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
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 10:00 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.
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.
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

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

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

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.
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)
Mr. Beltran stated that MCE started accepting applications for the 2016 Export Micro-grant. 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.

**Public Comment** – None  
**Executive Session** - None  
**Adjournment**

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,
### III. Qualification Factors

**Summary of Proposed Oswego TIF-Qualifying Factors**

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<tr>
<th>Maximum Possible Factors per Statute</th>
<th>Minimum Factors Needed to Qualify per Statute</th>
<th>In addition to “age” - Qualifying Factors Present in Proposed Study Area</th>
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<tr>
<td>13</td>
<td>3 plus age</td>
<td>6</td>
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<tr>
<td></td>
<td></td>
<td>• Lagging or Declining EAV</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Deterioration</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Inadequate Utilities</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Deleterious Land Use or Layout</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Obsolescence</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Lack of Community Planning</td>
</tr>
</tbody>
</table>
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**

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 2\textsuperscript{nd}, 2016: Village holds Public Meeting
- June 7\textsuperscript{th}, 2016: Village Board adopts Public Hearing ordinance
- June 8\textsuperscript{th}, 2016: Notice of Public Hearing sent to affected taxing districts, IDCEO, and registrants on interested parties registry
- June 10\textsuperscript{th}, 2016: Notices sent to all residents within 750ft of the TIF District’s proposed boundaries
- July 8th, 2016: Joint Review Board (JRB)
- July 21\textsuperscript{st} & 28\textsuperscript{th}: Notice of Public Hearing is published *
- July 25\textsuperscript{th}, 2016: Notice to Taxpayers of Record is mailed
- August 16\textsuperscript{th}, 2016: Village Holds Public Hearing
- 14-90 days after the close of the Public Hearing the Village may adopt the TIF ordinances
**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.
<table>
<thead>
<tr>
<th>Account Name</th>
<th>Note Date Mty Date</th>
<th>Principal Monthly Payment</th>
<th>Interest</th>
<th>Total Paid For</th>
<th>Loan Balance Last Payment</th>
<th>Interest on Bank Accounts</th>
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<td>3/11/2015</td>
<td>450.56</td>
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<td>90,000.00</td>
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<td>12,663.31</td>
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<td>8,020.35</td>
<td>1,204.02</td>
<td>71,979.65</td>
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| | 388,050.50 | 108,911.48 | 41,556.48 | 277,139.02 | 419,575.13 | 1,755,210.63 | AVAILABLE TO LOAN |

Column E $1,755,210.93
Tap 10 - $1,755,210.93
Sr. Admin. 0
Your Statement

**Summary**

FlexSaver Savings $6,369.77

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**FlexSaver Savings**

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

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<th>Service Charge</th>
<th>2 Deposits</th>
<th>Interest Earned This Period</th>
<th>Withdrawals</th>
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<th>Average Ledger Balance</th>
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**Transaction Activity**

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<td>579.05</td>
<td>per Boyd Ingemunson</td>
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<tr>
<td>05/02</td>
<td>579.05</td>
<td>per Boyd Ingemunson</td>
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**Payment**

C 5,790.72

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Ensure your account is up to date and balance correct.
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

Page: 1

Account Number: 6601520
Statement Date: 5/31/16
Checks/Items Enclosed: 0

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

ACCT 6601520

Beginning Balance 5/01/16 119,105.19
Deposits / Misc Credits 2 1,069.70
Withdrawals / Misc Debits 0 .00
** Ending Balance 5/31/16 120,174.89 **
Service Charge .00
Interest Paid Thru 5/31/16 3.04
Interest Paid Year To Date 14.62
Average Collected Balance 119,621
Average Rate / Cycle Days .03000 / 31

DEPOSITS
Date Deposits Withdrawals Activity Description
5/16 1,066.66 .00 DEPOSIT
5/31 3.04 .00 INTEREST EARNED

ACCOUNT BALANCES
Date Balance Date Balance
5/16 120,171.85 5/31 120,174.89

Pmt - 1066.66
Int - 3.04
C 119/05/19

The newest ideas in banking from one of the oldest banks in Illinois!

FDIC
The Federal Deposit Insurance Corporation
用心存贷款机构，贷款好！
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

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

Direct inquiries to:
630 553-2636

FNBC Bank and Trust
28 Schoolhouse Road
Yorkville, IL 60560

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FNBC Business Savings

Account number 5219513171
Low balance $12,907.87
Average balance $14,319.41
Avg collected balance $14,269
Interest paid year to date $2.32

DAILY ACTIVITY

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<td>14,521.06</td>
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<td>.00</td>
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INTEREST INFORMATION

Annual percentage yield earned 0.05%
Interest-bearing days 32
Average balance for APY $14,269.01
Interest earned $0.62

OVERDRAFT/RETURN ITEM FEES

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<tr>
<td>Total Returned Item Fees</td>
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<td>$0.00</td>
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Thank you for banking with FNBC Bank and Trust
First National Bank
Stop: 3118/20
1620 Dodge St
Omaha, NE 68197
UPCR
108599

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

**STATEMENT SUMMARY**
May 1, 2016 through May 31, 2016

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<th>Account #</th>
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<tr>
<td>Total on Deposit</td>
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<td>$9,226.25</td>
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**Business Savings Activity**
May 2020: $9,226.25

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<td>Interest Payment</td>
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<td>9,226.25</td>
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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!

Member FDIC EMBLEM
**Byline Bank**
180 N. LaSalle Street, Suite 400
Chicago, IL 60601
(773) 244-7000 bylinebank.com

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

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### ACCOUNT SUMMARY

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### ACCOUNT HISTORY

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<th>Debits (-)</th>
<th>Balance</th>
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<tbody>
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<td>05/31</td>
<td>INTEREST CREDITED</td>
<td>$333.88</td>
<td></td>
<td></td>
<td>$1,604,918.34</td>
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</tbody>
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### 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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 manual\text{Interest credited}: 333.88

previous\text{Balance}: 1,604,584.46
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

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
      i. Participated in the Regional Economic Initiatives Steering Committee meetings encompassing Chicago Metro Metals Consortium, Metro Chicago Exports, and Chicago Regional Growth Initiatives Steering Committees.
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.
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.