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 Creation Public Meeting: June 2, 2016 at 6:00 p.m
   - International Yoga Day Celebration at Timber Creek In and Suites in Sandwich: June 25, 2016
6. Old Business
   - Revolving Fund Loans
     o Review: Monthly Statements
     o Update: Current Pre-applications
   - Update: Business Retention & Expansion
   - Update: Kendall County Career Fairs: June 10, 17, 24
   - Update: Industrial Market Analysis
   - Update: 2016Q1 Strategic Goals Action Items Report Card
   - Update: Regional Initiatives
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: April 2016 Committee Report
Date: 5/27/16

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

Village of Oswego TIF Creation Public Meeting: June 2, 2016 at 6:00 p.m

The Village of Oswego will be holding 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 will be available to represent the County as the Special Committee of the Whole and Special County Board Meeting is scheduled for the same evening.

The Public Notice and Letter are included in the packet.

International Yoga Day Celebration at Timber Creek Inn and Suites in Sandwich: June 25, 2016

Timber Creek Inn and Suites in Sandwich will be the proud host of the Midwest International Yoga Day Celebration on June 25, 2016. After competing against larger locations such as Schaumburg, the Consulate General of India, Dr. Ausaf Sayeed, chose Timber Creek and Sandwich. Dr. Deepak Kant Vyas, Chairman of Redberri Corporation and Owner of Timber Creek, led the successful efforts.

International Yoga Day has been recognized by the United Nations as June 21. The Midwest Region International Yoga Day Festivities are expected to bring between three thousand and six thousand visitors to the City of Sandwich and Kendall County.

The news release is included in the packet.

Revolving Fund Loans

- **Review: Monthly Statements**
  The current Revolving Fund Loan Reports are from April 1, 2016 to April 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: two for businesses in Yorkville, and one for Plano. Mr. Beltran is working with applicants on finalizing some information.
Business Retention & Expansion

Mr. Beltran is currently working with a company that is looking to build a large industrial building in the County. Currently the project is in the site selection phase.

Kendall County Career Fairs: June 10, 17, 24
KEDA 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. Numbers in parentheses are number of companies registered:

- June 10 – Manufacturing (4)
- June 17 – Health Care (3)
- June 24 – Information Service (0)

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.

Update: Industrial Market Analysis

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.

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.

Regional Initiatives

On May 5, Chairman Koukol and Mr. Beltran attended the Oswego Chamber of Commerce Annual Dinner. Mr. Beltran met several business owners in Oswego as well as staff and officials from the Village.

On May 9, Mr. Beltran attended the Sandwich Economic Development Forum hosted by DeKalb County EDC. The purpose was to develop a strategy both for the City individually and as part of DeKalb County as a whole. Key takeaways from the meeting included: Sandwich as a destination city; an emphasis on smaller retailers and maintain manufacturing; investing in strategies to retain younger citizens; and focusing on industries that can capitalize on the high speed fiber network in the County. In addition, research creating a north-south arterial road to Route 30 and an east-west road north of Route 34.
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,
May 17, 2016

SUBJECT: Public Meeting Regarding the Creation of a Potential Village of Oswego Redevelopment Project Area (TIF District)

Dear Village of Oswego Residents and Taxpayers of Record:

On behalf of the Village of Oswego, Kane, McKenna and Associates, Inc. (the Village’s Consultant) is pleased to provide you with this notice of a Public Meeting regarding the potential creation of a proposed Redevelopment Plan and Project Area (TIF) district, within the Village. The Public Meeting will be held on June 2, 2016 at 6:00 p.m. at the Village Hall, 100 Parkers Mill. More details regarding the Public Meeting and the purpose of the meeting can be found in the attached notice and on the Village’s website (http://www.oswegoil.org/business-and-development/tif-district-overview.aspx).

Thank you.
Oswego Distribution List
(Taxing Districts)

Dr. Matthew A. Wendt
Superintendent
Oswego School CU-308
4175 IL-71
Oswego, Illinois 60543

Mr. Jeff Wilkins
County Administrator
Kendall County
111 West Fox Street
Yorkville, Illinois 60560

Mr. Mike Veseling
Fire Chief
Oswego Fire Protection District
3511 Woolley Road
Oswego, Illinois 60543

Ms. Mary Baccheschi
Clerk
Waubonsee Community College #516
Route 47 Waubonsee Drive
Sugar Grove, Illinois 60554-9454

Ms. Sandy Tartol
Vice President
Oswego Park District
313 E. Washington
Oswego, Illinois 60543

Ms. Sarah Skilton
Director
Oswego Library District
32 West Jefferson Street
Oswego, Illinois 60543

Mr. Gary Grosskopf
Highway Commissioner
Oswego Road District
1150 Route 25
P.O. Box 792
Oswego, Illinois 60543

Ms. Lynn Cullick
Vice President
Kendall County Forest Preserve
110 West Madison Street
Yorkville, Illinois 60560

Mr. Daniel Di Santo
Village Administrator
Village of Oswego
100 Parkers Mill
Oswego, Illinois 60543

Mr. James K. Detzler
Supervisor
Oswego Township
84 Templeton Drive
Suite 104
Oswego, Illinois 60543

Honorable Gail Johnson
Village President
Village of Oswego
100 Parkers Mill
Oswego, Illinois 60543
NOTICE OF PUBLIC MEETING

NOTICE IS HEREBY GIVEN that the Village of Oswego, Kendall and Will Counties, Illinois (the “Village”) will hold a public meeting on June 2, 2016 at the Village Hall, 100 Parkers Mill, Oswego, Illinois at 6:00 p.m.. The Village desires to designate certain property within the Village as a redevelopment project area (RPA) and adopt a redevelopment project and plan for the redevelopment project area. The purpose of the public meeting is to advise the public, taxing districts having real property in the redevelopment project area, taxpayers who own property in the proposed redevelopment project area and residents in the area as to the Village’s possible intent to designate the redevelopment project area and to adopt the redevelopment project and plan and to receive public comment.

The proposed redevelopment project area is generally bounded by parcels that are north, south, east and west of Washington Street and parcels that are east and west of Main and Harrison Streets.

The purposes of designating the redevelopment project area are as follows: The proposed adoption of the redevelopment project and plan provide for the Village to implement a series of actions to facilitate commercial, retail, or mixed-use redevelopment within the proposed redevelopment project area. The contemplated Village actions include, but are not limited to, implementation of a plan that provides for: the attraction of investment to redevelop underutilized properties and buildings; the construction of public improvements (including street and sidewalk improvements; utility improvements; signalization, traffic control and lighting; off-street parking; and landscaping and beautification); site preparation, clearance and demolition; rehabilitation; redevelopment of mixed-uses within the RPA, and related professional costs. The Village would realize the goals and objectives of the proposed redevelopment project and plan through public finance techniques including, but not limited to, tax increment allocation financing.

The following is a brief description of tax increment financing:

Tax Increment Financing (TIF) allows municipalities to carry out redevelopment activities on a local basis. The technique is used to pay for the public improvements and other activities necessary to prepare the Redevelopment Project Area for private investment. Through TIF, a community captures the increase in local real estate property taxes which result from redevelopment within the RPA. This increase in taxes may be used to pay for the public costs involved in the project.
Under TIF, the current Equalized Assessed Valuation (EAV) of all taxable real estate within the designated area is identified by the County Clerk as of the date of the Village’s adoption of the TIF ordinances. This is the base EAV. Taxes are levied on the base EAV in the RPA and such taxes are distributed to all taxing districts including: the Village, the County, school districts, township, etc. However, the growth in property tax revenues as a result of the private investment which increases the EAV in the RPA, the “tax increment” is then deposited into a “special tax allocation fund”. These funds are then used to pay for the public investment made in the RPA (also referred to as the TIF District).

The Mr. Rod Zenner, Community Development Director can be contacted for additional information about the proposed redevelopment project area by phone at 630/554-3622 and by mail to the Community Development Department, 100 Parkers Mill, Oswego, Illinois 60543. All comments and suggestions regarding the development of the area to be studied should be directed to Mr. Zenner and more information can be found on the Village’s website (http://www.oswegoil.org/business-and-development/tif-district-overview.aspx).

All interested persons will be given an opportunity to speak.
June 26, 2016 - Midwest Region International Yoga Day Celebration at Timber Creek

For Immediate Release – The City of Sandwich and Timber Creek Inn and Suites will host the Midwest Region International Yoga Day Celebration on the weekend of June 25, 2016. After competing against larger locations such as Schaumburg, the Consulate General of India, Dr. Ausaf Sayeed, chose Timber Creek and Sandwich. Dr. Deepak Kant Vyas, Chairman of Redberri Corporation and Owner of Timber Creek, led the successful efforts.

International Yoga Day has been recognized by the United Nations as June 21. The Midwest Region International Yoga Day Festivities are expected to bring between three thousand and six thousand visitors to the City of Sandwich and Kendall County.

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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A-B=D

D+E=Total Assets

Column E

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Tap 10 - ____________ $1,745,980.12

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**INTEREST SUMMARY**

- Year to Date and Prior Year Interest Reporting
  - Interest Paid This Year: $1,049.52
  - Interest Withheld This Year: $0.00
  - Interest Paid Last Year: $2,479.65
  - Interest Withheld Last Year: $0.00

- Total Interest: $3,529.17

- Interest Paid This Year: $1,049.52

- Interest Paid This Month: $40.00

- Balance: $1,604,263.00
FNBC BANK AND TRUST
28 Schoolhouse Road
Yorkville, IL 60560

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

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

FNBC Business Savings

Account number 5219513171
Low balance $11,294.17
Average balance $12,740.48
Avg collected balance $12,684
Interest paid year to date $1.70

DAILY ACTIVITY

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INTEREST INFORMATION

Annual percentage yield earned 0.05%
Interest-bearing days 29
Average balance for APY $12,684.86
Interest earned $0.51

OVERDRAFT/RETURN ITEM FEES

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Thank you for banking with FNBC Bank and Trust
**RETURN SERVICE REQUESTED**

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

---

**Your Statement**

**Summary**

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**Cell phone protection**

Up to $400 savings per year

---

**FlexSaver Savings**

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

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<th>Amount</th>
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Go Paperless.

Switch to Online Statements at midlandstatesbank.com
Statement Summary
Account Number Type  Balance
10000114412  Small Business Checking  0.00

Account Summary for Small Business Checking - 10000114412

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Transaction for Small Business Checking - 10000114412

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<table>
<thead>
<tr>
<th>Date</th>
<th>Description</th>
<th>Checks/Credits</th>
<th>Deposits/Credits</th>
<th>Balance</th>
</tr>
</thead>
<tbody>
<tr>
<td>04-01</td>
<td>Starting Balance</td>
<td></td>
<td></td>
<td>21,502.99</td>
</tr>
<tr>
<td>04-12</td>
<td>Closeout Withdrawal close</td>
<td></td>
<td></td>
<td>-21,502.99</td>
</tr>
</tbody>
</table>

---*****Summary of Overdraft and Returned Item Fees

<table>
<thead>
<tr>
<th></th>
<th>Total for This Period</th>
<th>Year-to-Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Overdraft Fees</td>
<td>$0.00</td>
<td>$0.00</td>
</tr>
<tr>
<td>Total Returned Item Fees</td>
<td>$0.00</td>
<td>$0.00</td>
</tr>
</tbody>
</table>
## NON-PROFIT NOW

KENDALL COUNTY TREASURER
EDC CUSTARD CUP

<table>
<thead>
<tr>
<th>Non-Profit Name</th>
<th>Acct 6601520</th>
</tr>
</thead>
</table>

| Account Number: 6601520 |
| Statement Date: 4/29/16 |
| Checks/Items Enclosed: 0 |

** Beginning Balance: 4/01/16 **
- **Deposit / Misc Credits:** 2
- **Withdrawals / Misc Debits:** 0

** Ending Balance: 4/30/16 **
- **Service Charge:** .00

- **Interest Paid Thru 4/30/16:** 2.92
- **Interest Paid Year To Date:** 11.58
- **Average Collected Balance:** 118,604
- **Average Rate / Cycle Days:** .03000 / 30

### DEPOSITS

<table>
<thead>
<tr>
<th>Date</th>
<th>Deposits</th>
<th>Withdrawals</th>
<th>Activity Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>4/14</td>
<td>1,066.66</td>
<td></td>
<td>DEPOSIT</td>
</tr>
<tr>
<td>4/29</td>
<td>2.92</td>
<td></td>
<td>INTEREST EARNED</td>
</tr>
</tbody>
</table>

### ACCOUNT BALANCES

<table>
<thead>
<tr>
<th>Date</th>
<th>Balance</th>
<th>Date</th>
<th>Balance</th>
</tr>
</thead>
<tbody>
<tr>
<td>4/14</td>
<td>119,102.27</td>
<td>4/29</td>
<td>119,105.19</td>
</tr>
</tbody>
</table>

The newest ideas in banking from one of the oldest banks in Illinois!
**First National Bank**

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

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

---

**STATEMENT SUMMARY**
April 1, 2016 through April 30, 2016

<table>
<thead>
<tr>
<th>Account Description</th>
<th>Account #</th>
<th>Beginning Balance</th>
<th>Ending Balance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deposit Accounts</td>
<td>20355482920</td>
<td>7,175.67</td>
<td>9,225.86</td>
</tr>
<tr>
<td>Business Savings</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total on Deposit</td>
<td></td>
<td>9,225.86</td>
<td></td>
</tr>
</tbody>
</table>

**Account Details**

- **Beginning Balance**: $7,175.67
- **Total Deposits**: $2,050.19
- **Total Withdrawals**: $0.00
- **Ending Balance**: $9,225.86

- **Days in Statement**: 30
- **Annual Percentage Yield Earned**: 0.05%
- **Interest Earned this Statement**: $0.33
- **Interest Paid this Statement**: $0.33
- **Interest Paid YTD**: $1.08

**Account Activity**

<table>
<thead>
<tr>
<th>Date</th>
<th>Post Date</th>
<th>Description</th>
<th>Deposits</th>
<th>Withdrawals</th>
<th>Daily Balance</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Beginning Balance</td>
<td></td>
<td></td>
<td>7,175.67</td>
</tr>
</tbody>
</table>

**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!

---

**Unavailable**
CAREER FAIRS
Friday, June 10 - Manufacturing
Friday, June 17 - Healthcare and Wellness
Friday, June 24 - Information Technology
9 – 11 a.m.

Waubonsee Community College
Plano Campus
100 Waubonsee Drive, Plano

For questions contact
Career Development at:
630-466-2368 or
careerservices@waubonsee.edu
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.  

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.