## CHOOSE THE PEOPLE. CHOOSE THE PLACE. CHOOSE THE PROSPERITY.



**Economic Development Alliance**\*\*

# WELCOME



CHOOSE THE PEOPLE, THE PLACE, THE PROSPERITY OF DUPAGE COUNTY.

# CHICAGO REGIONAL GROWTH INITIATIVE



CHOOSE THE PEOPLE, THE PLACE, THE PROSPERITY OF DUPAGE COUNTY.



Choose DuPage Board Meeting October 25, 2017

Confidential draft for discussion: not to be shared without permission.



- •Metro Chicago Exports is an unprecedented regional collaboration between the seven counties of Northeastern Illinois (Cook, DuPage, Kane, Kendall, Lake, McHenry and Will) and the City of Chicago with the goal to increase exports from small and medium-sized businesses (SMEs), while supporting regional job growth.
  - Formal Memoranda of Understanding have been executed with US Commercial Services. Illinois Manufacturing Excellence Center and Export-Import Bank of the US.
- •The initiative is guided by a **Steering Committee** comprised of economic development organizations from across the region, with the support of the region's elected officials.
  - Cook County Bureau of Economic Development, Choose DuPage, Lake County Partners, McHenry County Economic Development Corporation, Will County Center for Economic Development and World Business Chicago.
- •Chicago Regional Growth Initiative working group has been responsible for developing several other key regional initiatives: Chicago Metro Metals Consortium, Regional Truck Permitting and Foreign Direct Investment
- •The region is one of 28 metro areas participating in the **Global Cities Initiative** a project between JPMorgan Chase and The Brookings Institution – to help metropolitan areas re-orient their economies toward greater engagement in world markets
- The **pilot program** was launched in 2014 through the generous support of JPMorgan Chase, MacArthur Foundation and Chicago Metropolitan Agency for Planning.



## **Program Overview**

	Objective	Description of potential program				
Fill the pipeline	Increase exports and exporters though targeted	<ul> <li>Use data-driven approach to build pipelines between high demand product or service producers and growing foreign markets, leverage regional industry strengths and existing analytical experts</li> </ul>				
and expand	pipelines and strategic	• Coordinate referrals to targeted services with industry, market expertise				
the market	marketing and communication	<ul> <li>Focus new products or services on strengthening target pipelines</li> </ul>				
	communication	Scale and expand pipelines as resources allow				
		<ul> <li>Cultivate the relationships and contacts necessary to improve efficient access to resources by SMEs.</li> </ul>				
Strengthen the Network	Enhance the export ecosystem through coordination of services and firms	<ul> <li>Direct firms through provider network, build and navigate roadmaps and paths,</li> </ul>				
		<ul> <li>Create and align networks of current and interested exporters based on industry and market interests.</li> </ul>				
		<ul> <li>Enhance fluidity, accessibility, efficiency of firm engagement with provider network through more formal establishment of pathways and relationships</li> </ul>				
		<ul> <li>Facilitate peer mentoring, best practice exchange and innovative problem solving.</li> </ul>				
		Build upon existing pilot program in Kentucky				
Reduce Costs	Provide export promotion grants for SMEs	<ul> <li>Awards subsidize firm costs for market research, matchmaking, strategic planning, websites, education, translations and trade shows</li> </ul>				
		<ul> <li>Supplements decrease in federal export promotion funds</li> </ul>				
		<ul> <li>Explore alignment, enhancement of Illinois STEP program</li> </ul>				

# Program Update - Grant Program 2017 Overview

**Metro Chicago Exports** will be providing \$250,000 to firms looking to grow their international business through export

- •\$200,000 Grant Awards
- •\$25,000 Export Pitch Fest Awards
- •\$25,000 ExporTech<sup>™</sup> Scholarships

## 2017 Grant Program

- •Applications open from April 10 May 26.
- •Awards will be announced by June 26.
- •Award ~40 SMEs with up to \$5,000 to support the firm's activities in 'going global' through export.
- Awards to be based on review of international strategy and metrics versus prior-year tactics

## 2017 Metro Chicago XPORT Challenge

•Past and current Grant Program award recipients can apply to win additional funds to grow their international business.

•Export Pitch (Jul 25 and Oct 4) to showcase 10 finalists' international business plans.

• First Prize:	\$10,000
Second Prize:	\$5,000
• Third Prize:	\$2,000

## 2017 ExporTech Scholarships

 Scholarships up to \$1500 will be awarded to firms that complete the 2017 ExporTech<sup>™</sup> program. Applications to be completed upon program enrollment.



## Program Update - 2017 Grant Program

Metro Chicago Exports will be providing \$200,000 to firms looking to grow their international business through export

#### 2017 Grant Program

- Applications open from April 10 May 26.
- •Awards will be announced by June 26.
- Award ~40 SMEs with up to \$5,000 to support the firm's 2017 activities in 'going global' through export.
- Awards to be based on review of international strategy and metrics
- •Firms can opt-in to be considered for 2017 pitch competition
- •Need assistance identifying SMEs to continue to reach **new** participants



## **GRANT PROGRAM**

Presented by JPMORGAN CHASE & CO.

#### METRO CHICAGO EXPORTS 2017 GRANT PROGRAM

Metro Chicago Exports is accepting applications for the 2017 Grant Program, presented by JP Morgan Chase & Co. Online Grant Applications will be accepted through May 26, 2017.

Metro Chicago Exports works with small and medium-sized companies in the seven-county region, helping businesses navigate and address financial, structural and other barriers to exporting.

Small and medium-sized companies drive the regional economy through innovation and job creation. Metro Chicago Exports invests in small and medium-sized companies to enable them to increase their global reach and further the region's economic competitiveness.

#### **GRANT PROGRAM SPECIFICS**

The single-round 2017 Grant Program will award up to \$5,000 to small and medium-sized companies in the seven-county region to reimburse 50% of eligible expenses associated with implementing an export plan.

In 2017, Metro Chicago Exports will host two pitch competitions: the first on July 11 and a second in October. In each event, ten SMEs chosen as finalists will have the opportunity to pitch for additional funding (participants in the 2016 Metro XPORT Challenge are not eligible to participate in 2017). Companies who would like to apply for a spot as a finalist in the pitch fests must complete the applicable section on the online grant application form.

#### **APPLICATION PROCESS**

Small and medium-sized companies located in Cook, DuPage, Kane, Kendall, Lake, McHenry and Will counties that are existing exporters with fewer than 500 employees are encouraged to apply.

The application process involves the online submission of a grant application. Applicants may save the form and complete in more than one sitting. 2015 and 2016 Grant Recipients are eligible to re-apply and their evaluation will include consideration of their prior performance in the grant program.

If potential barriers to maximizing export potential are identified during the Grant Application, companies may be referred to export service providers to assist them in formulating international export plans.

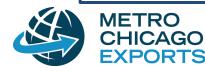


## Program Update - 2015 & 2016 Grant Program Overview

Metro Chicago Exports 2015 & 2016 Grant Program Data										
INTAKE STEP	ACTIVITY	соок	DUPAGE	KANE	KENDALL	LAKE	MCHENRY	WILL	CHICAGO	TOTAL
	Submitted	135	27	37	4	12	7	15	66	237
	Denied	-17	-6	-4	0	0	0	0	-4	-31
	Processed	118	21	33	4	12	7	15	34	206
Client Assessments	Not Continued	-24	-4	-11	0	-1	-2	-2	-15	-44
	Referred	44	6	18	2	3	2	3	10	78
	Not Referred	11	4	4	0	2	0	3	2	24
	Submitted	94	17	22	4	11	5	13	27	162
Grant Applications	Processed	94	17	22	4	11	5	12	47	212
Grant Applications	Denied	-32	-6	-9	0	-5	-2	-7	-17	-61
	Approved	62	11	13	4	6	3	5	30	104
Grant award by	\$ 275,445	\$ 47,290	\$ 54,405	\$ 17,500	\$ 27,511	\$ 13,310	\$ 18,968	\$ 132,390	\$ 454,429	
Grant money share by county, %		61%	10%	12%	4%	6%	3%	4%	29%	100%
Population share by county, %		62%	11%	6%	1%	8%	4%	8%	32%	100%

#### **Award Recipient Demographics**

- 21 (25%) Women-Owned Businesses
- 10 (12%) Minority-Owned Businesses
- Average Revenue \$13,612,633
- Average Employee Headcount 46



## Program Update - 2015 & 2016 Program Results





#### Results as reported from SMEs through online surveys and phone interviews



# 2017 Grant Program - Summary

All Applications by County								Total/Avg	
	Chicago	*Cook	Dupage	Kane	Kendall	Lake	McHenry	Will	
No. of Applications	17	49	13	7	2	8	4	3	86
Avg. No. of Employees	45	31	44	46	39	16	8	26	32
Average Revenue	\$6,850,905	\$7,778,848	\$9,512,415	\$11,806,735	\$8,662,000	\$5,704,270	\$2,995,166	\$5,957,099	\$7,408,430
Minority-Owned	18%	14%	29%	13%	0%	22%	20%	0%	14%
Woman-Owned	29%	33%	21%	0%	0%	11%	20%	67%	23%
Veteran-Owned	0%	4%	0%	0%	0%	0%	0%	0%	1%
None	53%	49%	50%	87%	100%	67%	60%	33%	62%

Awards by County									
	Chicago	*Cook	Dupage	Kane	Kendall	Lake	McHenry	Will	
Not Awarded	4	13	5	0	2	4	3	0	28
\$5,000 Awards	9	19	4	6		3	0	2	34
\$2,500 Awards	4	17	4	1		1	1	1	25
Total No. of Awards	13	36	8	7	0	4	1	3	59
Total Awarded	\$55,000	\$135,000	\$30,000	\$32,500	\$0	\$17,500	\$2,500	\$12,500	\$230,000
Grant Money Share %	24%	<b>59%</b>	13%	14%		8%	1%	5%	100%
Population Share %	32%	<b>62</b> %	11%	<b>6%</b>	1%	8%	4%	8%	100%
Avg. No. of Employees	44	33	65	24		25	18	26	33
Average Revenue	\$8,159,191	\$10,327,695	\$14,773,946	\$3,339,857		\$9,812,500	\$2,500,000	\$5,957,099	\$7,838,613
Minority-Owned	15%	11%	13%	14%		25%	100%	0%	25%
Woman-Owned	30%	26%	13%	0%		25%	0%	33%	18%
Veteran	0%	6%	0%	0%		0%	0%	0%	1%
None	55%	57%	74%	86%		50%	0%	67%	56%

# **Export programs**

## ExporTech<sup>™</sup> brings federal resources to Illinois

## What is ExporTech<sup>™</sup>?

ExporTech<sup>™</sup> is a national export assistance program that helps companies enter or expand in global markets which is jointly offered by the U.S. Department of Commerce's NIST Manufacturing Extension Partnership and the U.S. Export Assistance Centers.

- The curriculum applies a structured export strategy development process that assists companies in accelerating growth.
- During each cohort, companies develop a written export plan that is vetted by a panel of experts.
- Five to eight companies participate in each cohort; the groups meet for three day-long workshops over the course of three months and join calls with research staff and coaches between sessions.

#### Training identified as a critical need

Staff identified a gap in services and leveraged a national curriculum that would meet industry demands. Since 2015, ExporTech<sup>™</sup> trainings have lead to:

- Average sales increase/retention of \$770K;
- Average cost savings and investment avoidance of \$50K;
- Average 5 new jobs per SME;
- Total program impact to date: **\$400M** sales increase/retention

#### Continuing to refine and update

Based on feedback from participants and unique opportunities to drive growth, ExporTech<sup>™</sup> will be refined to meet the unique needs of companies working in economically distressed areas of the region to leverage the powerful growth opportunity of exporting for small businesses located in communities in need.

A pilot program in partnership with Cook County will be run in the south suburbs in 2018.

# Export programs

Pitch Competitions highlight export plans



## **Export Pitch Competition**

Past and current grant program and ExporTech<sup>™</sup> participants can apply to participate in regular pitch competitions held throughout the region. Prizes include cash and shipping credits to the top three finishers.



## Metro Chicago Exports - Award Winning Program



#### METRO CHICAGO EXPORTS

Metro Chicago Exports (MCE) is an unprecedented regional collaboration between the City of Chicago and the seven counties in Northeastern Illinois to increase exports from small and midsize enterprises (SMEs) and support regional job growth.

#### In 2015, MCE:

- Secured regional support from county chairs and economic development organizations across the region
- Appointed Thomas Hulseman as managing director
- Developed working relationships with key export service providers at the federal, state and local levels.
- Received commitment funding from key program sponsors to launch initiative
- Awarded \$225,000 to 54 SMEs to advance their international trade, specifically exports
- Received commitment from key program sponsors to continue initiative through second year

Metro Chicago Exports builds on the Global Cities Initiative, a joint project of the Brookings Institution and JPMorgan Chase.



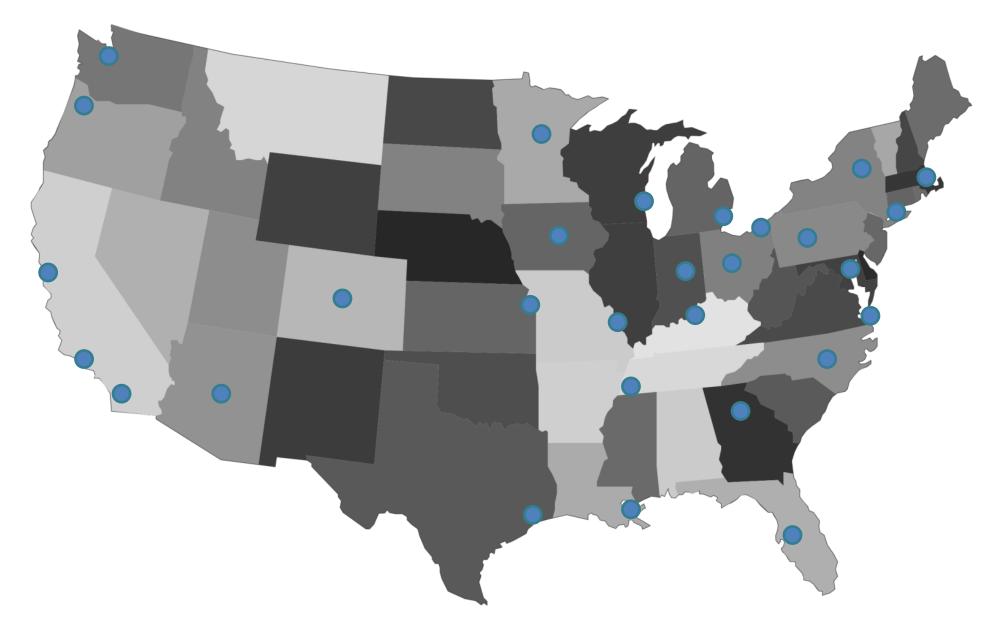
57



# **Chicago Regional Growth Corporation**



## Other metros are ahead of Chicago in regionalism



## **Chicago Regional Growth Corporation** A collaborative approach to regional development



Chicago Regional Growth Corporation fosters collaboration and cultivates a regional approach to economic development to generate inclusive growth and prosperity across northeastern Illinois.



## We have a history of working together Establishing an independent organization is the critical next step



#### **Chicago Metro Metals Consortium**

Promotes the region's metal manufacturing cluster and provides resources for growth, workforce advancement and innovation.



#### Metro Chicago Exports

Builds the capacity of local small and medium-sized businesses to maximize their exporting potential.



#### **Chicagoland Food**

Promotes the region's food processing cluster and provides resources for growth, workforce advancement and innovation.



#### **Foreign Direct Investment**

A regional strategy to celebrate local foreign-owned enterprises and attract new investment to the region.

## **Core functions determined by past successes** Add value by filling gaps and not replicating local activities



## Facilitate Regional Collaboration

Build on opportunities to align common interests and identify gaps and enhance economic development activity by leading a focus on inclusive growth



Exports – Continue and grow the Metro Chicago Exports program FDI – Develop and launch a regional program for FDI



## **Develop Regional Brand**

Develop a clear identity for the region to attract investment and promote business; market programs and activities of the region



## **Conduct Research & Analysis**

Leverage data to identify opportunities and support programs and initiatives



## **Incubate New Regional Initiatives**

Based on members' interests, data and best practices, develop regional programs

## **CRGC** connects dots to increase competitiveness CRGC is the business link to federal, state and other partners

## **Federal Connections**

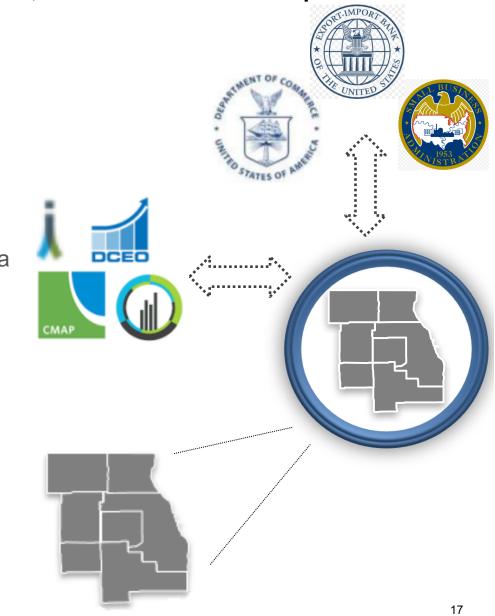
- State and Federal Export Promotion & **Coordination Working Group**
- Commerce, SBA, EX-IM Bank Programs

## **Regional Partners**

- DCEO and Intersect Illinois statewide
- Alliance for Regional Development provides a tri-state forum for discussion
- CMAP is a source of research as well as a model for regional collaboration
- Other regional initiatives and cluster organizations

## Local Development Organizations

- Working group leadership from County/City **EDOs**
- Programs delivered in partnership



# Private sector leadership is essential

Building a board to reflect regional business engagement

#### Early priority sectors for CRGC

The region has strength in manufacturing, particularly precision metals, pharmaceuticals and bio/health, food processing and business services.

#### Workforce, transportation assets are

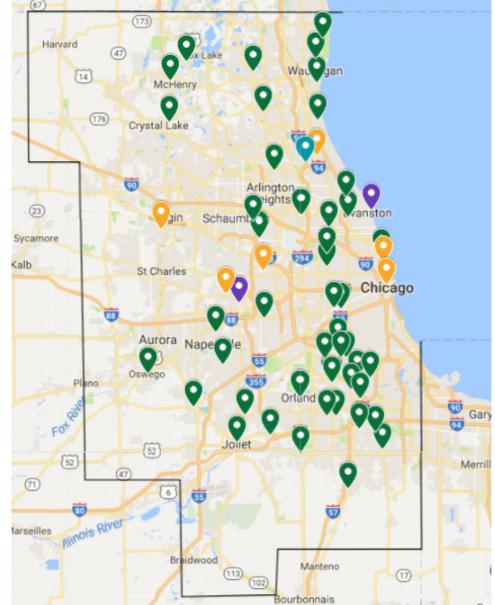
important to regional economic health, as well.

## Geographic and demographic diversity

were also key considerations when developing the CRGC board.

#### Color-coding by industry

- Academic Institution
- Financial Services
- Manufacturing
- 💡 Pharma



## **Board will provide foundation for growth** First three years will focus on business model, sustainability

#### **Ex Officio**

#### **County board chairs**

and the deputy mayor of Chicago will act as advisors in their capacity as regional leaders and office holders. They will attend at least two board meetings annually, but will be non-voting.

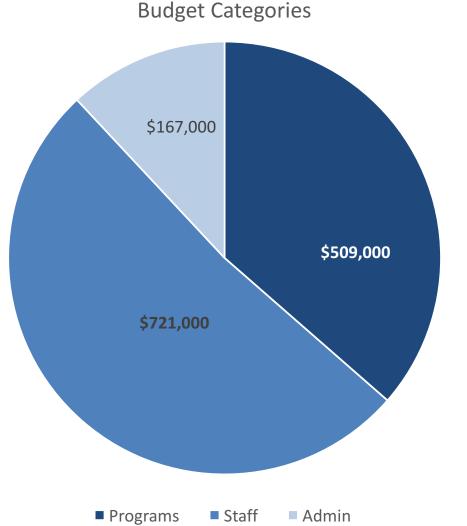
#### **County Appointees**

Each *ex officio* board member will appoint one **economic development expert** to represent their jurisdiction on the board. These voting members will serve at the pleasure of the ex officio members.

#### **General Board Members**

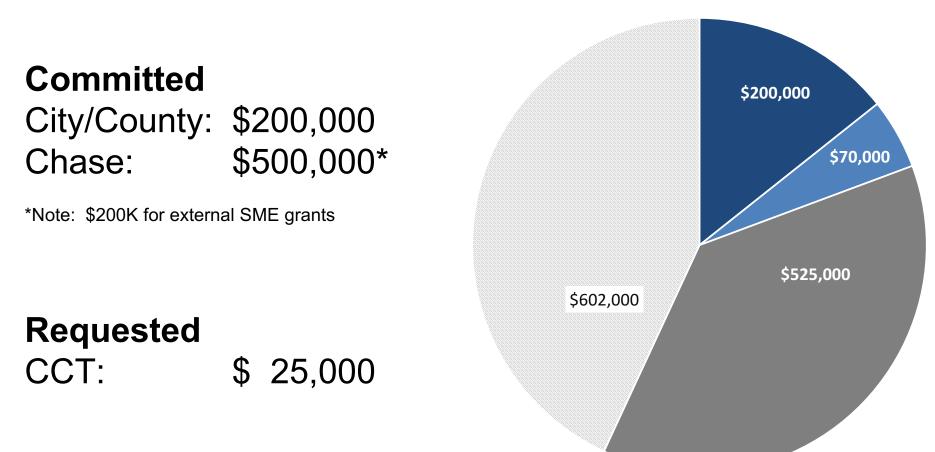
Regional **business and civic leaders** will make up the remainder of the board. At any time there will be at least seven general board members, but no more than 12. Board members will be selected based on their dedication to regional cooperation, demonstrated leadership, and involvement in regionally strong industries including precision metals fabrication, bio/health, banking, food production, transportation/logistics and others.

## **Budget will support existing and new efforts** Global Trade and Investment, Regional Collaboration



#### **Total Budget Allocation by Program** Metro Chicago Exports 42% **Grant Program** ExporTech<sup>TM</sup> **Pitch Competition** Foreign Direct Investment 26% Engaging Foreign-owned Enterprises **Prioritizing Sectors** Strengthening Resource Networks Developing a Regional Identity **Regional Collaboration** 32% Industry Roundtables Activity Coordination Other Collaboration

## Actively raising funds to meet budget needs Combination of public, philanthropic and grant resources



Projected Annual Revenue

# **Incorporating CRGC** Registration, operating agreements and staff transitions

**Transition to Chicago Regional Growth Corporation** 

- World Business Chicago
  - Executive Committee Notification / Approval
  - Execute Fiscal Sponsorship Agreement
  - Execute Service Agreement
- Board Recruitment & transition to board governance
- Hiring staff, staff/benefits transition to Chicago Regional Growth Corp.
  - Executive Director,
  - Director of Global Programs
  - Director of Regional Collaboration
  - Program, Research, Communications staff
- IRS 501(c)3 registration requirements
  - 27 months to file after incorporation, status is retroactive to incorporation



# **Chicago Regional Growth Corporation**



# INNOVATION DUPAGE



CHOOSE THE PEOPLE, THE PLACE, THE PROSPERITY OF DUPAGE COUNTY.



## Incubation • Acceleration • Collaboration











DuPage Impact

🗞 Elmhurst College

Building a thriving start-up community in DuPage County

## **ID** Project Team

**College of DuPage:** Dr. Brian Caputo, Dr. Chuck Currier, John Kness, Bruce Schmiedl, Rita Haake, Wendy Parks, Laurie Jorgensen, Brian Kleemann, Kristen Kepnick, Kris Fay, Melissa Fanella, Joe Cassidy

**Choose DuPage/Rev3:** John Carpenter, Nic Zito

**Glen Ellyn:** Mark Franz, Meredith Hannah, Kevin Bowens

**DuPage Impact:** Paul LeFort, Tom Wendorf

**Benedictine University:** Dr. Sandra Gill, Professor Jodi Houlihan, Dr. Robin Rylaarsdam

Elmhurst College: Dr. Paul Arriola, Dr. April Edwards

1st	2nd	> 3rd	> 4th
Mechanization, water power, steam power	Mass production, assembly line, electricity	Computer and automation	Cyber Physical Systems

Innovation DuPage

We stand on the brink of a technological revolution that will fundamentally alter the way we live, work, and relate to one another. In its scale, scope, and complexity, the transformation will be unlike anything humankind has experienced before. We do not yet know just how it will unfold, but one thing is clear: **the response to it must be integrated and comprehensive, involving all stakeholders of the global polity, from the public and private sectors to academia and civil society.** 

The First Industrial Revolution used water and steam power to mechanize production. The Second used electric power to create mass production. The Third used electronics and information technology to automate production. **Now a Fourth Industrial Revolution is building on the Third, the digital revolution** that has been occurring since the middle of the last century. It is characterized by a fusion of technologies that is blurring the lines between the physical, digital, and biological spheres.

> ~ from the World Economic Forum (WEF)

## **Case Statement**

**Community colleges have a significant role to play in regional economic development.** In addition to educating a significant portion of all U.S. undergraduates and training the unemployed and underemployed, community colleges are increasingly delivering professional development for regional employers.

College of DuPage is uniquely positioned to connect public and private sector partners to advance the DuPage innovation ecosystem, while leveraging College and community resources to support regional prosperity.

**College of DuPage offers a stable platform** that will leverage institutional and community resources in support of regional businesses, while connecting both startups and established companies with the knowledge, mentoring, training and best practices needed to succeed.

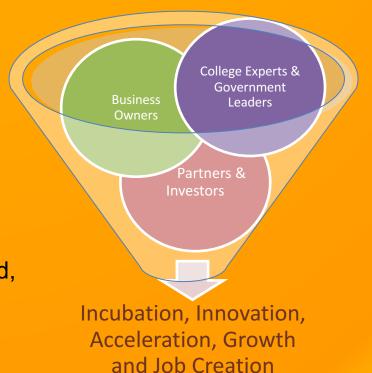
# The Evolution of Economic Development at College of DuPage

- 50 years and over 1,000,000 students educated and trained
- Nine associate degrees and over 170 certificates in 50 areas of study
- Illinois' second-largest institution of higher learning with over 28,000 credit students and over 25,000 non-credit students
- Largest feeder of transfer students for many four-year institutions
- Business and Professional Institute (now Business Solutions) founded in 1979 to serve regional businesses through grants and contract training
- Center for Workforce Development (now Center for Entrepreneurship) established in 1984. Houses the Small Business Development Center and International Trade Center
- Procurement Technical Assistance Center added in 1987
- Center for Entrepreneurship Economic Impact FY15 and FY16:
  - \$192m in contracts
  - \$4.7m in exports
  - \$9.5m in capital and loans
  - Over clients 2,500 served in FY16

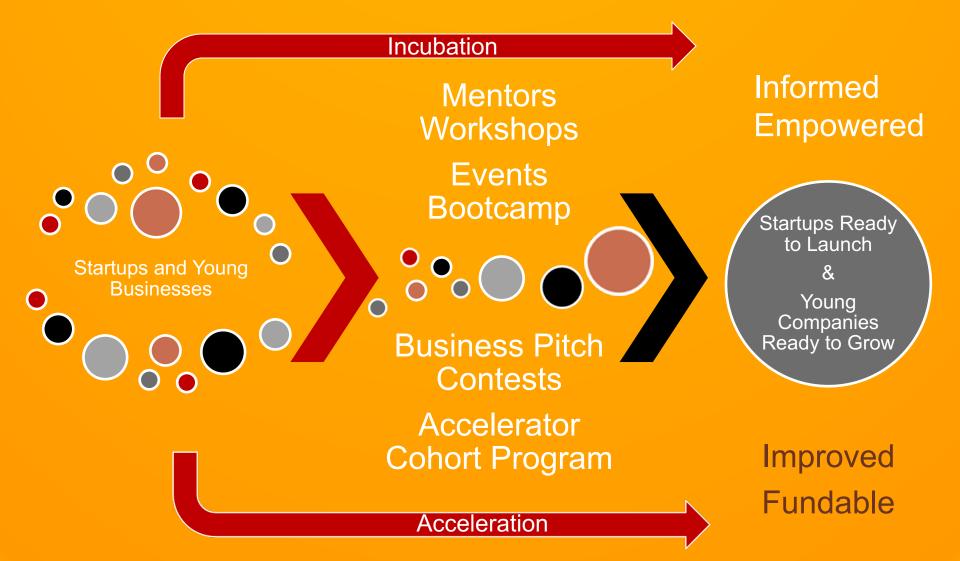
	enter for Entrepreneu conomic Impact Since		
•	Counseling Sessions Provided	d:	42,772
•	Counseling Hours Provided:		61,824
•	Startup Businesses:	323	
•	Business Acquisitions:	50	
•	Businesses Expanded:	108	
•	Jobs Created:	1,141	k
•	Jobs Retained:	3,310*	*
•	Contracts Closed:		\$914,577,044
•	Capital Investments Secured:		\$43,628,041
•	New Exports Supported:		<u>\$263,252,695</u>
			\$1,221,457,780

# Why Incubate or Accelerate?

- 50% of all private-sector jobs are within small businesses
- Nearly 2/3 of job creation in the past decade has come from small businesses
- 1/3 of new businesses fail within the first two years
- 56% of new businesses fail by year five
- Community colleges enrolled 43% of all 2011 undergraduate college students
- Community colleges educate much of the workforce and can serve both job seekers and job creators through startup incubation and focused, cohort model business acceleration



# What does ID do?



# Innovation DuPage Partner Benefits

## **Private Sector**

- Access to Talent Pool
- Internships
- R&D Solutions
- Product and Process
   Commercialization
- Staff Development
- Owner Equity or Acquisition
- Positive Public Relations and ROI to Community
- Early Discovery of Disruptive
   Technology and Services
- Innovation through Skunkworks

#### **Education**

- Curriculum and Program Development
- Student Entrepreneurial Development
- Faculty and Staff Development
- Connection to Industry
- Grants, Internships and Apprenticeships
- ROI for Community

#### Government

- Economic Development
- Job Creation
- Regional Industrial/Business
   Competiveness
- Regional Industry Diversification
- Attract Regional Investment and Grant Dollars

## **Business Incubators/Accelerators at U.S. Community Colleges?**

# COMMUNITY COLLEGE

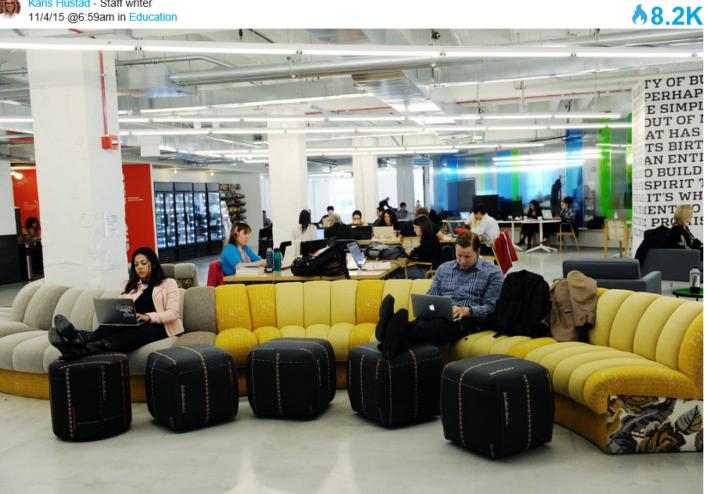
Corporate & Continuing Education Center *Expect Excellence* 

## Everett Community College: A Case Study

- First true business accelerator at a community college in U.S.
- Founded in 2007
- Over 100 successful accelerator graduating firms
- Accelerator graduates formed CEO roundtable for continued learning
- Application criteria includes minimum five years in business, five employees and \$500k in annual revenue (5+5+5)
- EvCC sharing best practices with College of DuPage

## 1871 Ranked As The Top University-Affiliated **Incubator In US**

Karis Hustad - Staff writer 11/4/15 @6:59am in Education



A new ranking by Swedish business incubator research group UBI Global ranked Chicago's 1871 as the top universityaffiliated incubator in the US, and second in North America.

1871 Year One **Economic Impact** Figures:

- 800 jobs created
- \$30m in capital invested into 1871 organizations
- 1871 companies added \$13m in revenue to Chicago's economy

## **Innovation Pathways**

## Incubation Pathway

Rev3

## Acceleration Pathway

SBDCITCUniversity PartnersPTACInvestment and CorporatePTACPartnersUniversBA and GraduateInvestmentStudentsAccelerIncubation ParticipantsAccelerMentors at LargePitch Contests

	ITC
e	PTAC
	University Partners
	Investment and Corporate Partners
	Accelerator Cohorts
	Mentors at Large
	Pitch Contests

## Hyper Acceleration Pathway and CEO Roundtables

Accelerator Graduates University Partners Investment and Corporate Partners Municipal Workforce Leaders Mentors at Large

## Prototyping (leverage COD state-of-the-art facilities)

Manufacturing, Robotics and Construction Labs CIS & CIT Labs Simulation Healthcare Labs Simulation Public Safety Labs 3-D Printing

3

**ID** Progress

- ID education/socialization campaign
- ID website launched September innovationdupage.org
- ID PR plan in place
- 1871 COD Cabinet visit
- DuPage Impact has met minimum investor level
- COD capital and ongoing investment
- ID accelerator curriculum designed and instructors identified
- Architectural design of GE site complete
- ID Managing Director and Coordinator positions created and search underway

## **ID Critical Next Steps**

- October 23 Program Application Announcement
- October 25 Choose DuPage Board Meeting
  - ID Resolution
- October 26 College of DuPage Special Board meeting
   Resolution to form ID NFC
- November 12 Expect Glen Ellyn Vote on ID
- January 23, 2018 through February 19, 2018 Expanded ID programming (incubation and acceleration)
- October forward Recruit Mentors and Corporate Partners 4

## **The Innovation DuPage Advantage**

- Strong programmatic base of Center for Entrepreneurship at COD
- Connection to institutional strategic plan
- Diversified industry base and resources of greater DuPage
- Ability to serve both business and students
- Aligned Partners:
  - Focused on advancing the entrepreneurial ecosystem
  - Committed to maintaining low center operating costs and leveraging COD and all partner resources for the benefit of regional business
  - Focused on business empowerment and job growth



## **Questions?**

## College of DuPage











Building a thriving start-up community in DuPage County



## IMPACT DUPAGE



CHOOSE THE PEOPLE, THE PLACE, THE PROSPERITY OF DUPAGE COUNTY.

## FINANCE COMMITTEE

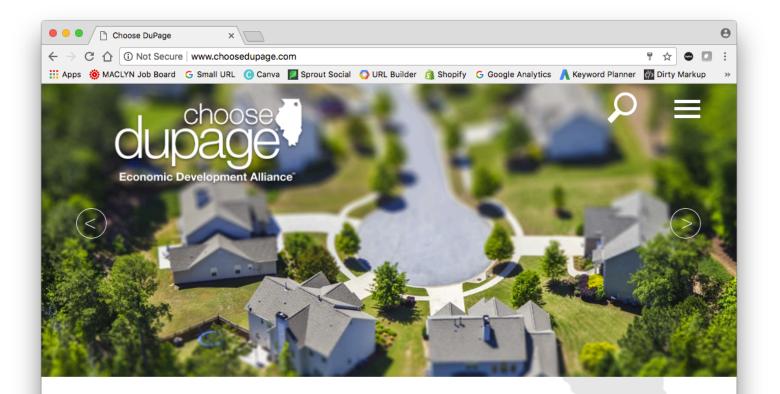


CHOOSE THE PEOPLE, THE PLACE, THE PROSPERITY OF DUPAGE COUNTY.

## MARKETING COMMITTEE



CHOOSE THE PEOPLE, THE PLACE, THE PROSPERITY OF DUPAGE COUNTY.



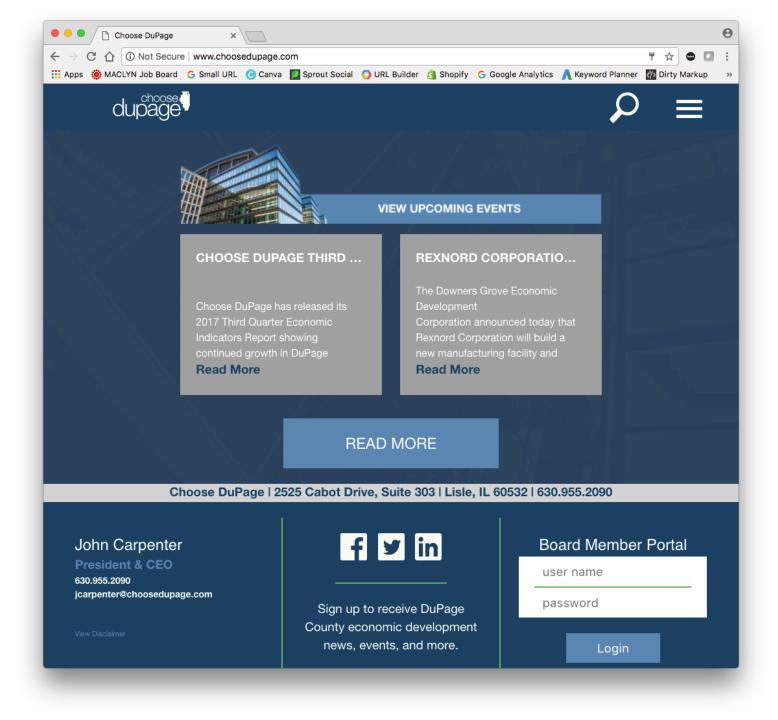
## DUPAGE COUNTY

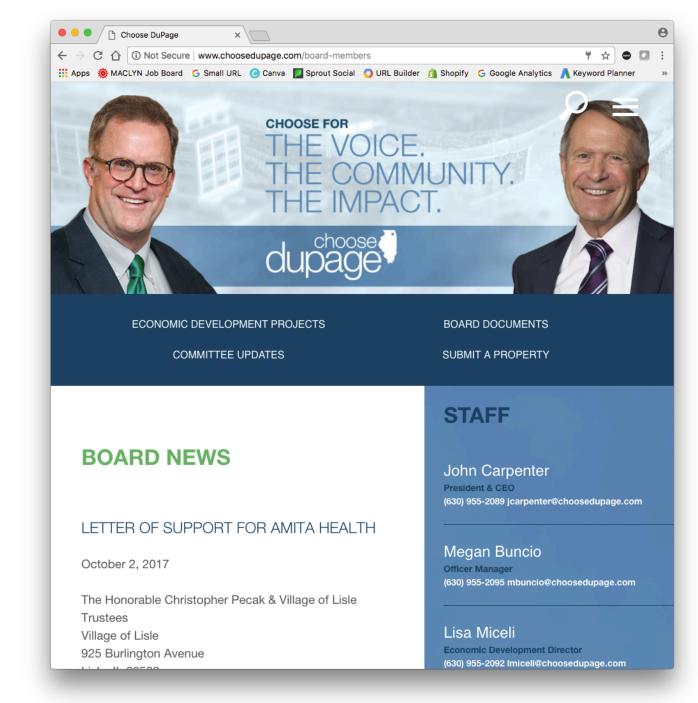
## THE PROVEN AND PREMIER GLOBAL BUSINESS LOCATION

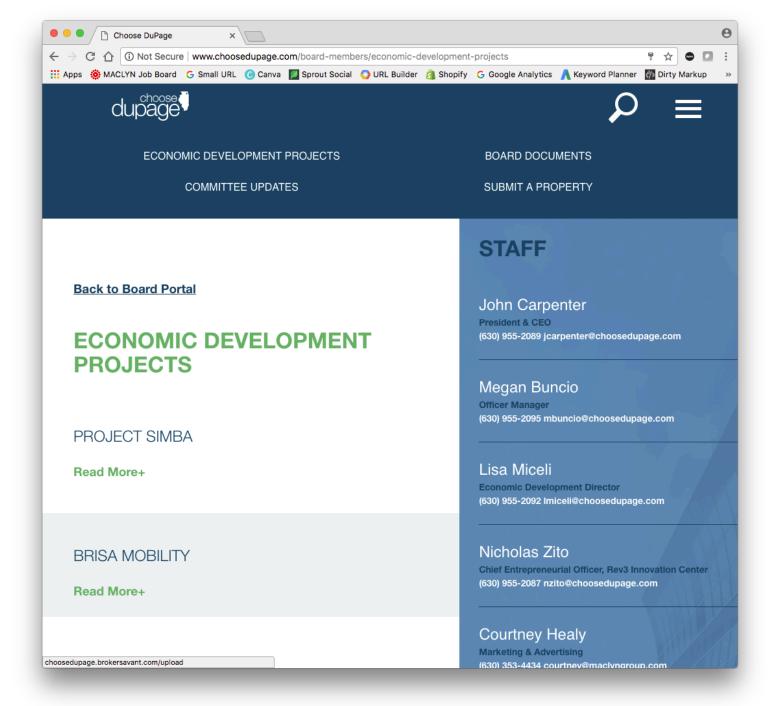
Choose the business-friendly environment, where commerce flourishes. Choose the high quality-of-life, where a skilled workforce thrives. Choose the globally accessible location, where opportunity arrives from every direction.

Choose the people, the place, the prosperity of DuPage County.

### CHOOSE THE **DUPAGE DIFFERENCE.**







## CHOOSE DUPAGE TACTICAL BRAND FILM OCTOBER 18, 2017

## choose oupoacoe oupoacoe

**Economic Development Alliance**<sup>®</sup>



# WE DEFINE OUR SUCCESS BY HOW WE DESIGN OUR SUCCESS.





## **BECAUSE DESIGN DEFINES US.**





# PROSPERITY DOESN'T HAPPEN BY ACCIDENT.





# PROSPERITY DOESN'T HAPPEN BY ACCIDENT. PROSPERITY IS BY DESIGN.





# THE VIDEO SERIES







# IN A SERIES OF THREE VIDEOS, WE'LL ILLUSTRATE HOW THAT DESIGN IS DRAWN TO LIFE.





# OUR APPROACH FOLLOWS OUR ANNUAL REPORT, ECHOING ITS AESTHETIC AND MESSAGE...





# PROSPERITY BY DESIGN.





Ron Lunt, Partner, Han Partners & Private-Sector Co-Chair, Choose DuPage

Dan Cronin, Chairman, DuPage County Board & Public-Sector Co-Chair, Choose DuPage

Because PROSPERITY is by DESIGN. Crowin

a DuPage that's better than ever. We create our own FORTUNE. We create our own FUTURE.

We choose DUPAGE.

We choose PROSPERITY.

Day by day, year by year, we create

of our own SUCCESS.

We are ARCHITECTS

Ve are 39 municipalities who joined together to create a common design. We endeavor forth through tomorrow's ever-changing landscape. We keep the engines of industry revving.

are its creators. le are DUPAGE COUNTY.

se design defines us. tre not just the people from the place of prosperity.

EFINE our success by WE DESIGN OUR SUCCESS.





IN THIS VIDEO SERIES, WE'LL EXPOUND NOT ONLY THE STATISTICAL, LOGICAL REASONS FOR CHOOSING THE DUPAGE ADVANTAGE...





# ...BUT ALSO THE EMOTIONAL INSPIRATION THAT DRIVES US TO CREATE IT.





# DUPAGE IS DESIGNED FOR BOTH LIVING AND WORKING: THE COMPLETE PACKAGE.





# SO EACH SPOT PAIRS A GROWING ECONOMIC SECTOR WITH A MATCHING QUALITY OF LIFE SEGMENT.





# THE FIRST SPOT EXPLORES DUPAGE'S RAPIDLY GROWING HEALTHCARE SECTOR,

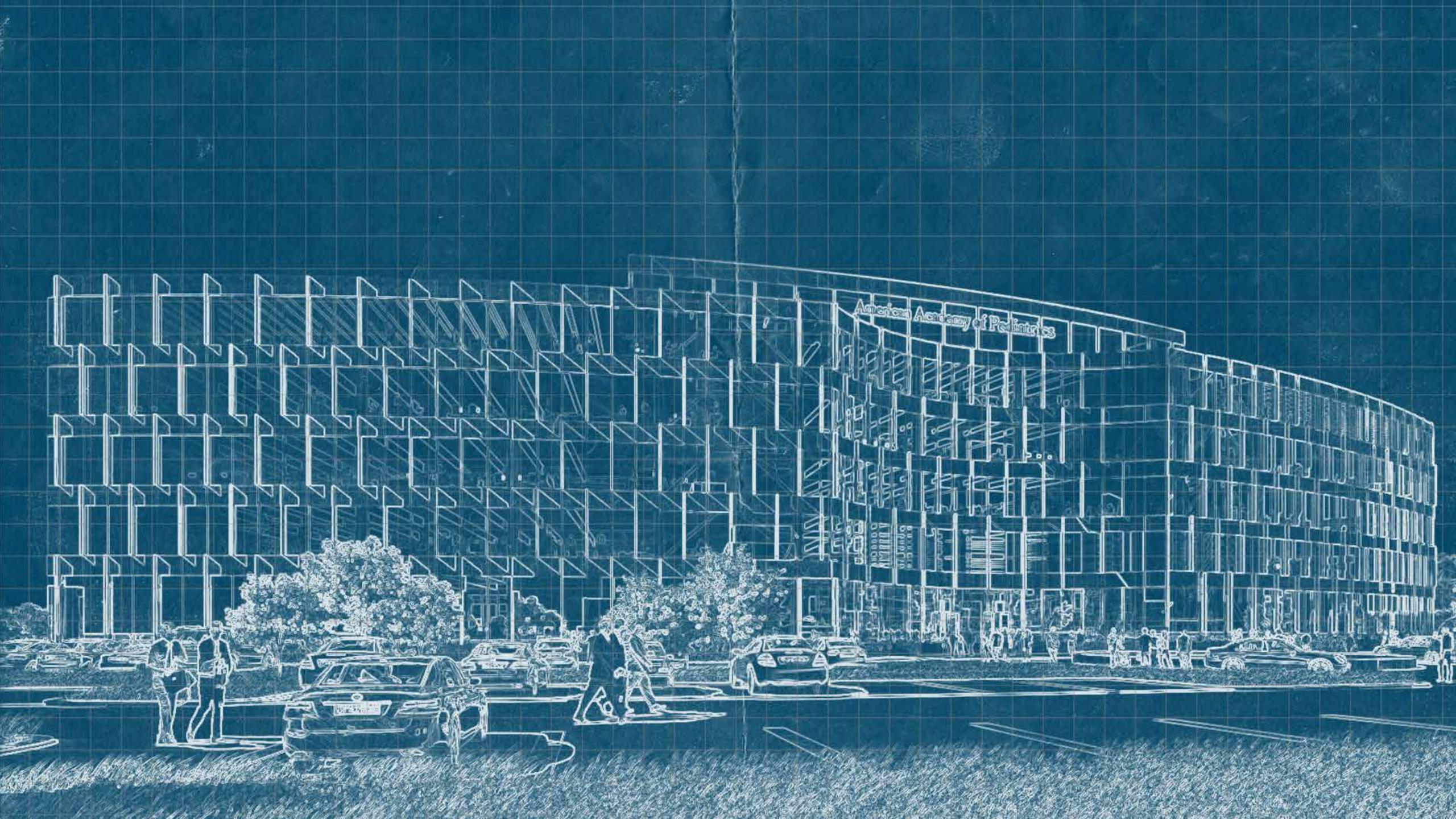




# BUT ALSO HIGHLIGHTS THE HEALTH OF DUPAGE'S FAMILY LIFE AND NATURAL WONDERS.

















# THE SECOND VIDEO PAINTS DUPAGE AS THE HOME OF A ROBUST FOOD MANUFACTURING INDUSTRY,





# AND FOLLOWING THAT AFFINITY FOR FOOD, ILLUSTRATES DUPAGE'S WEALTH OF DINING AND ENTERTAINMENT EXPERIENCES.













# AND THE THIRD VIDEO SPEAKS TO THE MILLENNIAL WORKFORCE AND THE BUSINESSES MOVING HERE TO UTILIZE IT.



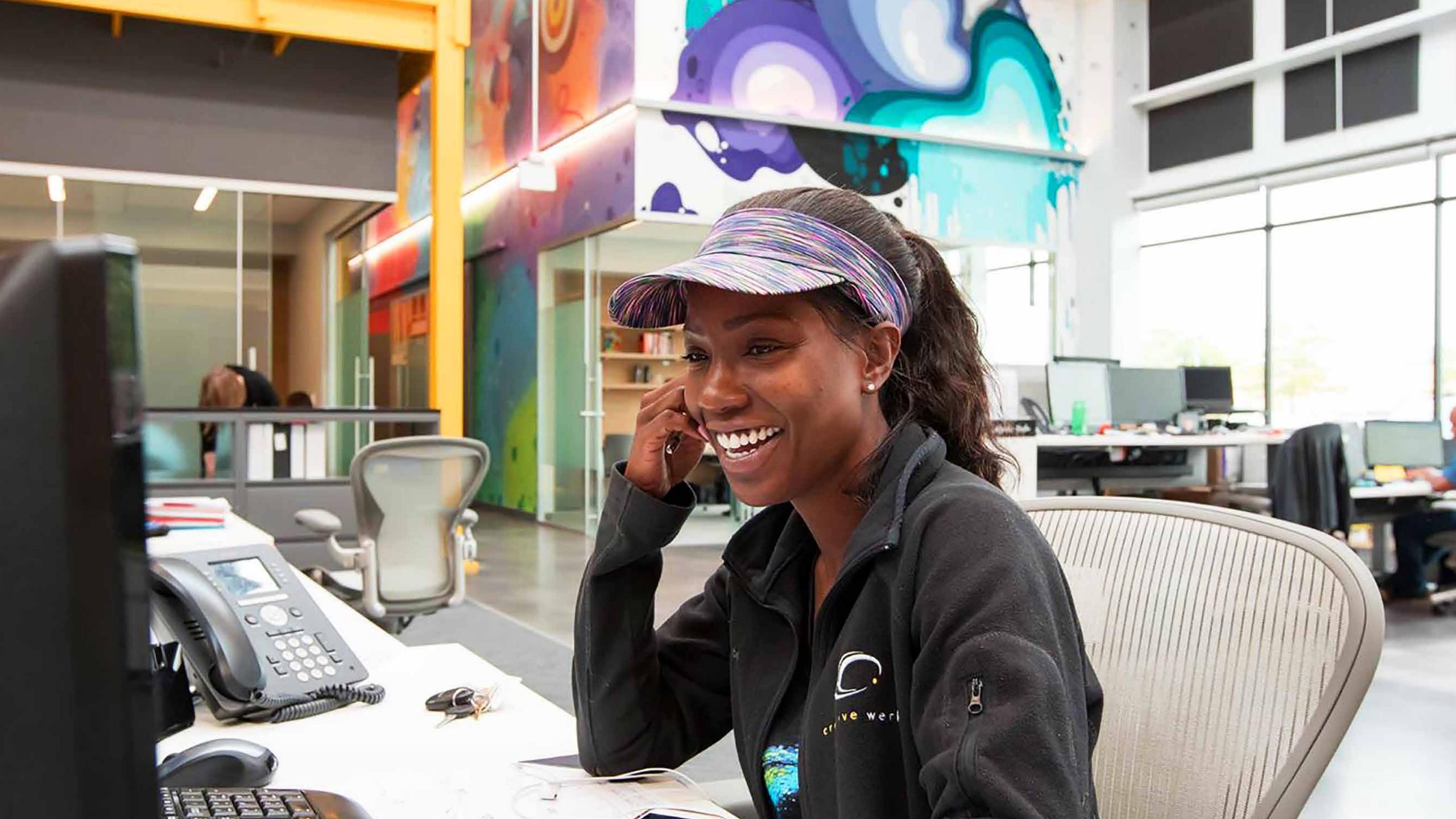












# BECAUSE ULTIMATELY, THE MESSAGE OF THESE VIDEOS IS THE SAME AS THE MISSION OF CHOOSE DUPAGE:











# SHOT LIST FOR HEALTHCARE:

AMERICAN ACADEMY OF PEDIATRICS
AERIAL VIEW OF ITASCA, WITH AAP IN THE DISTANCE
OUTSIDE VIEW OF THE HOSPITAL
INTERIOR VIEWS OF THE HOSPITAL
CLOSE UPS OF MEDICAL PROFESSIONALS

QUALITY OF LIFE SHOTS IN WHEATON
BACKYARD TREEHOUSE
WOODED PATH WITH MOTHER AND DAUGHTER





# **CITYGATE GRILLE** CLOSE UP OF DINNER PLATES • CLOSE UP OF DRINKS

**BREWSTER CREEK BUISNESS CENTER**  OUTSIDE VIEW OF THE RANA FACTORY • INSIDE VIEWS OF THE RANA FACTORY • OUTSIDE VIEW OF GRECO AND SONS INSIDE PERSPECTIVE OF THE GRECO AND SONS FACTORY CLOSE UP OF FACTORY WORKERS

 SHOW HIGHWAYS AND RAIL • AERIAL VIEWS OF AIRPORTS

TRANSPORTATION

# SHOT LIST FOR FOOD INDUSTRY:





**DOWNTOWN GLEN ELLYN** • VIEWS OF THE BUSTLING TOWN VIEWS OF PROFESSIONALS WALKING **DOWN THE STREET** 

**CREATIVE WERKS** • INTERIOR VIEWS OF THE OFFICE • CLOSE UP OF YOUNG PROFESSIONALS

COLLEGE OF DUPAGE • EXTERIOR VIEW OF CAMPUS • INSIDE VIEW OF A CLASSROOM INSIDE VIEW OF THEATRE

SHOT LIST FOR MILLENNIAL WORKFORCE:









# THANK YOU







#### PUBLIC RELATIONS REPORT



## THE TRUTH BEHIND BUSINESS MIGRATION

- Letter to the Editor
- Discusses the misconception of businesses leaving the suburbs for a more urban setting
- Published in Daily Herald
- July 2017



# MID-YEAR ECONOMIC INDICATORS REPORT

#### Press Release

- 2<sup>nd</sup> Quarter Economic Indicators Report
- Published in Daily Herald, Lisle/Glen Ellyn Patch, Independent Newspapers, and World News
- August 2017



# MANUFACTURING JOBS ON THE REBOUND

#### Response to Press Inquiry

 Crain's Chicago Business Reporter reached out to John for comment on a story regarding manufacturing workforce numbers

Published in Crain's Chicago Business

• September 2017



## DUPAGE A GOOD CHOICE FOR AMAZON'S HQ

- Response to Press Inquiry
- Daily Herald reached out to John for comment in response to the commotion over Amazon's HQ2 bidding
- Published in Daily Herald
- October 2017



## ECONOMIC INDICATORS SHOWS STRONG CLIMATE TO HELP REGIONAL BID FOR AMAZON'S HQ2

#### Press Release

- Focused on Q3 Economic Indicators Report and the value of the data as it relates to the Amazon bidding efforts
- Published in Daily Herald and local Patch publications
- Secured interview with Kerry Lester, Daily Herald Reporter
- October 2017



#### PROGRAMMING COMMITTEE



### LEGISLATIVE COMMITTEE



#### **BUSINESS ATTRACTION & RETENTION**



#### BRISA MOBILITY

- Project Type: Headquarters Facility
- Jobs: 15 New
- Location: Esplanade in Downers Grove
- Portuguese-based technology company
- Makes the technology inside toll booth machines
- Awarded contract with ISTHA for new toll machines
- Working with Elite Manufacturing to produce machines, another DuPage Company
   Choose

## **REXNORD CORPORATION**

- Project Type: Retention, Expansion
- Jobs: 25 New, 310 Existing
- Location: Ellsworth Business Park in Downers Grove
- Multiplatform industrial leader
- Broke ground on a new 248,000 SF for manufacturing operations and aerospace headquarters



#### AMITA HEALTH

- Project Type: Headquarters facility
- Jobs: 1,100 New
- Location: Navistar campus in Lisle
- Healthcare network moving headquarters from Arlington Heights to Lisle
- Looking to lease 225,000 SF
- Parking lot issue resolved and moving forward



choose

#### PROJECT HIVE

- Project Type: Headquarters facility
- Jobs: 500 jobs
- Location: Along I-88 Corridor
- Large retail HQ company, \$4 billion in sales
- Looking to lease 200,000 SF
- Status: Consultant currently working with client



## HUNGARIAN AIRPLANE MANUFACTURER

- Project Type: Business Attraction
- Jobs: 6 New
- Location: Toured DuPage Business Center/Airport
- Looking to locate facility from Texas to Illinois
- Assembly facility at the DuPage Airport for small training aircraft



#### AMAZON

- Project Type: Headquarters facility, business attraction
- Jobs: 50,000 New
- Seeking a location near a major metro, airport, has access to tech talent
- Needs 100 acres with ability to build 8 mil SF
- DuPage County has two locations that have been submitted: West Chicago and Oak Brook
- Choose DuPage participating in the regional effort



choose

## PRESIDENT'S REPORT



# **Q3** ECONOMIC INDICATORS



# SALES TAX RECEIPTS



COUNTY	Q2 2016 (IN 000'S)	Q2 2017 (IN 000'S)	% CHANGE
COOK	\$1,478,813	\$1,496,697	1.21%
DUPAGE	\$353,880	\$354,851	0.27%
KANE	\$122,021	\$125,861	3.15%
LAKE	\$211,891	\$211,013	-0.41%
MCHENRY	\$65,869	\$67,951	3.16%
WILL	\$165,637	\$171,128	3.32%

Sales tax receipts are reported quarter to quarter to accommodate seasonal changes. Source: Illinois Department of Revenue \*Represents Q2 2016, Q2 2017

# EMPLOYMENT TRENDS

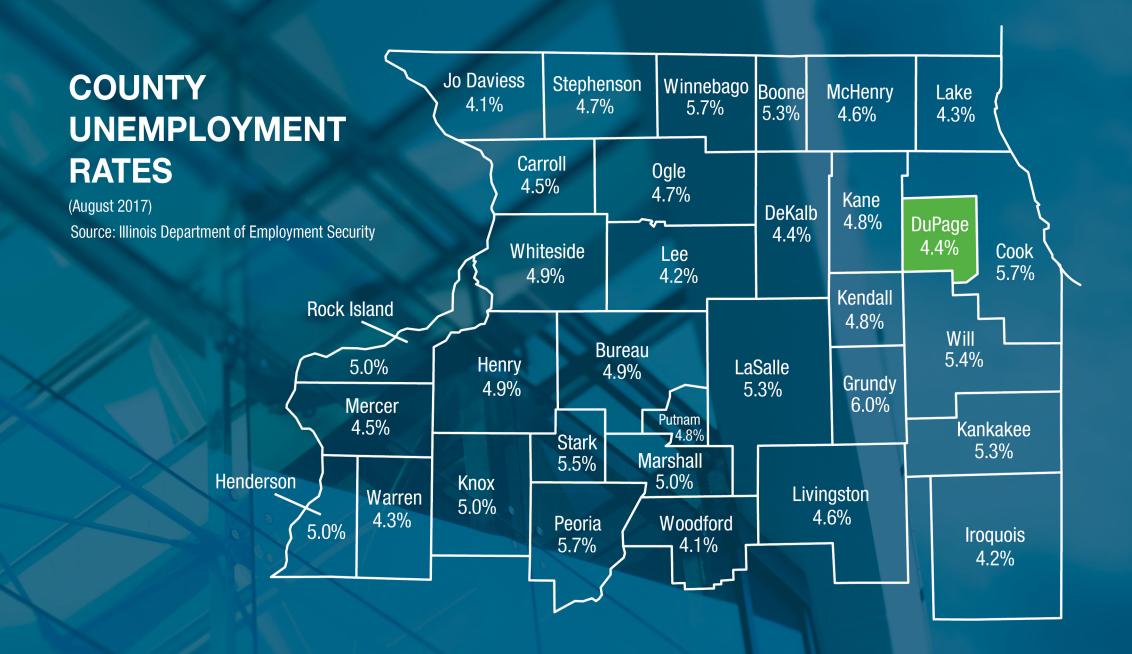
UNEMPLOYMENT RATE INCREASED 1.1% TO







4.5% UNITED STATES



#### **JOB OPPORTUNITIES**

OCCUPATIONAL GROUP	# OF ONLINE JOB ADS
COMPUTER & MATHEMATICAL	17,837
MANAGEMENT	14,788
OFFICE & ADMINISTRATIVE SUPPORT	14,699
SALES & RELATED	13,901
HEALTHCARE PRACTITIONERS & TECHNICAL OPERATIONS	13,036
BUSINESS & FINANCIAL OPERATIONS	11,773
EDUCATION, TRAINING & LIBRARY	8,474
TRANSPORTATION AND MATERIAL MOVING	8,370
FOOD PREPARATION & SERVING RELATED	7,033
INSTALLATION, MAINTENANCE & REPAIR	4,521
PRODUCTION	3,941
ARCHITECTURE AND ENGINEERING	3,441
ARTS, DESIGN, ENTERTAINMENT, SPORTS & MEDIA	3,421
COMMUNITY AND SOCIAL SERVICES	2,677

Source: Illinois Department of Employment Security, Region 4 (10 counties), Illinois Help Wanted On-Line Monthly Snapshot, August 2017

# OFFICE VACANCY

OFFICE VACANCY RATE DROPPED TO

COUNTY	VACANCY RATE	TOTAL ABSORPTION QTD	AVG. RATE
COOK	12.6%	464,235	\$26.15
DUPAGE	16.6%	188,812	\$20.39
KANE	12.6%	347,290	\$18.04
LAKE	16%	-436,657	\$19.57
MCHENRY	18.4%	171,484	\$16.04
WILL	8.7%	198,069	\$18.09
Source: CoStar			

## INDUSTRIAL VACANCY

INDUSTRIAL VACANCY RATE DROPPED TO



COUNTY	VACANCY RATE	TOTAL ABSORPTION QTD	AVG. RATE
COOK	6.2%	4,690,981	\$5.96
DUPAGE	5.2%	1,828,146	\$5.43
KANE	7.9%	1,149,712	\$5.05
LAKE	5.7%	1,673,516	\$5.47
MCHENRY	6.5%	1,139,616	\$5.23
WILL	9.7%	10,407,099	\$4.83

Source: CoStar

#### CHOOSE THE PEOPLE. CHOOSE THE PLACE. CHOOSE THE PROSPERITY.



**Economic Development Alliance**\*\*