



Regional Economic Development Report and Review

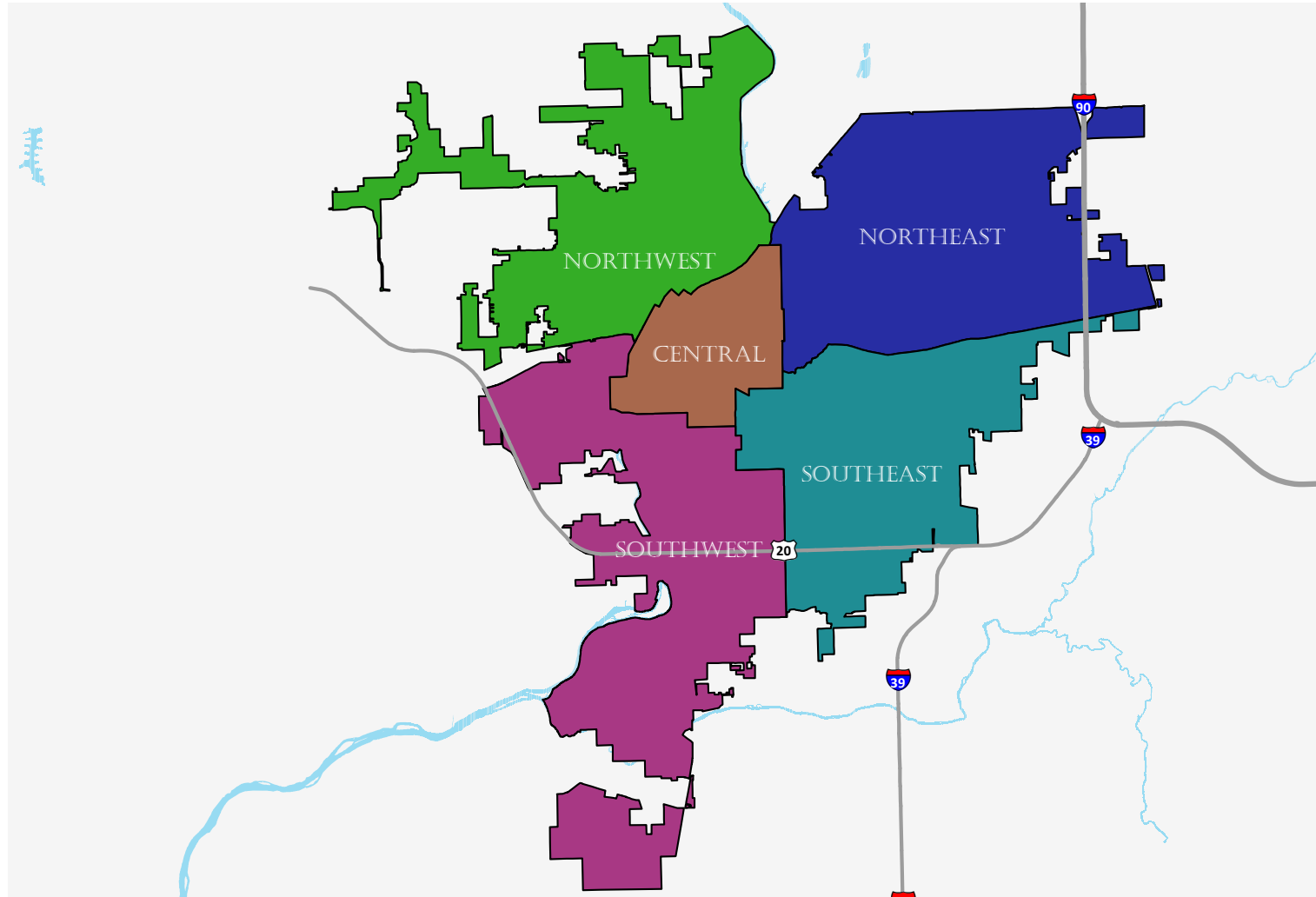
August 10, 2016

ourmap

Goals of these meetings

- i. To ensure the City's investment in partner organizations is returning measurable progress on key citywide and zone-based economic metrics that partners have a direct influence upon.*
- ii. To align both citywide and place-based economic development strategies to promote efficient and effective use of resources in order to drive economic success in all areas of the City.*
- iii. To communicate to residents and other partners how the economic development efforts and investment are benefitting all areas of the City.*

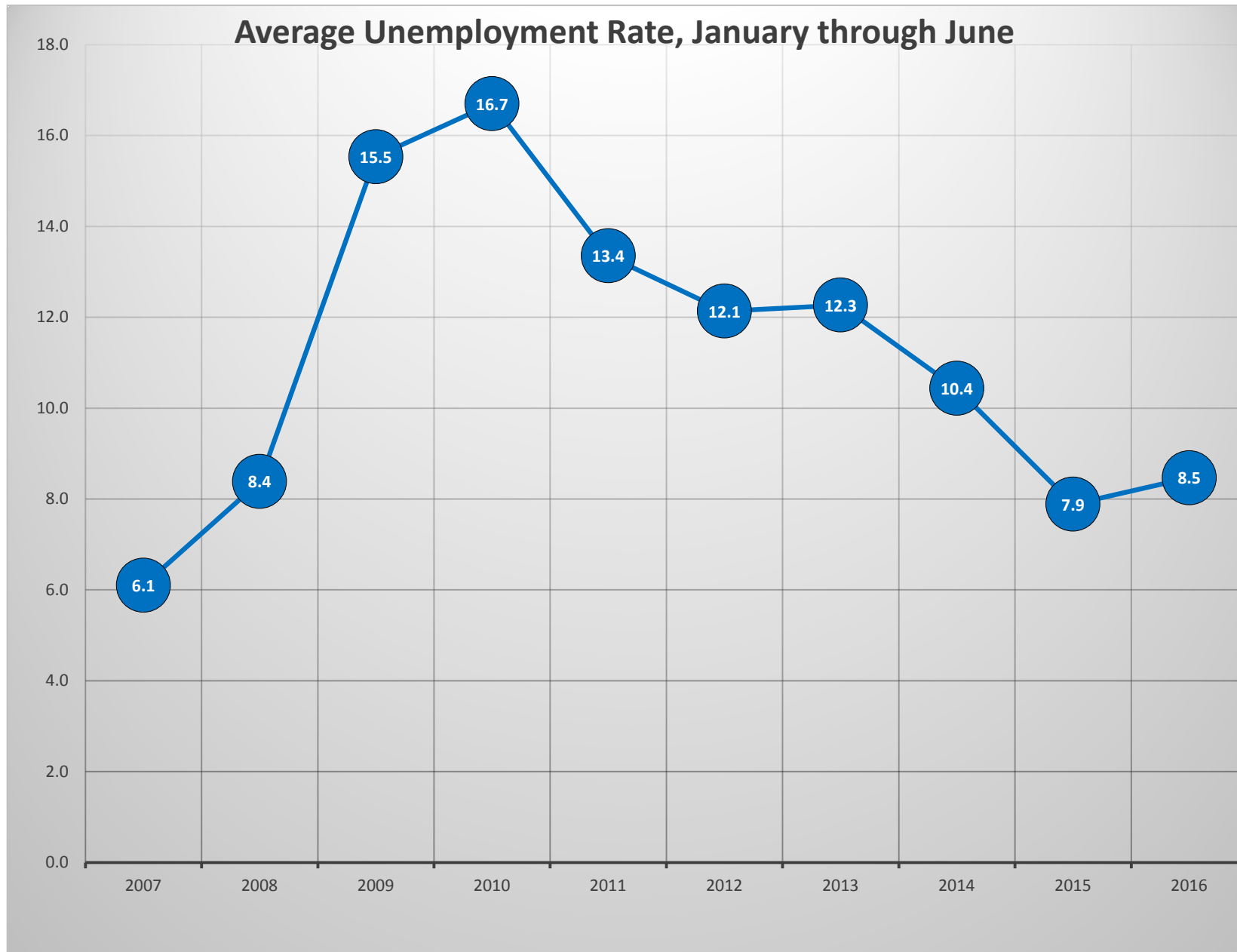
City of Rockford Planning Areas



Creating shared measurements

Key principles:

- What economic indicators will show we are being successful?
- What indicators do the partners involved have impact upon?
- Limit the number of indicators at first, expand later if needed.
- Track both results and activity.
- Results – shows overall progress
- Activity – shows where we spend our time and resources



Unemployment:

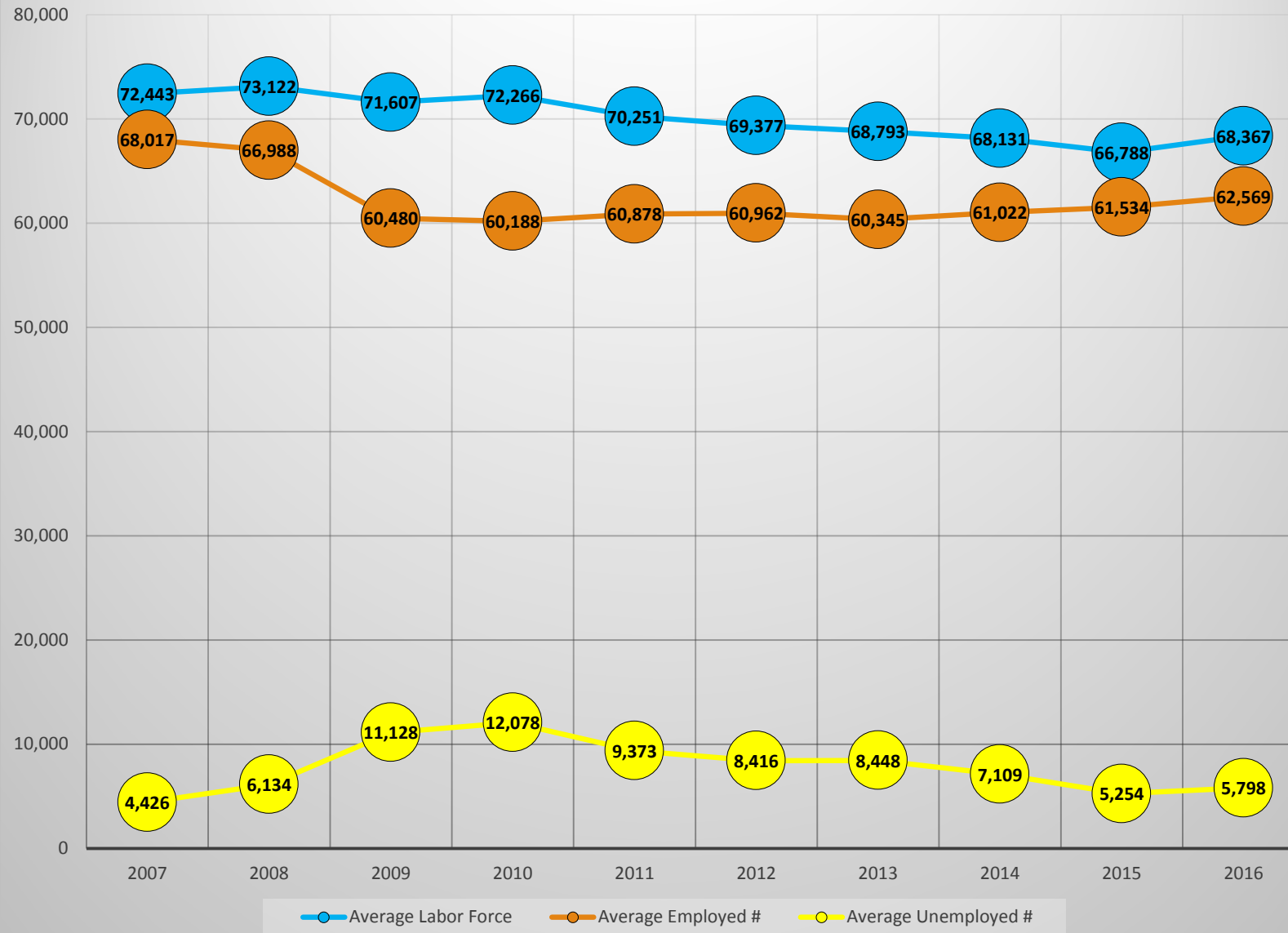
Average unemployment rate for the City of Rockford YTD has dropped nearly in half since its peak in 2010. However, it is still higher than pre-Recession levels.

While the rate is up so far in 2016, that is mostly due to a labor force rebound.



Source: Illinois Department of Employment Security Local Area Unemployment Statistics

Average Employment Trends, January through June



Employment:

The average number Rockford residents employed YTD is up for the third year in a row, though still well below pre-Recession levels.

Unemployment has also risen in 2016, but much of that that is due to people returning to the labor force.

The labor force increased for the first time since 2010.



Source: Illinois Department of Employment Security Local Area Unemployment Statistics

Unemployment Rate:

The City of Rockford's unemployment rate still leads other areas, and its recent trend is matching others in Illinois.

Unemployment Rate			
	YTD 2015	YTD 2016	Change
City of Rockford	7.9%	8.5%	0.6
Rockford MSA	6.8%	7.3%	0.5
Northern Stateline	6.7%	7.4%	0.7
Illinois	6.1%	6.5%	0.4
U.S.A.	5.6%	5.0%	-0.6

Source: Illinois Department of Employment Security Local Area Unemployment Statistics

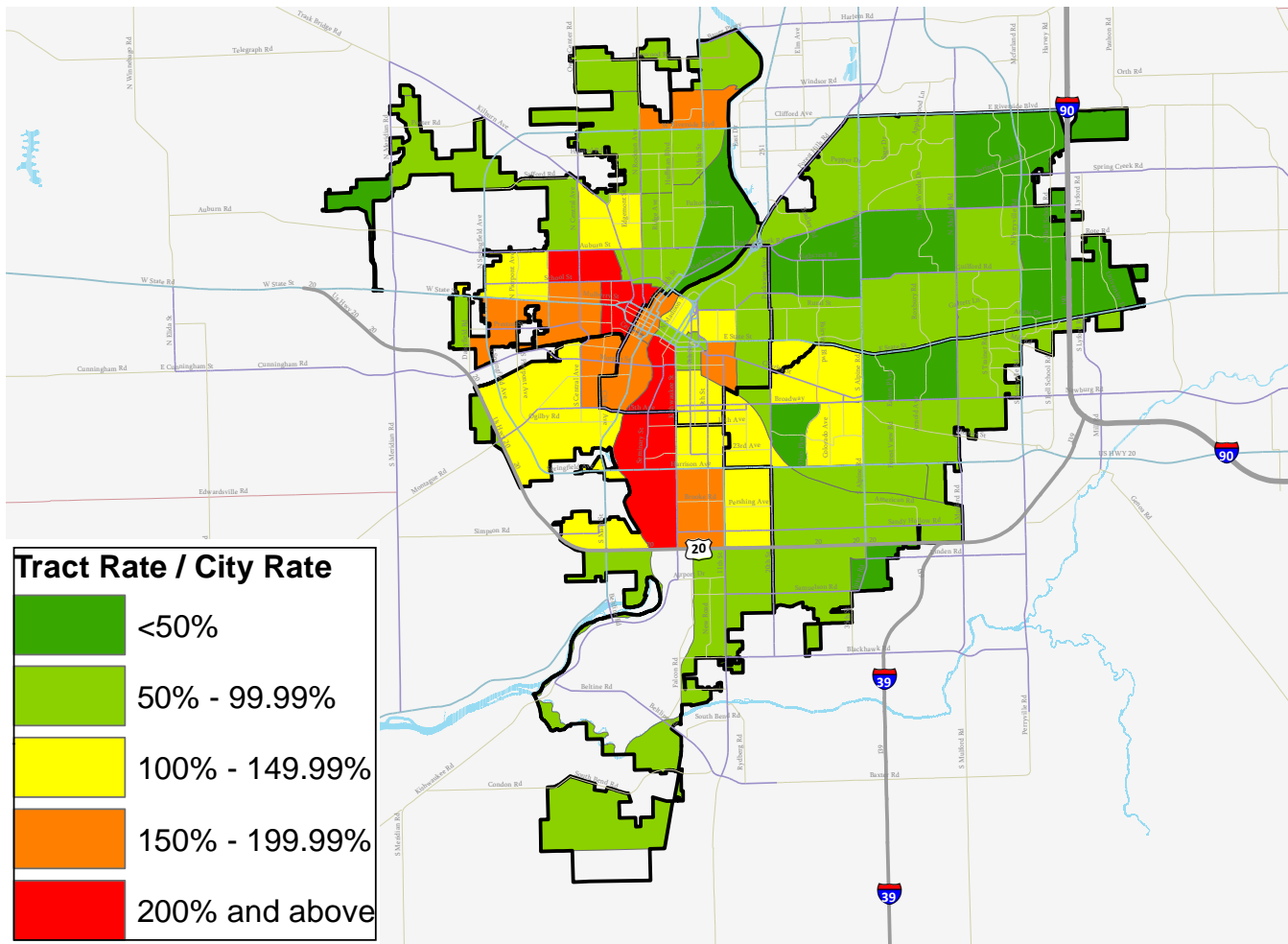
Unemployment by Census tract:

Unemployment is concentrated in parts of the City.

Red, orange and yellow tracts have unemployment rates greater than the city's overall rate.

Green tracts have less unemployment rates than the city's.

ourmap



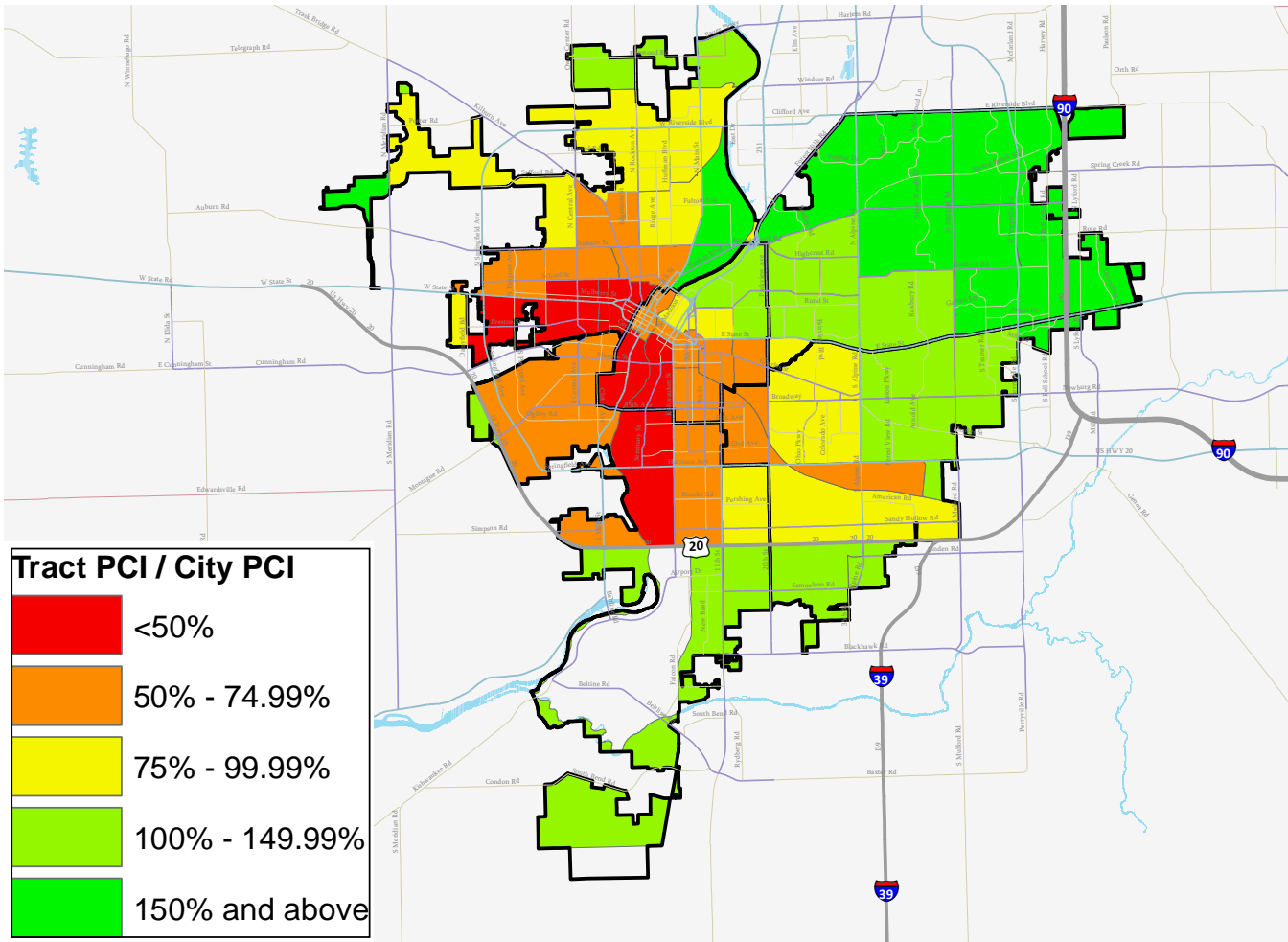
Source: U.S. Census Bureau 2010-2014 American Community Survey 5 Year Estimates and WinGIS

Per Capita Income:

The City of Rockford's per capita income is virtually flat since the Recession, while the State of Illinois and U.S. levels have risen.

Per Capita Income			
	2005-2009	2010-2014	Change
City of Rockford	\$21,757	\$21,615	-0.66%
Illinois	\$28,469	\$30,019	5.16%
U.S.A.	\$27,041	\$28,555	5.30%

Source: U.S. Census Bureau 2005-2009 and 2010-2014 American Community Survey 5 Year Estimates



Source: U.S. Census Bureau 2010-2014 American Community Survey 5 Year Estimates and WinGIS

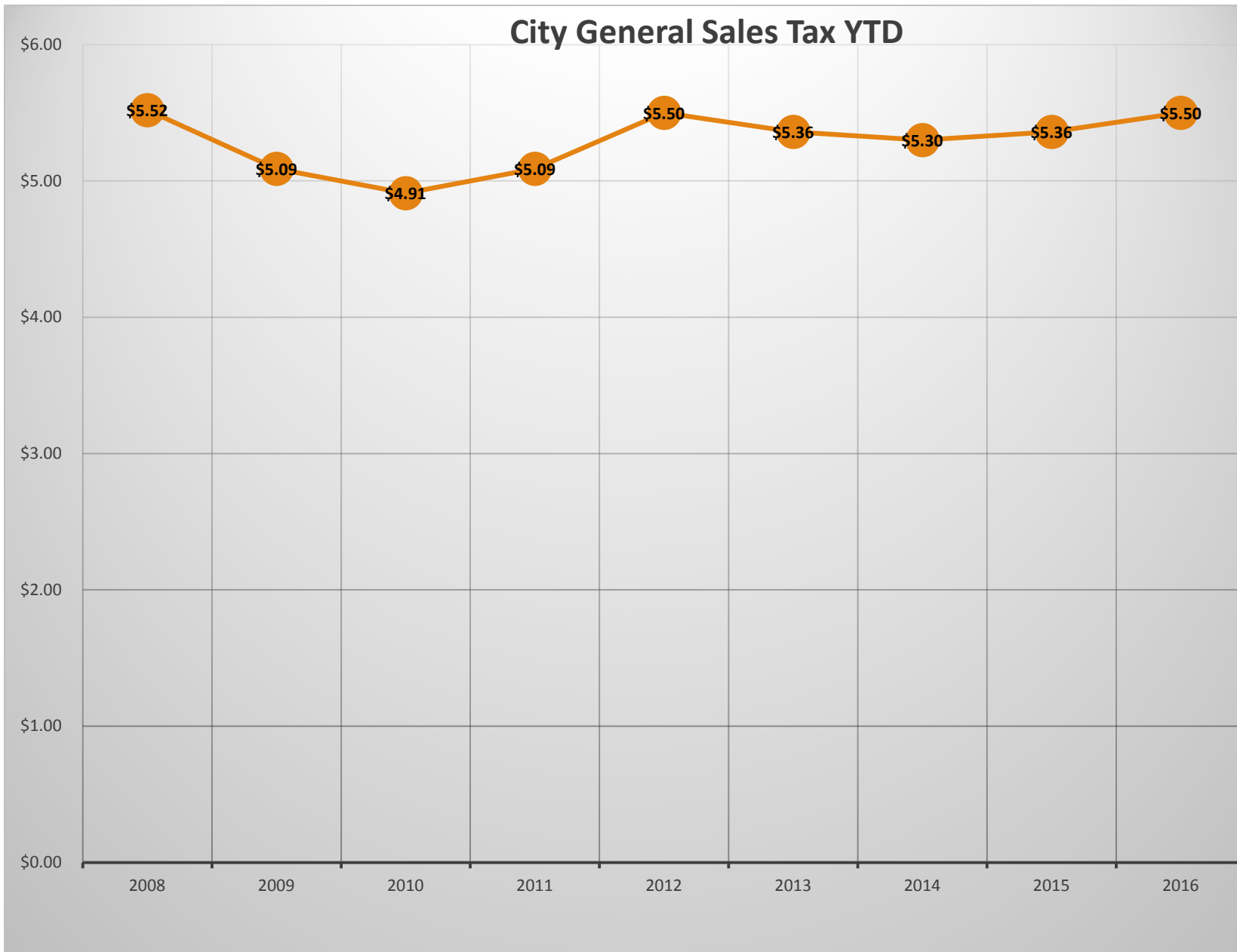
Per Capita Income by Census tract:

There are income disparities around the city.

Red, orange and yellow tracts have lower per capita income than the city's average.

Green tracts have equal or greater per capita incomes than the city's average.

ourmap



General Sales Tax:

City General Sales Tax proceeds YTD have risen for two straight years. So far, revenue is up about 2.5% over 2015 and 0.9% over what the City expected.

However, proceeds are not yet at 2008 levels.



Source: City of Rockford

Other measurements being developed

- I. Additional key economic performance indicators citywide
 - A. Equalized Assessed Value - analyzing 2016 data for City and zones.
 - B. Business investment – estimates from announcements and/or permits
 - C. Home prices/sales/absorption rate – working with RAAR report
 - D. Exploring leading indicators – permits, site visits, new businesses

Goal is citywide economic dashboard with limited indicators

Measuring across Planning Areas

II. Dashboards for each Planning Area

- A. Some shared by all areas: EAV, Census income/employment data, home prices/vacancies, tax revenue
- B. Some area-specific: brownfields redeveloped, industrial sites certified, storefronts filled, craft manufacturers started
- C. Use activity-based metrics to measure effort across planning areas
- D. Develop metrics tied to City Comprehensive Plan objectives
- E. Explore provable linkages between efforts in one area and results in another

Linking activity to results

Questions to ask:

- Is what we're doing making a positive impact?
- If it's not, what do we need to change?
- What is contingent on factors outside our control?
- What do we need to do together to improve results?
- Does every partner understand their role?
- Are we putting enough efforts in all parts of the City?

Next steps

- Finalize citywide metrics and have partners agree on them
- Explore area-based metrics for next quarterly meeting
- Continue to improve a streamlined, coherent reporting structure
- Have partners discuss how their activities are interrelated
- Use these meetings to continually test the metrics
- Adjust as needed
- Use this as a foundation for future City and Regional dashboards

NORTHERN ILLINOIS

***WORKFORCE* ALLIANCE**

The Local Workforce Board serving Boone, Stephenson & Winnebago Counties



- Business-led governance board, established by federal legislation – Workforce Innovation and Opportunity Act.
- Oversees and Directs Service Activities through ***The Workforce Connection***
 - ❖ 20 Publically Funded Programs
 - ❖ 3 Service Centers
 - ❖ Access Points throughout the Region



A proud partner of the [americanjobcenter](#) network

The Workforce Connection is the front door to the publicly funded workforce development system.

The Workforce Connection is a partnership of programs (20) serving individuals and businesses in the region.

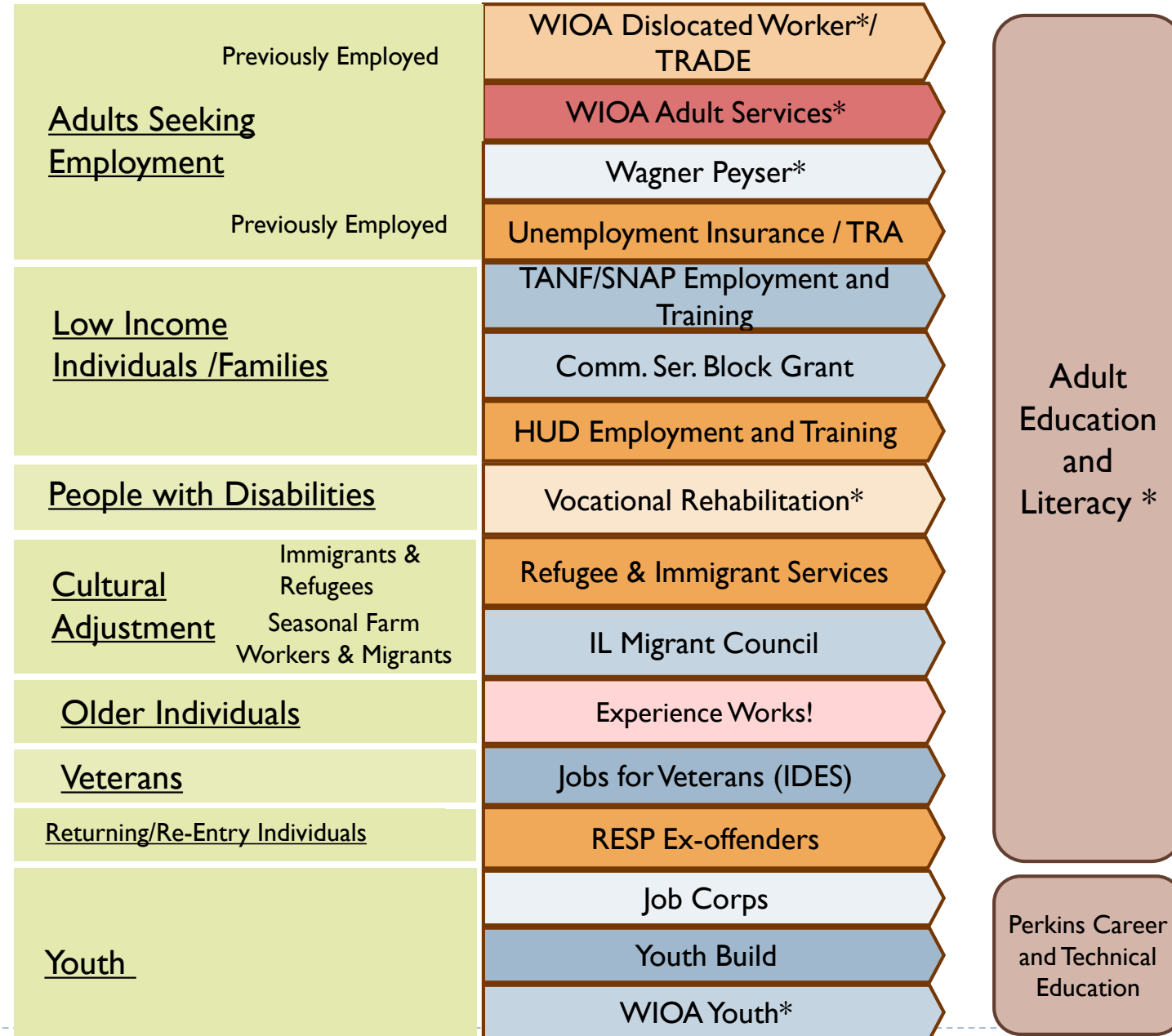
Services of *The Workforce Connection*

- Career Planning and Goal Setting
- Connection to Jobs and/or Training
- Assessment and Review of Skills
- Local Labor Market Information – who is hiring; who will be hiring
- Job Search Assistance
 - Develop Resumes, Assistance with Job Applications, Interview Preparation
- Job Readiness Classes
 - Essential Skills : Communication, Dependability, Team Work
- Scholarships / Training Assistance

Shared Vision

The Partners of The Workforce Connection will advance the economic vitality of the region by providing a quality workforce in response to employer needs through an integrated, accessible employer-driven system utilizing the resources of all partners to develop our human capital.

Populations
Served:
The
Workforce
Connection

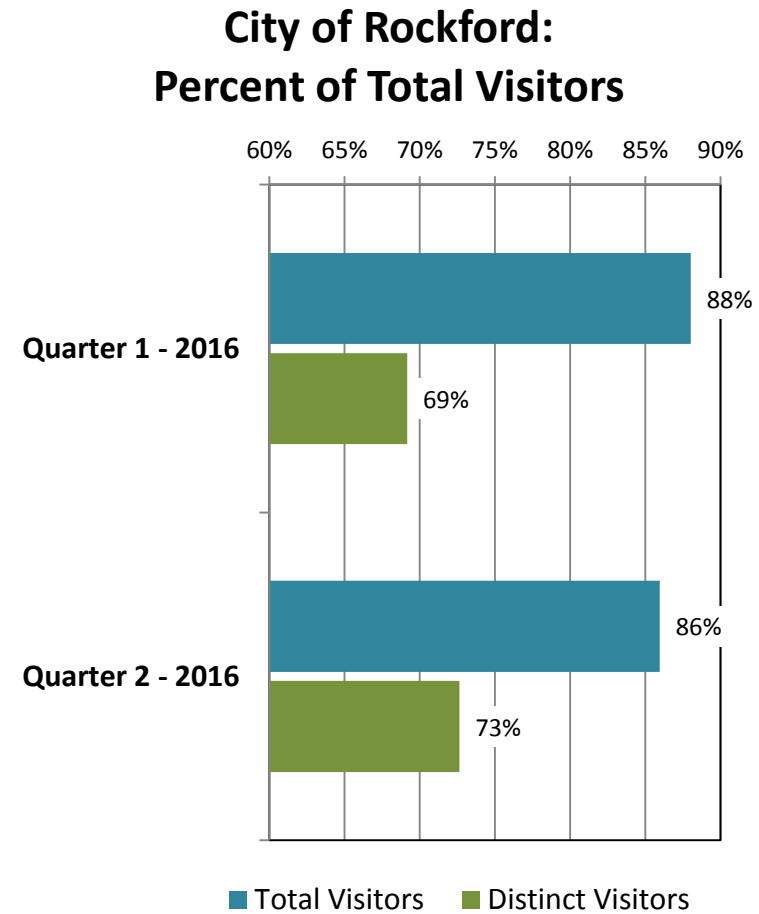
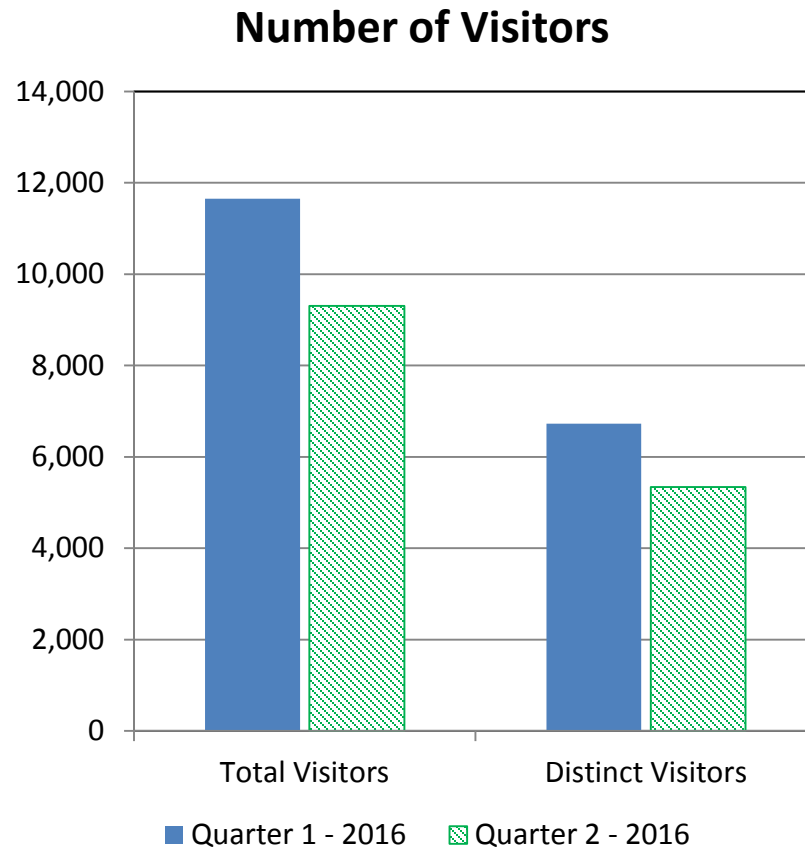


* Core Partner

Center & Resource Room Job Search Visitors

	Quarter 1 - 2016		Quarter 2 - 2016	
	January - March		April - June	
	<i>All Visitors</i>	<i>City of Rockford</i>	<i>All Visitors</i>	<i>City of Rockford</i>
Total Visitors	11,655	10,259	9,307	8,000
Distinct Visitors	6,730	4,654	5,341	3,879

Center & Resource Room Job Search Visitors

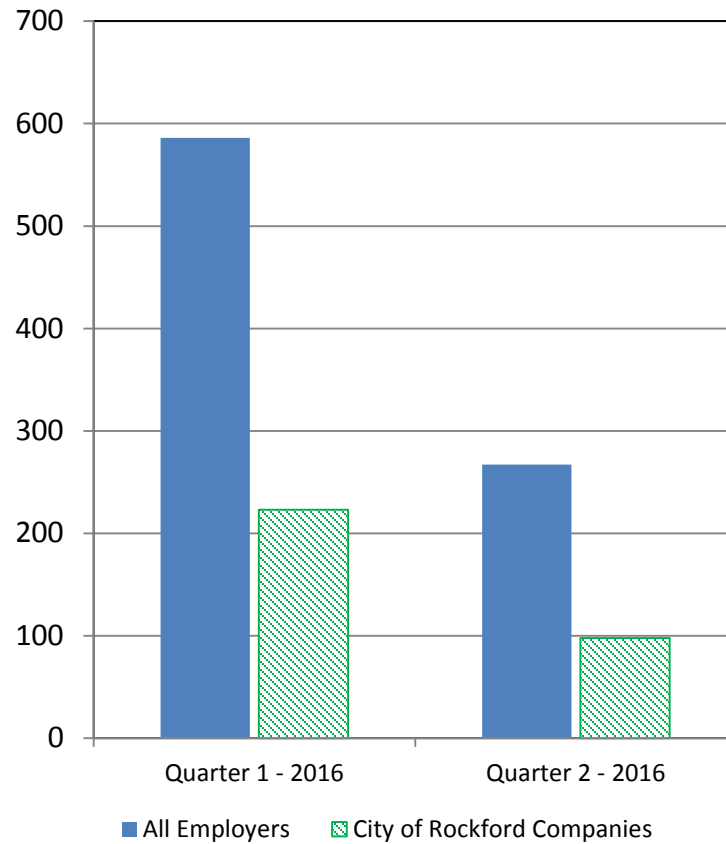


New Hires

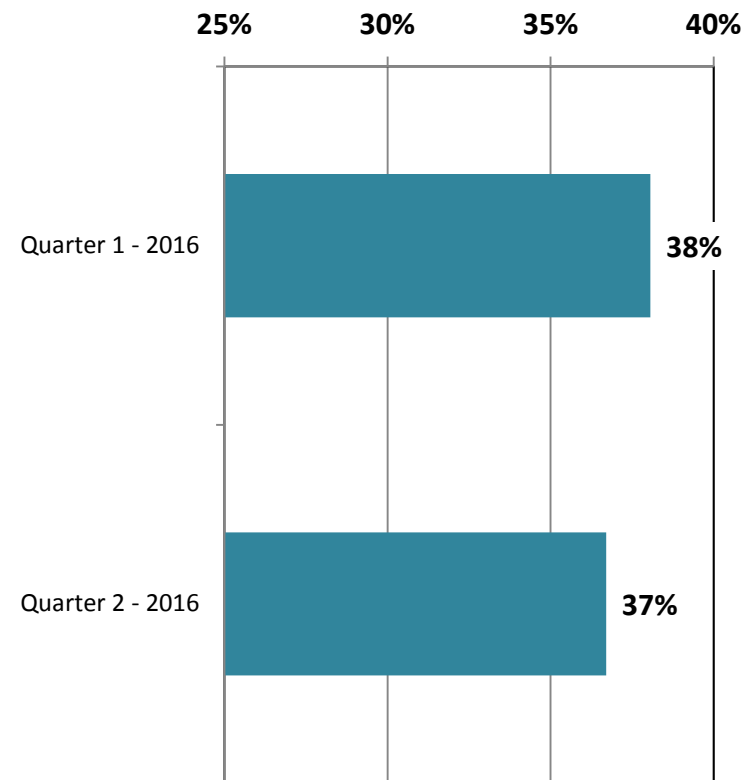
Quarter 1 - 2016		Quarter 2 - 2016	
January - March		April - June	
<i>All Employers</i>	<i>City of Rockford Companies</i>	<i>All Employers</i>	<i>City of Rockford Companies</i>
586	223	267	98

New Hires

Total New Hires

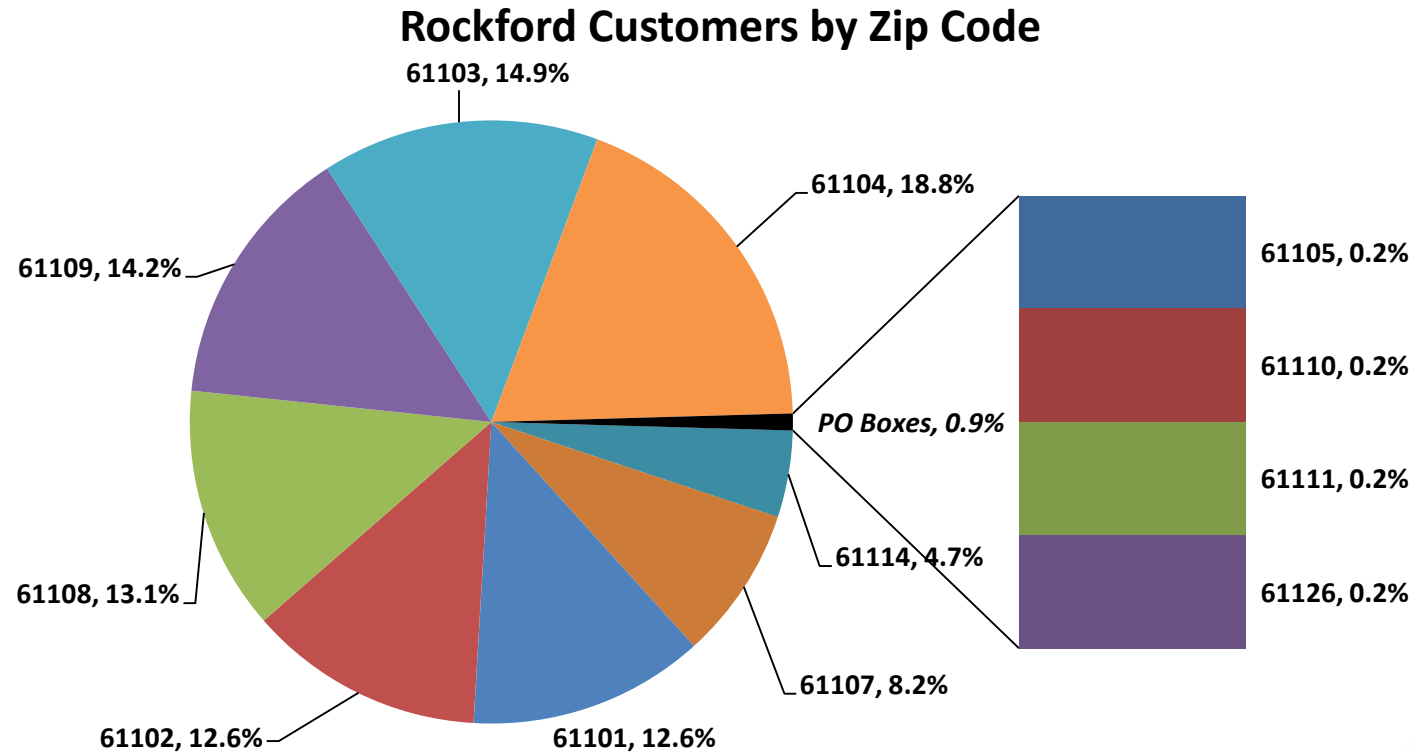


City of Rockford: Percent of Total New Hires

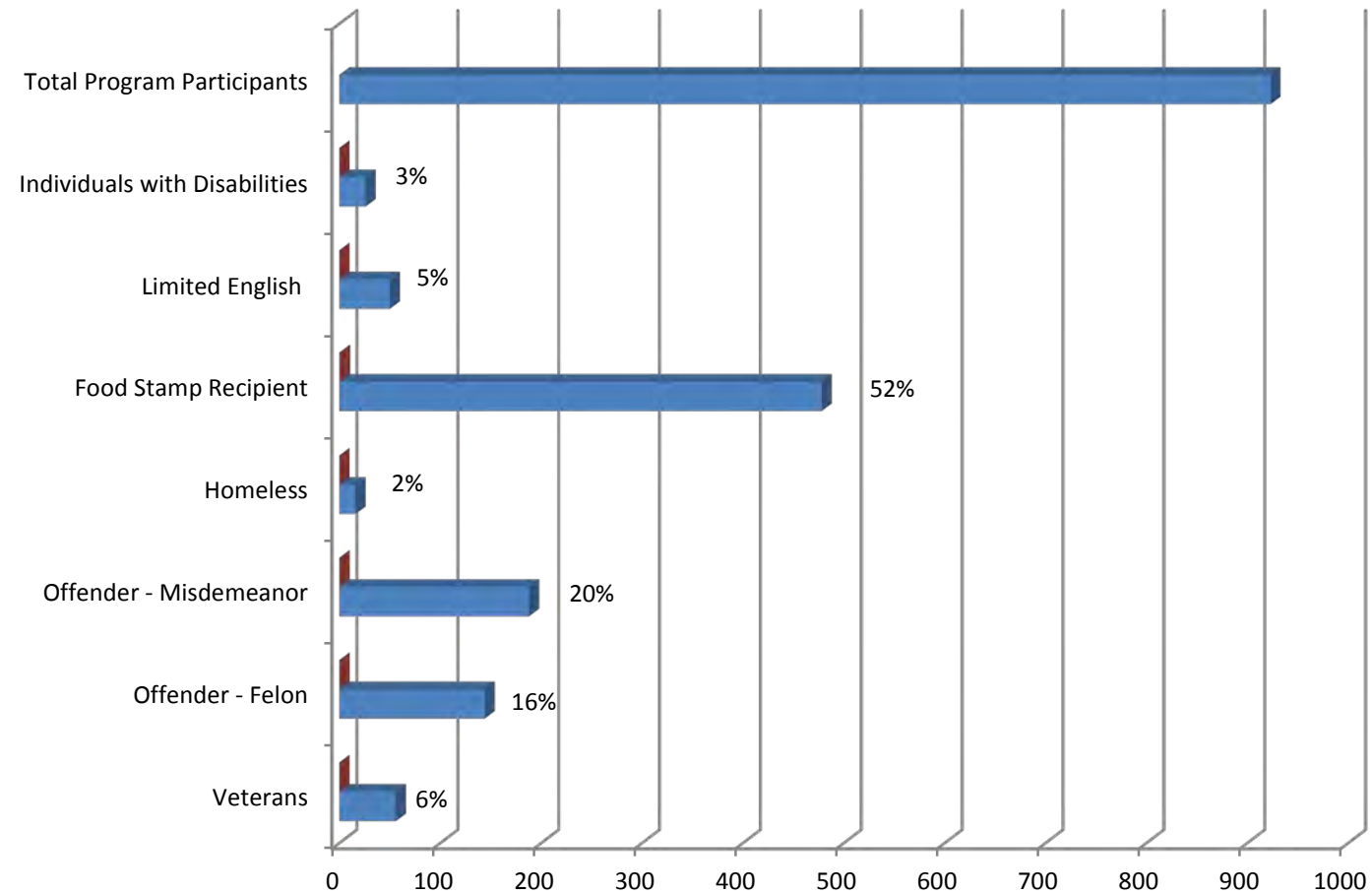


Adult Workforce Development & Training Program Services Program Year 2015 (July 2015 – June 2016)

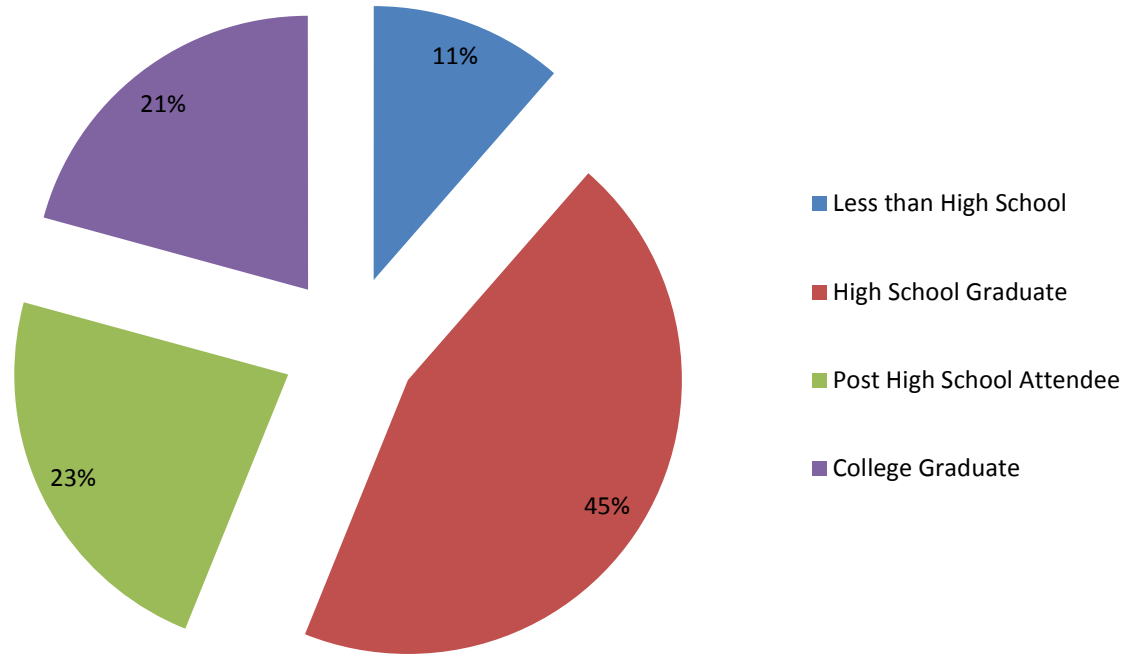
	All Customers	City of Rockford	Percent From Rockford
Total Customers	877	451	51.4%
Receiving Scholarships	294	141	48.0%



Adult Participants



Adult Participant Education Levels



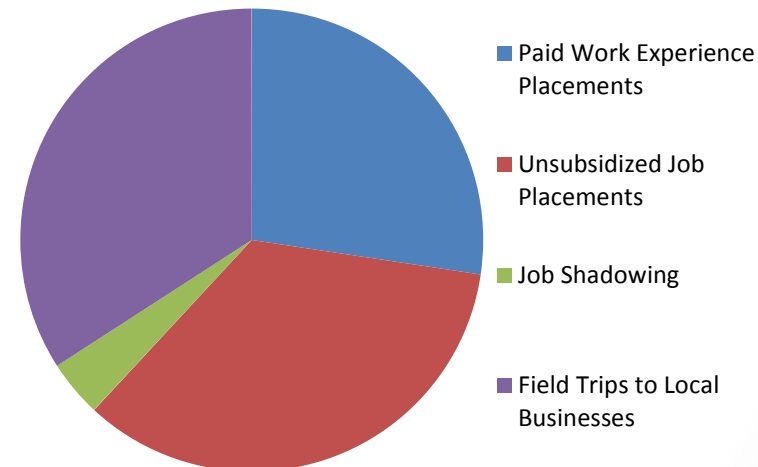
Youth Workforce Development & Training Program Services

ELEVATE – Boone & Winnebago

Program Year 2015 (July 2015 – June 2016)

Total Served	226
In-School Youth	20
Out-of-School Youth	206
High School Equivalency's Earned	127
High School Diplomas Attained	21

Youth Work-Related Activities	
Paid Work Experience Placements	69
Unsubsidized Job Placements	87
Job Shadowing	10
Field Trips to Local Businesses	86



WIOA Performance Outcomes
Year-to-Date Program Year 2015 (7/1/15-6/30/16)

WIOA Adult Program Performance

	Goal	Threshold	Actual Outcomes PY15
Entered Employment Rate	75%	60%	75.98%
Employment Retention Rate	80%	64%	83.59%
Average Earnings	\$11,000	\$8,800	\$10,514.87

WIOA Dislocated Worker Performance

	Goal	Threshold	Actual Outcomes PY15
Entered Employment Rate	84%	67.2%	87.42%
Employment Retention Rate	89%	71.2%	87.86%
Average Earnings	\$16,000	\$12,800	\$14,941.64

WIOA Youth Program Performance

	Goal	Threshold	Actual Outcomes PY15
Attained Degree/Diploma/Certification	66%	52.8%	63.01%
Placed in Employment / Education	65%	52%	77.94%
Literacy and Numeracy Gains	57%	45.6%	52.29%

Source: Illinois Workforce Development System - Performance Outcomes with WRIS Wages 8/8/16

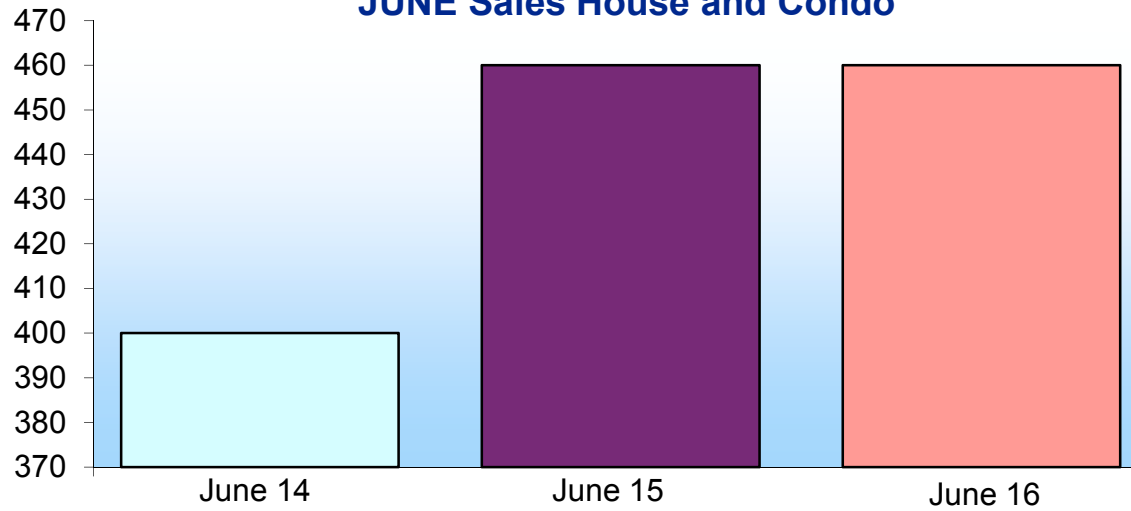
Summary of MLS Rules Section 10-13: Please review entire section.

Information provided by the MLS shall be considered confidential and exclusively for the use of Participants and real estate licensees affiliated with such Participants, provided they are MLS members. A fine of \$1,000 applies for violation of the confidentiality provisions. The data provided is considered accurate but is not guaranteed.



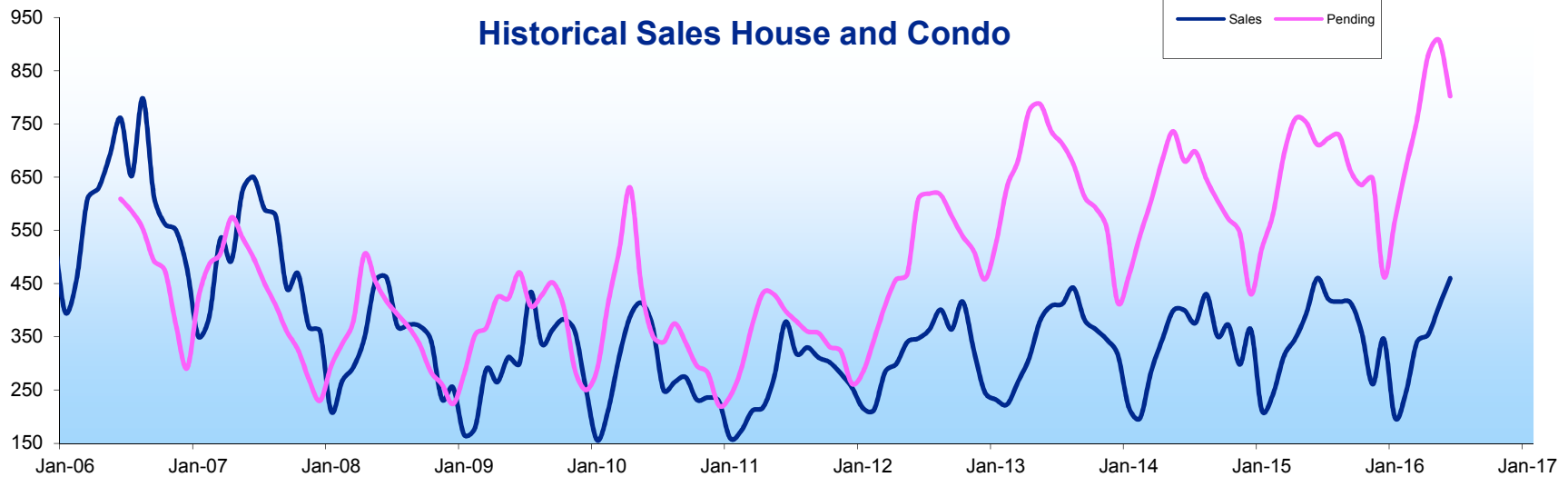


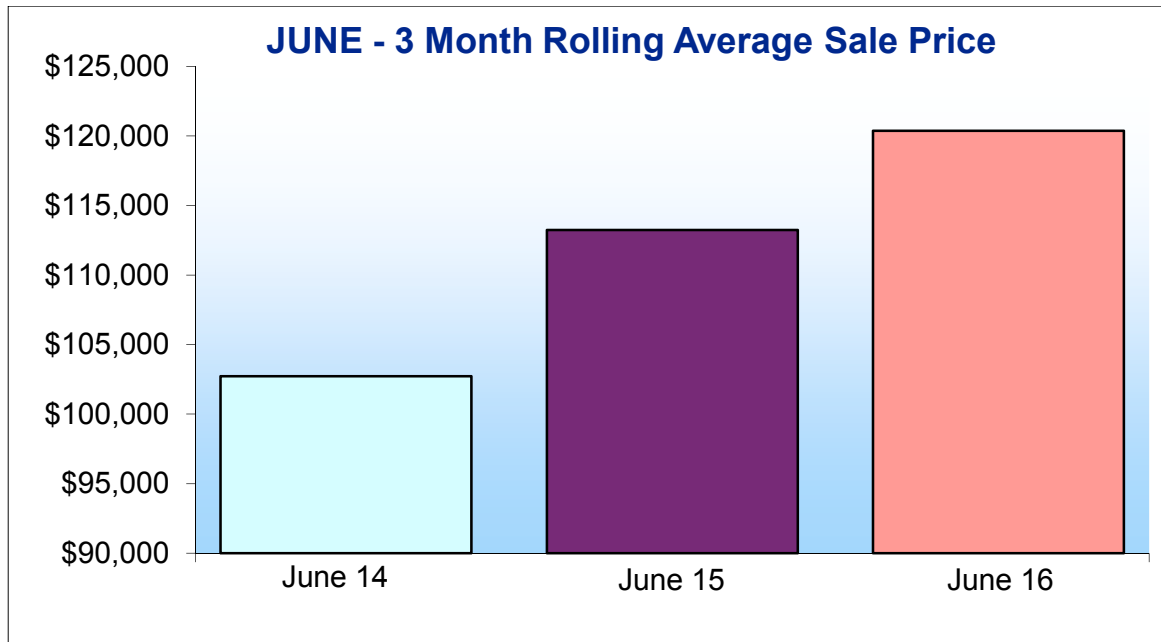
JUNE Sales House and Condo



Month	Current Year	One Year Previous	Change
Jul-15	421	376	11.97%
Aug-15	416	430	-3.26%
Sep-15	414	351	17.95%
Oct-15	359	372	-3.49%
Nov-15	261	298	-12.42%
Dec-15	346	364	-4.95%
Jan-16	199	212	-6.13%
Feb-16	245	242	1.24%
Mar-16	340	314	8.28%
Apr-16	354	346	2.31%
May-16	408	393	3.82%
Jun-16	460	460	0.00%

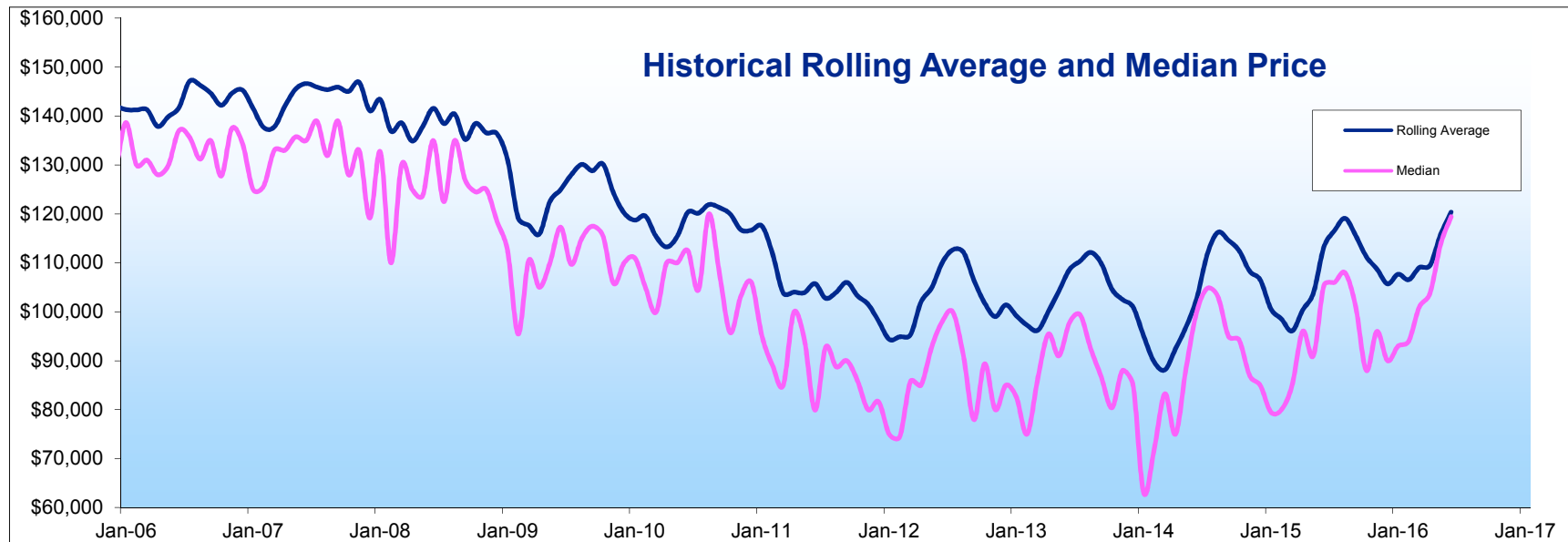
Historical Sales House and Condo



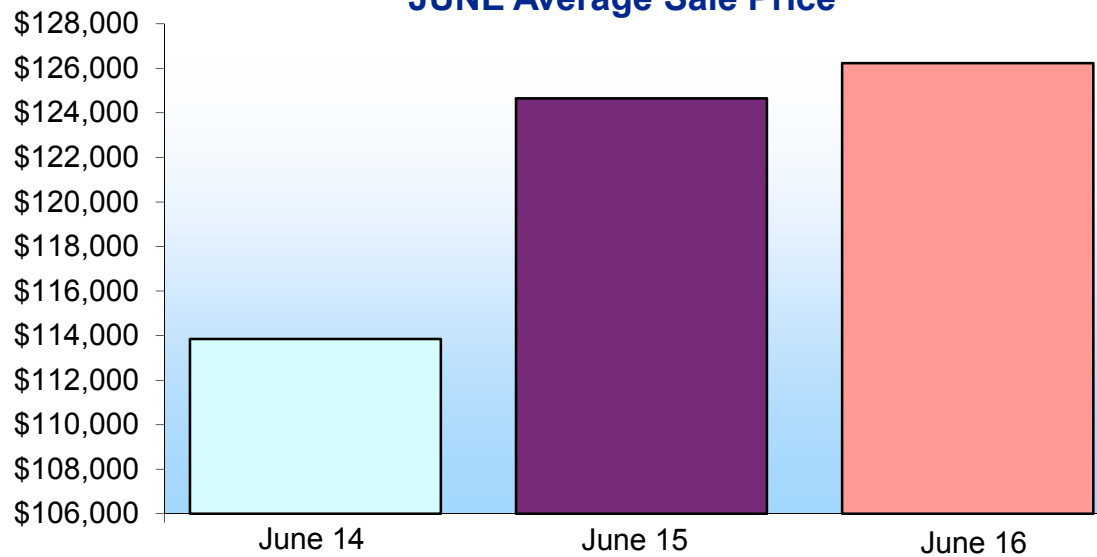


Average Prices - 3 Month Rolling Average

Month	Current Year	One Year Previous	Change
Jul-15	\$116,616	\$111,760	4.35%
Aug-15	\$119,100	\$116,244	2.46%
Sep-15	\$115,555	\$114,594	0.84%
Oct-15	\$111,279	\$112,507	-1.09%
Nov-15	\$108,736	\$108,281	0.42%
Dec-15	\$105,701	\$106,508	-0.76%
Jan-16	\$107,684	\$100,610	7.03%
Feb-16	\$106,559	\$98,502	8.18%
Mar-16	\$109,050	\$96,077	13.50%
Apr-16	\$109,468	\$100,363	9.07%
May-16	\$115,753	\$103,782	11.54%
Jun-16	\$120,367	\$113,233	6.30%



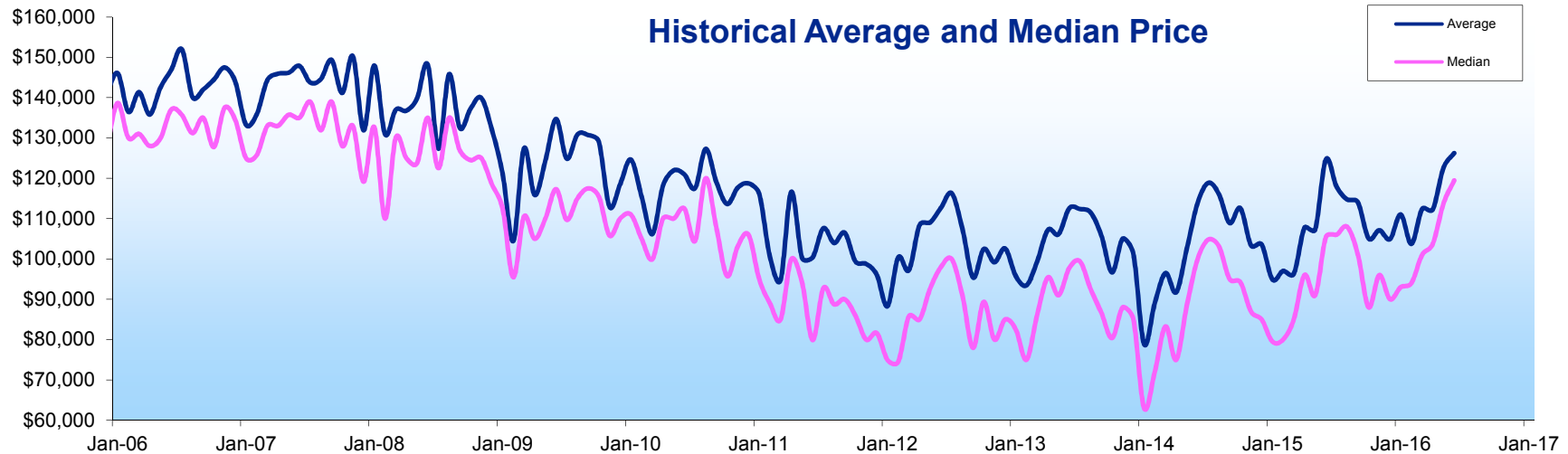
JUNE Average Sale Price



Average Prices - Single Month

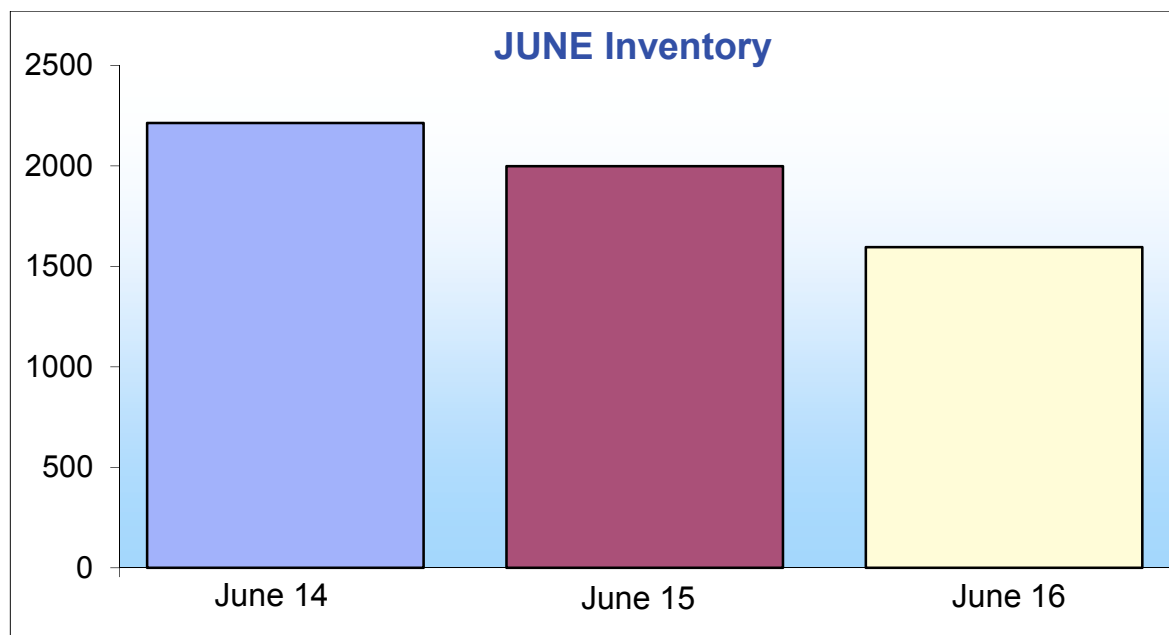
Month	Current Year	One Year Previous	Change
Jul-15	\$117,904	\$118,851	-0.80%
Aug-15	\$114,740	\$116,036	-1.12%
Sep-15	\$114,020	\$108,896	4.71%
Oct-15	\$105,076	\$112,590	-6.67%
Nov-15	\$107,112	\$103,358	3.63%
Dec-15	\$104,914	\$103,575	1.29%
Jan-16	\$111,027	\$94,898	17.00%
Feb-16	\$103,735	\$97,032	6.91%
Mar-16	\$112,387	\$96,302	16.70%
Apr-16	\$112,283	\$107,755	4.20%
May-16	\$122,590	\$107,289	14.26%
Jun-16	\$126,229	\$124,656	1.26%

Historical Average and Median Price



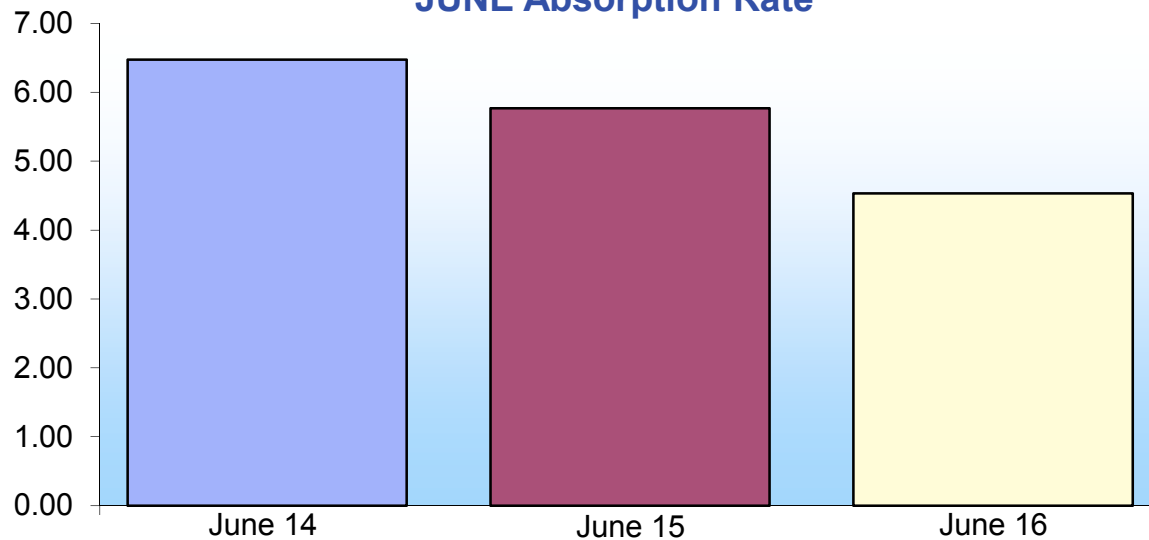


Month	Current Year	One Year Previous	Change
Jul-15	2067	2284	-9.50%
Aug-15	2048	2314	-11.50%
Sep-15	1920	2272	-15.49%
Oct-15	1818	2215	-17.92%
Nov-15	1706	2039	-16.33%
Dec-15	1540	1818	-15.29%
Jan-16	1470	1757	-16.33%
Feb-16	1379	1611	-14.40%
Mar-16	1419	1716	-17.31%
Apr-16	1391	1818	-23.49%
May-16	1422	1875	-24.16%
Jun-16	1595	1999	-20.21%





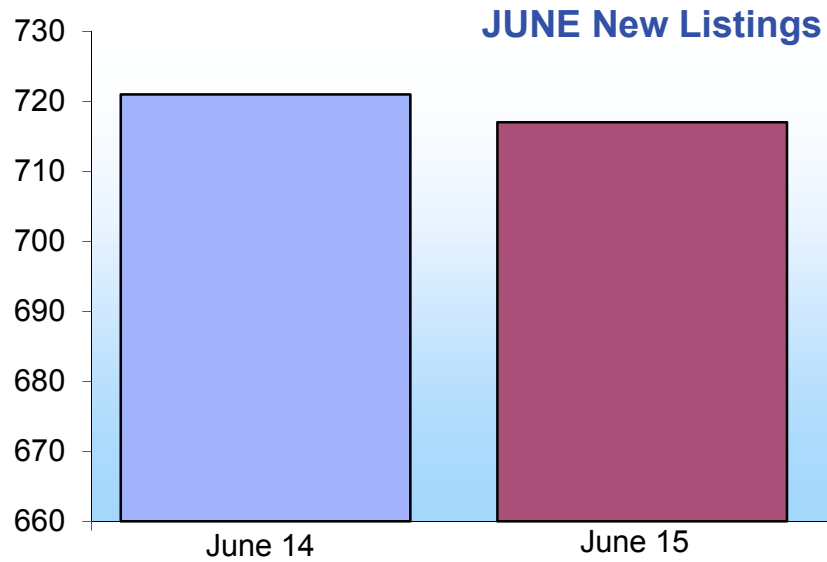
JUNE Absorption Rate



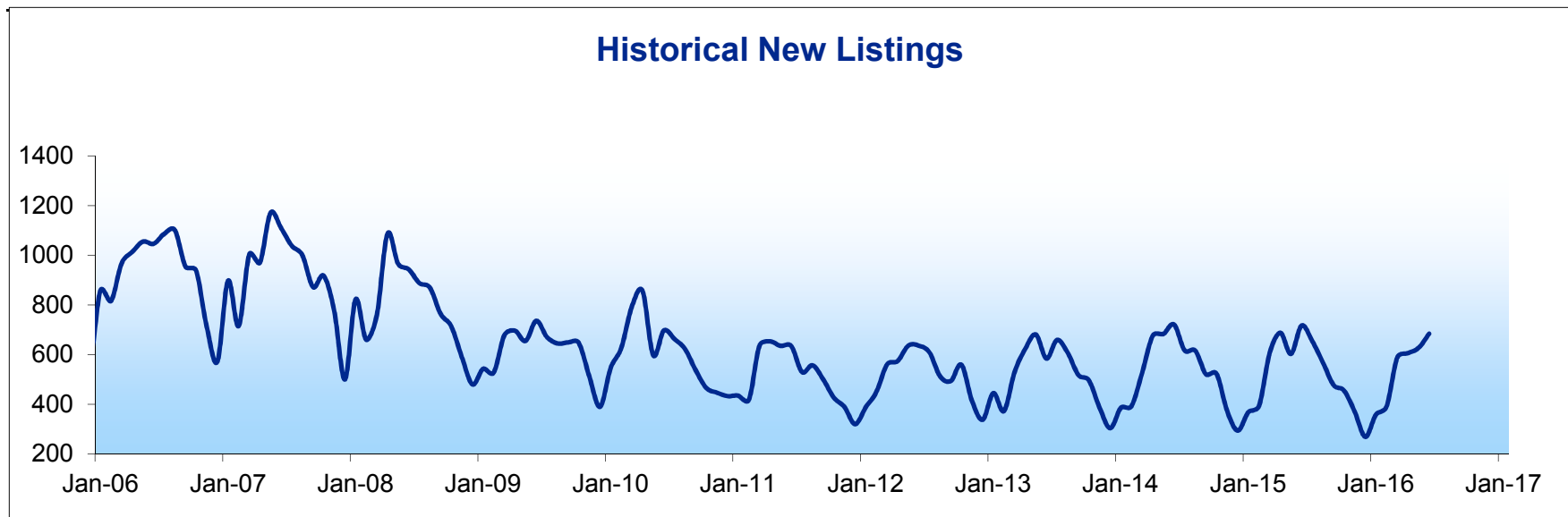
Month	Current Year	One Year Previous	Change
Jul-15	5.90	6.74	-12.45%
Aug-15	5.87	6.85	-14.35%
Sep-15	5.42	6.78	-20.04%
Oct-15	5.15	6.59	-21.95%
Nov-15	4.87	6.14	-20.67%
Dec-15	4.42	5.41	-18.37%
Jan-16	4.23	5.24	-19.22%
Feb-16	3.96	4.75	-16.49%
Mar-16	4.05	5.02	-19.24%
Apr-16	3.97	5.32	-25.38%
May-16	4.04	5.49	-26.40%
Jun-16	4.53	5.77	-21.44%

Historical Absorption Rate



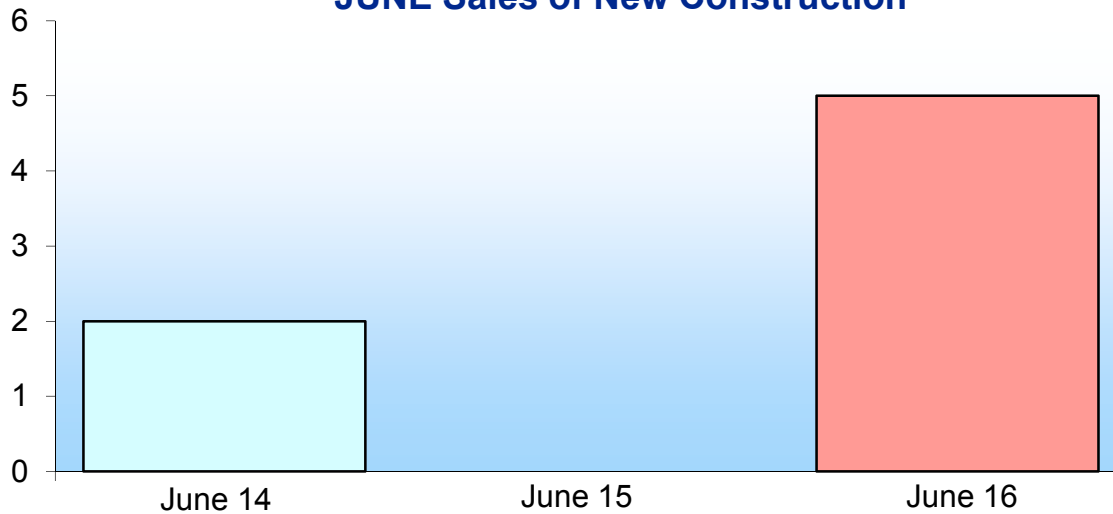


Month	Current Year	One Year Previous	Change
Jul-15	655	617	6.16%
Aug-15	569	616	-7.63%
Sep-15	478	521	-8.25%
Oct-15	455	523	-13.00%
Nov-15	370	373	-0.80%
Dec-15	269	294	-8.50%
Jan-16	359	369	-2.71%
Feb-16	392	394	-0.51%
Mar-16	588	607	-3.13%
Apr-16	606	688	-11.92%
May-16	627	603	3.98%
Jun-16	684	717	-4.60%



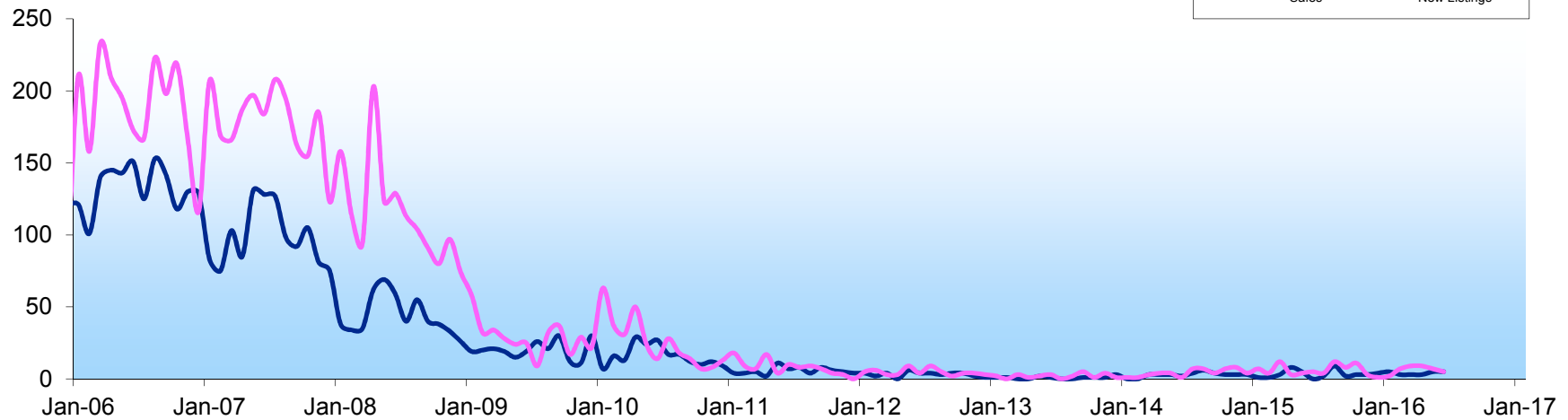


JUNE Sales of New Construction

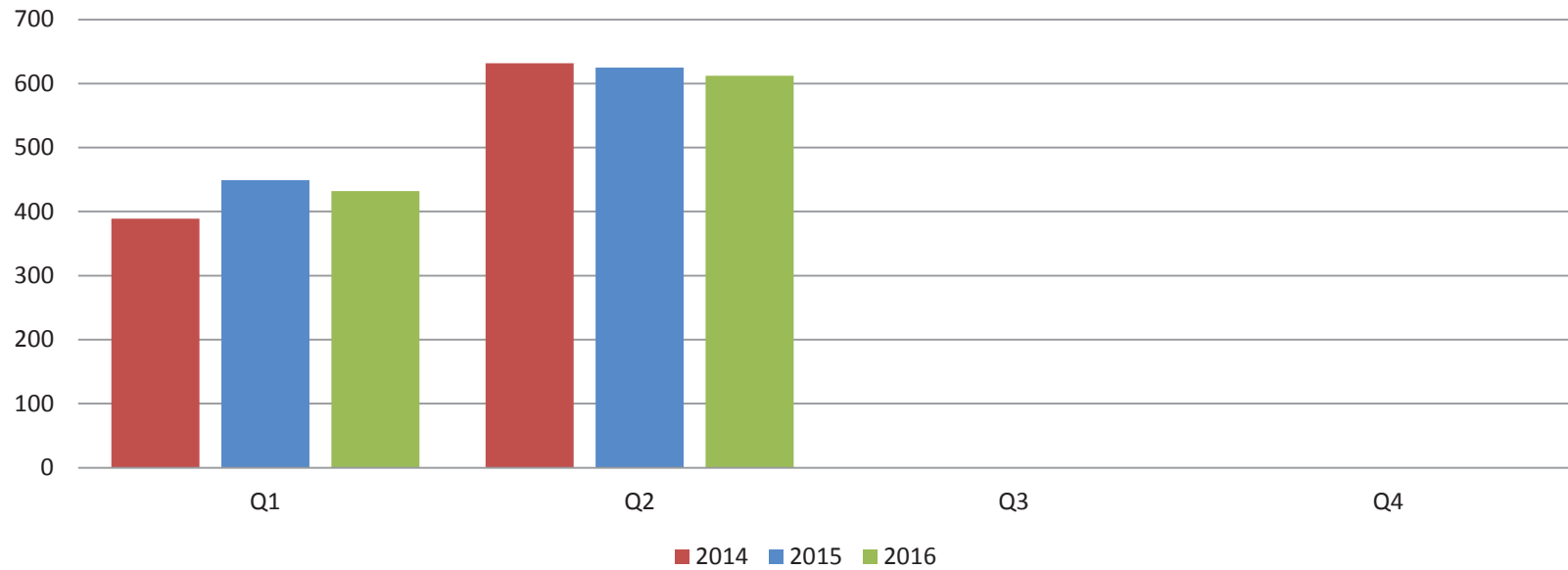


Month	New Listings	Sales	Inventory Unit Change
Jul-15	4	2	2.00
Aug-15	12	9	3.00
Sep-15	8	2	6.00
Oct-15	11	3	8.00
Nov-15	3	3	0.00
Dec-15	1	4	-3.00
Jan-16	2	5	-3.00
Feb-16	7	3	4.00
Mar-16	9	3	6.00
Apr-16	9	3	6.00
May-16	7	5	2.00
Jun-16	5	5	0.00

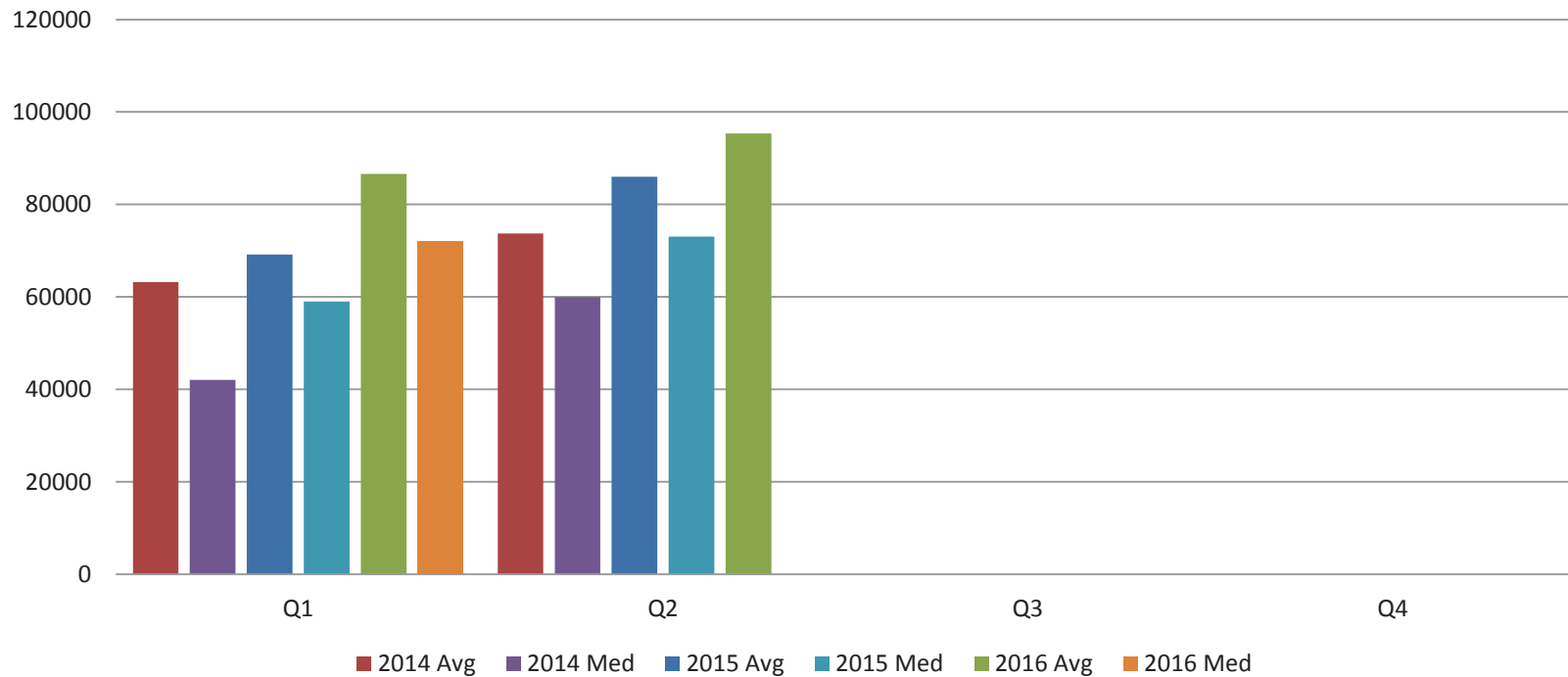
Historical New Construction



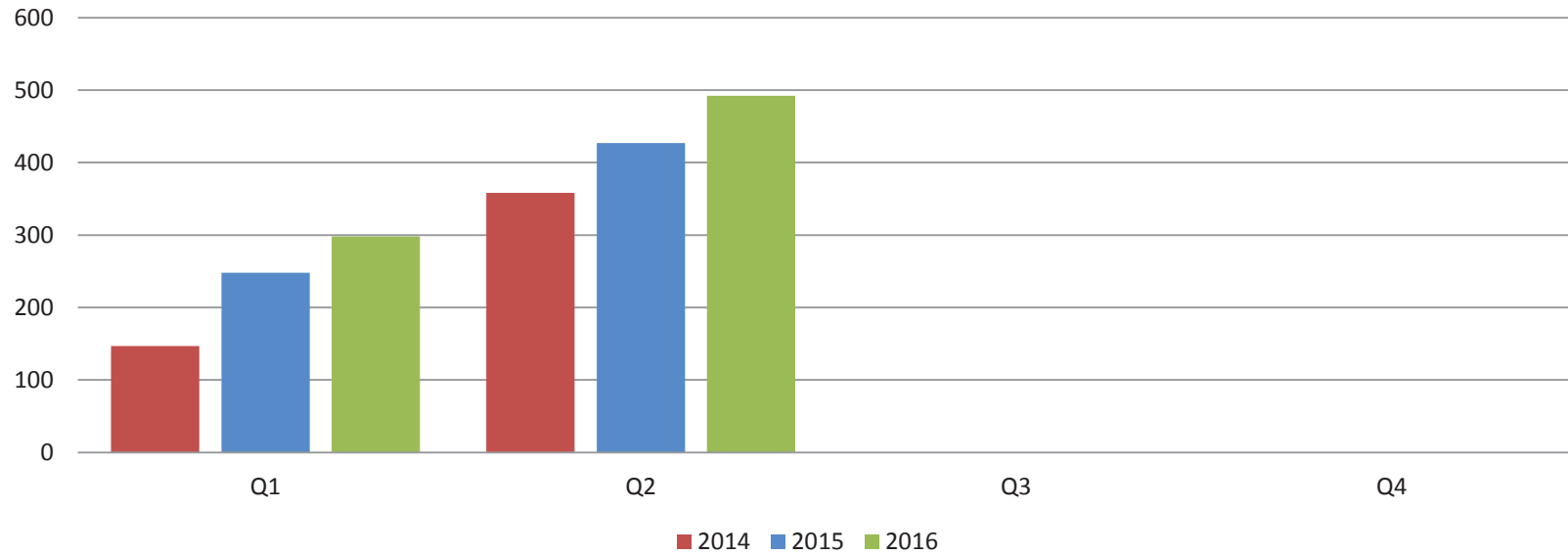
TOTAL SALES - Rockford



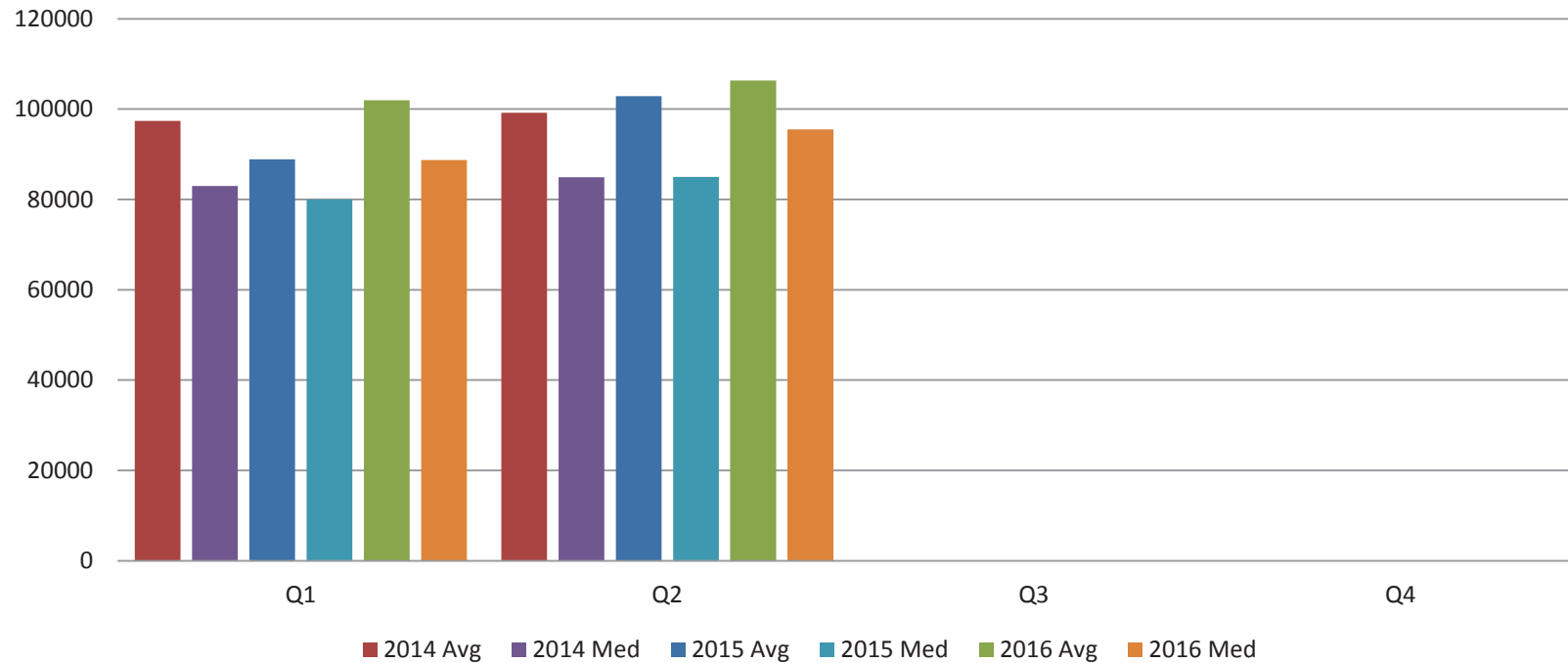
Average and Median Price for All Sales - Rockford



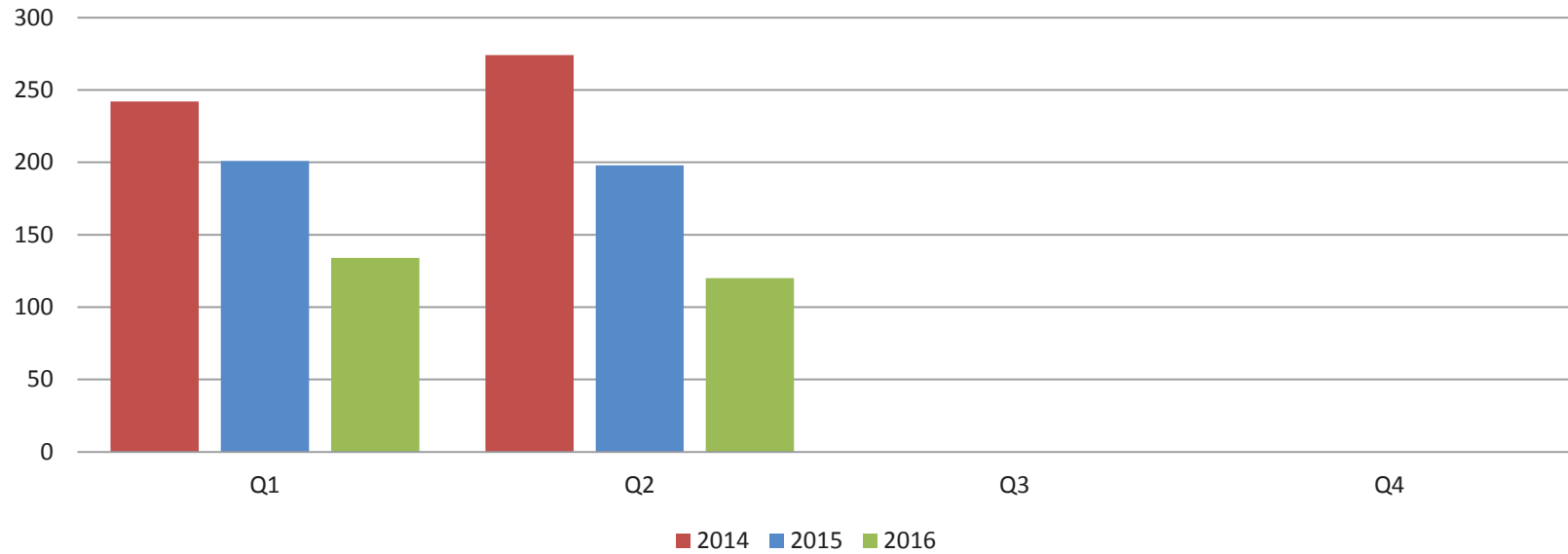
NORMAL SALES - Rockford



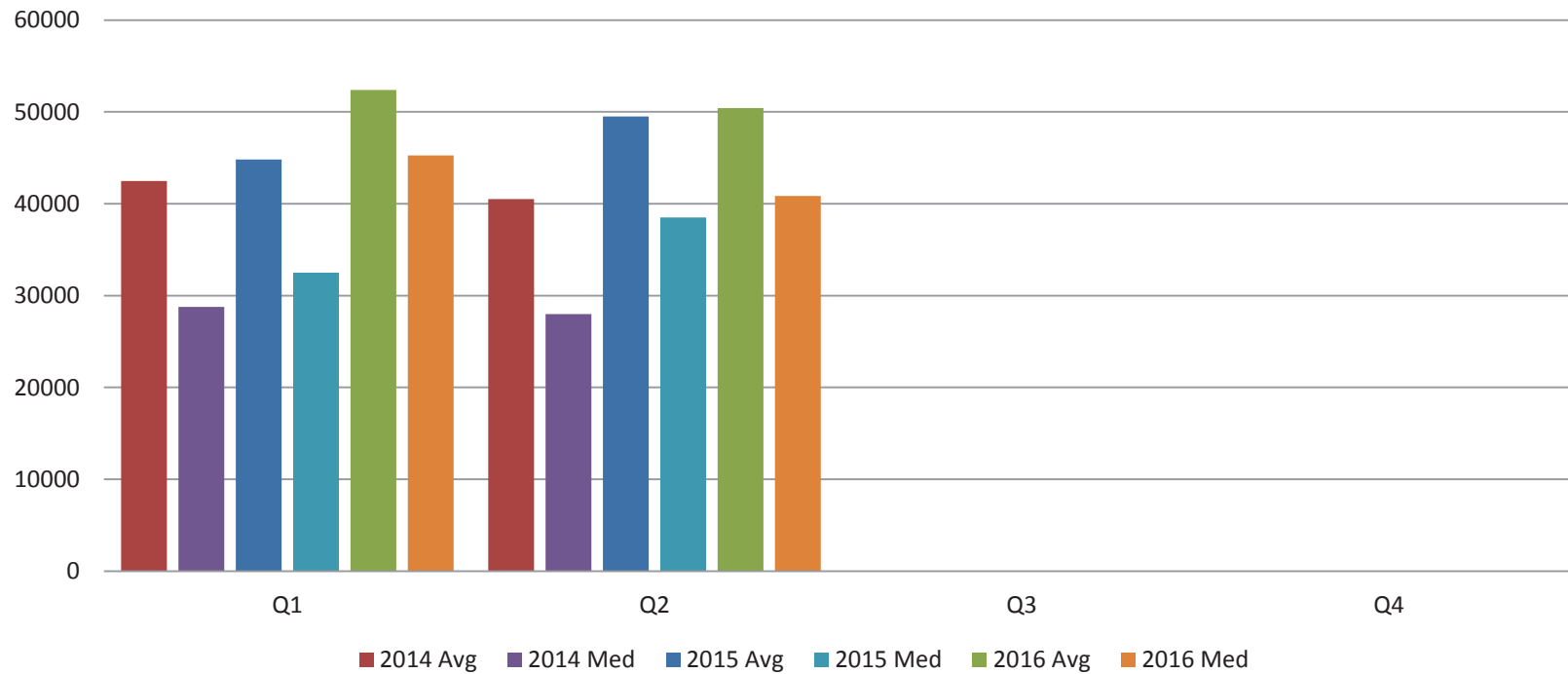
Average and Median Price for Normal Sales - Rockford



DISTRESSED SALES - Rockford



Average and Median Price for Distressed Sales - Rockford



Rockford Area Convention & Visitors Bureau

QUARTERLY UPDATE

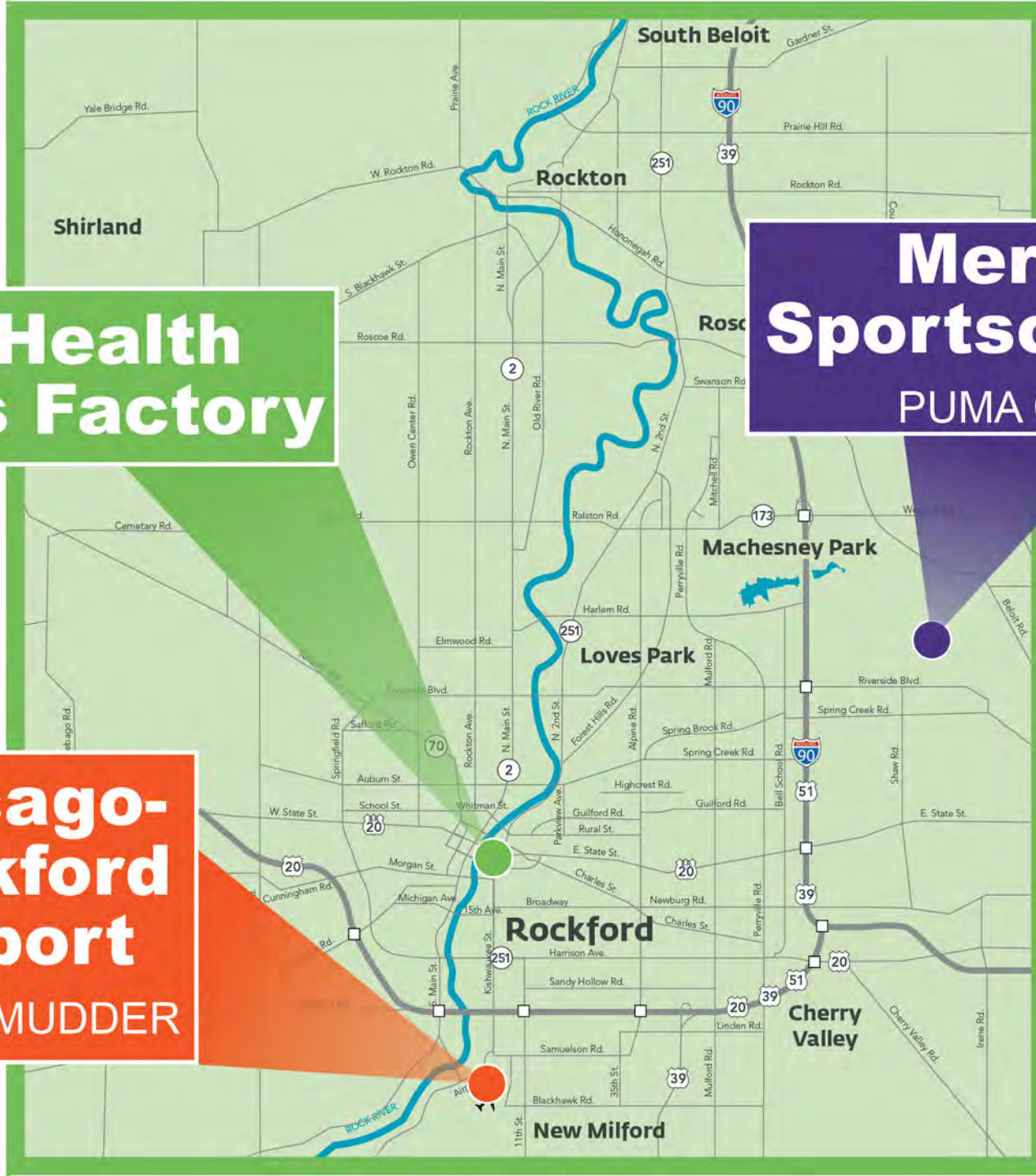
FY16, Q4 April – June 2016



**UW Health
Sports Factory**

**Mercy
Sportscore 2**
PUMA CUP

**Chicago-
Rockford
Airport**
TOUGH MUDDER



Puma Cup (northeast)



9,000 hotel rooms
(over 2 weeks)

\$2.31 million in
economic impact

588 teams

5,000+ athletes
and fans

Tough Mudder (southwest)



11,788 participants

17,222 total out-of-market visitors

\$6.1 million in economic impact

3,707 hotel room nights

UW Health Sports Factory (central)



105,000 sq. ft. of
space

\$16.5 million
annual in economic
impact

504,380 total
visitors anticipated to
visit in the first year

Forest City Beautiful (central)

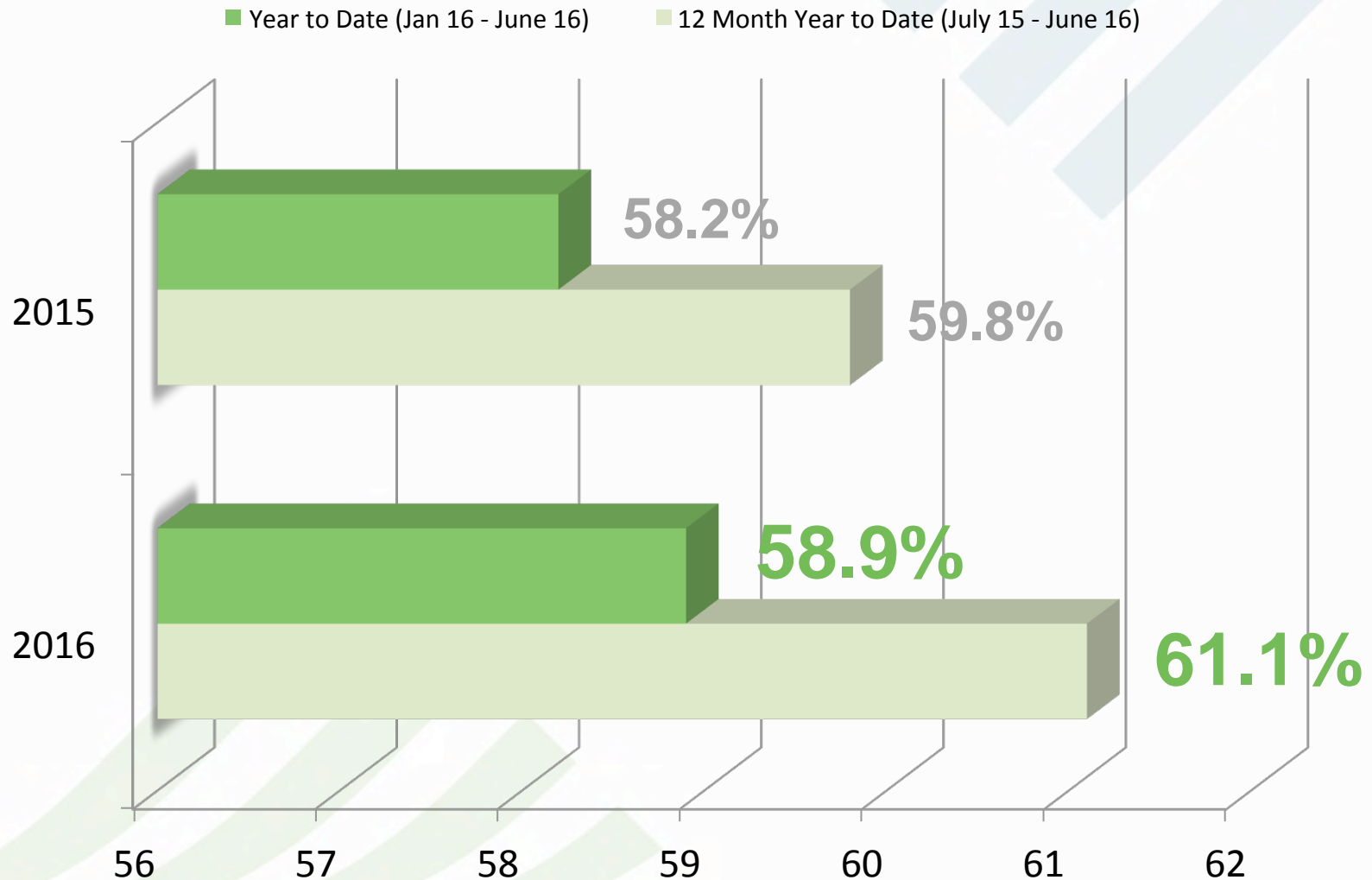


- Citizen feedback asked for cleaner/greener city
- 3-year pilot program
- Privately funded
- RACVB = plan/install/maintain 9 lots, 75+ planters
- Improve visual appearance/sense of safety/pride



County Hotel Statistics

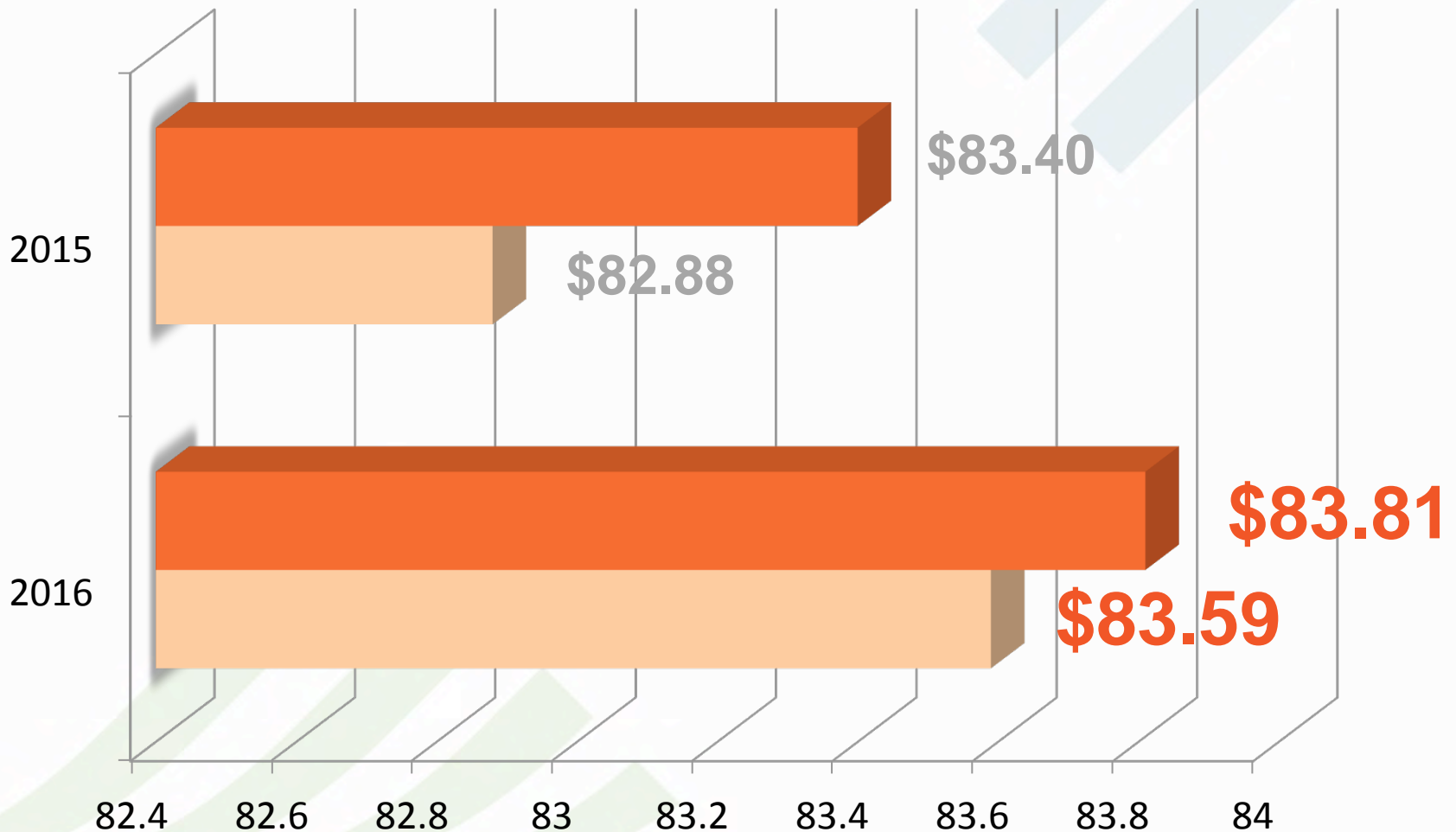
Year to Date Hotel Occupancy



County Hotel Statistics

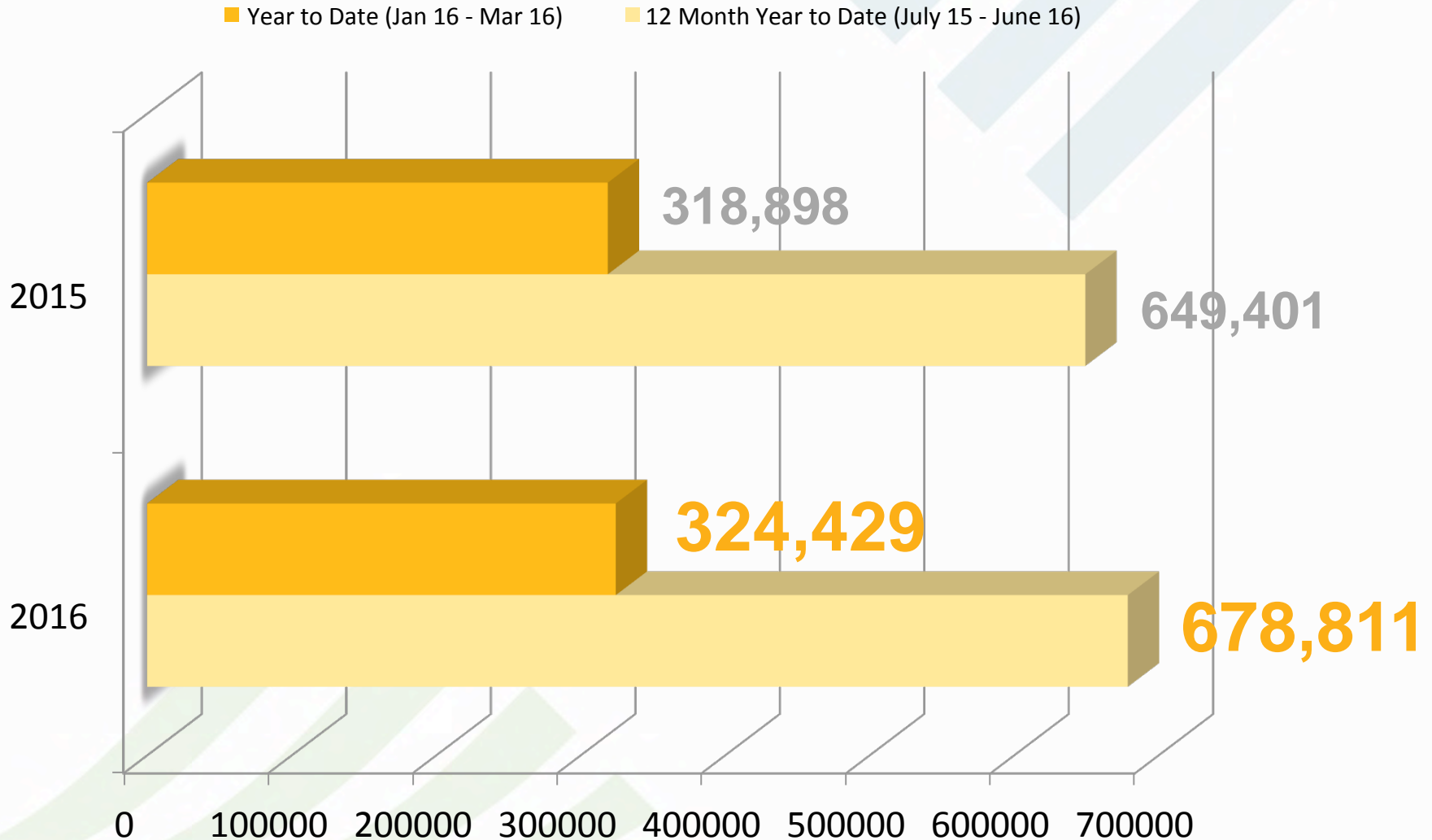
Year-to-Date Average Room Rate

■ Year to Date (Jan 16 - June 16) ■ 12 Month Year to Date (July 15 - June 16)



County Hotel Statistics

Year-to-Date Hotel Room Demand

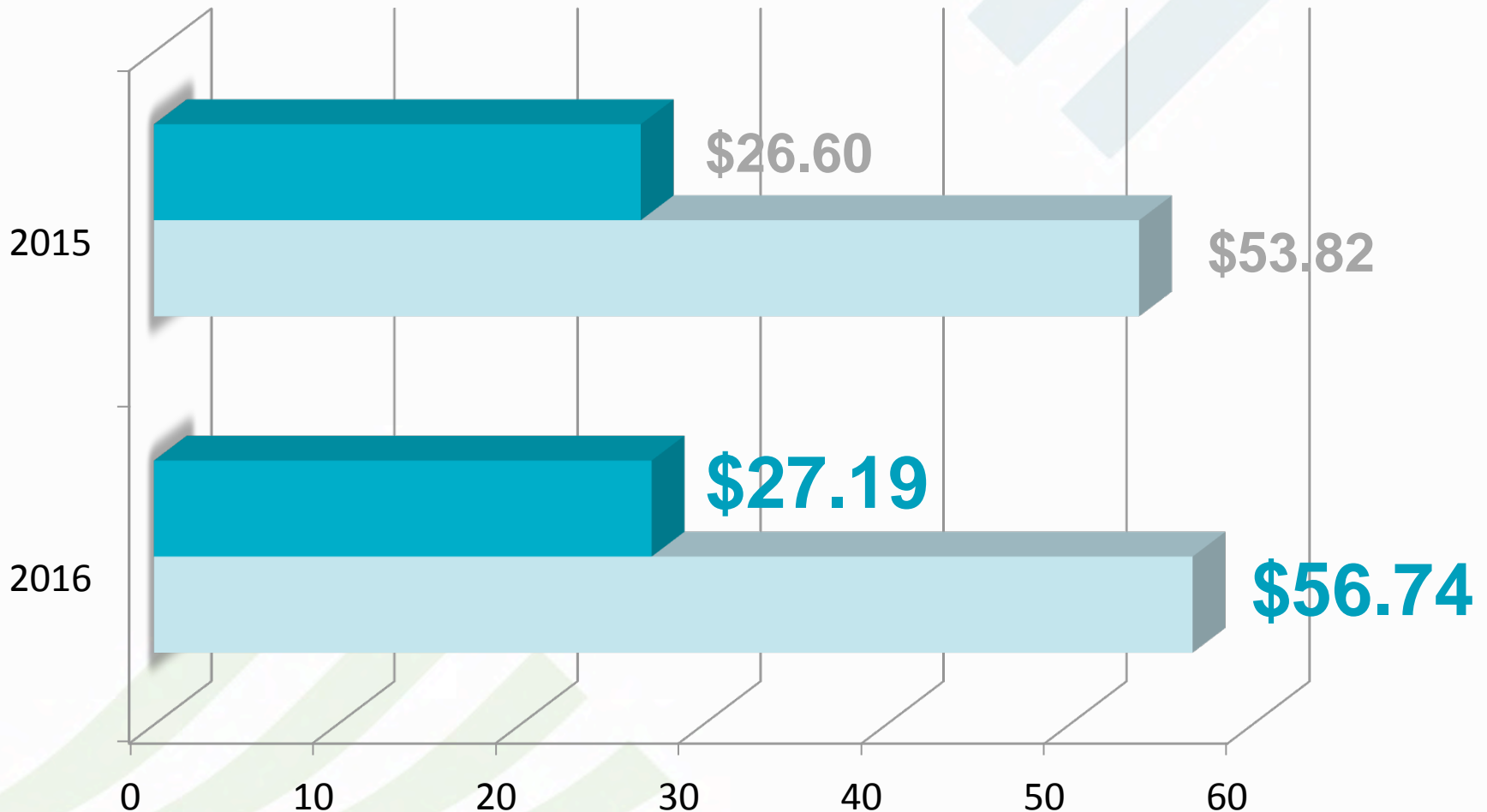


County Hotel Statistics

Year to Date Revenue (in millions)

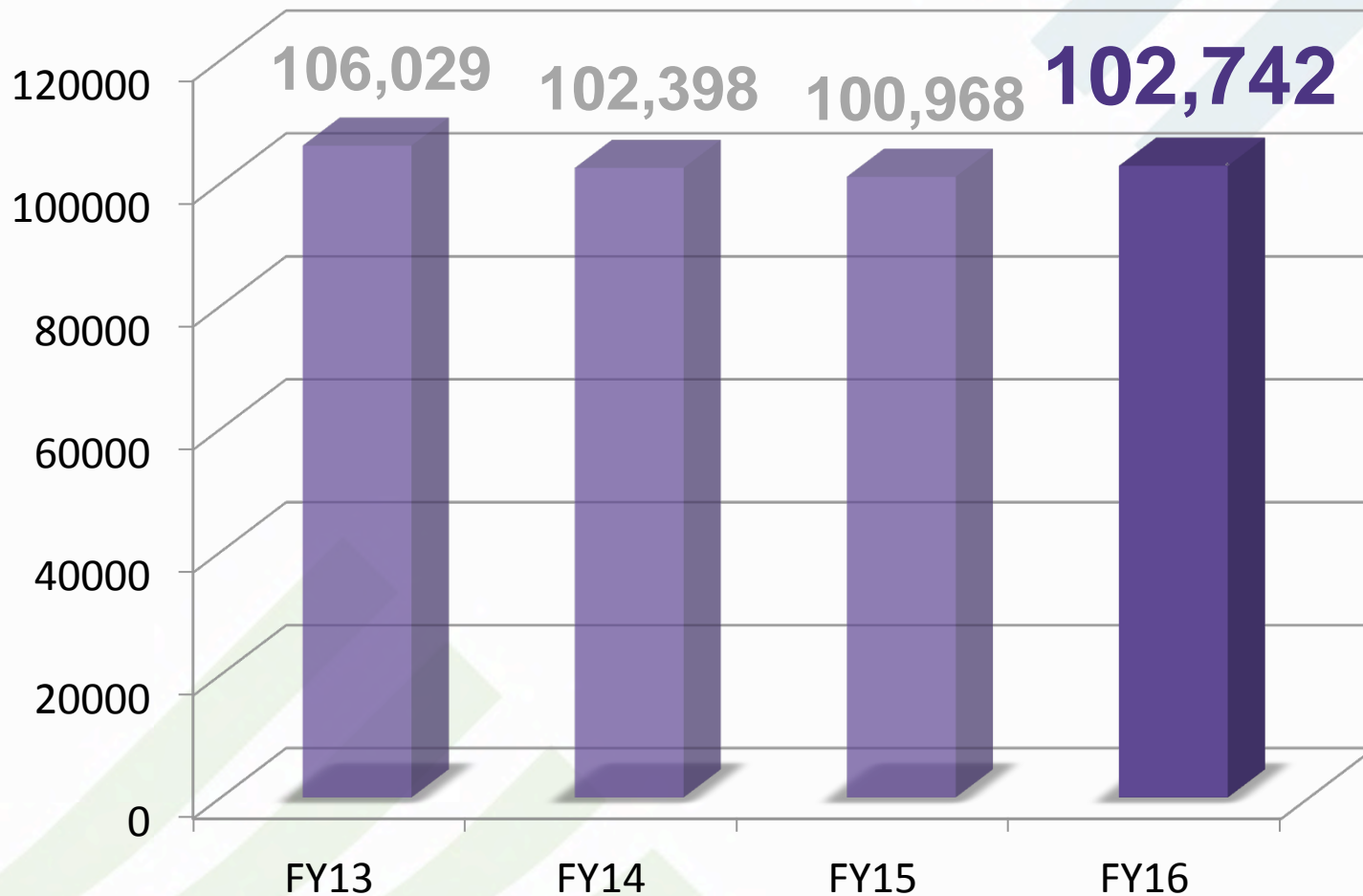
■ Year to Date (Jan 16 - Mar 16)

■ 12 Month Year to Date (July 15 - June 16)



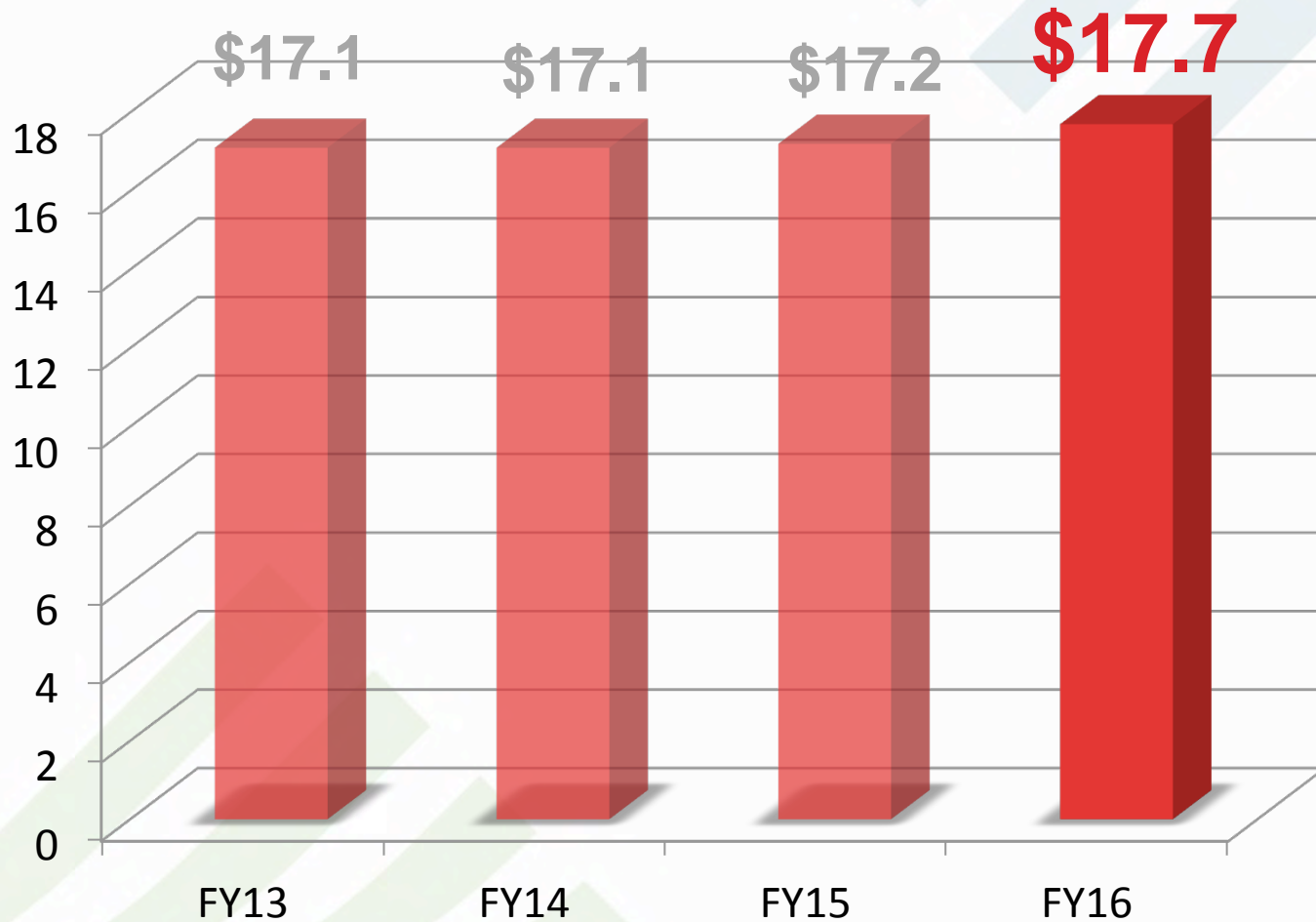
Sales & Servicing Update

Future Hotel Room Nights Booked



Sales & Servicing Update

Estimated Economic Impact (in millions)



Sales & Servicing Update

Number of Event Bookings



Website Statistics (Apr 16 – June 16)



total website visitors

134,973 total visitors in 2015
91,291 total visitors in 2014

Most Searched Terms

Things to Do

Rockford Events

Magic Waters Waterpark

Rocktown Adventures

Rock Cut State Park

Most Searched Sites

APR – Discovery Center
Museum

MAY – Anderson Japanese
Gardens

JUNE – Magic Waters Waterpark

Earned Media (Tracking “RACVB”)

37,190,344 total impressions
(TV, newspaper, online, magazine, other publications)

2,837 news results



37,591,800 circulation



Rockford Area Convention & Visitors Bureau

QUARTERLY UPDATE



Rockford

I L L I N O I S  U S A

ROCKFORD AREA ECONOMIC DEVELOPMENT COUNCIL

Second Quarter 2016

Michael Nicholas, President



RAEDC and The City of Rockford

As a Primary Lead/Partner with the City of Rockford, the RAEDC strategies target an...

Economic impact planned through local or regional public or private sector investments or initiatives that have an affect on or may affect job and business growth opportunities.

The Rockford Area Economic Development Council (RAEDC) and their public-private regional partners work on a variety of strategies and tactics each year; including business retention, expansion and attraction, workforce development, foreign trade, foreign direct investment, and entrepreneurial growth.



RAEDC and The City of Rockford

**City of Rockford – Rockford 2020 Comprehensive
Plan/Implementation Plan 2015 -2019:**
(Within the Five Planning Areas of Rockford)

- **Primary Role**
 - *Economic Development*
- **Influence**
 - Land
 - Built Environment (Redevelopment)
 - Education
 - Housing & Neighborhoods

**Focused Industries: Advanced Manufacturing; Transportation,
Logistics and Distribution; Agriculture and Food Processing; and
Healthcare & Medical Sciences.**



Rockforward20/20

Strategic Plan for 2016 - 2020

Our Mission

The Rockford Area Economic Development Council (RAEDC) cultivates opportunities for primary job growth that increase the economic well-being of our region.

Our Vision

The Rockford Area Economic Development Council (RAEDC) propels the region to top 25 status, as the model for impactful economic development in partnership with regional organizations.

Strategies: Trailblaze, Inspire Action, Align, Seed and Serve



Rockforward2020 RECARD

The Region's Economic Indicators

- 10,500 in New and Retained Jobs
- \$925 Million in Capital Investments
- 8 Million Square Feet of New and Renovated Space
- Unemployment Rate
- Employment Levels
- Export Growth
- Gross Regional Product per Employment



Rockforward 20/20

Second Quarter Metrics

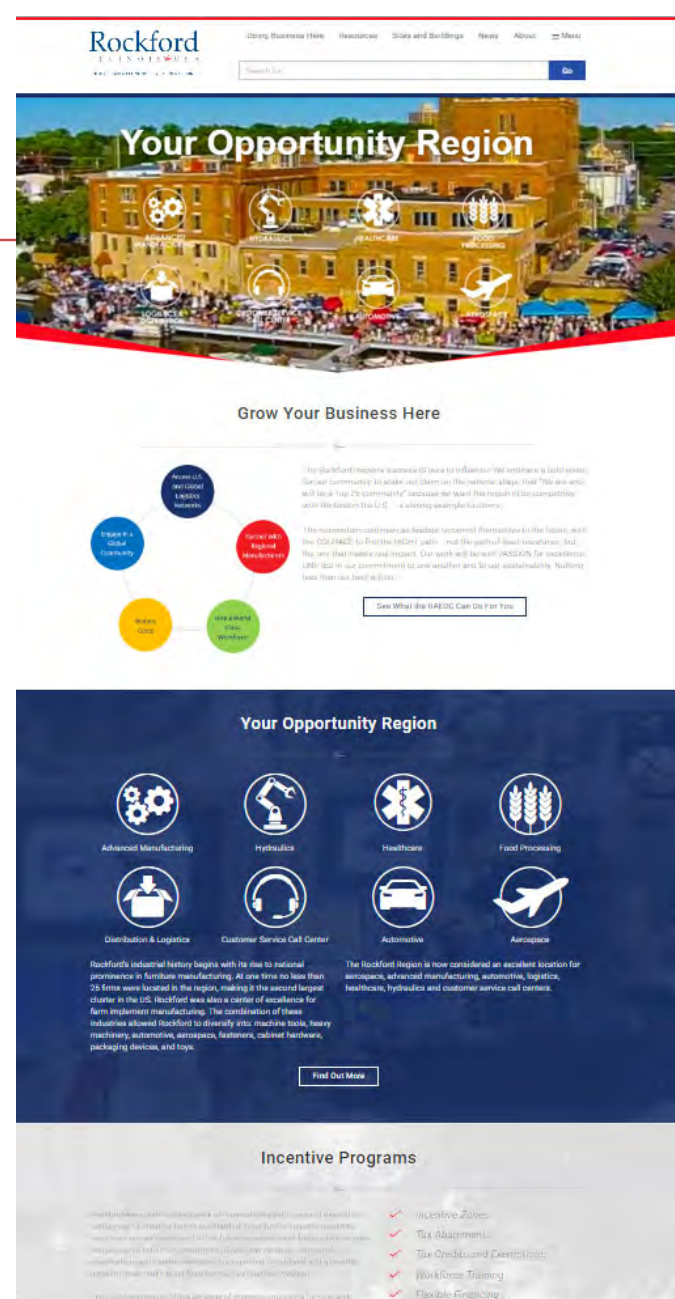


Trailblaze

Redeveloped RAEDC Website

Key focus of marketing
To site-location decision
makers

Linking to the QSP
Site in partnership
with RMAP



Trailblaze

Marketing:

National/International, Regional, Place-Based

- Expanded external marketing campaign funded by 2015 EOF successful in achieving its objective to:
 - Cultivate additional strategic partnerships
 - Grow regional presence at key marketing events
 - Increase referrals from site location advisors
- RAEDC will sustain these expanded marketing efforts as part of its *Rockforward20/20* strategic plan, and grow upon marketing successes and gained insight



Trailblaze

Business Attraction 2Q Project Pipeline

- **73** Marketing Outreach Efforts in 2Q16
- **10** New Projects Opened
 - * 8 had submittals of Rockford Properties
- **33** Currently Active Projects
 - Representing **1095 jobs; \$162 million; 1,686,150 SF**
 - * 15 started in 2016, all have had Rockford sites submitted



Inspire Action

Business Retention & Expansion 2Q Efforts

- **19 VOCs/13 BRE Visits/ Project Meetings**
*12 of 19 VOCs this quarter were Rockford companies representing 745 employees. 4 Projects have come from these VOC's
- **6 New Projects Opened in 2Q16**
*4 of 6 projects were Rockford companies
- **19 Currently Active Projects**
Representing **31 jobs, \$3.1 million, 157,000 SF**
*13 of the 19 BRE Active Projects are Rockford companies
- **5 Closed/Won Projects**
Representing **158 jobs, \$33 million, 172,000 SF**
*2 C/W BRE Project in Rockford



Inspire Action

Foreign Direct Investment (FDI)

- Hannover Messe Industrial Fair, Germany
 - Partnered with State of Illinois
 - RAEDC secured 43 face-to-face meetings, resulting in 4 business attractions leads to date
- Select USA, Washington DC
 - Partnered with State of Illinois
 - Resulting in 6 viable leads to date
- Re-Connecting with Foreign Consulates
(Canadian, Italian, and Korean)



Align

Workforce Development

- Continue to align with community partners
- Partnering with RPS205 Great Lakes College and Career Pathways Initiative Grant
- Workforce Pipeline Mapping Project
 - To compliment and partner with WIOA/WIB Project
 - Understanding competency needs by employer's side of equation
- Initiated "Talent Module" for VOC's



Align

Global Trade Park

- Partnering with the City of Rockford and the Airport in marketing the Global Trade Park (GTP)
- Aligning an initiative to form a GTP business association
- Working to secure developer interest
- Jerry Busse has agreed to be President of the business Association, and have 2 confirmed members.



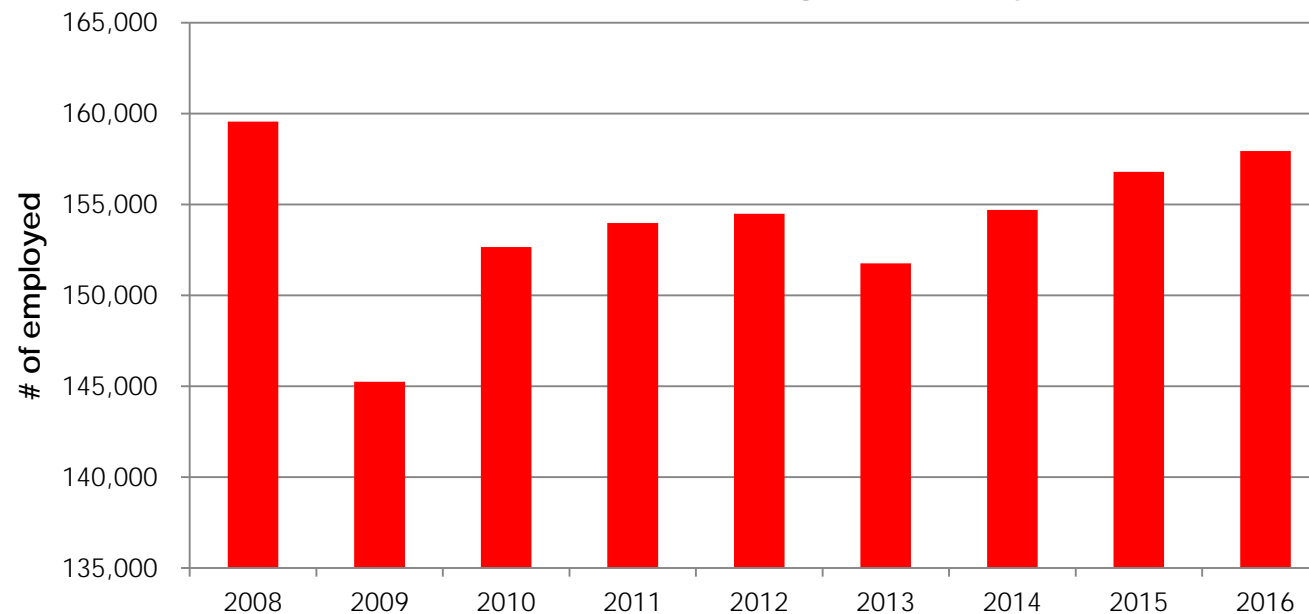
Emerging Opportunity Fund

- Finalized financial support of the City of Rockford's "Design & Production Makerspace Lab and Partner Network" initiative in 2Q16; will continue to support through promotion of this regional asset
- 5 Emerging Opportunity Fund Proposals submitted for review in 2016. Leadership Council voted to fund the RACVB managed initiative "Reputation & Recruitment"
- The \$75,000 to be expensed over next two years for cohesive/collaborative funded initiative for the benefit of the Rockford, IL region.



Regional Economic Indicators

Rockford MSA YTD Average Employment

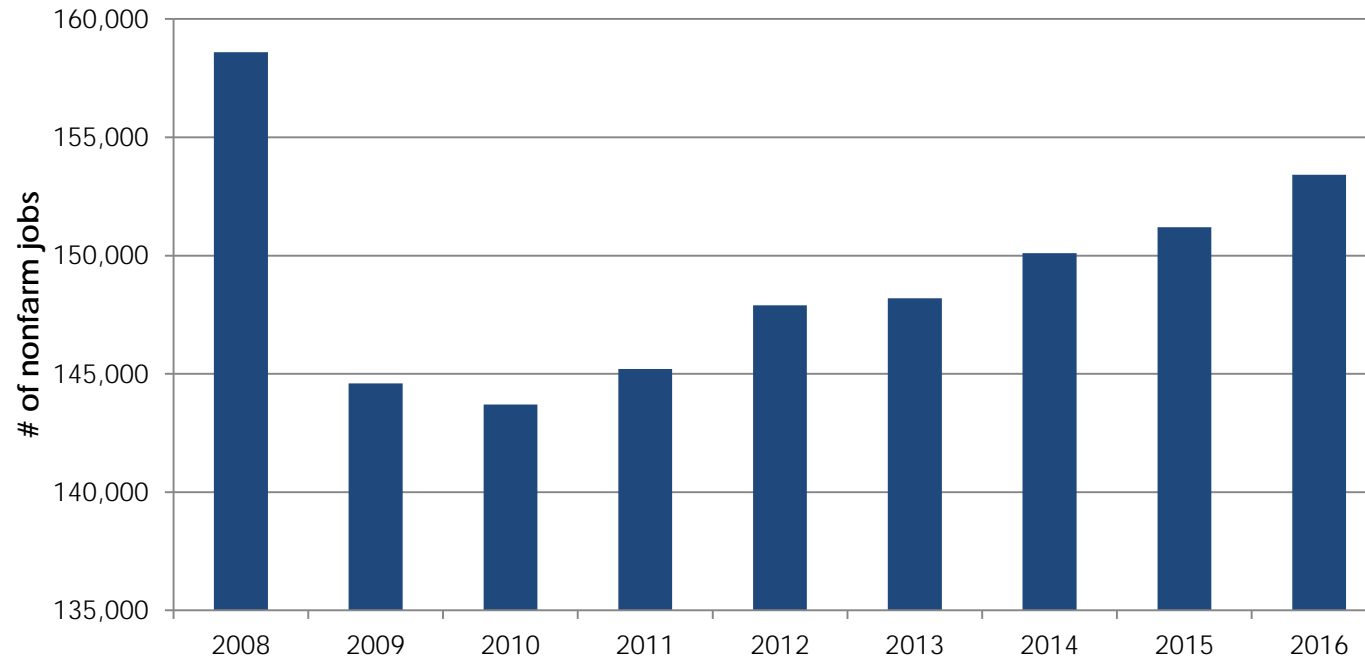


TAKE AWAY: Rockford MSA's YTD average number of employed has increased 1.9% over 2016 levels, the highest since 2008. This is the largest percentage increase since 2010.

Source: U.S. Bureau of Labor Statistics and Illinois Department of Employment Security



Rockford MSA YTD Average Nonfarm jobs



TAKE AWAY: Rockford MSA's YTD average number of payroll jobs increased 2.3% over 2016 levels, the highest since 2008. This is the largest percentage increase since 2010.

Source: U.S. Bureau of Labor Statistics and Illinois Department of Employment Security



Rockford

I L L I N O I S  U S A

ROCKFORD AREA ECONOMIC DEVELOPMENT COUNCIL



Community and Economic Development

Regional Economic Development Report & Review

Wednesday August 10th 2016
Rockford Metropolitan Agency for Planning
313 North Main Street
Rockford, IL 61101

PRESENTED BY:

Mark Williams – Economic Development
Manager

Community & Economic Development Department
Economic Development Division Key Strategic Initiatives
2016

- Competitive Sites for Development Economic Growth Centers
- Encourage the Growth and Development of Existing and New Primary Employment Centers
- Commercial Corridors
- Global Trade Park - Land Use & Marketing Plan
- Central Planning Area















CEDD - Economic Development

2nd Quarter 2016 Scorecard

Economic Development 2016 Annual Performance		2016 Annual Target	1st Quarter		2nd Quarter		Year to Date	
			Goal	Actual	Goal	Actual	Goal	Actual
Commercial New & Retained Projects	Total	15	4	5	4	4	8	9
Industrial New & Retained Projects	Total	12	3	5	3	3	6	8
New & Retained Jobs	Total	400	100	377	100	229	200	606
Total Investment								
	Private Investment	\$30,000,000	\$496,593,981		\$21,898,626		\$518,492,607	
	Public Investment		\$2,815,802		\$472,667		\$3,288,469	
	Public/Private Percent		0.57%		2.16%		0.63%	

CEDD - Economic Development

2nd Quarter 2016 Program Dashboard

		Stage 1 Initial Communication	Stage 2 Solution Development	Stage 3 Client Evaluation	Stage 4 Negotiation	Stage 5 Commitment to Proceed	Win
Attraction	Project Level	6	4	10	1	0	4
	# New				0	0	2
Expansion	Project Level	1	8	1	2	1	5
	# New						3
Retention	Project Level	0	3	0	1	0	2
	# New	0		0	0	0	1
Startup	Project Level	1	0	0	1	1	0
	# New		0	0			0
Property Redevelop	Project Level	1	2	0	1	3	6
	# New		0	0		0	1
Property Develop	Project Level	0	2	1	0	0	0
	# New	0	0	0	0	0	0

CEDD - Economic Development

2nd Quarter Enterprise Zone / River Edge Applications & Fees

2016 Sales Tax Exemption Statistics												
	Rockford EZ 1				Rockford I-90 EZ				River Edge			
	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr
Applications Received	7	31	4	0	1	0	0	0	4	43	3	0
Applications Cancelled	0	1	0	0	0	0	0	0	1	0	0	0
Applications Complete	6	21	4	0	1	0	0	0	2	20	3	0
Applications Pending	1	0	0	0	0	0	0	0	1	0	0	0
Certificates Issued	4	32	4	0	1	0	0	0	3	43	3	0
Jobs Created	0	234	2	0	3	0	0	0	40	168	0	0
Jobs Retained	5	419	0	0	0	0	0	0	20	0	0	0
Fees Received	\$ 647	\$ 9,665	\$ 927	\$ -	\$ 278	\$ -	\$ -	\$ -	\$ 4,673	\$ -	\$ 2,430	\$ -
Total Building Material Cost	\$ 356,592	\$ 108,436	\$ -	\$ -	\$ 55,637	\$ -	\$ -	\$ -	\$ 995,521	\$ 740,560	\$ -	\$ -
Estimated Exemption	\$ 29,419	\$ 8,946	\$ -	\$ -	\$ 4,590	\$ -	\$ -	\$ -	\$ 82,130	\$ 61,096	\$ -	\$ -

CEDD - Economic Development

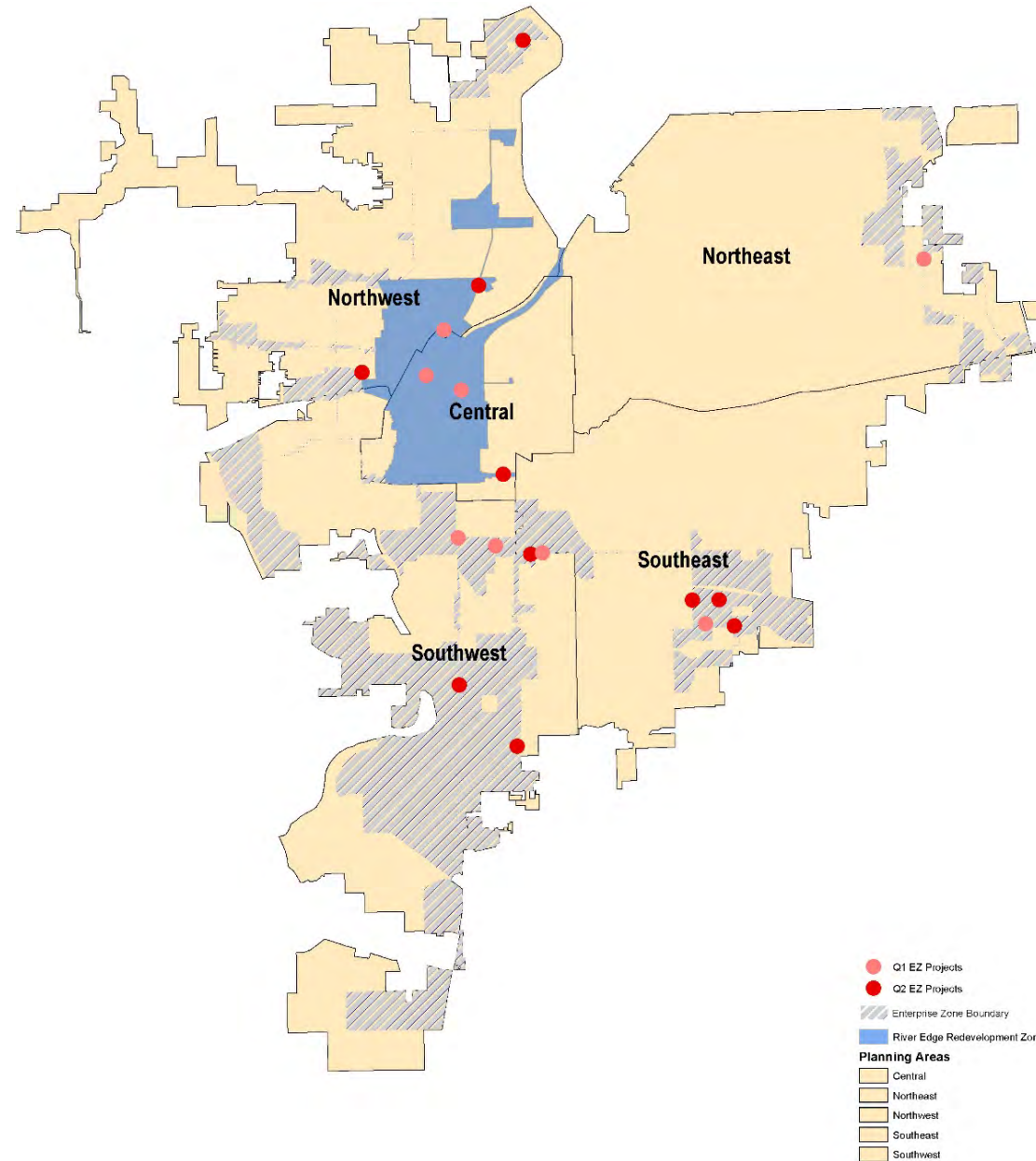
2nd Quarter 2016 Achievements

Notable Business Projects

Planning Subarea

- Rail Construction Equipment (RCE) Retention-Expansion Southeast
- Valencia on Fisher Ave Development Agreement Northwest
- Essex on North Main TIF Feasibility Study Underway Northwest
- Cliffbreakers HUD Section 108 Loan Approved Northwest
- 1-90 EZ Boundary Amendment Application for Mercy Northeast
- Speedy Delivery New Facility Southeast

Q1 and Q2 River Edge Redevelopment Zone and Enterprise Zone Projects



2nd Quarter River Edge Redevelopment Zone and Enterprise Zone Projects



CEDD – Economic Development

Areas of Improvement

- Continue to coordinate with RAEDC to improve lead generation and tracking system
- Advance Qualified Sites Program with RAEDC
- Complete buildings and sites inventory
- Complete Boundary Expansion I-90 Enterprise Zone
- Hold marketing and information workshops on Enterprise Zone and River Edge incentives
- Work with Chamber of Commerce to re-establish SBDC
- Identify and market projects for New Market Tax Credits
- Develop strategy to assess state of readiness of infill industrial sites
- Implementation of Global Trade Park marketing strategy
- Develop and implement corridor improvement strategies

Discussion

- What questions do you have of presenters?
- What other metrics should we look at?
- How can partners improve their reports?
- Is there anything regarding economic development we're missing?
- Other next steps?