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DeKalb County Economic Development Corporation 2010 Year-End Assessment of Strategic Goals

2010 Priority - Enhance and Promote DeKalb County Business Climate to Support Expansion and Encourage New Business Formation

Key Accomplishments

- 3M Expansion/Construction - \$25 million investment, retention of 300 jobs, \$7.5 million assessed valuation, 650,000 square feet of space. Made possible by renewal of DeKalb Intergovernmental Tax Abatement Agreements.
- IDEAL INDUSTRIES Expansion/Construction - 130,000 square feet, high wage manufacturing jobs. Supported by consultation regarding available buildings and timely availability of concrete wall panels for accelerated construction. Significant accomplishment for Sycamore and County.
- Selection of DeKalb County route with Genoa Station for Amtrak Service between Chicago and Dubuque, Iowa made possible by successful advocacy with business, community, county and chamber partners.
- Pending Amendments to Target Intergovernmental Tax Abatement Agreement with City of DeKalb negotiated ahead of deadline and adverse public debate.
- Initiation of Management Roundtable interactive business education and networking event.
- Supported \$13 million NIU/County DeKalb Advancement of Technology Authority (DATA) Grant with business contacts and advocacy.
- Assumed leadership role on River Valley Workforce Investment Board Executive Committee
- Exceeded fundraising goal due in large measure to extensive business visitation programs in 2009-10 and initiation of Leader Sponsorship and Leader Recognition Event.

Activities

Create online Business Development Resource Kit –

- Online resources posted on DCEDC web site.
- Assisted with development of County Small Business Portal.

Co-sponsor Business Development Assistance Expo –

- November 29th Expo co-sponsored with DeKalb County Board Economic Development Committee.

Partner with existing Innovation/Entrepreneurship Centers to Access Resources for Start-Up Businesses –

- Working with Waubensee Community College Center for Business Education, Innovation and Development to convene entrepreneurs and share resources.

- Discussions initiated with NIU School of Business regarding co-op programs and entrepreneurship education.

Recognize entrepreneurship and innovative achievements –

- September Business Roundtable Luncheon focused on Innovation and Entrepreneurship.

Convene Focus Group Workshops or one-on-one meetings with representatives of High Wage Targeted Industries:

- Workshops and meetings convened.
- Draft Gleeson Report completed.

Promote Economic Development and a Business-friendly Culture within and outside of DeKalb County –

- Generate press releases and encourage media coverage of business and innovation in the County.
 - Numerous projects including Smart Motion Robotics, 3M, Wendler Engineering Technology Incubator, Trim-Rite advocacy, IDEAL INDUSTRIES covered by the news media.
 - Business Roundtable presentations reported by Daily Chronicle.
- Presentations and leadership discussions –
 - Worked with City of DeKalb and Target to address development agreement amendments,
 - Developed and presented position statements on expansion of DeKalb County Landfill to DeKalb County Board and Illinois Pollution Control Board,
 - Assisted Panduit and City of DeKalb in resolving outstanding tax abatement matters,
 - Worked with Genoa Chamber to hold Amtrak Legislative Forum,
 - Assisted City of DeKalb and Trim-Rite with meetings, technology demonstrations and advocacy.

Engage companies in follow-up activities and bring resources to bear to contribute to their development or expansion –

- 3M (worked with taxing bodies to renew DeKalb Intergovernmental Tax Abatement Agreement),
- Vision Pickling/Production Cutting Systems,
- IDEAL INDUSTRIES, INC.,
- Engineered Storage Products Company,
- Aligus Packaging, and
- Tegrant/Alloyd Brands

Outcomes

New businesses started –

- Flash Tax (benefited from 2009 Business Development Expo),
- Elegant Research (promoted Private Placement Memorandum),
- Stewart Family Chiropractic (facilitated DeKalb County Community Services Loan to support start-up).

Business/University/College joint ventures or partnerships established –

- NIU Information Technology Dept. working with DeKalb Business Center on Technology Park development/data center recruitment,
- NIU Tech Dept. Experiential Learning Center sponsored Regional Technology Marketing Study/Brochure with DCEDC and other economic development organizations,

Business incubator established / businesses served by incubator –

- Genoa Springboard (Book of Numbers bookkeeping, tax preparation and payroll services),
- Wendler Engineering Technology Incubator (Sharp Architects).

New technology/business park created –

- Krusinski working with Development Partner to build technology component of DeKalb Business Center,
- Working with landowners to plan and promote Shabbona Industrial Park.

Business expansions –

- 3M, IDEAL, Algus, Vision Pickling/Production Cutting Systems, Tegrant/Alloyd Brands

Expanded press coverage –

- Smart Motion Robotics, 3M, Wendler Engineering Technology Incubator,
- Contributed to initiation of Features Page Column on Business in Daily Chronicle. DCEDC column submitted every 5 weeks in rotation with DeKalb, Genoa, Sandwich and Sycamore Chambers of Commerce.
- Authored article published in InVironments magazine on DCEDC and DeKalb County Development.

Outcome Goals

Identify significant actions from Focus Groups and one-on-one discussions that will support and encourage targeted industry development/expansion –

The following activities arising from Focus Group Discussions and the Draft Gleeson Report were recommended by the Executive Committee:

- Manufacturing – Convene Manufacturers, present results, secure input; confirm/revise actions as necessary. Identify value of prior or other nearby manufacturing organizations.
- Administration Offices / Business Services – Develop list of small business entrepreneurs and reach out to them with resources referrals / support services.
- Arts and Creative Enterprises –
 - Working with NIU College of Visual and Performing Arts to identify and recruit complimentary performing arts service industries.
 - Recruit entertainment industries to join/work with DCEDC

Maintain/increase industrial equalized assessed value (EAV).

- EAV decreased from \$96,454,077 to \$90,195,074 (-6.49%) due to economy-driven property value devaluations. When adding new wind energy valuation of \$24,267,476, the combined Industrial/Wind total increased to \$114,462,550 (+26.91%).

Maintain industrial equalized assessed value (EAV) as a percentage of total valuation.

- Industrial EAV percentage decreased from 3.80% to 3.71% due to amount of industrial devaluations relative to other uses. When adding new wind energy evaluation, Industrial/Wind percentage increased to 4.71%.

Maintain commercial/industrial equalized assessed value (EAV) as a percentage of total valuation.

- Industrial/commercial EAV decreased from 20.80% to 20.40%. When adding new wind energy evaluation, Industrial/Commercial/Wind percentage increased to 21.40%.