

GREDF Quarterly Performance Report

First & Second Quarters 2015

January - June 2015

Business Retention and Expansion

Conducting regular visits with area businesses to identify opportunities and threats

- ✓ **16** official retention visits initiated by GREDF (31%) (not including project-specific and follow-up visits)
- ✓ **4** CEO Roundtables **1** Freight Council meeting
- ✓ Meetings w/Aldermen to discuss importance of GREDF and economic development funding
- ✓ Assisted company in building acquisition for expansion
- ✓ Assisted new company w/vendor selection and facility set up, hosted 2 -day job fair
- ✓ Attended IL Community College Assoc. Strategic Planning meeting
- ✓ Leading efforts for Jos. A. Bank retention

Workforce Development

Working with our businesses and educational institutions to ensure existing and new businesses alike will have the qualified workforce they

- ✓ **7** workforce team meetings coordinated with **31** entities participating
- ✓ Coordinated Staffing Agencies meetings involving 2 agencies
- ✓ Coordinated Manufacturing Sector meeting involving 5 companies
- ✓ Presented Essential Workplace Skills to 30 TRiO JWCC students
- ✓ Monthly meetings with JWCC leadership
- ✓ Quincy Promise meetings with Mayor and JWCC
- ✓ Monthly meetings with QU leadership
- ✓ Presented Workforce Initiative to Society for Human Resources members

Marketing and Branding

Communicating a clear and concise Quincy and Adams County brand to potential investors and businesses

- ✓ **37** local media interviews and presentations
- ✓ **9** blog posts and **4** press releases sent
- ✓ Met twice w/Civic Consulting Alliance about DCEO restructuring
- ✓ Attended IEDC Strategic Planning for Communities Course in Madison, WI
- ✓ Attended 5 IEDA marketing meetings/calls
- ✓ Hosted North Star- branding 4-day in-market visit, coordinated surveys, public meetings, one-on-one interviews and focus groups
- ✓ Developed International Business Attraction presentation for statewide event June 30
- ✓ Participated on All America City application committee
- ✓ Met w/Hotel Association about branding
- ✓ Hosted Gov. in Qcy Apr 9, sent invites for Jun 11
- ✓ Hosted Treasurer Frerichs in Quincy Apr 27
- ✓ Attending Housing & planning Tourism Summits

Communication AT A GLANCE

2,763 (+101)
newsletter subscribers

731 (+110)
twitter followers

453 (+10)
linkedin members

365 (+85)
facebook likes

Business Attraction

Promoting the region to prospective businesses and site consultants

Marketing for Business Attraction

- **18** one-on-one site consultant meetings (45%)
- **5** monthly emails to 104 site consultants
- **4** project RFPs completed through DCEO, 4 leads from CVN partnership

Site Selection Assistance

- **24** sites and **35** buildings on LOIS (+3)
- **17** companies assisted with expansion/relocation plans

Retail Attraction

- Met w/Sansone to discuss new retail leads
- Met w/Cullinan Properties about retail leads

Mid-America Port

- Submitted TIGER 7 grant application
- Met w/Gov. Rauner about Port project
- Hosted DNR Dir. to discuss project
- Hosted DCEO Dir. who pledged support
- Hosted IDOT Sec. who pledged support
- Presented at Upper Miss. River Basin Assoc.
- Finalized work plan w/IL, IA & MO commission
- Discussed container on barge shipping w/major barge line & set up meetings w/local companies
- Developed briefing for IDOT on how to work w/port/inland waterway freight development
- Submitted USDA RBDG grant application to market Port, Summit & Great Region

Entrepreneurship

Providing assistance to individuals and small business owners helps grow our economy

- ✓ **12** start-up and financing meetings
- ✓ **5** business expansion meetings
- ✓ **7** Business planning meetings
- ✓ **1** Market analysis meeting
- ✓ Entrepreneurship Training Seminar at Quincy Mall is set for August 15
- ✓ Judged Chamber Business Plan Competition

Membership

Growing our investments in order to maintain a qualified staff and provide exceptional economic development services

224 GREDF members

13 new members

82 renewals in 2015

(60% increased, 38% maintained & 2% decreased their level of giving in 2015)

