



DCEDC Initiatives and Local Community Success

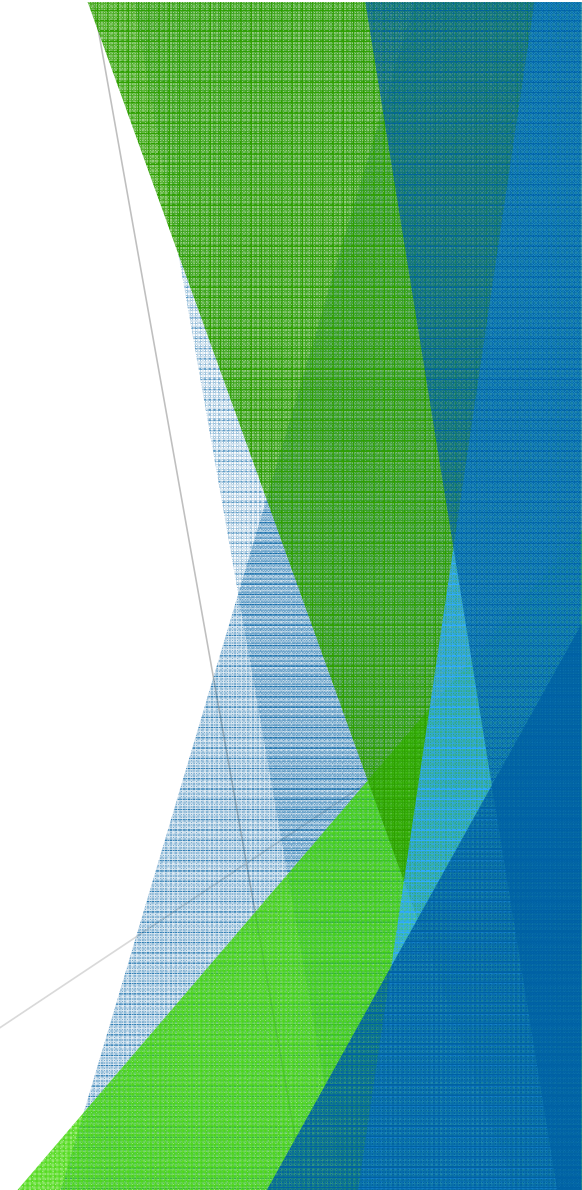
Paul Borek, Executive Director

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bottom line  period

DCEDC Initiatives and Local Community Success

- Marketing & Attracting businesses
- Retaining and Expanding Businesses
- Developing the Workforce
- Improving the Business Climate
- Strengthening Public/Private Partnership



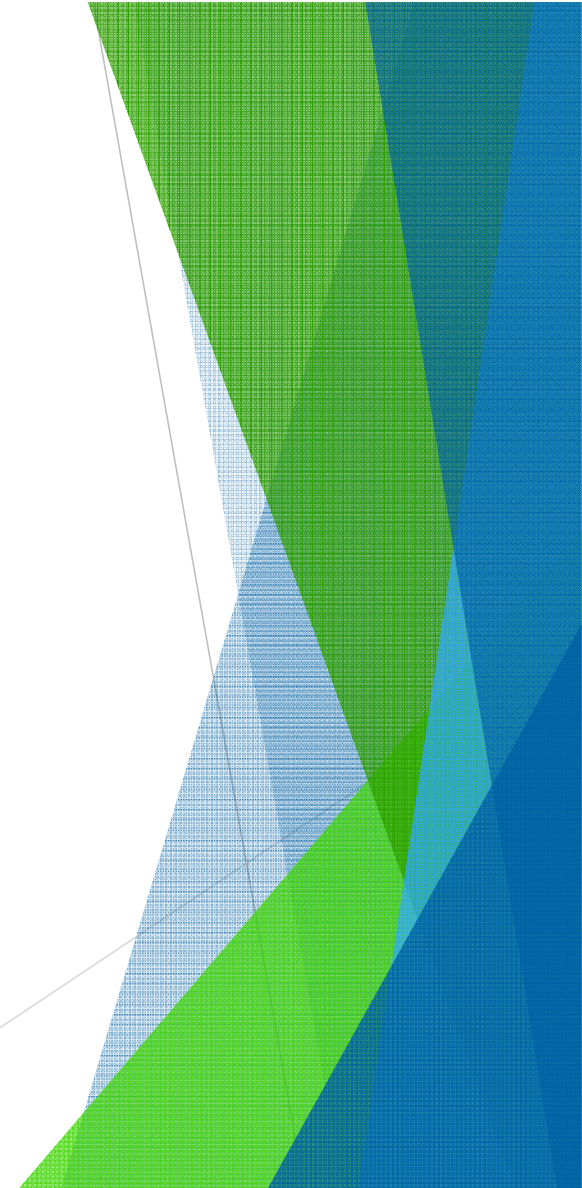
Marketing & Business Attraction

Traditional economic development strategy producing significant results

- One-on-one Networking & Sales - Site Selectors & Industrial Real Estate Brokers
 - I-39 Corridor Association
 - Association of Industrial Real Estate (AIRE)
 - Society of Industrial Office Realtors (SIOR)
 - Illinois Economic Development Association (IEDA) Site Selectors Forum
 - Northern Illinois Commercial Association of Realtors (NICAR)
 - SelectUSA International Trade Show

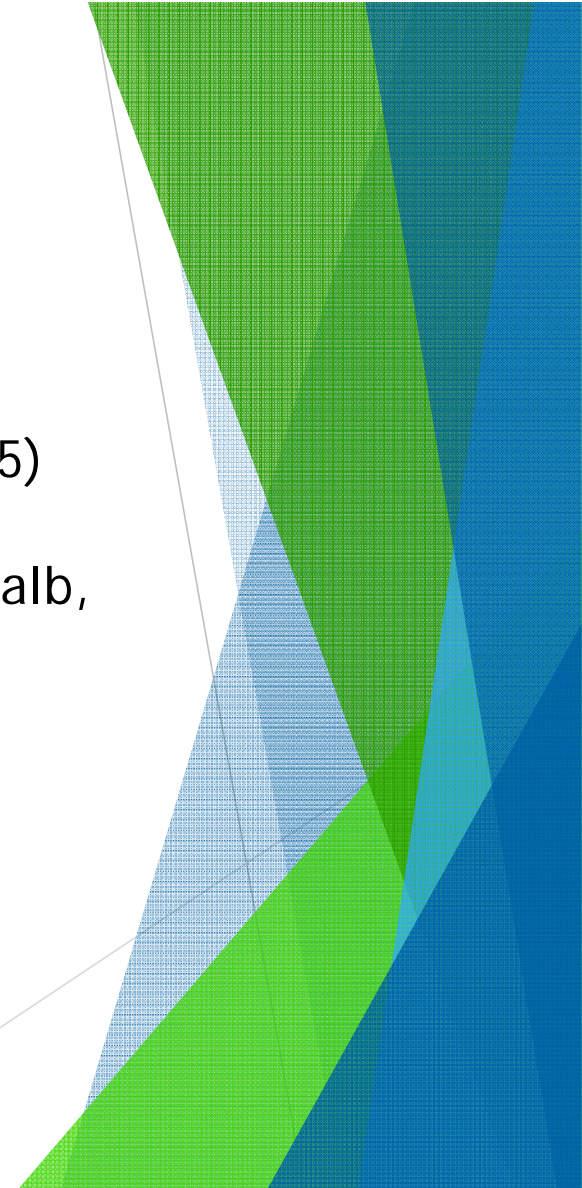
Marketing & Business Attraction

- **Electronic/Internet Marketing**
 - DCEDC.org website
 - Video Email Marketing Campaign
 - Public Relations / Article Placement
 - Social Media: Facebook, Linked-In, Twitter
 - Internet Advertising



Marketing & Business Attraction

- Helped establish and promote business/industrial parks throughout county:
 - Increase No. of Industrial Parks from 3 to 16 (1987-2015)
 - New industrial parks in Kirkland, Kingston, Genoa, DeKalb, Sycamore, Cortland, Shabbona and Sandwich.
 - Doubled industrial inventory from 7 to 14 million SF.
 - Tripled Industrial EAV from \$23 to \$70 million.
 - Job creation during this period has been 11,800.



Business Retention, Expansion & Entrepreneurship

- DCEDC grows the economy from within
 - Helping existing business stay in the county and prosper,
 - Supporting entrepreneurship and management skills to support business expansion and new business formation.
- Business Visitation Program
 - Conduct appointments with industries throughout county
 - Identify opportunities and
 - Address needs and contribute to expansion.

Business Retention, Expansion & Entrepreneurship

- **Helping companies:**

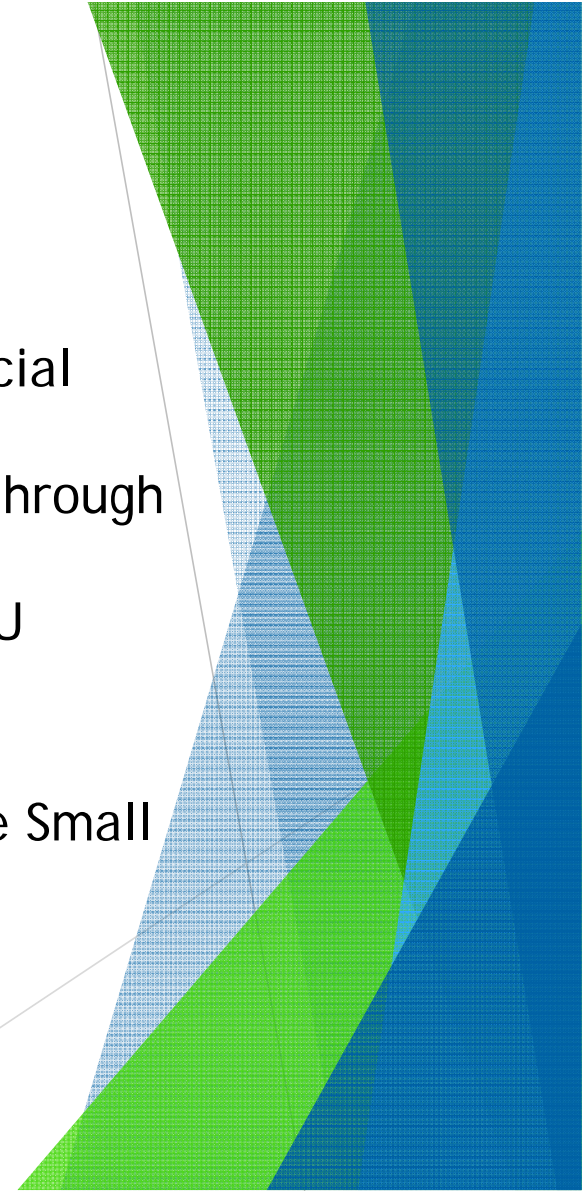
- Establish exporting relationships through U.S. Commercial Service
- Improve production processes and increase efficiency through the Illinois Manufacturing Excellence Centers (IMEC)
- Develop new products or recruit employees through NIU

- **Helping entrepreneurs with:**

- Business planning, marketing and financing through the Small Business Development Center

- **Connecting industrial executives & managers for**

- Benchmarking & sharing best practices



Developing the Workforce

Economic and workforce development go hand-in-hand.

DCEDC has helped connect employers with the talent they need to grow and be competitive.

- Established the **DeKalb Ogle Industrial Workforce Development Consortium** to promote industrial career development in high schools and train students and workers at Kishwaukee College
- Helping companies establish internships and recruit employees through **Northern Illinois University**
- Placing workers and providing training assistance through **Kane Kendall DeKalb Workforce Development Board**

Business Climate Improvement

- Coordinating DeKalb County Enterprise Zone application in partnership with:
 - DeKalb County, City of DeKalb, Sycamore, Genoa & Sandwich;
 - Town of Cortland and Village of Waterman
 - DeKalb School District, Library, Sanitary District and Township
 - Genoa-Kingston School District, Indian Creek School District, Kishwaukee College and Sycamore Library District.

Enterprise Zone Incentives

State of Illinois Incentives

- ▶ **Exemption on sales tax paid on building materials** for new construction, expansion or interior buildout;
- ▶ **Investment tax credit** of .5 percent of qualified property;
- ▶ **Sales tax exemption** on purchases of manufacturing or pollution control equipment;
- ▶ **Exemption on the state utility tax** for electricity and natural gas, as well as the
- ▶ **Illinois Commerce Commission's administrative charge** and telecommunication excise tax.



Enterprise Zone Incentives

Municipal and County Incentives

- ▶ **5-year local Property Tax Abatement** through from participating taxing bodies throughout the DeKalb County Enterprises Zone, and an
- ▶ Extended **10-year local Property Tax Abatement** in the Interstate Competition Market (ICM) within 3 1/2 miles of I-88.
- ▶ Under this program, development projects calling for **new construction or physical expansion are eligible for tax abatement** subject to minimum project size and job creation requirements.



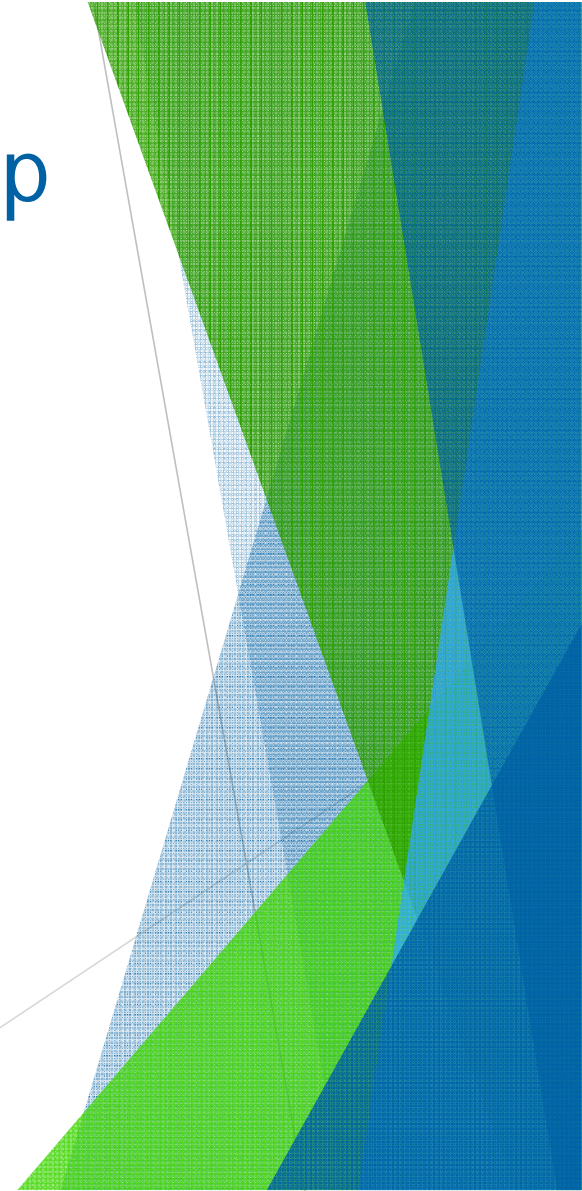
Business Climate Improvement

- **Initiated Legislative Initiatives / Illinois Data Center Coalition**
 - Improve business climate for data centers and technology development in DeKalb County and the State of Illinois
- **Convened Technology Task Force**
 - Market the county's telecommunications and broadband fiber resources to support business attraction, expansion and new business formation.



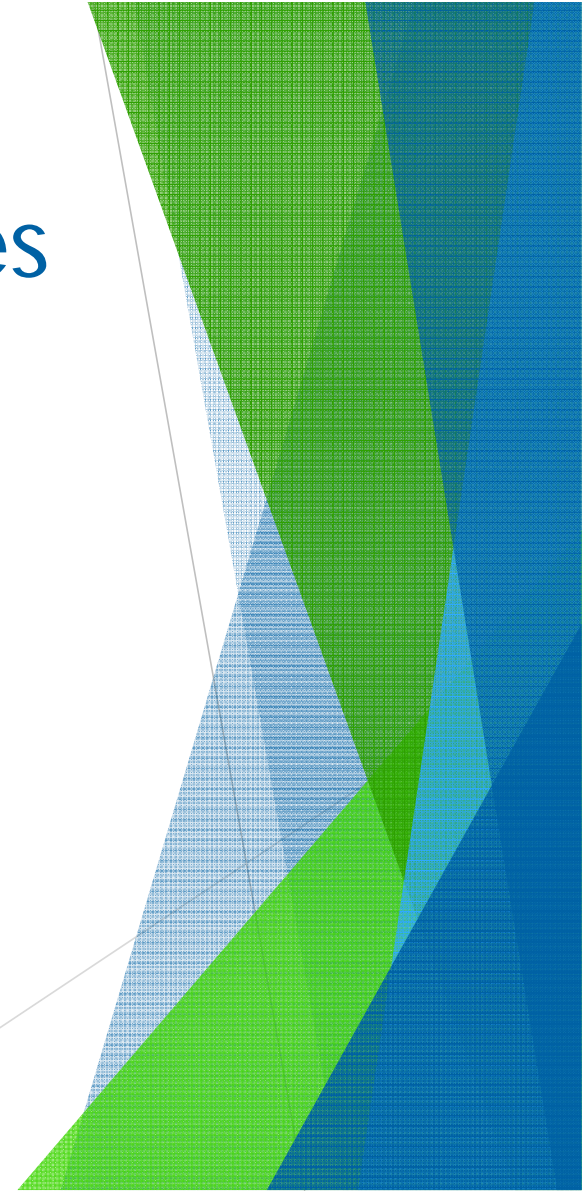
Strengthen Public/Private Partnership

- ▶ Leveraging matching dollars for Countywide Economic Development marketing and promotion
- ▶ Assembling business input and guidance for industrial recruitment, expansion and policy
- ▶ Accepting tax deductible and foundation contributions for local economic development initiatives i.e. *Genoa Soaring* and Shabbona Economic Development Committee



DeKalb County Strengths/Competitive Advantages

- ▶ Location and Transportation
- ▶ Superior Performance & Profitable Operations
- ▶ Communities Facilitate Speed-to-Market
- ▶ Dynamic Education and Research Partnerships
- ▶ Unlimited Cost-Effective Bandwidth



DeKalb County Strengths / Competitive Advantages

- ▶ DeKalb County's Sizable and Talented Workforce Fulfills Staffing Needs
- ▶ Manufacturing Hub with access to Extensive Supplier Network
- ▶ Culture of Innovation
- ▶ Shovel-Ready Development Sites with Pre-Approved Incentive Policies
- ▶ Productive Business Climate

