



## **2023 MIDYEAR REPORT**

**NORTHWEST ILLINOIS ECONOMIC DEVELOPMENT**

**AUGUST 1, 2023**

# NWILED INTERNAL

## NWILED 2023 BOARD OF DIRECTORS

**Chair - William Jahnke, President, Napcor Corporation**

**Vice Chair - Joseph Mattingley, Market President, Illinois Bank & Trust, a division of HTLF Bank**

**Secretary - Tiffany Brandt, Branch Manager Galena, Dupaco Community Credit Union**

**Treasurer - Amiee Schoenhaar, CEO, COO, CFO, Riverport Railroad**

**Mike Casper, President and CEO, Jo-Carroll Energy**

**Rob Davies, Deputy Director, Savanna Industrial Park**

**Diane Gallagher, Jo Daviess County Board**

**Christina Kuberski, President, Highland Community College**

**Ron Smith, Jo-Carroll Local Redevelopment Authority Board**

**Mark Szula, Organizer, International Union of Operating Engineers Local 150**

### **Outgoing 2023 Directors:**

**Kathleen Gable, Village of Hanover Board**

**Rose Noble, President & CEO, Galena Country Tourism**

**Patrick Winders, Senior IT Risk & Compliance Analyst, Workiva**

## NWILED STAFF

**David Schmit, Regional Director**

**Barbara Sue Schubert, Program Coordinator**

**Christine Soat, Marketing Assistant**

## NWILED MISSION

**NW Illinois Economic Development promotes economic development by fostering business growth. We assist expanding and relocating businesses in determining their needs for growth with cooperation of our government and business partners. We encourage entrepreneurs by assisting with access to resources to begin and grow their businesses.**

**We employ all available resources to create a welcoming business environment, aligning the skills of our workforce with the needs of businesses, and building political and economic capital.**

# NWILED GOALS

In 2020, the NWILED Board of Directors approved three strategic goals that are to be completed by 2023.

1

**Assist 24 business starts/expansions, with project value below \$300,000.**

**Completed September 2021**

	# Clients	# SBDC Referrals
2021	35	16
2022	13	7
2023	13	10
Total:	61	33

2

**Assist 3 business expansions/relocations, with project value above \$300,000**

**Completed September 2021**

	# Clients	# SBDC Referrals
2021	3	0
2022	13	4
2023	13	1
Total:	29	5

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**Small Business Development Center @ Sauk, Dixon, IL (as of July 2023)**

	# Clients	County Breakdown
2021	25 clients	(13 Carroll, 12 Jo Daviess)
2022	16 clients	(2 Carroll, 14 Jo Daviess)
2023:	9 clients	(4 Carroll, 5 Jo Daviess)
Total:	50	(19 Carroll, 30 Jo Daviess)



# NWILED GOALS

(continued)

## 3 Launch 2 new programs to help expand the economy of the Northwest Illinois region. (Ongoing -1 program launched)

In 2021, the Genz Memorial Investment Fund was launched to serve as a gap tool for businesses and entrepreneurs in Carroll and Jo Daviess Counties. The principal of the fund is over \$400,000, and annually 3-4 awards can be given out ranging between \$4,000 - \$8,000.

	Businesses Assisted Investment	# of Jobs Created	Capital
2021	getVRtours.com	3 contractors	\$6,450
2022	Lola's Deli	1 part-timer	\$8,000
	Meat Masters	1 part-tim	\$4,000
2023	Trolley Depot	(TBD)	\$7,727

**TOTALS: 4**



getVRtours.com, a commercial photography business based in the Galena Territory, used Genz to purchase new drone and computer equipment.

**5**

**\$26,177**



Lola's Deli, a restaurant and deli in Elizabeth, used Genz for startup costs. NWILED also assisted with their Jo Daviess County Revolving Loan Fund award.



Meat Masters Processing Co., a specialty meats producer based in Stockton, used Genz to help renovate an outbuilding used for equipment storage and refrigeration.



Trolley Depot Coffee & Tea Co., a specialty coffee house based in Galena, used Genz to purchase a new coffee roaster that will help them expand into the wholesale market.

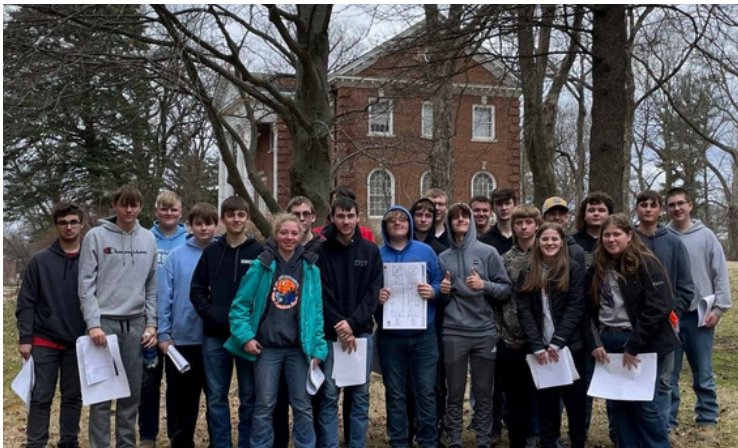
# NWILED @ WORK

## MANUFACTURING & TRADES DAY

A signature event on the NWILED calendar, Manufacturing & Trades Day is an occasion where manufacturing and trade companies showcase their industries to highschoolers to help create a talent pipeline for local quality in demand careers. NWILED works with Jo-Carroll Energy and the Jo Daviess Carroll Career Technical Education Academy to offer this regional event.

**Save the Date - The next event has been scheduled for October 5, 2023.**

	# of Businesses/Orgs	# of Schools	# of Students
<b>2022</b>	<b>16</b>	<b>10</b>	<b>300</b>
<b>2023</b>	<b>14</b>	<b>7</b>	<b>220</b>
<b>Totals</b>	<b>30</b>	<b>17</b>	<b>520</b>



## WORKFORCE HOUSING

The Jo Daviess County Housing Needs Assessment Study was released January 2023. NWILED has developed a three-pronged approach to driving the study's 21 recommendations:

- **Create a new Housing tab on the NWILED website for tools and resources.**
- **Hire a housing consultant(s) to deliver findings and actionable solutions to municipalities.**
- **Create an informal housing taskforce of stakeholders to maintain long-term focus.**



# NWILED @ WORK

(continued)

## LUNCH & LEARN EVENTS

Since 2022, NWILED has hosted several free small business focused lunch and learn events. These events bring experts into the Northwest Illinois community to help educate and inspire change in the region.

**No Excuses Innovation w/ author Bruce Vojak**  
Sponsored by Illinois Manufacturing Excellence Centers

**Bet the Farm w/ author Beth Hoffman**  
Sponsored by Illinois Farmers Union

**Hispanic Businesses Networking Event**  
A NWILED Diverse Businesses Initiative event sponsored by the Galena Area Chamber of Commerce, Illinois Bank & Trust, Illinois Department of Commerce & Economic Opportunity, including their Office of Minority Economic Empowerment, Jo Daviess Conservation Foundation, and Vendeezy Vending.



## 2022-2023 COMMUNITY PRESENTATIONS

- Highland Community College Leadership Forum
- Galena Rotary Club
- Village of Hanover Board
- NorthWest Illinois Alliance of Realtors Board
- IL DCEO's "What Does ED Mean to Me?"
  - Anchored by Secretary Richards
- Jo-Carroll Energy Board of Directors



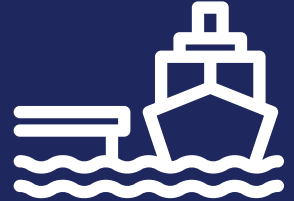


# SUPPORTING PARTNER INITIATIVES

## LRA INTERMODAL PORT DEVELOPMENT

The Local Redevelopment Authority (LRA), in tandem with the Upper Mississippi River International Port District, presented the U.S. Army a reuse plan for their Parcel 20 site for a proposed intermodal port at the confluence of the Apple River and the Mississippi River at the Savanna Industrial Park (former Army Depot). Early projections for the new port:

- Buildout Cost = \$45-65 million
- Jobs Created = 1,400 to 1,700
- Economic Development Impact = \$70 to \$150 million



## JO DAVIESS COUNTY COMPREHENSIVE PLANNING

NWILED is embarking on a strategic planning process for the revision of the Jo Daviess County Comprehensive Plan, which was first adopted in 2012. Once completed, the plan will guide decisionmakers for the next 20+ years.



## INTERSECT ILLINOIS PROJECT REVIEWS

Since October 2022, NWILED has fielded over 36 Intersect Illinois project requests for both Carroll and Jo Daviess Counties resulting in 1 project response.

Note NWILED hosted Dan Seals, CEO @ Intersect, at our 2022 annual meeting, which gathered over 125 guests from 35 different organizations. Mr. Seals delivered the keynote address.



## JO DAVIESS COUNTY REVOLVING LOAN FUND

NWILED is the first point of contact for the JDC Revolving Loan. NWILED reviews applications prior to advancing them to the JDC Board. Since 2022, NWILED has worked on 2 projects.



# NWILED BEHIND THE SCENES

- Advocating for the re-establishment of passenger rail service from Rockford to Dubuque with a proposed station in Galena, flag stop in Warren, and emergency stop in East Dubuque.
- Awarded the 2023 NWILED John D. Cooke Memorial Entrepreneurial Scholarship distributing \$6,000 to high school students in Carroll and Jo Daviess Counties that are entrepreneurial, want to start a business or peruse a career in business, and who intend to maintain strong relationships with the Northwest Illinois region.
- Hosted the Illinois Finance Authority to highlight their new Commercial Property Assessed Clean Energy (“C-PACE”) financing program to help accelerate private investment in green energy projects (solar, double-paned windows, smart roofs, LED lighting).
- Maintaining the NWILED online site map, which details industrial sites and commercial storefronts that are for sale in Carroll and Jo Daviess Counties and feeds into the Intersect Illinois business recruitment system. Currently, 30 buildings and 12 vacant sites are live on the NWILED website.
- Drove regional awareness of the State of Illinois Back to Business grants for hotels, restaurants, and creative arts program announced winter/spring 2023.
  - Note NWILED served as a Community Navigator Spoke for the 2022 B2B program, which resulted in \$690,000+ being awarded in Carroll and Jo Daviess Counties.
- NWILED Staff Board Appointments
  - Jo Daviess-Carroll Counties Joint Action Solid Waste Agency, Board of Directors
  - Quad Cities Regional Economic Development Authority, Board of Directors
  - Savanna Chamber of Commerce, Board of Directors
  - Jo Daviess County Comprehensive Plan, Project and Steering Committee Appointee
  - Highland Community College, Decennial Committee Community Appointee
- Issued letters of support for 7 initiatives:
  - ComEd's Middle-Mile Grant: ComEd Digital Divide Programs.
  - United Way of Northwest Illinois's Collaboration Planning Grant for GROWTH's Shimer Square Daycare Project in Mount Carroll.
  - IL DOT for planning and development funding from the Federal Railroad Administration for passenger rail service through Jo Daviess County.
  - Jo-Carroll Energy's Connect Illinois Grant Program to advance fiber internet.
  - SOO Green's clean energy transmission route for Midwest energy markets.
  - Highland Community College's 'Room to Grow' workforce pathways grant.
  - Jo-Carroll Energy's USDA Community Connect Grant for fiber buildout in Mount Carroll.



# NWILED LOOKING AHEAD

## **BUILD IT - GROW IT**

In 2021 NWILED wrapped the Build It - Grow It program, a multiyear commitment that provided "Business 101" workshops throughout Carroll, Jo Daviess, and Whiteside Counties. Planning is in the works to revamp the program for a relaunch in 2024 with workshops tentatively scheduled in Galena and Savanna.

## **CARROLL COUNTY OUTREACH**

Monthly NWILED satellite office hours began at the Carroll County Courthouse in Mount Carroll April 2023. This expanded local presence will help advance NWILED's reputation in the County, build new professional relationships, and lead to new business starts and expansions.

## **JO DAVIESS COUNTY OUTREACH**

NWILED accepted an invitation from the Jo Daviess County Mayors Association to present at their September 2023 meeting. This association is moderated by Community Funding & Planning Services, which performs most of the grant writing for regional municipalities.

## **NWILED STRATEGIC PLANNING**

As part of a renewed strategic planning exercise, the NWILED Board and Membership are considering convening fall 2023 for a visioning retreat to determine and set new organizational strategic goals. This exercise may include input from key NWILED stakeholders, including the Small Business Development Center at Sauk Valley Community College, Blackhawk Hills Regional Council, and Illinois Department of Commerce & Economic Opportunity.

## **NWILED STAFFING**

To enhance the scope of NWILED's outreach, the program coordinator position was backfilled June 2023. This role had been vacant since spring 2022. Expect a return of NWILED's 'Made in NW Illinois' business spotlight series!

# NWILED INVESTOR MEMBERS

## Diamond (\$20,000 +)



Jo-Carroll Energy

Your Touchstone Energy® Cooperative



JO DAVIESS COUNTY  
*Illinois*



## Silver (\$5,000 - \$9,999)

Conlon Construction Company

## Bronze (\$1,000 - \$4,999)

Baranski Hammer Moretta & Sheehy  
Carroll County Housing Authority  
Citizens State Bank  
City of Galena  
City of Savanna  
Commonwealth Edison  
Dupaco Community Credit Union  
First Community Bank of Galena

Highland Community College  
Jo Daviess County Housing Authority  
Local Redevelopment Authority  
Logistics Park Dubuque  
Nicor Gas  
Operating Engineers Local 150  
Riverport Railroad  
Village of Hanover

## Ambassador (\$250 - \$999)

Elkay Manufacturing  
Illinois Farmers Union  
Greater Galena Marketing, Inc.  
Jail Hill Inn  
LabelMill  
LEMFCO, Inc

NorthWest Illinois Alliance of Realtors  
Pearl Valley Farms  
Rockfarm Supply Chain Solutions  
The Bridgewater Inn  
Timmerman's Supper Club  
Village of Elizabeth



## **NWILED CONTACT:**

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