

COUNTY OF KENDALL, ILLINOIS ECONOMIC DEVELOPMENT COMMITTEE

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

Thursday, June 30, 2016 at 8:30 AM MEETING AGENDA

- 1. Call to Order
- 2. Roll Call
- 3. Approval of Agenda
- 4. Approval of April 22, 2016 Meeting Minutes
- 5. New Business
 - Village of Oswego TIF
 - o Joint Review Board Meeting: July 8, 2016 at 10:00 a.m.
 - o Update: TIF Creation Public Meeting: June 2 2016

6. Old Business

- Revolving Fund Loans
 - o Approval: Revolving Fund Loan Process
 - o Review: Monthly Statements
 - o Update: Current Pre-applications
- Update: Business Retention & Expansion
- Update: Kendall County Career Fairs: June 10, 17, 24
- Update: 2016Q1 Strategic Goals Action Items Report Card
- 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: June 2016 Committee Report

Date: 6/30/16

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

Village of Oswego TIF

• Joint Review Board Meeting: July 8, 2016 at 10:00 a.m.

On July 8, 2016, the Joint Review Board for the Oswego TIF will meet at 10:0 a.m. at Oswego Village Hall.

• Creation Public Meeting: June 2, 2016 at 6:00 p.m.

The Village of Oswego held a Public Meeting on June 2, 2016 at 6:00 p.m. at the Village Hall regarding the creation of a TIF district in downtown Oswego. Mr. Beltran attended the meeting. It was well attended with around thirty residents. Primary TIF funds will go towards upgrading old infrastructure and rehabilitating and demolition of obsolete buildings. Residents concerns included eminent domain usage and tax increases.

Selected items from the TIF memo and PowerPoint are in the packet. More information can be found on the Village of Oswego's website.

Revolving Fund Loans

Approval: Revolving Fund Loan Process
 Due to addition of a new fee, the Revolving Fund Loan Process Document must be approved by both the Economic Development Committee and the Kendall County Board. No revisions have been made to the process since last presented.

• Review: Monthly Statements
The current Revolving Fund Loan Reports are from May 1, 2016 to May 31, 2016. All current payments are in for the month. Current available loan amount is approximately \$1.7 million.

• *Update: Pre-applications*There are currently three pre-applications turned into the County. Mr. Beltran is working with applicants on finalizing some information. No new Pre-Apps have been submitted.



KENDALL COUNTY ECONOMIC DEVELOPMENT

In addition, the Pre-App and Application forms have been revised to address specific recurrent questions and for clarity. The goal is to continue to streamline the process.

Business Retention & Expansion

Mr. Beltran and John Sterrett, Senior Planner, met with the company that is looking to build a large industrial building in the County on May 31. Various sites were examined in relation to business desires and needs, and County plans.

In addition, Mr. Wilkins and Mr. Beltran will be meeting with the company and a member community's elected and economic development staff to discuss possible sites in the community. Further updates will be given at the Economic Development Committee meeting.

Kendall County Career Fairs: June 10, 17, 24 KEDA along with Waubonsee hosted the Kendall County Career Fair. The fairs were attended as follows:

- June 10 Manufacturing 6 businesses, 22 attendees.
- June 17 Health Care 4 business 11 attendees
- June 24 Information Service 2 businesses 22 attendees

Update: 2016Q1 Strategic Goals Action Items Report Card

The Strategic Goals Action Items are those that are laid out in the 2016 Economic Development Strategic Plan. Mr. Beltran has included in the packet the status of the action items for calendar year 2016 Quarter 1.

Economic Development Committee

Meeting Minutes Friday, April 22, 2016

Call to Order

The meeting was called to order by Chairman Dan Koukol at 8:30 a.m.

Roll Call

Committee Members Present: Chairman Dan Koukol, Matt Prochaska, Judy Gilmour, Lynn

Cullick

Committee Members Absent: Scott Gryder

At 8:33 a.m., a moment of silence was held for Mr. Gryder's father.

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

Members of the Public: None

<u>Approval of Agenda</u> – Ms. Cullick made a motion to approve the agenda. It was seconded by Mr. Prochaska <u>Approved 4-0</u>.

<u>Approval of Meeting Minutes</u> – Mr. Prochaska made a motion to approve the meeting minutes from the November 20, 2015 meeting. Seconded by Ms. Cullick. <u>Approved 4-0.</u>

New Business

Kendall County Career Fairs

Mr. Beltran stated the Kendall Economic Development Alliance along with Waubonsee 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; and June 24 – Information Services

He stated 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.

Old Business

Revolving Fund Loans

Chairman Koukol stated that the Can-Man loan has been paid in full.

• Review: Monthly Statements

Mr. Beltran reviewed the current Revolving Fund Loan Reports 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.

Economic Development Committee

Discussion: Loan Process Document

Mr. Beltran stated the Loan Process Document was put together after the last loans were done. Mr. Beltran continued that the purpose not only educate applicants on what would be required, but also the process and time.

Mr. Beltran noted that we would be asking for an application fee to cover the cost of documentation for the application but also would be applied to closing costs. The Committee discussed the amount of the closing costs and whether or not that should be refundable. The consensus was to monitor the next loan and to reassess afterwards.

Business Retention & Expansion

• *Update: KEDA*

Mr. Beltran stated that KEDA is looking to develop a Work-Study program for manufacturing in the County. Currently the program outline is being developed and partners are being proposed.

Update: Industrial Market Analysis

Mr. Beltran stated that CMAP has delivered a draft of the Key Recommendations memo. Mr. Wilkins and Mr. Beltran reviewed as well as members of KEDA. CMAP is currently incorporating the feedback into the report, and finishing the final touches. He finished that there is not an expected delivery date.

Mr. Wilkins stated that one statistic that drew his notice was that 90% of the workforce leaves the County to work, and 26% of jobs in County are filled by residents. In addition, when Caterpillar is taken out of industrial space, there is more industrial space in Sandwich-Plano-Yorkville than Oswego-Montgomery.

Updated: Economic Indicator Dashboard

Mr. Beltran stated that growth over the quarter slowed considerably.

Update: Strategic Goals Action Items

Mr. Beltran stated that the draft 2015 Strategic Plan guided the economic development efforts over the last year. While most of the goals were met, the biggest lesson was the refining of the goals for 2016, leading to the development of the 2016 Strategic Plan. He stated that the Strategic Priorities were Business Attraction, Retention, and Expansion. In addition, he explained the process of how Economic Development goes about achieving the priorities; key among it being partnerships. Finally, he stated the five strategies that were being used to attain the priorities.

Regional Initiatives

• *Update: Metro Chicago Exports (MCE)*

Economic Development Committee

Mr. Beltran stated that MCE started accepting applications for the 2016 Export Microgrant. He sent the press release out to news and business organizations. In addition, 2015 and 2016 grant recipients will be eligible to submit a pitch for additional funding totaling \$30,000.

Mr. Beltran stated 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. The results of the program are significant increases in sales. While having a cost, MCE managed to put scholarship money aside for Chicago Metro businesses. Mr. Beltran stated that at least one Kendall business is in the program while others are interviewing.

- Update: Chicago Metro Metals Consortium (CMMC)

 Mr. Beltran stated that the region is reapplying for the TIGER grant for the Touhy interchange in Chicago and reapplying for Illinois Manufacturing Communities Program (IMCP). In addition, Program Manager Derek Walvoord left to take a position with the Illinois Housing Authority.
- *Update: Chicago Regional Growth Initiatives*Mr. Beltran stated the meeting 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.

Chairman's Report

Chairman Koukol stated that Montgomery is looking for developers for speculative warehouse buildings. He continued that Montgomery is a draw due to Aurora's workforce. The Chairman then asked members of the Committee for updates.

Ms. Cullick stated that in Oswego is looking at Wolf's Crossing.

Mr. Prochaska asked about the status of MetroNet. Mr. Wilkins stated they have finalized plans with Plainfield and are working with Oswego. After finalizing Oswego they will begin to work with the County on a franchise agreement.

Ms. Gilmour had no updates.

<u>Public Comment</u> – None <u>Executive Session</u> - None <u>Adjournment</u>

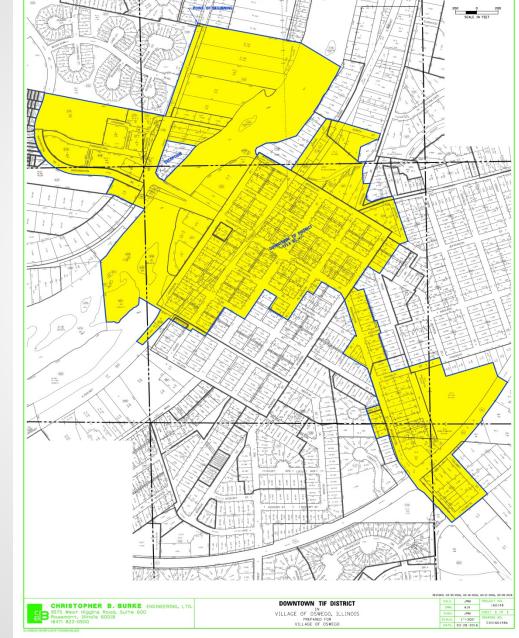
With no further business to discuss, Mr. Prochaska moved to adjourn. The motion was seconded by Ms. Cullick. There being no objection, the Economic Development Committee at 9:44 a.m., adjourned.

Respectfully Submitted,

Economic Development Committee

Andrez P. Beltran

Economic Development and Special Projects Coordinator





III. Qualification Factors

Summary of Proposed Oswego TIF-Qualifying Factors

Maximum Possible Factors per Statute	Minimum Factors Needed to Qualify per Statute	In addition to "age" - Qualifying Factors Present in Proposed Study Area
13	3 plus age	 Lagging or Declining EAV Deterioration Inadequate Utilities Deleterious Land Use or Layout Obsolescence Lack of Community Planning





IV. Key Elements of TIF Plan

The TIF Budget

- The base EAV for the amended TIF District would be \$24,000,000
- Upon completion of the anticipated private development of the RPA over a twenty-three (23) year period, it is estimated that the EAV of the property within the RPA would increase to between \$30,000,000-\$37,000,000 depending upon market conditions and the scope of the redevelopment projects





VILLAGE OF OSWEGO
 PROPOSED MAIN STREET/WASHINGTON TIF

• ESTIMATED PROJECT COSTS

			Estimated Costs
•	1. Land	Acquisition, Assembly Costs,	
•		Demolition, and Relocation Costs	\$3,500,000
•			
•	2.	Site Preparation (including related geo-technical costs),	
•		Environmental Cleanup, and Related Costs	2,750,000
•			
•	3.	Utility Improvements including, but not limited to,	
•		water, storm, sanitary sewer, the service of	
•		public facilities, and road improvements	7,000,000
•			
•	4.	Rehabilitation/Public facilities	
•		including but not limited to parking improvements and	
•		Taxing District Capital Costs pursuant to the Act	4,250,000
•			
•	5.	Interest Costs Pursuant to the Act	2,000,000
•			
•	6.	Planning, Legal, Engineering, Administrative and	
•		Other Professional Service Costs	2,000,000
•			
•	7.	Job Training	500,000
•			
•	8.	Statutory School and Library District Payments	2,000,000
•			
•			
•	TOTAL	ESTIMATED PROJECT COSTS	\$24,000,000





IV. Tentative TIF Schedule

- June 2nd, 2016: Village holds Public Meeting
- June 7th, 2016: Village Board adopts Public Hearing ordinance
- June 8th, 2016: Notice of Public Hearing sent to affected taxing districts, IDCEO, and registrants on interested parties registry
- June 10th, 2016: Notices sent to all residents within 750ft of the TIF District's proposed boundaries
- July 8th, 2016: Joint Review Board (JRB)
- July 21st & 28th: Notice of Public Hearing is published *
- July 25th, 2016: Notice to Taxpayers of Record is mailed
- August 16th, 2016: Village Holds Public Hearing
- 14-90 days after the close of the Public Hearing the Village may adopt the TIF ordinances



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 kendalledc@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.

Final Payment:

After a loan's final payment is confirmed to be paid in full, Kendall County will release any collateral that is held on the loan. This may take up to two weeks. A letter confirming the loan has been paid in full will be approved by the Economic Development Committee.

Kendall County Development Commission Loan status as of 6/13/2016

LEDGER

Prepared by Treasurers' Office

		Α			С	D		E	
	Note Date	Principal		Total Overall	Paid For	Loan Balance		Bank Balance	
ccount Name	Mty Date	Mnthly Payment	Interest	Principal	Interest	Last Payment	Bank Accounts		
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:IVILIAN FORCE ARMS :BI# 3171	8/6/2015	90,000.00 1,613.19	2.90%	12,683.31	1,835.40	77,316.69	2.97	14,521.68	
earborn Café NB #2920	8/9/2015	80,000.00 1,024.93	2.10%	8,020.35	1,204.02	71,979.65	1.88	9,226.25	
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		386,050.50	1	108,911.48	41,568.46	277,139.02	419,576.12	1,755,210.93	AVAILABLI

Total Assets

2,032,349.95 BANK BALANCE PLUS LOAN BALANCE

\-B=D)+E+Total Assets

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ар 10	-	\$1,755,210.93
ir. Admin.		



1201 Network Centre Drive Effingham, IL 62401



Page Period Beginning Period Ending Days in Period

1 of 1 April 01, 2016 May 31, 2016

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Your Statement

Stephenia.

FlexSaver Savings

\$6,369.77



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Owner(s): COUNTY OF KENDALL **REGULATION E***

EDC- THE LAW OFFICE

Account# Service Charge

Interest Earned This Period

Interest Earned YTD

0000001000150038 \$.00

\$.11

2 Deposits \$.00 Withdrawals

\$5,211.67 Previous Balance \$1,158.10

Ending Balance

\$.00 \$6,369,77 \$6,369.77

Average Ledger Balance Average Collected Balance

\$6,369.77

All Credit Activity

Transaction Dat	e Deposit	Transaction Description
04/01	579.05	per Boyd Ingemunson
05/02	579.05	per Boyd Ingemunson

And 579.05



C 5790,72



The First National Bank of Ottawa

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

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Page:

208230 0601 0 000612 001107 1/1 KENDALL COUNTY TREASURER **EDC CUSTARD CUP** 111 WEST FOX ST YORKVILLE IL 60560-1498

Account Number:

6601520

Statement Date: Checks/Items Enclosed: 5/31/16

ME



NON-PROFIT NOW

KENDALL COUNTY TREASURER EDC CUSTARD CUP

Acct

6601520

Beginning Balance Deposits / Misc Credits Withdrawals / Misc Debits ** Ending Balance

Service Charge

2 0

5/01/16

119,105.19 1,069.70 -00

5/31/16

120,174.89 -:00

Interest Paid Thru 5/31/16 Interest Paid Year To Date Average Collected Balance Average Rate / Cycle Days

3.04 14.62 119,621

03000 / 31

DEPOSITS

Deposits Date

Withdrawals

Activity Description

5/16 5/31

1,066.66

3.04

DEPOSIT

INTEREST EARNED

ACCOUNT BALANCES

Date

Balance

Date

Balance

Date

Balance

5/16

120,171.85

5/31

120,174.89

Prut - 1066.66 Int - 3.04

C 119 105,19



FNBC BANK AND TRUST

28 Schoolhouse Road Yorkville, IL 60560

Last statement: April 29, 2016 This statement: May 31, 2016 Total days in statement period: 32

00001896-MD06920531xc01099310-1OZ01-000000 0

COUNTY OF KENDALL EDC - CIVILIAN FORCE ARMS INC.

111 W FOX ST YORKVILLE IL 60560

Page 1 of 1 ธ์219513171 (0)

> Direct inquiries to: 630 553-2636

FNBC Bank and Trust 28 Schoolhouse Road Yorkville, IL 60560



Account number 5219513171 \$12.907.87 Low balance \$14,319.41 Average balance Avg collected balance \$14,269 Interest paid year to date \$2.32

DAILY ACTIVITY

Date	Description	Additions	Subtractions	Balarice
04-29	Beginning balance			\$12,907.87
05-04	' Deposit	1,613.19	,	14,521.06
	TELLER 505			
05-31	'Interest Credit	.62		14,521.68
05-31	Ending totals	1,613.81	.00	\$14,521.68

INTEREST INFORMATION

Annual percentage yield earned Interest-bearing days Average balance for APY Interest earned

0.05% \$14,269.01

\$0.62

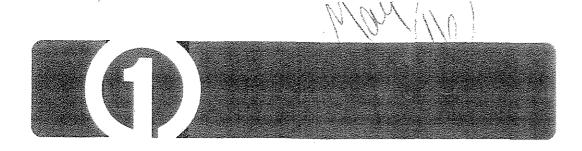
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OVERDRAFT/RETURN ITEM FEES

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











Stop: 3118/20 1620 Dodge St Omaha, NE 68197

> UPGR 108599



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

STATEMENT SUMMARY	May 1. 2	verka ikirolejaja Majy 54. 2006
Account Description	Account #	Beginning Ending
		Balance Balance
Deposit Accounts		
Business Savings	20355482920	9,225.86 9,226.2
	Total or	Deposit \$9,226.2

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Beginning Total Depo Total With Ending Ba	osits drawa:	ls		\$9,225.86 \$0.39 \$0.00 \$9,226.25	Days in Stateme Annual Percenta Interest Earned t Interest Paid this Interest Paid YTI	ge Yield Earned his Statement Statement	31 0.05% \$0.39 \$0.39 \$1.47
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180 N. LaSalle Street, Suite 400 Chicago, IL 60601 (773) 244-7000 bylinebank.com

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MONTO

PUBLIC FUNDS MMA

ACCOUNT INFORMATION

DATE ACCOUNT NUMBER 05/31/2016 XXX5535

PAGE 1 OF 1



KENDALL COUNTY TREASURER KENDALL COUNTY EDC 111 W FOX RD

YORKVILLE IL 60560-1621

	ACCOUNT SUMMARY	3
Previous Statement Balance	04/30/2016	\$1,604,584.46
Deposits/Credits	. 0	\$0,00
Withdrawals/Debits	0	\$0.00
Total Service Charges	•	\$0.00
Interest Paid		\$333.88
Current Statement Balance	05/31/2016	\$1,604,918.34

Date Checks Transactions Credits (+) Debits (-)			IISTORY	ACCOU		
	Balance	Debits (-)	Credits (+)		Checks Transactions	Date
05/31 INTEREST CREDITED \$333.88	\$1,604,918.34		\$333.88		INTEREST CREDITED	05/31

INTEREST SUMMARY	
Year to Date and Prior Year Interest Reporting	
Interest Paid This Year	\$1,383.40
Interest Withheld This Year	\$0.00
Interest Paid Last Year	\$2,479.65
Interest Withheld Last Year	\$0.00



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Economic Development Strategic Report Card 2016 Quarter 1

Develop and Distribute Marketing Material

- 1. Update and Maintain Website
 - a. Streamline Website
 - i. Outdated information on the website was removed or updated.
 - ii. Additional resources were added to the website.
- 2. Publish Economic Indicator Dashboard
 - a. Update Economic Dashboard
 - b. Review

Strengthen and Coordinate Regional Partnerships

- 1. Coordinate and Co-Host KEDA Events
 - a. KEDA Meetings
 - b. Manufacturing Matchmaking Event
 - i. Partnered with IMEC and CMMC to co-host a Manufacturing Matchmaking Event in Sugar Grove on February 24.
- 2. Visit Municipalities Economic Development Meetings
 - a. Attended Plano Chamber of Commerce, Economic Development Corporation, and City Annual Meeting on February 3.
 - b. Visited Owego Economic Development Commission on March 2.
- 3. Strengthen Workforce Connections
 - a. Attended VALEES Event
 - i. Attended a Valley Education System for Employment Event focused on teaching about Manufacturing to High School students on March 4.
 - b. Meet with VIA
 - i. Met with Kathy Gilmore from the Valley Industrial Association to discuss business resources on March 11.
 - c. Meet with Kane County Office of Community Reinvestment Workforce Development Division (formerly Kane/Kendall County of Employment and Education)
 - i. Met with Renee Renken and Mary Yapejian of Workforce Development Division to discuss organizational changes and programs for job training including internships and retraining.
- 4. Participate in Regional Economic Initiatives
 - a. Regional Growth Initiative Meeting
 - i. Met with leaders of the seven collar counties and Chicago as part of biannual meeting at Waubonsee on February 26. Topics discussed was regional economic development strategies.
 - b. Bimonthly Steering Committee meeting
 - Participated in the Regional Economic Initiatives Steering Committee meetings encompassing Chicago Metro Metals Consortium, Metro Chicago Exports, and Chicago Regional Growth Initiatives Steering Committees.

Economic Development Strategic Report Card 2016 Quarter 1

Connect Businesses to Resources

- 1. Co-Host the Job fair
 - a. Planning
 - i. The first call setting up Job Fair Planning took place in March; planning in earnest will take place after the Waubonsee Internship fair in April.
- 2. Host Business Forums
 - a. Develop Forum Topics
 - i. Two formats were discussed with KEDA: a Business Resource Roundtable in the Summer and an Economic Forecast Forum in the Fall. Dates Pending.
- 3. Distribute County Resources
 - a. Create Resource Handout
 - i. A two page (front-back) handout was developed to be used as informational and marketing device. It includes common resources from financing, business planning, and workforce.
 - b. Distribute to partners
 - i. The handout was given to our KEDA partners and those businesses that have emails on file.
- 4. Business Retention Contacts
 - a. Develop Business Retention Targets
 - i. Using information from the Industrial Market Analysis, key industries were identified for retention and expansion efforts.
- 5. Work-Study Program
 - a. Meet with IVVC
 - i. Met with Ron Pieper of IVVC on January 25 to discuss the possibility of intern programs in the County. Information from other internship programs for models was supplied by Mr. Pieper after the meeting.
 - b. Meet with VALEES
 - i. Met with Roger Sanders of VALEES on March 4 to discuss internship programs. Additional internships information from previous IVVC meeting was expanded upon.
 - c. Meet with VIA
 - i. Met with Kathy Gilmore of VIA on March 11 to discuss resources and businesses for internships.

Establish Standardized Incentives

- 1. Develop Incentives to Targeted Needs
 - a. Using the Industrial Market Analysis data and findings, incentive programs will be examined for ability to address those needs.

Economic Development Strategic Report Card 2016 Quarter 1

Research and Maintain Economic Data

- 1. Create and Maintain Industrial Business List
 - a. Obtain Industrial Business list.
 - i. Obtained list of industrial businesses from CMMC and IMEC
 - b. Compile and Verify
 - i. Both lists were combined, redundancies eliminated, and the companies were searched for online to verify they were still operating. The remaining businesses were plotted on a County map to distinguish between those unincorporated and incorporated, and those in residential areas that may be sales personnel.
- 2. Update and Maintain Demographic Data
 - a. Update Demographic Data
 - i. Demographic Data for 2016 was updated and posted to the website.
 - b. Analyze for trends
 - i. Workforce trends are being analyzed in conjunction with the Industrial Market Analysis industry job growth projections.
- 3. Create and Maintain a Broker list
 - a. Develop Broker List
 - i. Staff is currently compiling a list of brokers in the area.