces and drive area. These amounts were introduced to IMPLAN Input-Output system using IMPLAN Industry Code #55-Construction of new commercial structures and #54-Construction of New Highways and Streets. At the Direct level, the economic impacts associated with the construction expenditures in the primary region of analysis (Sangamon County) include \$12.7MM in Output, 97.3 full and part-time positions with \$6.4MM in Labor Income, and \$1.2MM in public revenues (see Table 14). When the downstream business and household expenditures are added, the impacts include \$20.0MM in Output, almost 134 jobs, \$8.6MM in Labor Income and \$2.1MM in public revenues.

**Table 14 Economic impacts on the primary region of analysis associated with construction of the Chatham Big Box Retail**

<b>Levels of Impact</b>	<b>Output</b>	<b>Employment</b>	<b>Labor Income</b>	<b>Public Revenues</b>
<b>Direct</b>	\$12.7MM	97.3 positions	\$6.4MM	\$1.2MM
<b>Indirect</b>	\$2.3MM	10.3 positions	\$742K	\$318K
<b>Induced</b>	\$4.5MM	26.6 positions	\$1.5MM	\$598K
<b>Total</b>	\$20.0MM	134.2 positions	\$8.6MM	\$2.1MM

The multipliers associated with construction of a Chatham Big Box Retail project include the following (see Table 15):

- For every dollar invested in direct construction expenditures, an additional \$.57 in Output will be generated or supported among the Sangamon County economy;
- For every position created during direct construction, an additional .38 positions will be created or supported among the Sangamon County economy;
- For every dollar spent in direct construction expenditures, an additional \$.34 in Labor Income will be generated or supported among the Sangamon County economy; and
- For every dollar in public revenues spent in direct construction activities, expenditures, an additional \$.75 will be generated or supported in public revenues of the Sangamon County economy.

**Table 15 Economic multipliers on Sangamon County associated with Construction of the Chatham Big Box Retail project**

	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Multipliers</i>	<b>\$1.57</b>	<b>1.38 positions</b>	<b>\$1.34</b>	<b>\$1.75</b>

Expenditures associated with construction of the Big Box Retail facility, as well as the activities, and related business and household expenditures will also have economic impacts in the surrounding 8-county region of analysis (see Table 16). These impacts will include \$1.5MM in Output, 7 full and part-time jobs with over \$390K in Labor Income. Business activities, employment, and household activities will generate more than \$170K in public revenues.

**Table 16 Economic impacts on the secondary region of analysis associated with construction of the Chatham Big Box Retail**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Direct</i>	-	-	-	-
<i>Indirect</i>	<b>\$960K</b>	<b>3.4</b>	<b>\$239K</b>	<b>\$94K</b>
<i>Induced</i>	<b>\$562K</b>	<b>3.6</b>	<b>\$154K</b>	<b>\$78K</b>
<i>Total</i>	<b>\$1.5MM</b>	<b>7.1</b>	<b>\$393K</b>	<b>\$172K</b>

When the impacts associated with construction expenditures of the Chatham Big Box Retail facility occurring within the two regions of analysis, they total more than \$21.1MM (see Table 17). The impacts also include more than 140 full and part-time positions and \$9.0MM in Labor Income. Total public revenues generated in the two regions of analysis total \$2.3MM.

**Table 17 Economic impacts on the combined primary and secondary regions of analysis associated with construction of the Chatham Big Box Retail**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Direct</i>	\$12.8MM	97.3 positions	\$6.4MM	\$1.2MM
<i>Indirect</i>	\$3.3MM	13.8 positions	\$981K	\$411K
<i>Induced</i>	\$5.0MM	30.2 positions	\$1.6MM	\$676K
<i>Total</i>	<b>\$21.1MM</b>	<b>141.2 positions</b>	<b>\$9.0MM</b>	<b>\$2.3MM</b>



**4. Construction of Warehouse/Logistics Center**

Costs for constructing facilities for a new Warehouse and Logistics Center in Chatham was estimated to be \$30MM. This will include a concrete/steel open-floor plan with multiple loading docks and drive/parking area for the required workforce and transportation vehicles. The economic impacts were modeled using these inputs applied to the IMPLAN Industry Code #55- Construction of new Commercial Structures. At the Direct level, economic impacts associated with the specific construction activities included \$30.0MM in Output, more than 230 full and part-time positions, \$15.1MM in Labor Income, and \$2.8MM in public revenues (see Table 18). Considering the related downstream business and household spending, the total economic impacts for the primary region of analysis include \$46.0MM, almost 320 jobs, \$20.3MM in Labor Income, and almost \$5MM in public revenue.

**Table 18 Economic impacts on the primary region of analysis associated with construction of the Chatham Warehouse/Logistics facilities**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Direct</i>	\$30.0MM	231.5 positions	\$15.1MM	\$2.8MM
<i>Indirect</i>	\$5.5MM	24.3 positions	\$1.8MM	\$741
<i>Induced</i>	\$10.5MM	62.8 positions	\$3.4MM	\$1.4MM
<i>Total</i>	\$46.0MM	318.6 positions	\$20.3MM	\$4.9MM

The multipliers associated with construction of a Chatham Warehouse/Logistics facilities include the following (see Table 19):

- For every dollar invested in direct construction expenditures, an additional \$.53 in Output will be generated or supported among the Sangamon County economy;
- For every position created during direct construction, an additional .38 positions will be created or supported among the Sangamon County economy;
- For every dollar spent in direct construction expenditures, an additional \$.34 in Labor Income will be generated or supported among the Sangamon County economy; and
- For every dollar in public revenues spent in direct construction activities, expenditures, an additional \$.75 will be generated or supported in public revenues of the Sangamon County economy.

**Table 19 Economic multipliers on Sangamon County associated with Construction of the Chatham Warehouse/Logistics project**

	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Multipliers</i>	<b>\$1.53</b>	<b>1.38 positions</b>	<b>\$1.34</b>	<b>\$1.75</b>

The construction activities associated with the Chatham Warehouse and Logistics facilities, and related business and household expenditures occurring in Sangamon County will also have economic impacts in the surrounding 8-county region (see Table 20). These impacts will include \$3.6MM in Output, almost 17 full and part-time jobs with over \$920K in Labor Income. Business activities, employment, and household activities will generate more than \$400K in public revenues.

**Table 20 Economic impacts on the secondary region of analysis associated with construction of the Chatham Warehouse/Logistics facilities**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Direct</i>	-	-	-	-
<i>Indirect</i>	\$2.2MM	8.1 positions	\$561K	\$219K
<i>Induced</i>	\$1.3MM	8.6 positions	\$362K	\$184K
<i>Total</i>	\$3.6MM	16.7 positions	\$924K	\$403K

The impacts associated with construction of the new Chatham Municipal Building occurring in the two regions of analysis will total \$49.6MM in Output, more than 33 5 full and part-time jobs with over \$21MM in Labor Income. Business activities, employment, and household activities will generate almost \$5.3MM in public revenues (see Table 21).

**Table 21 Economic impacts on the combined primary and secondary regions of analysis associated with construction of the Chatham Warehouse/Logistics facilities**

<i>Level of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Direct</i>	\$30.0MM	231.5 positions	\$15.1MM	\$2.8MM
<i>Indirect</i>	\$7.7MM	32.5 positions	\$2.3MM	\$960K
<i>Induced</i>	\$11.8MM	71.4 positions	\$3.8MM	\$1.6MM
<i>Total</i>	\$49.6MM	335.3 positions	\$21.2MM	\$5.3MM

### **5. Construction of Chatham Truck Stop**

The final development project being modeled in this analysis is construction of a multi-service Truck Stop near the Chatham I-55 On/Off Ramp. The analysis of the project is based on several similar Truck Stops in the Central Illinois area<sup>4</sup>. The types of services offered and their estimated development costs are as follows (see Table 22):

<sup>4</sup> Atlanta council approves new I-55 truck stop, Dairy Queen (March 6, 2019); Springfield State Journal Register; <https://www.sj-r.com/story/news/2019/03/06/atlanta-council-approves-new-i/53190732007/>

**Table 22 Types of Truck Stop features and range of development costs**

<b>Truck Stop Features</b>	<b>Development costs</b>	
	<b>Smaller Operation</b>	<b>Larger operation</b>
<b>Convenience store with fuel station</b>	\$600,000	\$1,000,000
<b>Restaurant</b>	\$420,000	\$940,000
<b>Mechanic /Service station</b>	\$115,000	\$320,000
<b>Parking station</b>	\$800,000	\$1,400,000
<b>Weigh station</b>	\$74,000	\$152,000
<b>Planning and promotion</b>	\$45,000	\$74,000
<b>Total</b>	<b>\$2,054,000</b>	<b>\$3,886,000</b>

How Much Does It Cost to Build a Truck Stop? Tony Ajaero; <https://www.profitableventure.com/cost-build-truck-stop-business/>

We chose to use the larger development costs when modeling IMPLAN impacts. These were modeled using the IMPLAN Industry Codes #54 – *Construction of new highways and streets* and construction costs and #54 – *Construction of new commercial structures*. Construction costs modeled for the two were \$1,400,000 and \$2,412,000, respectively.

When these amounts were modeled, the Direct economic impacts included \$3.8MM in Output, 27 full and part-time positions, \$1.9MM in Labor Income, and \$340K in public revenues (see Table 23). Considering the related downstream business and household spending, the total economic impacts for the primary region of analysis include \$5.8MM, more than 37 jobs, and \$2.5MM in Labor Income. The construction activities will also generate approximately \$610K in public revenues in Sangamon County, the primary region of analysis.

**Table 23 Economic impacts on the primary region of analysis associated with construction of the Chatham Truck Stop facilities**

<b>Levels of Impact</b>	<b>Output</b>	<b>Employment</b>	<b>Labor Income</b>	<b>Public Revenues</b>
<b>Direct</b>	\$3.8MM	27.0 positions	\$1.9MM	\$340K
<b>Indirect</b>	\$681K	3.0 positions	\$215K	\$98K
<b>Induced</b>	\$1.3MM	7.7 positions	\$418K	\$172K
<b>Total</b>	<b>\$5.8MM</b>	<b>37.6 positions</b>	<b>\$2.5MM</b>	<b>\$610K</b>

The multipliers associated with construction of a Chatham Truck Stop facilities project include the following (see Table 24):

- For every dollar invested in direct construction expenditures, an additional \$.53 in Output will be generated or supported among the Sangamon County economy;

- For every position created during direct construction, an additional .39 positions will be created or supported among the Sangamon County economy;
- For every dollar spent in direct construction expenditures, an additional \$.32 in Labor Income will be generated or supported among the Sangamon County economy; and
- For every dollar in public revenues spent in direct construction activities, expenditures, an additional \$.79 will be generated or supported in public revenues of the Sangamon County economy.

**Table 24 Economic multipliers on Sangamon County associated with Construction of the Chatham Truck Stop project**

	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<b><i>Multipliers</i></b>	<b><i>\$1.53</i></b>	<b><i>1.39 positions</i></b>	<b><i>\$1.32</i></b>	<b><i>\$1.79</i></b>

Construction of the Chatham Truck Stop, related business activities, and household expenditures in Sangamon County will also have economic impacts in the surrounding 8-county region. (see Table 25). These impacts will include \$470K in Output, 2 full and part-time jobs with \$118K in Labor Income. Business activities, employment, and household activities will generate \$52K in public revenues.

**Table 25 Economic impacts on the secondary region of analysis associated with construction of the Chatham Truck Stop facilities**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<b><i>Direct</i></b>	-	-	-	-
<b><i>Indirect</i></b>	\$303K	1.0 positions	\$72K	\$29K
<b><i>Induced</i></b>	\$167K	1.1 positions	\$46K	\$23K
<b><i>Total</i></b>	\$470K	2.1 positions	\$118K	\$52K

Construction activities associated with development of the Chatham Truck Stop, and related business and household expenditures in Sangamon County will also have economic impacts in the surrounding 8-county region (see Table 26). These impacts will include \$6.2MM in Output, almost 40 full and part-time jobs with over \$2.6MM in Labor Income. Business activities, employment, and household activities will generate \$816K in public revenues.

**Table 26 Economic impacts on the combined primary and secondary regions of analysis associated with construction of the Chatham Truck Stop facilities**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Direct</i>	\$3.8MM	27.0 positions	\$1.9MM	\$340K
<i>Indirect</i>	\$983K	4.0 positions	\$287K	\$127K
<i>Induced</i>	\$1.5MM	8.7 positions	\$464K	\$196K
<i>Total</i>	\$6.2MM	39.7 positions	\$2.6MM	\$816K

**B. Economic impacts associated with Business Operations at Chatham Projects**

**1. Impacts associated with Business Operations of Retail and Commercial Activities at New Chatham Municipal Building**

The study also analyzed the economic impacts associated with annualized operations of the various development projects. The impacts associated with the retail and commercial activities were modeled utilizing IMPLAN Industry Codes #510-Limited-service restaurants and #511-Other food and drinking places, both with annual revenues of \$250K.

When modeled, the Direct economic impacts included \$500K in Output, 6.2 full and part-time positions, \$165K in Labor Income, and \$59K in public revenues (see Table 27). When the related downstream business and household spending are considered, the total economic impacts for the primary region of analysis include \$797K, more than 7.8 jobs, and \$264K in Labor Income. The construction activities will also generate approximately \$94K in public revenues in Sangamon County, the primary region of analysis.

**Table 27 Annual economic impacts on the primary region of analysis associated with retail and commercial operations at the New Chatham Municipal Building**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Direct</i>	\$500K	6.2 positions	\$165K	\$59K
<i>Indirect</i>	\$163K	0.8 positions	\$55K	\$18K
<i>Induced</i>	\$133K	0.8 positions	\$43K	\$18K
<i>Total</i>	\$797K	7.8 positions	\$264K	\$94K

The multipliers associated with the retail and commercial activities at the new Chatham Municipal Building include the following (see Table 28):

- For every dollar generated in direct operational activities, an additional \$.60 in Output will be generated or supported among the Sangamon County economy;
- For every position generated in direct operational activities, an additional .26 positions will be created or supported among the Sangamon County economy;

- For every dollar generated in direct operational activities, an additional \$.60 in Labor Income will be generated or supported among the Sangamon County economy; and
- For every dollar in public revenues generated by direct operational activities, an additional \$.60 will be generated or supported in public revenues of the Sangamon County economy.

**Table 28 Annual economic multipliers on Sangamon County economy associated with retail and commercial operations at the New Chatham Municipal Building**

	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<b>Multipliers</b>	<b>\$1.60</b>	<b>1.26 positions</b>	<b>\$1.60</b>	<b>\$1.60</b>

The annual retail and commercial operations at Chatham’s new Municipal Building, the related business and household expenditures, in Sangamon County will also have economic impacts in the surrounding 8-county region (see Table 29). Each year, the secondary region of analysis will realize gains of \$24K in Output and a minimal .1 position and \$6K in Labor Income. Business activities, employment, and household activities will generate \$3K in annual public revenues.

**Table 29 Annual economic impacts on the secondary region of analysis associated with retail and commercial operations at the New Chatham Municipal Building**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<b>Direct</b>	-	-	-	-
<b>Indirect</b>	\$7K	0.0 positions	\$1K	\$1K
<b>Induced</b>	\$17K	0.1 positions	\$5K	\$2K
<b>Total</b>	\$24K	0.1 positions	\$6K	\$3K

The economic activities associated with operations of the retail and commercial activities at the new Chatham Municipal Building, and related business and household expenditures in Sangamon County combined with the related impacts in the surrounding 8-county region are presented in Table 30. These impacts will include \$821K in Output, almost 8 full and part-time jobs with over \$270K in Labor Income. Business activities, employment, and household activities will generate \$98K in annual public revenues.

**Table 30 Annual economic impacts on the combined primary and secondary region of analysis associated with retail and commercial operations at the New Chatham Municipal Building**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<b>Direct</b>	\$500K	6.2 positions	\$165K	\$59K
<b>Indirect</b>	\$170K	0.9 positions	\$56K	\$18K
<b>Induced</b>	\$150K	0.9 positions	\$48K	\$20K
<b>Total</b>	\$821K	7.9 positions	\$270K	\$98K

## 2. Impacts associated with Business Operations of Chatham Big Box Retail

Impacts associated with a Big Box Retail facility developed in Chatham were estimated using Home Depot as the model's exemplar. According to Home Depot's 2022 annual corporate reports, the average size for its stores is 105,000 square feet.<sup>5</sup> We estimated that the building's sales space would account for 87 percent of total building area. Based on \$621/square foot as Home Depot's annual Sales per Square Foot, we modeled the project with annual revenues of \$56,592,450.<sup>6</sup> These revenues were introduced to the IMPLAN Industry Code #405-Retail building materials and garden equipment and supplies stores.

The Direct level of annual economic impacts associated with these revenues included \$56.6MM in Output, more than 405 full and part-time positions, \$17.7MM in Labor Income and \$15.5MM in public revenues (see Table 31). The total impacts realized within the primary service region of analysis included \$82.8MM in Output, almost 550 positions, \$26.1MM in Labor Income and \$18.6MM in public revenues.

**Table 31 Annual economic impacts on the primary region of analysis associated with business operations at the new Chatham Big Box Retail project**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Direct</i>	\$56.6 MM	405.3 positions	\$17.7MM	\$15.5MM
<i>Indirect</i>	\$13.0 MM	65.7 positions	\$4.2MM	\$1.4MM
<i>Induced</i>	\$13.2 MM	78.7 positions	\$4.3MM	\$1.8MM
<i>Total</i>	\$82.8 MM	549.7 positions	\$26.1MM	\$18.6MM

The multipliers associated with annual operations at the Chatham Big Box Retail include the following (see Table 32):

- For every dollar generated in direct operational activities, an additional \$.46 in Output will be generated or supported among the Sangamon County economy;
- For every position generated in direct operational activities, an additional .36 positions will be created or supported among the Sangamon County economy;
- For every dollar generated in direct operational activities, an additional \$.47 in Labor Income will be generated or supported among the Sangamon County economy; and
- For every dollar in public revenues generated by direct operational activities, for the project, an additional \$.20 will be generated or supported in public revenues of the Sangamon County economy.

<sup>5</sup> <https://corporate.homedepot.com/page/about-us>

<sup>6</sup> Statista.com; <https://www.statista.com/statistics/240858/sales-per-square-foot-of-the-leading-diy-chains/>

**Table 32 Annual economic multipliers on Sangamon County economy associated operations of the Chatham Big Box Retail project**

	<b><i>Output</i></b>	<b><i>Employment</i></b>	<b><i>Labor Income</i></b>	<b><i>Public Revenues</i></b>
<b><i>Multipliers</i></b>	<b>\$1.46</b>	<b>1.36 positions</b>	<b>\$1.47</b>	<b>\$1.20</b>

The annual operations of the Big Box Retail facility, and related business and household expenditures, in Sangamon County will also have economic impacts in the surrounding 8-county region (see Table 33). Each year, these impacts will include \$2.5MM in Output, almost 14 full and part-time jobs, and more than \$630K in Labor Income. Business activities, employment, and household activities will generate almost \$340K annual public revenues.

**Table 33 Annual economic impacts on the secondary region of analysis associated with business operations at the new Chatham Big Box Retail project**

<b><i>Levels of Impact</i></b>	<b><i>Output</i></b>	<b><i>Employment</i></b>	<b><i>Labor Income</i></b>	<b><i>Public Revenues</i></b>
<b><i>Direct</i></b>	-	-	-	-
<b><i>Indirect</i></b>	\$768K	2.6 positions	\$161K	\$99K
<b><i>Induced</i></b>	\$1.7MM	11.1 positions	\$470K	\$239K
<b><i>Total</i></b>	<b>\$2.5MM</b>	<b>13.8 positions</b>	<b>\$631K</b>	<b>\$338K</b>

The combined economic impacts occurring in Sangamon County and the surrounding 8-county region associated with annual revenues and operations of the Chatham Big Box Retail Project are presented in Table 34. These impacts will include \$85.3MM in Output, more than 560 full and part-time jobs with over \$26.7MM in Labor Income. Business activities, employment, and household activities will generate annual public revenues of more than \$19.0MM.

**Table 34 Annual economic impacts on the combined primary and secondary region of analysis associated with business operations at the new Chatham Big Box Retail project**

<b><i>Levels of Impact</i></b>	<b><i>Output</i></b>	<b><i>Employment</i></b>	<b><i>Labor Income</i></b>	<b><i>Public Revenues</i></b>
<b><i>Direct</i></b>	\$56.6MM	405.3 positions	\$17.7MM	\$15.5MM
<b><i>Indirect</i></b>	\$13.8MM	68.3 positions	\$4.3MM	\$1.5MM
<b><i>Induced</i></b>	\$14.9MM	89.9 positions	\$4.8MM	\$2.0MM
<b><i>Total</i></b>	<b>\$85.3MM</b>	<b>563.4 positions</b>	<b>\$26.7MM</b>	<b>\$19.0MM</b>



**3. Impacts associated with Business Operations of Warehouse/Logistics Center**

Annual operations of the Warehouse/Logistics Center, the third development project considered in Chatham, were also modeled. The impacts were modeled using IMPLAN Industry Code #422 Warehousing and storage and #462 Management Consulting Services. Each type of business would have annual revenues of \$15MM.<sup>7</sup>

Estimates of the Direct level annual impacts for the primary region of analysis for the Chatham Warehouse/Logistics Center project include \$30.0MM in Output, almost 300 full and part-time positions, \$15.3 in Labor Income, and \$3.0 in public revenues (see Table 35). The total annual economic impacts for that same area include \$52.7MM in Output, almost 430 positions, \$22.6MM in Labor Income, and \$5.8MM in public revenues.

**Table 35 Annual economic impacts on the primary region of analysis associated with business operations at the new Chatham Warehouse/Logistics project**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Direct</i>	\$30.0MM	299.7 positions	\$15.3MM	\$3.0MM
<i>Indirect</i>	\$11.2MM	59.1 positions	\$3.5MM	\$1.2MM
<i>Induced</i>	\$11.6MM	69.0 positions	\$3.8MM	\$1.6MM
<i>Total</i>	\$52.7MM	427.8 positions	\$22.6MM	\$5.8MM

The multipliers associated with annual operations at the Chatham Warehouse/Logistics project include the following (see Table 36):

- For every dollar generated in direct operational activities, an additional \$.76 in Output will be generated or supported among the Sangamon County economy;
- For every position generated in direct operational activities, an additional .43 positions will be created or supported among the Sangamon County economy;
- For every dollar generated in direct operational activities, an additional \$.48 in Labor Income will be generated or supported among the Sangamon County economy; and
- For every dollar in public revenues generated by direct operational activities, project, an additional \$.93 will be generated or supported in public revenues of the Sangamon County economy.

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<sup>7</sup> *As suggested by the Development Consortium.*

**Table 36 Annual economic multipliers on Sangamon County economy associated business operations of the Chatham Warehouse/Logistics project**

	<i><b>Output</b></i>	<i><b>Employment</b></i>	<i><b>Labor Income</b></i>	<i><b>Public Revenues</b></i>
<i><b>Multipliers</b></i>	<b>\$1.76</b>	<b>1.43 positions</b>	<b>\$1.48</b>	<b>\$1.93</b>

Warehouse and Logistical operations, and related business and household expenditures, in Sangamon County will also have economic impacts in the surrounding 8-county region (see Table 37). Each year, these impacts will include \$2.1MM in Output, over 11 full and part-time jobs, and almost \$518K in Labor Income. Business activities, employment, and household activities will generate \$290K annual public revenues.

**Table 37 Annual economic impacts on the secondary region of analysis associated with business operations at the new Chatham Warehouse/Logistics project.**

<i><b>Levels of Impact</b></i>	<i><b>Output</b></i>	<i><b>Employment</b></i>	<i><b>Labor Income</b></i>	<i><b>Public Revenues</b></i>
<i><b>Direct</b></i>	-	-	-	-
<i><b>Indirect</b></i>	\$714K	2.2 positions	\$138K	\$97K
<i><b>Induced</b></i>	\$1.4MM	9.0 positions	\$380K	\$193K
<i><b>Total</b></i>	<b>\$2.1MM</b>	<b>11.2 positions</b>	<b>\$518K</b>	<b>\$290K</b>

The combined economic impacts associated with annual operations at the Chatham Warehouse and Logistics facilities on the two regions of analysis are presented in Table 38. These impacts will include \$54.9MM in Output, almost 440 full and part-time jobs with over \$23MM in Labor Income. Business activities, employment, and household activities will generate more than \$6.0MM in annual public revenues.

**Table 38 Annual economic impacts on the combined primary and secondary regions of analysis associated with business operations at the new Chatham Warehouse/Logistics project**

<i><b>Level of Impact</b></i>	<i><b>Output</b></i>	<i><b>Employment</b></i>	<i><b>Labor Income</b></i>	<i><b>Public Revenues</b></i>
<i><b>Direct</b></i>	\$30.0MM	299.7 positions	\$15.3MM	\$3.0MM
<i><b>Indirect</b></i>	\$11.9MM	61.3 positions	\$3.6MM	\$1.3MM
<i><b>Induced</b></i>	\$13.0MM	78.0 positions	\$4.1MM	\$1.7MM
<i><b>Total</b></i>	<b>\$54.9MM</b>	<b>439.0 positions</b>	<b>\$23.1MM</b>	<b>\$6.0MM</b>

**4. Impacts associated with Business Operations of Chatham Truck Stop**

The Chatham Truck Stop as modeled using IMPLAN was assumed to having the following features: Restaurant, Weigh Station, Convenience store/gas station, Mechanic/Tire Service, and Parking area. The impacts were modeled by applying the anticipated revenues to the following IMPLAN Industry Codes

- **#402 Retail motor vehicles parts dealers (estimated annual revenues of \$1,318,700);**
- **#408 Retail gasoline stores (estimated annual revenues of \$2,732,028);**
- **#420 Sightseeing transportation and support activities for transportation (estimated annual revenues of \$771,441); and**
- **#510-Limited-service restaurants (estimated annual revenues of \$1,566,819).**

Modeling these annual revenues generated Direct level effects including \$6.4MM in Output, 44 full and part-time positions, \$2.0MM in Labor Income, and \$1.3 MM in annual public revenues (see Table 39).

**Table 39 Annual economic impacts on the primary region of analysis associated with business operations at the new Chatham Truck Stop project**

<b>Levels of Impact</b>	<b>Output</b>	<b>Employment</b>	<b>Labor Income</b>	<b>Public Revenues</b>
<b>Direct</b>	\$6.4MM	44.0 positions	\$2.0MM	\$1.3MM
<b>Indirect</b>	\$1.8MM	9.8 positions	\$606K	\$197K
<b>Induced</b>	\$1.6MM	9.5 positions	\$519K	\$214K
<b>Total</b>	\$9.8MM	63.3 positions	\$3.2MM	\$1.7MM

The multipliers associated with annual operations at the Chatham Truck Stop project include the following (see Table 40):

- For every dollar generated in direct operational activities, an additional \$.53 in Output will be generated or supported among the Sangamon County economy;
- For every position generated in direct operational activities, an additional .44 positions will be created or supported among the Sangamon County economy;
- For every dollar generated in direct operational activities, an additional \$.60 in Labor Income will be generated or supported among the Sangamon County economy; and
- For every dollar in public revenues generated by direct operational activities, an additional \$.31 will be generated or supported in public revenues of the Sangamon County economy.

**Table 40 Annual economic multipliers on Sangamon County economy associated operations of the Chatham Truck Stop project**

	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Multipliers</i>	<b>\$1.53</b>	<b>1.44 positions</b>	<b>\$1.60</b>	<b>\$1.31</b>

Annual operations of the Chatham Truck Stop, and the related business and household expenditures, in Sangamon County will also have economic impacts in the surrounding 8-county region (see Table 41). Each year, these impacts will include \$347K in Output, 2 full and part-time jobs, and almost \$89K in Labor Income. Business activities, employment, and household activities will generate \$47K annual public revenues.

**Table 41 Annual economic impacts on the secondary region of analysis associated with business operations at the new Chatham Truck Stop project**

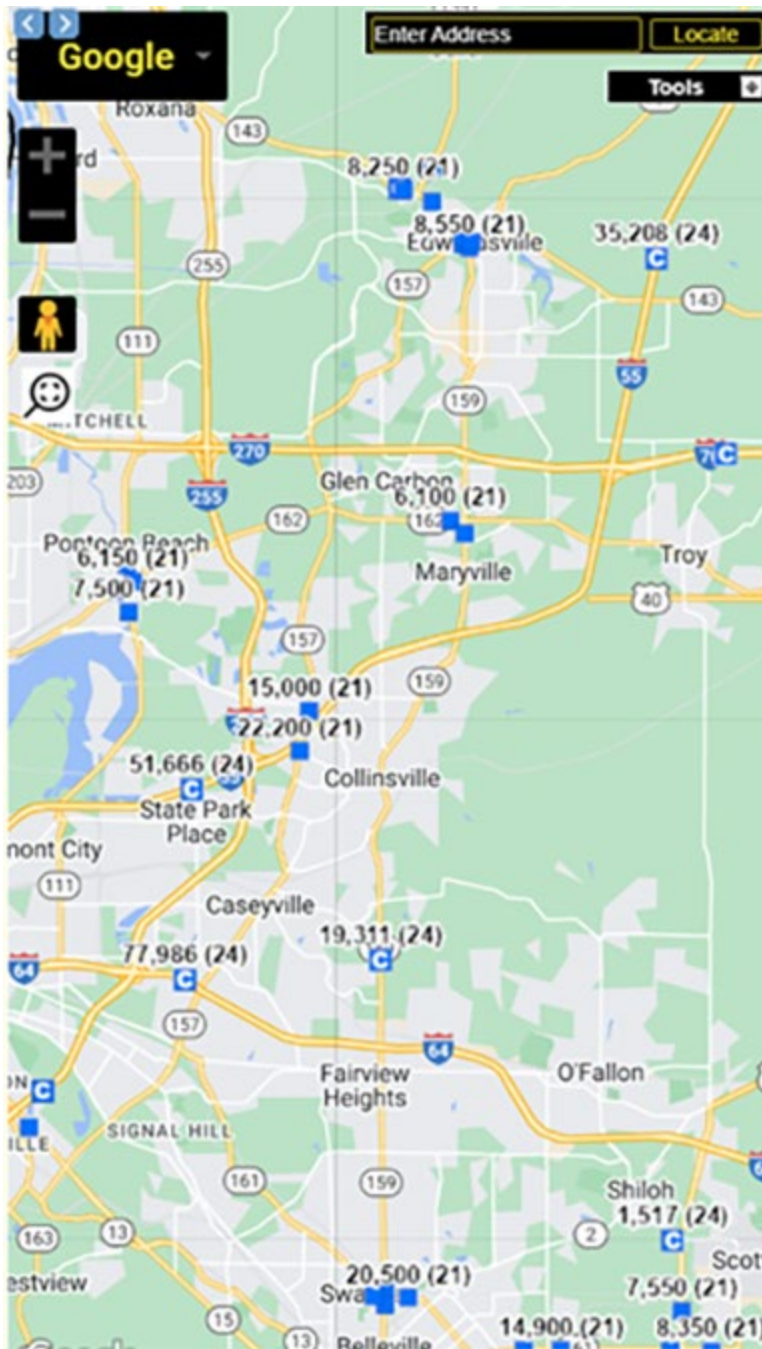
<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Direct</i>	-	-	-	-
<i>Indirect</i>	\$125K	0.4 positions	\$28K	\$16K
<i>Induced</i>	\$222K	1.4 positions	\$61K	\$31K
<i>Total</i>	\$347K	1.9 positions	\$89K	\$47K

Economic impacts associated with operations of the Chatham Truck Stop, and related business and household expenditures in Sangamon County and the surrounding 8-county region are presented in (see Table 42). These impacts will include \$10.2MM in Output, more than 65 full and part-time jobs with over \$3.2MM in Labor Income. Business activities, employment, and household activities will generate \$1.8MM in annual public revenues.

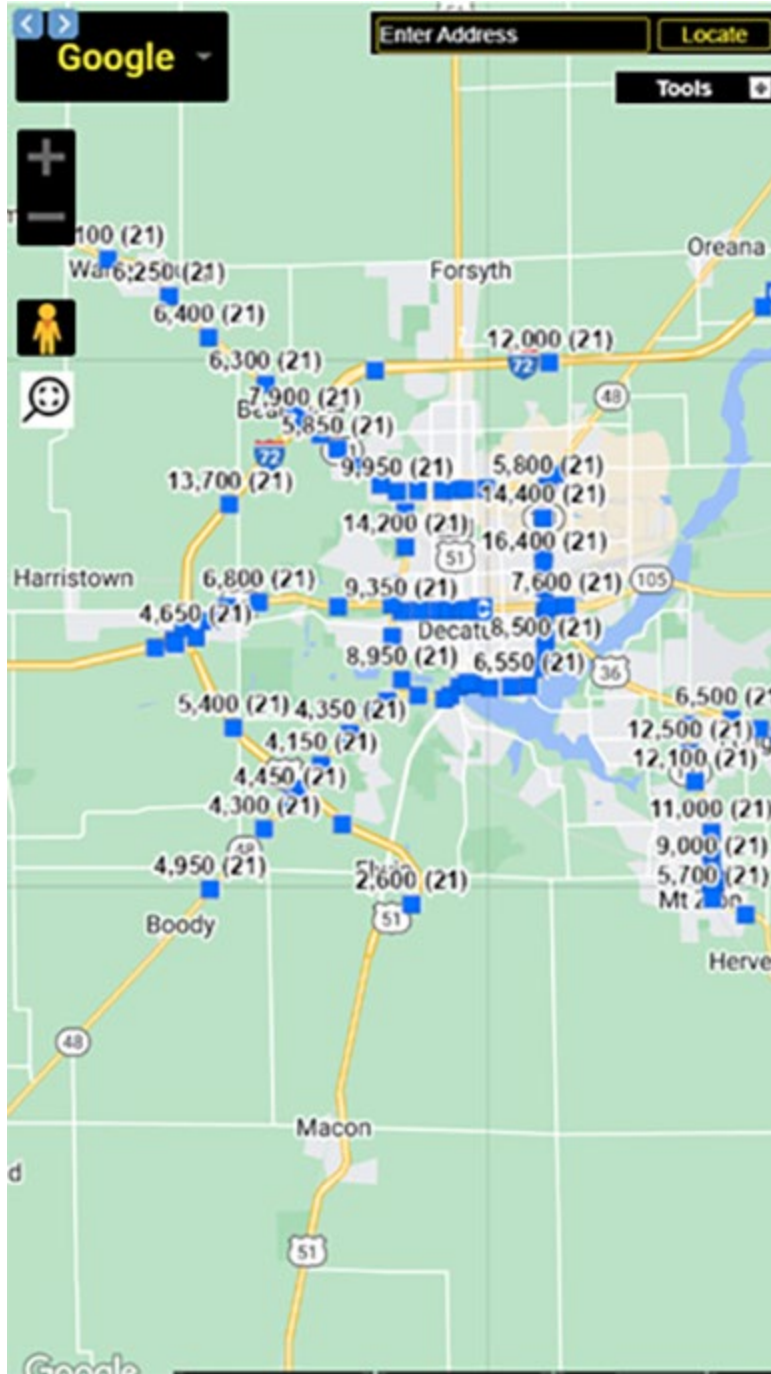
**Table 42 Annual economic impacts on the combined primary and secondary regions of analysis associated with business operations at the new Chatham Truck Stop project**

<i>Levels of Impact</i>	<i>Output</i>	<i>Employment</i>	<i>Labor Income</i>	<i>Public Revenues</i>
<i>Direct</i>	\$6.4MM	44.0 positions	\$2.0MM	\$1.3MM
<i>Indirect</i>	\$2.0MM	10.2 positions	\$634K	\$214K
<i>Induced</i>	\$1.8MM	10.9 positions	\$580K	\$245K
<i>Total</i>	\$10.2MM	65.2 positions	\$3.2MM	\$1.8MM

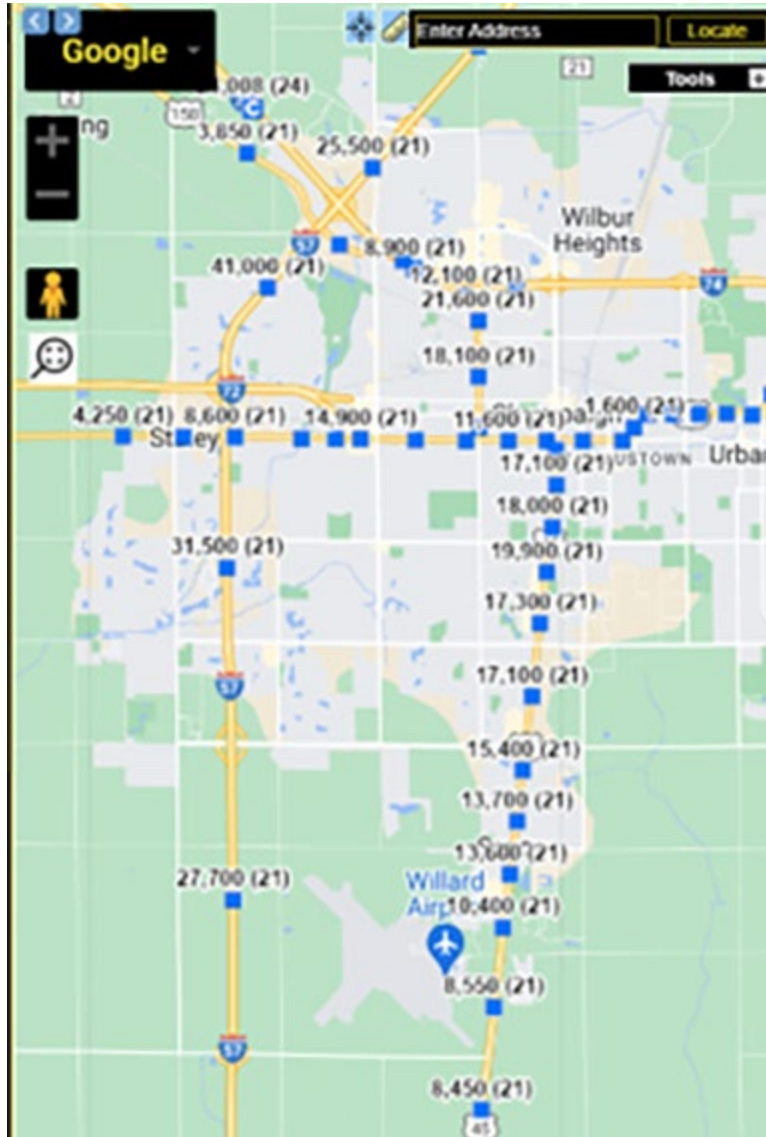
# METRO EAST TRAFFIC COUNTS



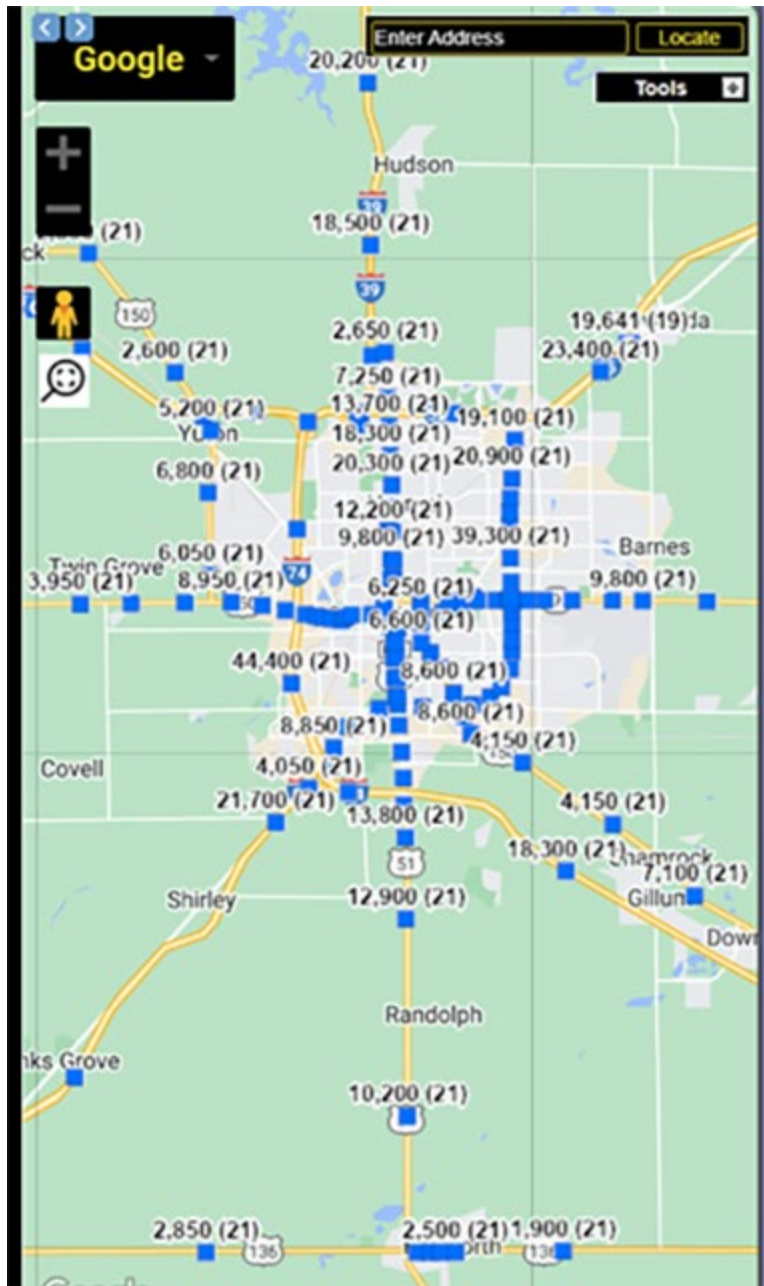
# DECATUR TRAFFIC COUNTS



# CHAMPAIGN-URBANA TRAFFIC COUNTS



# BLOOMINGTON NORMAL TRAFFIC COUNTS





# PEORIA TRAFFIC COUNTS

