

GREDF 2015 ANNUAL Performance Report

January 1 - December 1, 2015

Business Retention and Expansion

Conducting regular visits with area businesses to identify opportunities and threats

- ✓ **48** official retention visits initiated by GREDF (92%)
- ✓ **7** CEO Roundtables **1** Freight Council meeting
- ✓ Facilitated Prince Agri Products purchase of former USPS building
- ✓ Co-hosted Lenders Forum w/QU for 20+ regional bankers
- ✓ Hosted meeting among Ingram Barge Lines & 4 local companies
- ✓ Business assistance for **dozens** of area businesses including: sale/disposition, site selection, start up/matchmaking and relocation
- ✓ Achieved Enterprise Zone reauthorization

Workforce Development

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

- ✓ **31** workforce team meetings coordinated with **40+** entities participating
- ✓ Created new workforce development brand/logo -Adams County Works
- ✓ Secured employer & agency/educator endorsements of Essential Workplace Skills (EWS)
- ✓ Created web-based EWS Tool Box housed on United Way website
- ✓ Coordinated monthly Adams Co. Career Guidance bulletin board initiative
- ✓ Coordinated H. S. Counselor Academy on banking & investment careers
- ✓ Meetings w/JWCC & QU leadership & co-hosted Vatterott luncheons for new programming and welders programs
- ✓ Surveyed Adams Co. businesses about the Baby Boomer workforce gap. Companies identified 4 main areas to address in 2016.
- ✓ Hosted 200+ high schoolers from 9 districts at 10 area manufacturers for Manufacturing Day Tours / JWCC Expo
- ✓ Co-sponsored Workforce 40 at Quincy Raceways in July
- ✓ Employer Support of Guard & Reserve meeting for employment of veterans

Marketing and Branding

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

- ✓ Led development of new community brand, raising over \$90,000 & coordinating 9 community organizations and dozens of meetings. New brand to be unveiled during the GREDF Annual Meeting
- ✓ **67** local media interviews and presentations
- ✓ **19** blog posts and **8** press releases sent
- ✓ Updated IEDC Qcy/Adams Co. standard data sets
- ✓ Hosted 2 Gov. Rauner town hall meetings
- ✓ Hosted U.S. Rep. LaHood stakeholders luncheon
- ✓ Hosted Harvard fellow studying Summit Housing Task Force
- ✓ Coordinated Tourism Summit in Mt. Pleasant. Over 100 tri-state practitioners attended.
- ✓ Participated in 9 IEDA marketing committee meetings/conference calls
- ✓ Commencement speaker for Vatterott College
- ✓ Hosted Adams County Works press conference

Communication AT A GLANCE

2,817 (+155)
newsletter
subscribers

792 (+171)
twitter
followers

469 (+26)
linkedin
members

394 (+114)
facebook
likes

Business Attraction

Promoting the region to prospective businesses and site consultants

Marketing for Business Attraction

- **46** site consultant meetings / 1on1 calls (115%)
- **9** (monthly) emails to 122 site consultants
- **9** project RFPs completed through DCEO
- Following Community Venture Network leads
- Finalist sites for **2** major projects in 4th quarter

* Facilitated Lehigh Fluid Power/Ortman FP project w/28 jobs retained/created; long term building lease & approx. \$0.5 million in work for local contractors

Site Selection Assistance

- **25** sites and **43** buildings on LOIS (+12)
- **30+** companies assisted with expansion/relocation plans

Retail Attraction

- Ongoing marketing support to Sansone (Prairie Trails) & Cullinan (Quincy Mall) for retail leads

Mid-America Port

- Meetings/Briefings with DCEO Dir. Schultz; Sen. Kirk & staff; Rep. LaHood & staff; Gov. Rauner; IA transportation officials; NEMO Partnership; MARAD officials & private businesses
- Hosted 3 major stakeholders meetings
- Developed and distributed Port update/briefing & marketing brochure for elected officials, stakeholders and 17 site consultants
- Developed consulting agreement w/Ann L. Schneider & Assoc.
- Marcel appointed to Upper Mississippi River M-35 advisory committee
- Laid groundwork for 1st quarter 2016 meeting w/Sen. Durbin in D.C.

Entrepreneurship

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

- ✓ **14** start-up and financing meetings
- ✓ **5** business expansion meetings
- ✓ **9** Business planning meetings
- ✓ **5** Market analysis / **1** sale of business mtgs
- ✓ **3** meeting w/bankers about small business finance/incentive programs/restructuring
- ✓ Planning Entrepreneurship Event at Quincy Mall for February 27, 2016
- ✓ **2** intl. trade / **2** business acquisitions mtgs

Membership

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

184 GREDF members

7 new members

166 renewals in 2015

44% increased 48% maintained
4% decreased 4% new members

