



COUNTY OF KENDALL, ILLINOIS ECONOMIC DEVELOPMENT COMMITTEE

County Office Building
County Board Rooms 209 & 210
111 West Fox Street
Yorkville, IL 60560

Friday, April 22, 2016 at 8:30 AM
MEETING AGENDA

1. Call to Order
2. Roll Call
3. Approval of Agenda
4. Approval of November 20, 2015 Meeting Minutes
5. New Business
 - *Kendall County Career Fairs: June 10, 17, 24*
6. Old Business
 - *Revolving Fund Loans*
 - o *Review: Monthly Statements*
 - o *Discussion: Loan Process Document*
 - *Business Retention & Expansion*
 - o *Update: KEDA*
 - *Update: Industrial Market Analysis*
 - *Update: Economic Indicator Dashboard*
 - *Update: Strategic Goals Action Items*
 - *Regional Initiatives*
 - o *Update: Chicago Metro Exports*
 - o *Update: Chicago Metro Metals Consortium*
 - o *Update: Chicago Regional Growth Initiatives*
7. Chairman's Report
8. Public Comment
9. Executive Session
10. Adjournment



KENDALL COUNTY ECONOMIC DEVELOPMENT

Memorandum

To: Dan Koukol, Economic Development Committee Chairman; Economic Development Committee
CC: Jeff Wilkins, County Administrator
From: Andrez Beltran, Economic Development and Special Projects Coordinator
Subject: April 2016 Committee Report
Date: 4/23/16

Please find below the report for April 2016 on the items of Economic Development Committee.

Kendall County Career Fairs: June 10, 17, 24

KEDA along with Waubensee will be co-hosting the Kendall County Career Fair. This year the Fair will be held on three days instead of one. Each Fair will be from 9 a.m. to 11 a.m. and focus on a particular field:

- June 10 - Manufacturing
- June 17 – Health Care
- June 24 – Information Service

A key driver to this change was declining attendance of the traditional job fairs, and a want to keep businesses local. In addition, these fairs could help companies in the same industry connect.

Revolving Fund Loans

- *Review: Monthly Statements*
The current Revolving Fund Loan Reports are from March 1, 2016 to March 31, 2016. All current payments are in for the month. Current available loan amount is approximately \$1.7 million.
- *Other Activity*
Angelo Cosimo of Can-Man Inc. paid his loan in full on February 26.

Economic Development Coordinator Andrez Beltran met with an interested party out of Oswego on April 18. The project is a tea/coffee house tentatively located in Yorkville.

Business Retention & Expansion

- *Update: KEDA*
On March 31, KEDA met at South Moon Barbeque in Montgomery. Topics discussed included the draft Key Recommendations for the Industrial Market Analysis, planning for the Business and Economic Forums, the 2016 Career Fairs, and developing a Work-Study program for manufacturing in the County. KEDA decided to create subcommittee to work on the last item to be coordinated by Mr. Beltran.



KENDALL COUNTY ECONOMIC DEVELOPMENT

Update: Industrial Market Analysis

CMAAP has delivered a draft of the Key Recommendations memo. Mr. Wilkins and Mr. Beltran reviewed as well as members of KEDA. CMAAP is currently incorporating the feedback into the report, and finishing the final touches.

Updated: Economic Indicator Dashboard

In the packet is the latest Economic Indicator Dashboard. Growth over the quarter slowed considerably. Staff will continue to monitor the developments. As always, the Dashboard is placed online on the Economic Development homepage.

Update: Strategic Goals Action Items

The Strategic Goals Action Items are those that are laid out in the draft Economic Development Strategic Plan. These goals and their subsequent action items were developed in late second quarter of 2015. The following is an overview of the goals met and in progress:

- *Leverage social media to market County and EDCs more effectively:* Currently news releases are pushed out from the main county webpage.
- *Gather site specific information to disseminate to businesses:* Site information has been developed in collaboration with the local EDCs. This information has been handed out to local businesses as needed. A goal for 2016 will be to target specific industries with the information gained on Kendall's comparative advantage from the Industrial Market Analysis.
- *Meet with KEDA to determine need:* The KEDA meetings have been held bi-monthly. These meetings regularly have valuable discussions on Kendall as a whole. KEDA continues to grow and evolve to meet the needs of local and County economic development.
- *Partner with local EDCs to put on economic development events:* The annual County Job Fair and first Legislative Business Forum were held in 2015. Both could not have happened without the local EDC partners. Planning has already begun on economic development events for 2016.
- *Streamline tax abatement process for new large investments:* Currently criteria and standards are being created on the abatement process. In addition to new or expansion of buildings, redevelopments and specialized, targeted buildings are also being considered for an abatement process due to preliminary information from the Industrial Market Analysis.
- *Attend Trade Shows:* Last year the AIRE Tradeshow was only open to brokers.



KENDALL COUNTY ECONOMIC DEVELOPMENT

- *Highlight incentives:* Marketing materials highlighting the incentives have been distributed whenever a business, realtor/broker, or organization has been met. In addition, a streamlined version of the list of incentives is being developed to ease navigation. Targets are still currently being determined.
- *Report on legislation affecting economic development:* The budget impasse has had an effect on organizations such as CMAP; affecting economic development tools such as the EDGE credit and ITIP; and questions about transportation funding such as DOAP.
- *Monitor public transportation for work purposes:* KAT ridership and destinations have been examined to determine their relation to economic development. As in previous years, the program has seen almost forty percent use for employment purposes.
- *Engage local businesses to determine their needs:* In 2015, business lists were obtained through both local and regional partners. Companies on the list were targeted for retention calls. In addition, the Industrial Market Analysis gathered information from almost a dozen companies to help understand the market environment. This was integrated into the retention program.

Finally, included in the packet is the draft of the Strategic Plan for 2016. Mr. Wilkins and Mr. Beltran evolved the document from the experience of drafting and implementing the previous year's plan.

Regional Initiatives

- *Update: Metro Chicago Exports (MCE)*
On April 1, MCE started accepting applications for the 2016 Export Micro-grant, In addition, this year will have a pitch fest during which both 2015 and 2016 grant recipients will be eligible to submit a pitch for additional funding totaling \$30,000. Information about the pitch fest will be shared closer to its launch. The news release for the Micro-grant is included in the packet.

Another program MCE brought to the area is the ExporTech program. This program places exporters in a cohort of eight to ten businesses to learn from experienced exporters. All instructors have practical experience. Results of the program are significant increases in sales.
- *Update: Chicago Metro Metals Consortium (CMMC)*
On April 14 met. Topic discussed included apply for the TIGER grant for the Touhy interchange in Chicago; the Southland Prairie Matchmaking event at Prairie State on June 24; and IMCP re-designation. In addition, Program Manager Derek Walvoord left to take a position with the Illinois Housing Authority.



KENDALL COUNTY ECONOMIC DEVELOPMENT

- *Update: Chicago Regional Growth Initiatives*
On April 14 the Steering Committee met. Key conversation focused on the proposals developed to increase coordination among the seven counties, including a proposal to create a 501 c3 organization. The original thought was for marketing and branding of the metro area; however, the MEGA organization was brought into the discussion as reference to possible difficulties. The Committee decided to meet again to discuss the topic further.

Other News

Vijay Gadde has departed the Village of Oswego.

KENDALL COUNTY ILLINOIS

Economic Development Committee

Meeting Minutes
Friday, November 20, 2015

Call to Order

The meeting was called to order by Chairman Dan Koukol at 8:35 a.m.

Roll Call

Committee Members Present: Chairman Dan Koukol, Scott Gryder, Matt Prochaska (entered at 9:03 a.m.), Judy Gilmour

Committee Members Absent: Lynn Cullick

Staff Present: Andrez Beltran, Economic Development and Special Projects Coordinator; Jeff Wilkins, County Administrator

Members of the Public: None

Approval of Agenda – Mr. Gryder made a motion to approve the agenda. It was seconded by Ms. Gilmour. **Approved 3-0.**

Approval of Meeting Minutes – Chairman Koukol made a motion to approve the meeting minutes from the October 23, 2015 meeting. Seconded by Mr. Gryder. **Approved 3-0.**

New Business - None

Old Business

Revolving Fund Loans

Mr. Beltran stated that the packet included a draft copy of the Revolving Fund Loan Process document. He stated that he had just finished it the night before so he was only bringing it to the Committee's attention for review. Once the document is finalized, it would be available to the public to educate and guide them through the process.

Chairman Koukol stated the Committee should review the document for the next Economic Development Committee.

Ms. Gilmour stated that she had recently eaten at Dearborn Café and was impressed with the remodel. Chairman Koukol stated he always sees a packed parking lot. Mr. Beltran concurred, stating it was full when he went.

Chairman Koukol stated that the Law Offices had a soft opening.

- *Review: Monthly Statements*

Mr. Beltran reviewed the current Revolving Fund Loan Reports from September 1, 2015 to October 31, 2015. All current payments were received for the month. Current available loan amount is approximately \$1.7 million.

KENDALL COUNTY ILLINOIS

Economic Development Committee

Ms. Gilmour asked for the report to include interest rate and term for Law Offices. She also inquired about the rate for Custard Cup. Mr. Beltran stated he would follow up.

Update: Coordinated Responses to Business Retention & Expansion Survey

Mr. Beltran stated on November 10 he visited MTH Tooling in Plano. This was a joint visit with Lisa Reijula of Metro Chicago Exports to see their facility and to go over the exporting micro-grant they had been awarded. Key takeaways were the need for space to expand, and workforce availability.

Mr. Beltran stated that Kendall Farms Industrial Park on Eldamain Road is one area available for expansion. He is currently working with Rich Healy of Plano Economic Development and a few firms.

Mr. Beltran also stated that County Administrator Jeff Wilkins and he are currently working on creating a workforce pipeline for manufacturers in the County with our partners including Illinois Valley Vocational Center (I.V.V.C.) and Waubensee Community College.

Update: Regional Initiatives

Mr. Beltran stated on November 12, Mr. Wilkins and he met with Chicago Metro Metals Consortium (CMMC) Program Manager Derek Walvoord. Being new to the program, Mr. Walvoord wanted to meet with the various counties to assess how the CMMC could help them. Kendall was the first county he met with.

Also on November 12, Chairman Koukol, Mr. Wilkins, and Mr. Beltran attended the bi-monthly Kendall Economic Development Alliance (KEDA) meeting. He stated the major focus of the meeting was the cooperative events hosted by KEDA. The decision going forward was to continue the larger events as fundraisers each year with the legislative event in the odd years, and to use the funds to host free small business resource events. Mr. Wilkins stated that they were looking to use the Historic County Courthouse for those smaller events.

Chairman's Report

Chairman Koukol stated on Aucutt Road in Montgomery that a \$50 million investment for a sugar storage facility was recently announced. He stated that it seems the area is focused for food manufacturing and a possible target.

Mr. Wilkins stated that Montgomery has a history of manufacturing and the community makes manufacturing and industrial development a main priority compared to retail commercial.

KENDALL COUNTY ILLINOIS

Economic Development Committee

Public Comment – None

Executive Committee - None

Adjournment

With no further business to discuss, Mr. Prochaska moved to adjourn. The motion was seconded by Mr. Gryder. There being no objection, the Economic Development Committee at 9:33 a.m., adjourned.

Respectfully Submitted,

Andrez P. Beltran

Economic Development and Special Projects Coordinator

Kendall County



Economic Development

REVOLVING FUND PROGRAM PROCESS

County of Kendall
Office of Administration
111 West Fox Street
Room 316
Yorkville IL 60560
Phone: 630.553.4171
Fax: 630.553.4214

kendallede@co.kendall.il.us

Foreword

This process can take 60 days as measured from the first approval of the Economic Development Committee. The pre-application work before the first Committee can take a variable amount of time. Due to this, we recommend that applicants budget 90 to 120 days before the funds are needed.

Phase 1: Pre-Application

The first step in the process is to fill out the Pre-Application form. This form is located on the Kendall County website, and is also available in hardcopy from Kendall County Economic Development.

The purpose of the pre-application stage is to assess the viability and suitability of a Revolving Fund (RF) Loan. Credit, collateral, and assets (among others) are assessed to determine viability of the potential loan repayment. In addition, other resources such as small business loans are examined to see if the applicant would be better suited to the applicant's project. The goal of this phase is to find the best funding option for the applicant whether it is a RF Loan or not. The end goal is helping the applicant's project succeed.

At the end of this phase, Kendall County staff will make a recommendation at the next scheduled Economic Development Committee meeting.

Phase 2: 1st Economic Development Committee

This phase starts with the RF Loan placed as an agenda item on the Economic Development Committee meeting. The Economic Development Committee is composed of five County Board members. The applicant(s) are welcomed and encouraged to attend this meeting to give background on themselves, their business, and the project as well as answer any questions the Committee may pose. Staff will present its recommendation and rationale during this time. At the end of the agenda item, the Committee will make a decision on how to proceed with the application.

Phase 3: Full Application

After approval of the Economic Development Committee to move forward, the full application process will be undertaken. Steps in this process include:

1. \$500 non-refundable deposit (applied to closing costs)
2. Full application
3. Title search (if necessary)
4. UCC-1 search (if necessary)
5. Affidavits of Identity (if necessary);
6. Other Documents as requested

Following the submission and review of all necessary documents, staff will make a recommendation of amount, interest, and term. This will be placed on the next scheduled Economic Development Committee meeting.

Phase 4: 2nd Economic Development Committee

At the second Economic Development Committee meeting staff will present their recommendation. Once again, applicant(s) are encouraged to be there to answer any questions that the Committee may have.

The Committee will discuss approval or rejection of the application as well as final amount, interest, and term. If approved, the Committee will send the item to the full County Board for approval.

Before the item will appear on the County Board agenda, a resolution detailing the loan will be drafted by staff. In addition to that resolution, any additional paperwork including, but not limited to, amortization schedule, mortgages, promissory notes, security agreements, and UCC-1 filings, will be created/submitted. These items will be available for review by applicants as they come available. After these items are finalized they will be included in the agenda item sent to the County Board.

Phase 5: County Board Meeting

At the County Board meeting, the agenda item will be heard by the full County Board. The Economic Development Committee Chair and/or designated staff will speak on the item, and offer the recommendation. The County Board and/or other pertinent parties will discuss the item. Applicant(s) are encouraged to attend to answer any questions posed.

If approved by the County Board, applicant(s) and staff will set up a time for final closing with all necessary parties.

Phase 6: Closing

At the closing, County staff will include an Economic Development representative, a State's Attorney representative, a staff notary, and any pertinent parties from the applicant. At this time any additional closing costs will be due.

Copies of the paperwork will be held by Kendall County Economic Development as well as being filed with the Kendall County Clerk, Kendall County Treasurer, and the Kendall County State's Attorney Offices in addition to the provided copy to the applicant.

After all the paperwork has been filed the Kendall County Treasurer will set up the details of payment after which funds will be disbursed.

Account Name	Note Date Mty Date	A		B		C		D	E	
		Principal Mnthly Payment	Interest	Total Overall Paid For Principal	Interest	Loan Balance Last Payment	Interest on Bank Accounts	Bank Balance		
Surplus - EDC BB #815-535								417,150.74	1,582,760.01	
Law Office Corporation MSB #150038 ** schedule includes the \$450.56	3/11/2015	450.56 120,000.00 579.05	1.50%	3,875.72	1,335.73	116,574.84	0.22	0.00	5,211.67	21,502.99
CAN-MAN AFB# 114412	7/1/2011	20,000.00 358.49	2.90%	20,000.00	1,507.24	0.00	0.00	0.00	11,294.17	7,175.67
CIVILIAN FORCE ARMS SBI# 3171	8/6/2015	90,000.00 1,613.19	2.90%	9,840.94	1,451.39	80,159.06	1.84	1.16	118,065.61	
Dearborn Café FNB #2920	8/9/2015	80,000.00 1,024.93	2.10%	6,227.12	947.39	73,772.88	1.16			
the Custard Cup YNB 405-582 CLOSED FNB 6801-520 8/24/10	5/17/2006 5/17/2016 addtl principle	599.64 95,000.00 1,066.66	6.25%	81,444.82	36,789.17	14,155.12	1,759.01			
		406,050.50		121,388.60	42,030.92	284,661.90	418,912.97	1,745,980.12	AVAILABLE TO LOAN	

Total Assets 2,030,642.02 BANK BALANCE PLUS LOAN BALANCE

A-B=D
 D+E+Total Assets

Column E	\$1,745,980.12
Tap 10 - _____	\$1,745,980.12
Gr. Admin.	0



180 N. LaSalle Street, Suite 400
Chicago, IL 60601
(773) 244-7000 bylinebank.com

March 16

PUBLIC FUNDS MMA	
ACCOUNT INFORMATION	
DATE	03/31/2016
ACCOUNT NUMBER	XXX5535

270

00000291 TB912P04011606210400 01 000000000 0082939 001

KENDALL COUNTY TREASURER
KENDALL COUNTY EDC
111 W FOX RD
YORKVILLE IL 60560-1621



ACCOUNT SUMMARY		
Previous Statement Balance	02/29/2016	\$1,582,430.74
Deposits/Credits	0	\$0.00
Withdrawals/Debits	0	\$0.00
Total Service Charges		\$0.00
Interest Paid		\$329.27
Current Statement Balance	03/31/2016	\$1,582,760.01

(Circled balance)

ACCOUNT HISTORY					
Date	Checks	Transactions	Credits (+)	Debits (-)	Balance
03/31		INTEREST CREDITED	\$329.27		\$1,582,760.01

(Circled credit)

INTEREST SUMMARY	
Year to Date and Prior Year Interest Reporting	\$728.06
Interest Paid This Year	\$0.00
Interest Withheld This Year	\$2,479.65
Interest Paid Last Year	\$0.00
Interest Withheld Last Year	



C 1,582,430.74



FNBC BANK AND TRUST

28 Schoolhouse Road
Yorkville, IL 60560

March 16
Page 1 of 1
5219513171
(0)

276

Last statement: February 29, 2016
This statement: March 31, 2016
Total days in statement period: 31

00003214-MD0692033ixc01087523-1OZ01-000000 0

Direct inquiries to:
630 553-2636

COUNTY OF KENDALL
EDC- CIVILIAN FORCE ARMS INC.
111 W FOX ST
YORKVILLE IL 60560

FNBC Bank and Trust
28 Schoolhouse Road
Yorkville, IL 60560



FNBC Business Savings

Account number	5219513171
Low balance	\$11,293.70
Average balance	\$11,293.70
Avg collected balance	\$11,241
Interest paid year to date	\$1.19

DAILY ACTIVITY

Date	Description	Additions	Subtractions	Balance
02-29	Beginning balance			\$9,680.51
03-01	Deposit TELLER 505	1,613.19		11,293.70
03-31	Interest Credit	.47		11,294.17
03-31	Ending totals	1,613.66	.00	<u>\$11,294.17</u>

INTEREST INFORMATION

Annual percentage yield earned	0.05%
Interest-bearing days	31
Average balance for APY	\$11,241.67
Interest earned	\$0.47

Int - 1613.19
Int - .47

OVERDRAFT/RETURN ITEM FEES

	Total for this period	Total year-to-date
Total Overdraft Fees	\$0.00	\$0.00
Total Returned Item Fees	\$0.00	\$0.00

Thank you for banking with FNBC Bank and Trust

9680.51



March 16

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Page: 1 of 1
Account Number: 10000114412
Statement Date: 03-31-2016

39 1 AV 0.388



COUNTY OF KENDALL KENDALL COUNTY
111 W FOX RD
YORKVILLE, IL 60560-1621

39 Collector

Statement Summary

Account Number Type
10000114412 Small Business Checking

Balance
21,502.99

Account Summary for Small Business Checking - 10000114412

Starting Balance	+	Deposits	+	Interest Paid	-	Withdrawals	-	Service Charges	=	Ending Balance
21,502.99		0.00		0.00		0.00		0.00		21,502.99

There is no activity for this account.

Summary of Overdraft and Returned Item Fees

	Total for	Total
	This Period	Year-to-Date
*****Total Overdraft Fees	\$0.00	\$0.00
*****Total Returned Item Fees	\$0.00	\$0.00

prnt

set

C 21,502.99



1201 Network Centre Drive Effingham, IL 62401

March 16

Page
Period Beginning
Period Ending
Days in Period

1 of 1
January 01, 2016
March 31, 2016
91

275

How to contact us
Customer Care 1-855-MY-MIDLAND

Get current account information
Bank by Phone 1-800-952-1529
Visit us online midlandstatesbank.com



xnk4d
01078

02 01
COUNTY OF KENDALL
EDC- THE LAW OFFICE
111 W FOX RD
YORKVILLE IL 60560-1621

RETURN SERVICE REQUESTED



Go Paperless.
Switch to Online Statements at
midlandsb.com/gopaperless



Your Statement

Summary	Ending Balance
FlexSaver Savings	\$5,211.67



Cell phone protection Up to \$400 savings per year

Cell phone protection offered by BaZing® with some Midland checking accounts. Learn more about BaZing® benefits at midlandsb.com/checking or contact us at 1-855-MY-MIDLAND for details. Member FDIC.

FlexSaver Savings

Owner(s): COUNTY OF KENDALL
EDC- THE LAW OFFICE

Account# 0000001000150038
 Service Charge \$.00
 Interest Earned This Period \$.11
 Interest Earned YTD \$.11
 Annual Percentage Yield Earned 0.01%

Previous Balance \$3,474.41
 3 Deposits \$1,737.15
 Withdrawals \$.00
Ending Balance \$5,211.67
 Average Ledger Balance \$5,211.56
 Average Collected Balance \$5,211.56

All Credit Activity

Transaction Date	Deposit	Transaction Description
01/04	579.05	Telephone transfer by per Boyd Ingemunson
02/01	579.05	Telephone transfer by per Boyd I
03/01	579.05	Telephone transfer Per Boyd I
03/31	.11	Interest Deposit

0 116 30 51



The First National Bank of Ottawa

701 LaSalle St.
P.O. Box 657
Ottawa, IL 61350

RETURN SERVICE REQUESTED

MORRIS - OTTAWA - STREATOR - YORKVILLE

WWW.FIRSTOTTAWA.COM (815) 434-0044

24 Hour First Phone
(866) 434-0044

March 16

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208230 0401 0 000609 001090 1/1

KENDALL COUNTY TREASURER
EDC CUSTARD CUP
111 WEST FOX ST
YORKVILLE IL 60560-1498

Account Number: 6601520
Statement Date: 3/31/16
Checks/Items Enclosed: 0

ME

NON-PROFIT NOW

KENDALL COUNTY TREASURER
EDC CUSTARD CUP

Acct 6601520

Beginning Balance	3/01/16	116,965.97	
Deposits / Misc Credits	2	1,069.64	
Withdrawals / Misc Debits	0	.00	
** Ending Balance	3/31/16	118,035.61	**
Service Charge		.00	
Interest Paid Thru 3/31/16		2.98	
Interest Paid Year To Date		8.66	
Average Collected Balance		117,344	
Average Rate / Cycle Days		.03000 / 31	

DEPOSITS

Date	Deposits	Withdrawals	Activity Description
3/18	1,066.66		DEPOSIT
3/31	2.98		INTEREST EARNED

ACCOUNT BALANCES

Date	Balance	Date	Balance	Date	Balance
3/18	118,032.63	3/31	118,035.61		

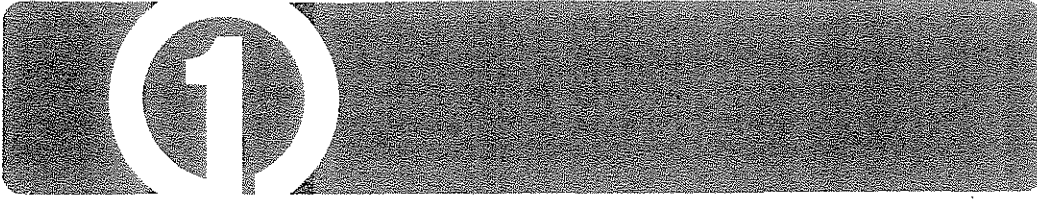


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March (16)

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Contact Information

800.990.5713

fnbil.com

First National Bank

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1620 Dodge St
Omaha, NE 68197

UPGR
181054

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COUNTY OF KENDALL
EDC - DEARBORN CAFE
111 W FOX ST
YORKVILLE IL 60560



STATEMENT SUMMARY		March 1, 2016 through March 31, 2016	
Account Description	Account #	Beginning Balance	Ending Balance
Deposit Accounts			
Business Savings	20355482920	6,150.44	7,175.67
	Total on Deposit		\$7,175.67

Fast. Simple. Safe.
Receive quick access to your monthly statement with Paperless Statements. Past statements can easily be saved or printed when needed!

Log in and sign up today!





Kendall County – 1st Quarter 2016 Update Economic Indicator Dashboard

Population	2015 Qtr 4	Previous Quarter	2010 Census	2000 Census
Total Population	121,350	121,350	114,736	54,544
Population 16 years and over	87,361	87,361	82,097	40,187
Labor Force Population	64,216	64,216	65,984	29,697

U.S. Census Bureau – American Fact Finder – <http://factfinder2.census.gov/faces/nav/jsf/pages/index.xhtml>

2012 American Community Survey; 2011 American Community Survey; 2010 Census; 2000 Census

U.S. Bureau of Labor Statistics – Local Area Unemployment Statistics – <http://bls.gov/lau/>

Business Outlook	2015 Qtr 4	Previous Quarter	Improved/ Declined	2014 Qtr 4	Improved/ Declined
Chicago Region Home Price Index	129.25	116.69	10.76%	127.06	1.72%
Chicago Business Barometer (<i>Seasonally Adjusted</i>)	55.6	48.7	14.17%	58.3	-4.63%
Chicago Business Activity Index	102	96.1	6.14%	101.4	0.59%
Consumer Price Index (Chicago-Gary-Kenosha, IL-IN-WI MSA)	226.271	228.826	-1.12%	228.328	-0.90%
Midwest Manufacturing Index ¹	N/A	N/A	N/A	N/A	N/A

Home Price Index – S&P – Case-Shiller Home Price Index, Standard and Poor - <http://www.standardandpoors.com/indices/sp-case-shiller-home-price-indices/en/us/?indexId=spusa-cashpidff--p-us---->

Chicago Business Barometer – ISM-Chicago – Institute for Supply Management - <https://www.ism-chicago.org/>

Chicago Business Activity Index – University of Illinois Regional Economics Application Laboratory - <http://www.real.illinois.edu/>

Consumer Price Index – Bureau of Labor & Statistics - <http://bls.gov/ro5/cpichi.htm>

1 The Chicago Fed Midwest Manufacturing Index (CFMMI) is set to undergo a process of data and methodology revision in 2014. Beginning in December 2013, the monthly release of the CFMMI will be suspended pending the release of updated benchmark data from the U.S. Census Bureau and a period of model verification. Significant



Kendall County – 1st Quarter 2016 Update Economic Indicator Dashboard

Jobs Report	2015 Qtr 4	Previous Quarter	Improved/ Declined	2014 Qtr 3	Improved/ Declined
Total Residents in Labor Force	64,655	65,196	-0.8%	68,165	-5.1%
Total Labor Force Employed	61,457	61,596	-0.2%	65,005	-5.5%
Total Labor Force Unemployed	3,198	3,600	-94	3,160	38
Unemployment Rate	6.0%	5.5%	0.5%	4.6%	1.4%

U.S. Bureau of Labor Statistics – Local Area Unemployment Statistics – <http://bls.gov/lau/>

Area Unemployment Rates	2015 Qtr 4	Previous Quarter	Improved/ Declined	2014 Qtr 4	Improved/ Declined
Kendall	6.0%	4.2%	1.8%	4.6%	1.4%
DeKalb	7.1%	4.8%	2.3%	4.8%	2.3%
Kane	7.6%	4.9%	2.7%	5.4%	2.2%
Will	7.1%	4.9%	2.2%	5.7%	1.4%
Grundy	9.0%	5.3%	3.7%	6.5%	2.5%
LaSalle	9.6%	6.1%	3.5%	7.7%	1.9%
Chicago-Naperville-Joliet MSA ¹	6.6%	4.9%	1.7%	5.7%	0.9%
Illinois (Seasonally Adjusted)	6.3%	5.4%	0.9%	6.2%	0.1%
United States (Seasonally Adjusted)	4.9%	5.1%	-0.2%	5.6%	-0.7%

U.S. Bureau of Labor Statistics – Local Area Unemployment Statistics – <http://bls.gov/lau/>

¹ The Chicago-Naperville-Joliet Metropolitan Statistical Area consists of the counties of Cook, DeKalb, DuPage, Grundy, Kane, Kendall, McHenry, and Will



Kendall County - 1st Quarter 2016 Update Economic Indicator Dashboard

Employment by Industry	2015 Qtr 2	Previous Quarter	Improved/ Declined	2014 Qtr 1	Improved/ Declined
Agriculture, Forestry, Fishing & Hunting	N/A	N/A	N/A	N/A	N/A
Mining, Quarrying, & Oil and Gas Extraction	N/A	N/A	N/A	N/A	N/A
Construction	1,428	1,174	254	1,359	69
Manufacturing	3,155	3,129	26	3,214	-59
Wholesale Trade	689	682	7	751	-62
Retail Trade	4,577	4,413	164	4,528	49
Information	165	130	35	194	-29
Finance & Insurance	634	660	-26	660	-26
Real Estate & Rental & Leasing	141	120	21	132	9
Professional, Scientific & Technical Services	937	928	9	975	-38
Management of Companies & Enterprises	25	25	0	30	-5
Administrative & Support & Waste Mgmt.	979	713	266	853	126
Educational Services	281	265	16	182	99
Health Care & Social Assistance	2,020	1,982	38	1,880	140
Arts, Entertainment & Recreation	521	136	385	559	-38
Accommodation & Food Services	3,351	3,203	148	2,845	506
Other Services/Unclassified	1,139	1,042	97	1,083	56
Total Private Sector Employment*	22,231	20,750	1,481	21,517	714

Illinois Department of Employment Securities – Quarterly Census of Employment & Wages –
http://www.ides.illinois.gov/LMI/Pages/Quarterly_Census_of_Employment_and_Wages.aspx

*Total Private Sector Employment includes categories not listed



Kendall County - 1st Quarter 2016 Update Economic Indicator Dashboard

Business Units by Industry	2015 Qtr 2	Previous Quarter	Improved/ Declined	2014 Qtr 2	Improved/ Declined
Agriculture, Forestry, Fishing & Hunting	N/A	N/A	N/A	N/A	N/A
Mining, Quarrying, & Oil and Gas Extraction	N/A	N/A	N/A	N/A	N/A
Construction	411	409	2	403	8
Manufacturing	99	99	0	100	-1
Wholesale Trade	106	108	-2	105	1
Retail Trade	236	235	1	233	3
Information	19	16	3	18	1
Finance & Insurance	95	96	-1	93	2
Real Estate & Rental & Leasing	80	79	1	76	4
Professional, Scientific & Technical Services	283	278	5	270	13
Management of Companies & Enterprises	6	6	0	6	0
Administrative & Support & Waste Mgmt.	174	174	0	169	5
Educational Services	36	36	0	30	6
Health Care & Social Assistance	186	181	5	176	10
Arts, Entertainment & Recreation	43	39	4	40	3
Accommodation & Food Services	180	174	6	169	11
Other Services/Unclassified	249	235	14	216	33
Total Private Sector Businesses*	2,359	2,317	42	2,262	97

Illinois Department of Employment Securities – Quarterly Census of Employment & Wages –

http://www.ides.illinois.gov/LMI/Pages/Quarterly_Census_of_Employment_and_Wages.aspx

Department of Labor – Quarterly Census of Employment & Wages – <http://www.bls.gov/cew/>

*Total Private Sector Businesses includes categories not listed



Kendall County - 1st Quarter 2016 Update Economic Indicator Dashboard

Wages by Industry	2015 Qtr 1 (\$1,000)	Previous Quarter (\$1,000)	Improved/ Declined	2014 Qtr 1 (\$1,000)	Improved/ Declined
Agriculture, Forestry, Fishing & Hunting	N/A	N/A	N/A	N/A	N/A
Mining, Quarrying, & Oil and Gas Extraction	N/A	N/A	N/A	N/A	N/A
Construction	\$12,895	\$20,742	-\$7,847	\$17,822	-\$4,927
Manufacturing	\$62,880	\$49,500	\$13,380	\$45,994	\$5,238
Wholesale Trade	\$9,498	\$13,043	-\$3,545	\$9,407	-\$892
Retail Trade	\$26,549	\$25,605	\$944	\$24,817	\$799
Information	\$690	\$946	-\$256	\$864	-\$177
Finance & Insurance	\$8,817	\$7,838	\$979	\$7,399	\$1,201
Real Estate & Rental & Leasing	\$966	\$1,369	-\$403	\$970	\$203
Professional, Scientific & Technical Services	\$11,055	\$14,181	-\$3,126	\$12,100	\$1,191
Management of Companies & Enterprises	\$237	\$518	-\$281	\$328	\$33
Administrative & Support & Waste Mgmt.	\$5,372	\$6,934	-\$1,562	\$7,503	\$319
Educational Services	\$1,343	\$1,408	-\$65	\$1,777	\$124
Health Care & Social Assistance	\$16,665	\$19,700	-\$3,035	\$17,465	\$1,948
Arts, Entertainment & Recreation	\$546	\$717	-\$171	\$933	-\$100
Accommodation & Food Services	\$10,720	\$10,930	-\$210	\$11,686	\$1,509
Other Services/Unclassified	\$5,833	\$7,707	-\$1,874	\$6,752	-\$213
Total Private Sector Wages*	\$199,827	\$204,315	-\$4,488	\$188,076	\$11,751

Illinois Department of Employment Securities – Quarterly Census of Employment & Wages – http://www.ides.illinois.gov/LMI/Pages/Quarterly_Census_of_Employment_and_Wages.aspx
 Department of Labor – Quarterly Census of Employment & Wages – <http://www.bls.gov/cew/>
 *Total Private Sector Wages includes categories not listed



Kendall County – 1st Quarter 2016 Update Economic Indicator Dashboard

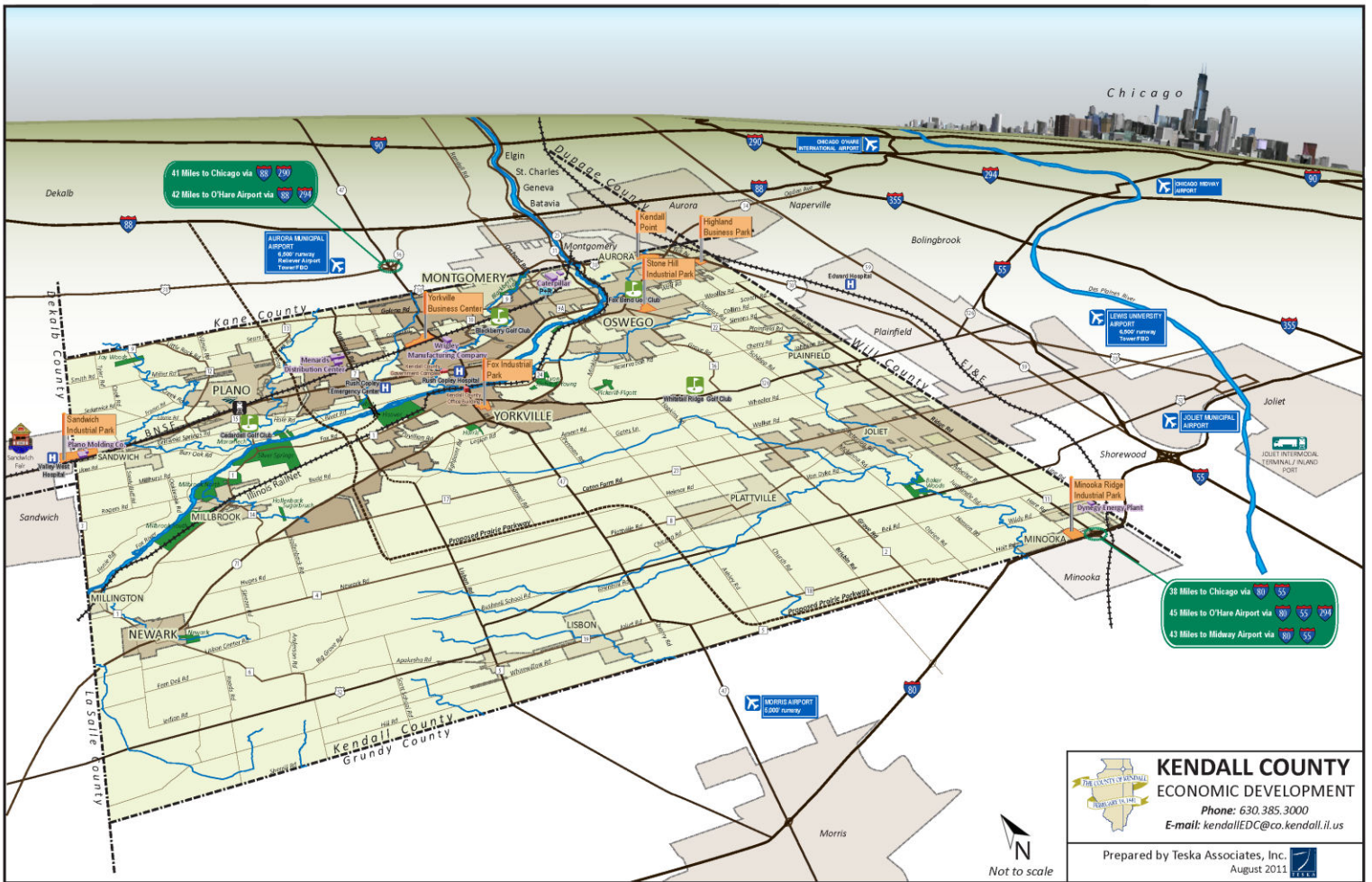
Average Annual Pay	2014	2013	Improved/ Declined
All Private Industries	\$36,755	\$36,178	\$577

Average Weekly Wage	2015 Qtr 1	Previous Quarter	Improved/ Declined	2014 Qtr 1	Improved/ Declined
All Private Industries	\$745	\$763	-\$18	\$669	\$76

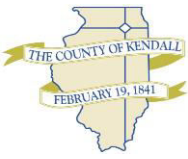
Illinois Department of Employment Securities – Quarterly Census of Employment & Wages – http://www.ides.illinois.gov/LMI/Pages/Quarterly_Census_of_Employment_and_Wages.aspx
 Department of Labor – Quarterly Census of Employment & Wages – <http://www.bls.gov/cew/>

DRAFT

Kendall County Economic Development



Strategic Plan 2016



Kendall County Economic Development Strategic Plan

Strategic Priorities

Strategic priorities are developed through the planning process including both staff and members of the Economic Development Committee. These priorities and their subsequent action items guide the County's efforts to achieve the most impact with the least resources. Their continuous evaluation allows the County to maintain both short term and long term views while being able to react to changes in the environment.

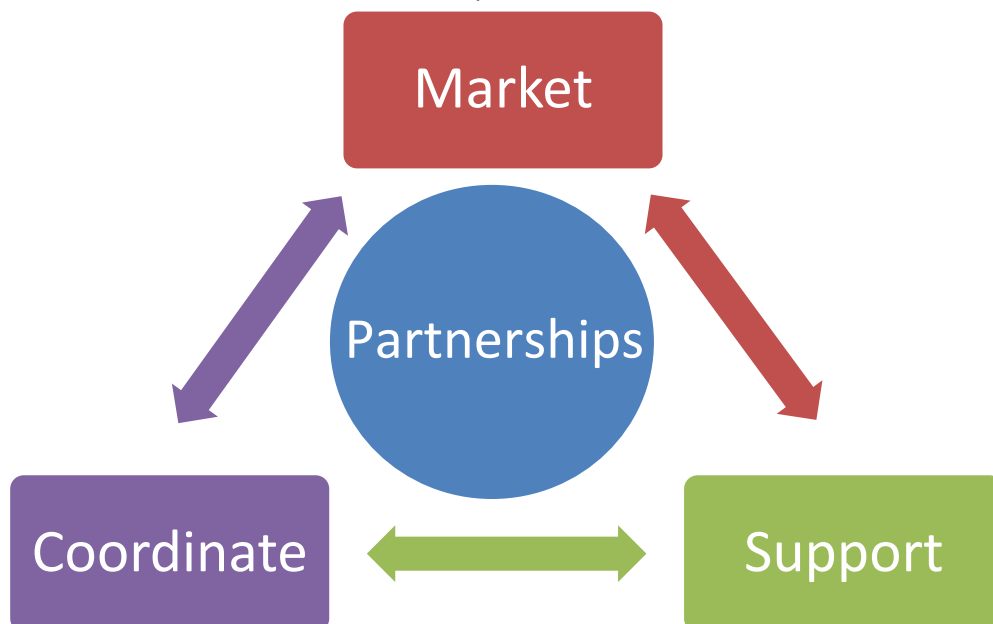
The strategic priorities are:

- Business Attraction
- Business Retention
- Business Expansion

These strategic priorities will guide the County's economic development efforts. The progress will be reported to the Economic Development Committee on a quarterly basis not only to update the Committee, but also to track performance.

As Kendall County is limited in its resources, the County has decided to focus on business that fall in the STEM categories: Science, Technology, Engineering, and Manufacturing. These types of businesses provide both strong wages and property investment, leading to long term growth and prosperity.

There are three primary methods to achieve the strategic priorities: Support the local Economic Development Corporations and Departments in their efforts; Coordinate with those entities to eliminate redundant efforts and improve effectiveness and; Market the County to internal and external stakeholders. These three efforts are not mutually exclusive; rather, each reinforces the other.





Kendall County Economic Development Strategic Plan

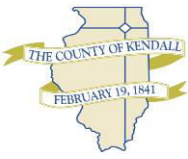
In 2016, Kendall County Economic Development will use five strategies to pursue our strategic priorities:

- Develop and Distribute Marketing Material
- Strengthen and Coordinate Regional Economic Partnerships
- Connect Local Businesses to Resources
- Establish Standardized Incentives
- Research and Maintain Business and Economic Data

These five strategies' action items will pertain to the tasks to accomplish the three strategic priorities; they will also make up the dashboard for measuring performance.

Develop and Distribute Marketing Material				
	Quarter 1	Quarter 2	Quarter 3	Quarter 4
Attend Trade Shows		<u>Identify target shows</u> : In progress	<u>Identify target shows</u> : In progress	
Update and Maintain the website	<u>Streamline Website</u> : In progress	<u>Streamline Website</u> : In progress	<u>Streamline Website</u> : In progress	<u>Streamline Website</u> : In progress
Publish Economic Indicator Dashboard	<u>Update EID</u> : Complete <u>Review</u> : Complete	<u>Update EID</u> : Not initiated <u>Review</u> : Not initiated	<u>Update EID</u> : Not initiated <u>Review</u> : Not initiated	<u>Update EID</u> : Not initiated <u>Review</u> : Not initiated

Strengthen and Coordinate Regional Economic Partnerships				
	Quarter 1	Quarter 2	Quarter 3	Quarter 4
Participate in and Host KEDA Events	<u>KEDA Meeting</u> : Complete <u>Matchmaking Event</u> : Complete	<u>KEDA Meeting</u> : In progress <u>Business Resource</u> : In progress	<u>KEDA Meeting</u> : In progress <u>Economic Forecast</u> : In progress	<u>KEDA Meeting</u> : In progress <u>Economic Forecast</u> : In progress
Visit Municipalities' Economic Development Meetings	<u>Annual Plano meeting</u> : Complete <u>Oswego EDC</u> : Complete	<u>Yorkville EDC</u> : Not initiated	<u>Sandwich EDC</u> : Not initiated	<u>Montgomery EDC</u> : Not initiated
Strengthen Workforce Connections	<u>Attend VALEES event</u> : Complete	<u>Develop Work-Study Program</u> : In progress	<u>Develop Work-Study Program</u> : In progress	<u>Develop Work-Study Program</u> : In progress



Kendall County Economic Development Strategic Plan

	<u>Meet with VIA:</u> Complete	<u>Target Partners:</u> Not initiated	<u>Target Partners:</u> Not initiated	<u>Target Partners:</u> Not initiated
	<u>Meet with Workforce Development:</u> Complete	<u>Meet with Workforce Development:</u> Not initiated		
Participate in Regional Economic Initiatives	<u>Regional Growth Initiative Meeting:</u> Complete	<u>Bimonthly Steering Committee Meetings:</u> Complete	<u>Regional Growth Initiative Meeting:</u> Not initiated	<u>Bimonthly Steering Committee Meetings:</u> Not initiated
	<u>Bimonthly Steering Committee Meetings:</u> Complete	<u>ExporTech Program:</u> In progress	<u>Bimonthly Steering Committee Meetings:</u> Not initiated	<u>Planning for Regional Growth Initiative Meeting:</u> Not initiated

Connect Businesses to Resources				
	Quarter 1	Quarter 2	Quarter 3	Quarter 4
Co-Host the Job Fair	<u>Planning:</u> In progress	<u>Planning:</u> In progress <u>Hold Fair:</u> Not initiated		
Host Business Forums	<u>Develop Forum Topics:</u> In progress	<u>Business Resource Forum:</u> Not initiated	<u>Economic Forecast Forum:</u> Not initiated	<u>Review:</u> Not initiated
Distribute County Resources	<u>Create resource handout:</u> Complete <u>Distribute to partners:</u> Complete	<u>Market to Chambers:</u> In progress <u>Market to businesses:</u> In progress	<u>Market to businesses:</u> No initiated	<u>Market to businesses:</u> No initiated
Business Retention Contacts	<u>Develop business retention targets:</u> Complete	<u>Business Retention meeting:</u> In progress	<u>Business Retention meeting:</u> In progress	<u>Business Retention meeting:</u> In progress
Work-Study Program	<u>Meet with IVVC:</u> Complete	<u>Develop program specifics:</u> In progress	<u>Develop program specifics:</u> Not initiated	<u>Develop program specifics:</u> Not initiated

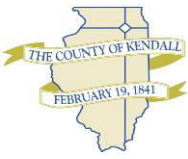


Kendall County Economic Development Strategic Plan

	<u>Meet with VALEES:</u> Complete <u>Meet with VIA:</u> Complete	<u>Develop partner relationship:</u> In progress	<u>Develop partner relationship:</u> Not initiated	<u>Develop partner relationship:</u> Not initiated
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Establish Standardized Incentives				
	Quarter 1	Quarter 2	Quarter 3	Quarter 4
Streamline Incentive Process		<u>Engage partners:</u> Not initiated <u>Document processes:</u> Not initiated	<u>Engage partners:</u> Not initiated <u>Document processes:</u> Not initiated	<u>Engage partners:</u> Not initiated <u>Document processes:</u> Not initiated
Develop Incentives to Targeted Needs	<u>Analyze needs:</u> In progress	<u>Analyze needs:</u> In progress <u>Design incentives goals:</u> Not initiated	<u>Develop incentives:</u> Not initiated	<u>Develop incentives:</u> Not initiated
Create Consensus with local partners		<u>Meet with partners to determine incentive goals:</u> Not initiated	<u>Meet with partners to determine incentive goals:</u> Not initiated	<u>Create draft for standardized economic incentives:</u> Not initiated

Research and Maintain Economic Data				
	Quarter 1	Quarter 2	Quarter 3	Quarter 4
Create and Maintain Business list	<u>Obtain industrial business lists:</u> Complete <u>Compile and verify:</u> Complete	<u>Obtain new info to update list:</u> In progress	<u>Obtain new info to update list:</u> In progress	<u>Obtain new info to update list:</u> In progress
Update and Maintain Demographic Data	<u>Update Demographic Data:</u> Complete <u>Analyze Data for Trends:</u> In progress	<u>Analyze Data for Trends:</u> In progress	<u>Analyze Data for Trends:</u> Not initiated	<u>Analyze Data for Trends:</u> Not initiated



Kendall County Economic Development Strategic Plan

Create and Maintain Broker list	<u>Develop Broker List</u> : In progress	<u>Develop Broker List</u> : In progress	<u>Develop Broker List</u> : Not initiated	<u>Develop Broker List</u> : Not initiated
Research Economic Opportunities for South Route 47		<u>Analyze Data for Economic Possibilities</u> : Not initiated	<u>Analyze Data for Economic Possibilities</u> : Not initiated	<u>Create Target Industries matching Economic Possibilities</u> : Not initiated



Kendall County News Release

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Metro Chicago Exports Offers Assistance Through Grant Program to Kendall County Companies Looking to Export

For Immediate Release - Metro Chicago Exports today announced the launch of the 2016 Grant Program, presented by JP Morgan Chase & Co. The single-round Grant Program will award grants up to \$5,000 to help small and medium-sized companies in Kendall County and other counties in Northeastern Illinois maximize their export potential and engage with customers in international markets.

In fall 2016, Metro Chicago Exports will host a pitch fest during which both 2015 and 2016 grant recipients will be eligible to submit a pitch for additional funding totaling \$30,000. Information about the pitch fest will be shared closer to its launch.

Applications for the 2016 Grant Program open today and will be accepted through May 27, 2016, with grant award notifications commencing on or around July 11, 2016. The application process involves two steps – an initial online Client Assessment and a formal review of export plans, capabilities and potential. Companies that pass the Client Assessment phase will be invited to submit more comprehensive information about their plans to go global as part of the Grant Application process. If potential barriers to maximizing export potential are identified during the Client Assessment, companies may be referred to export service providers to assist them in formulating international export plans.

The 2016 Grant Program builds on the success of last year's program which provided 54 Northeastern Illinois-based companies with grants for reimbursing costs associated with exporting, including executive training, trade show participation, and international certifications.

Metro Chicago Exports' mission is to increase exporting by small and medium-sized companies in the seven-county region (comprised of Kendall, Cook, DuPage, Kane, Lake, McHenry, and Will counties), thereby increasing revenue and driving regional growth.

"Exporting enables companies to reach new customers, but the process of selling to foreign markets can be difficult to navigate," said Metro Chicago Exports Managing Director Thomas Hulseman. "Through our Grant Program, we help companies engage in the global market by offsetting the costs associated with exporting, whether that is market research, international compliance costs or other vital investments. As grant recipients grow their bottom lines through exporting, they ultimately bolster their local operations and bring economic benefits back to the region."

To apply, additional details and eligibility requirements pertaining to the 2016 Metro Chicago Exports Grant Program are available at www.MetroChicagoExports.com.

For more information on this and other economic development events, please contact Andrez Beltran at (630) 385-3000, or by email at abeltran@co.kendall.il.us. Also visit Kendall County's Economic Development page at <http://www.co.kendall.il.us/economic-development>.

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