

# 2018 YEAR IN REVIEW



# I HAD NO IDEA McHenry County EDC...



**Impacts our Business  
Environment**



**Focuses on Workforce Growth**



**Embraces Technology  
Driven Growth**



**Launches an Entrepreneurial  
Ecosystem**



**Markets the Secret Sauce  
of McHenry County**



**Mark Saladin**  
Chairman of the Board

**2018 was an exciting and busy year for MCEDC** as we transitioned from Pam Cumpata's leadership and conducted an extensive search for a new President and leader. After working closely with Jim McConoughey as he served as our interim president early in 2018, we knew we had found the right visionary to lead our organization as he grew our initiatives and programs and also laid the groundwork for new areas of focus. Our Board of Directors were pleased that Jim accepted our offer to become President in April of 2018.

During the year MCEDC assisted with the implementation of such projects as the I90/Route 23 interchange, the iFiber network, and the retention and expansion of many local businesses that continue to invest in McHenry County. With these large infrastructure projects comes a great deal of opportunity for solid commercial/industrial growth. We continue to focus our recruitment and expansion efforts while executing much of the day-to-day support for our investors and communities.

Workforce continues to be an area of emphasis for MCEDC and we are working to make sure the networks that MCEDC has knitted together for skills training, internships and K-12 education are coordinated. Economic Development and Workforce are two sides of the same coin. MCEDC helps coordinate with other partners the skills training that our companies are looking for while providing extensive information on where the jobs are and what new skills may be needed in the future.

McHenry County is also connected to the wider economic region through a new partnership called Chicago Regional Growth Corporation. We continue to work at these types of partnerships because they yield measurable results for us. They put McHenry County on the regional stage for consideration of companies that are relocating and otherwise might not know of our location options.

Throughout the year, the Board and Jim focused on these key issues and others. We are excited about 2019 and have been laying the groundwork to design and implement programs to encourage and enhance entrepreneurship, help grow our business community and positively impact our McHenry County economy.

We thank you for your support and continued investment in McHenry County Economic Development Corporation and look forward to an impactful 2019.



**I HAD NO IDEA** is this years campaign slogan. I used it as I discovered many of the great qualities of McHenry County

From the day I accepted the position as President of MCEDC, I had no idea my expectations would be so exponentially surpassed!

MCEDC, as a 27 year old organization, had been led by a highly talented professional, Pam Cumpata. I found that my Board of Directors were not only welcoming, but also highly motivated, educated, mis-

sion-driven leaders from throughout the county, representing many industry sectors: financial services, healthcare, professional services, manufacturing, utilities, media, retail, municipal and county government.

I also found that McHenry County has an exceptionally positive story to tell:

- Our workforce is highly educated, skilled, and dedicated with a solid Midwestern work ethic.
- Our industry base is very diverse, so we are not beholden to any one business sector which insulates us from closures. From medical devices, electronics, plastics, metals and more, our products are exported all around the world.
- Our County government has a AAA financial rating and truly understands the needs of the residents and the business community.
- Our County's transportation system enjoys reliable commuter rail service for business and pleasure, rail for shipping, easy access to air service and transport, expanding bus service and continuous road improvements including the first full interchange at I90 & Rt. 23.
- Our County's 30 municipalities understand the need to balance growth with economic development and our partners are eager to collaborate and for the good of the whole.
- Our education system is first-rate, and McHenry County College continues to grow and respond to the needs of students of all ages.
- We have state of the art, significant and highly respected healthcare providers like Advocate Good Shepherd, Mercy and Northwestern serving all parts of the county.
- Our agriculture community has contributed to the culture of the County and is strong, an is an important part of our economy with crops like corn and soy beans, farm to table products, livestock and includes a vibrant equestrian sector.
- We have a wide and varied volunteer base of community leaders who provide a quality of life second to none.
- We have abundant open space, home for a multitude of outdoor recreation opportunities including 30 scenic private and public golf courses, wake boarding, hiking on the many trails and fishing in the Fox or our many streams and ponds. As an added bonus, we have an exceptional Conservation District with a wide variety of programs.

As the new President, I had no idea, but was very pleased that MCEDC and McHenry County have such a strong base upon which to build as we tackle the many changes and challenges ahead. We have already started to implement programs which will help positively impact our overall economy and provide jobs for our workforce of the future.

# I HAD NO IDEA... McHenry County's Business Environment was so vibrant in 2018



## Business Summary\*

10,154 Businesses

122,505 Employees

66% White Collar

21% Blue Collar

13% Services

312,325 Residential Population



## Educated Workforce\*

35% Bachelor | Grad | PHD

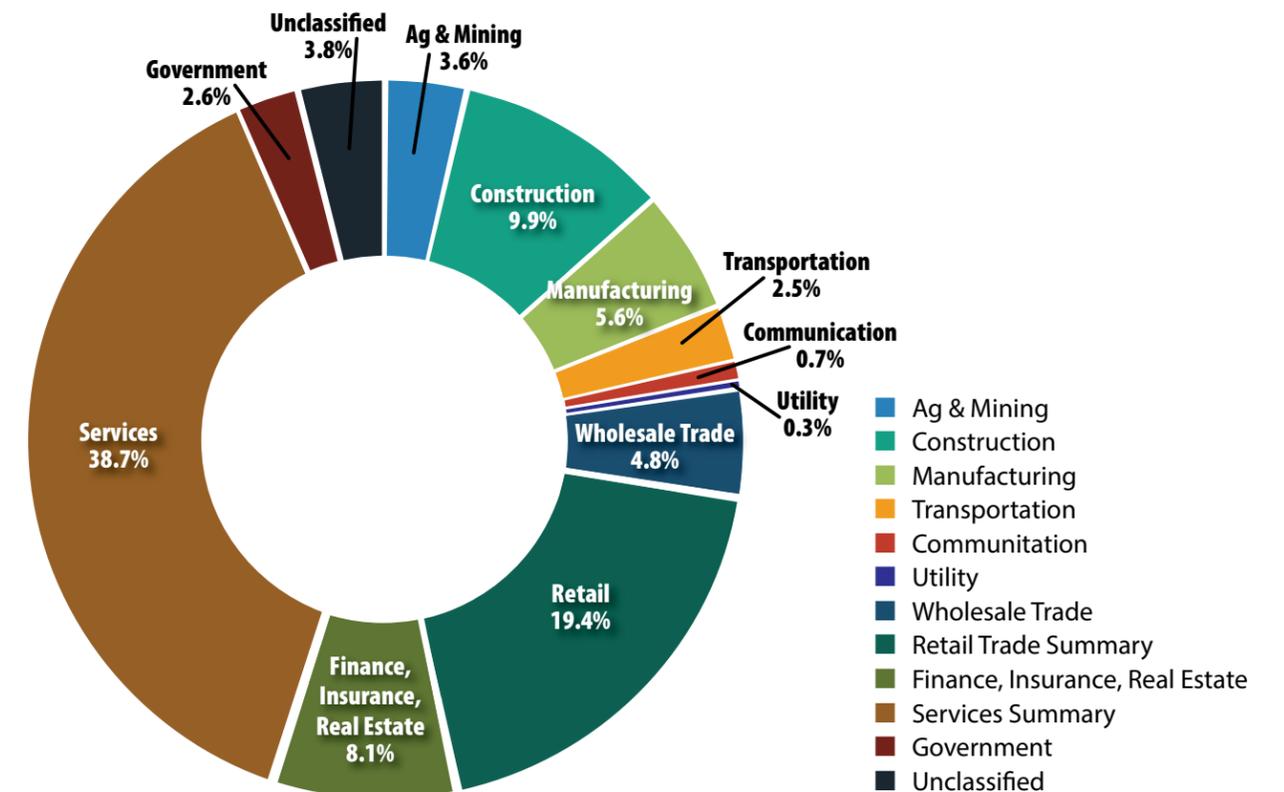
32% Some College

26% High School Graduate

7% No High School Diploma

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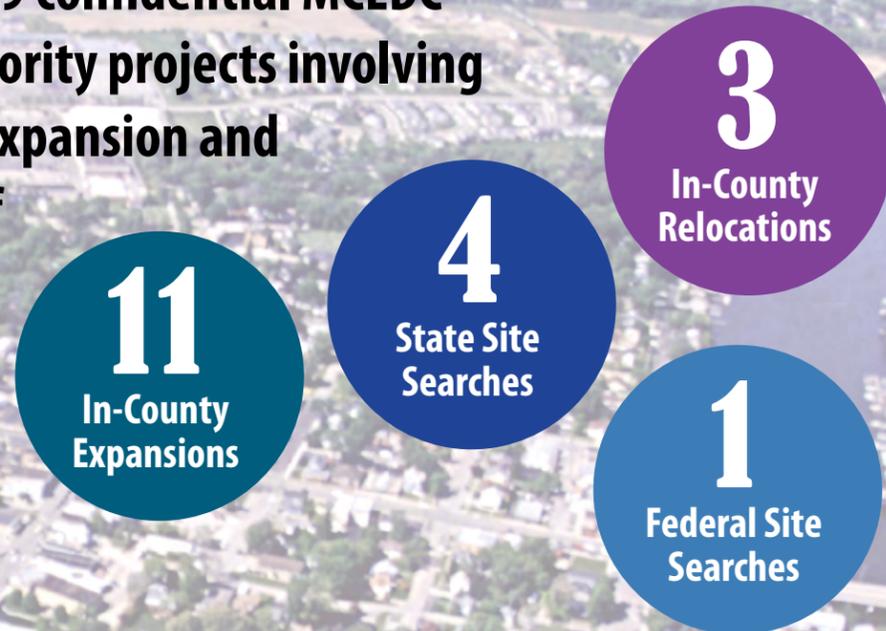
## McHenry County Business by SIC



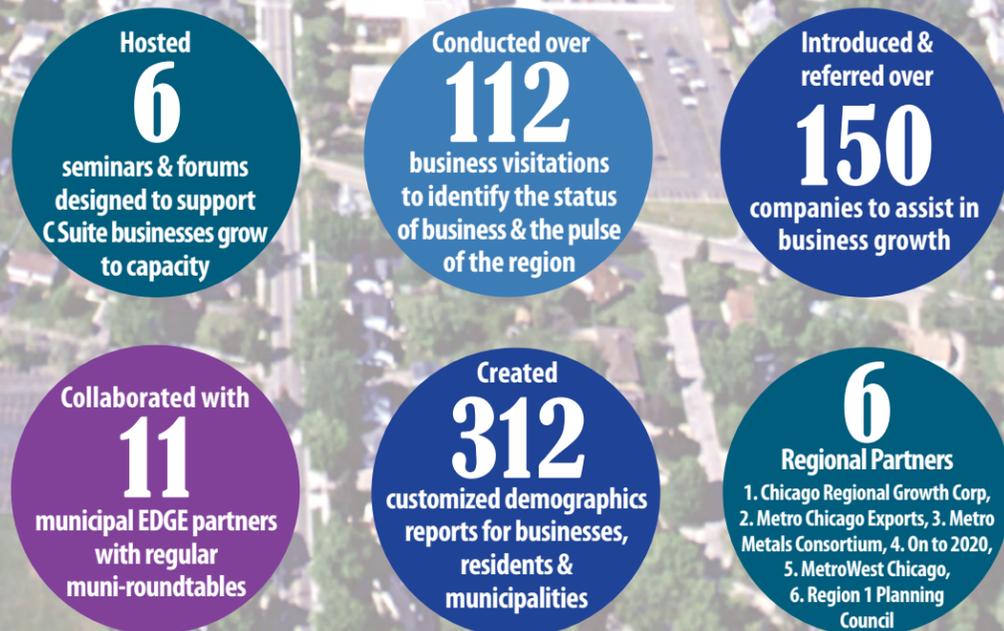
**2017 Real Gross Domestic Product**  
**\$10,066,305,000** Source: US Bureau of Economic Analysis - Chmura 2017

# I HAD NO IDEA...

...there were 19 confidential MCEDC deal flow priority projects involving attraction, expansion and relocation of businesses



...of the support for the business community



## I had no idea... McHenry County's Technology Driven Growth

### Support and Assist County to Market iFiber Infrastructure - *the highway of the future!*

MCEDC has been known for our founding sentinel focus on transportation, i.e. roads. Today, the highway of the future is Fiber. It is essential that all parts of the county have access so that our advanced manufacturing and technology companies as well as our educational community and residents can compete in today's technological centric world.



### Educate and support solar expansion

As immediate opportunities arise which can directly impact the county, our business community or residents, MCEDC hosts forums or seminars to share information. Our Solar Forum provided subject matter experts to over 75 diverse attendees.



### Support High School Robotics Competition

McHenry County is a Federally designated *Manufacturing Community* with technology driven companies. Robotics are important to advanced manufacturing and we are pleased to promote and support our high school robotics teams... as they are the entrepreneurs and workforce of the future.

## I had no idea... Marketing McHenry County's Secret Sauce

### County wide marketing videos are being created in collaboration with McHenry County, Shaw Media and MCEDC

Four 60-second videos focusing on **Workforce, Advanced Manufacturing, Health and Visitor Based Economy** will help us showcase McHenry County's unique attributes and exceptional quality of life. In today's competitive climate, these video tools will help us recruit new businesses as well as workforce talent.

### CATAPULT McHenry County!

Develop an overarching *McHenry County Brand* for McHenry County and other entities.

# I HAD NO IDEA...

## McHenry County's Entrepreneurial Ecosystem

**MC NEXT** is an entrepreneurial development program with a goal to insure the next generation of entrepreneurs are located and nurtured in McHenry County. (Our current business base was actually started several generations ago by entrepreneurs who took a leap of faith and created many of the exceptional business we have today.)

**MC NEXT**, designed by the McHenry County Economic Development Foundation, will provide a base to combine resources and support services while knitting together a large group of existing businesses that can help elevate the success of the entrepreneur and provide answers to some of the common startup problems.

The most challenging period in the entrepreneurial life cycle is the first three years or *startup* period. We will provide the support needed to help accelerate and scale a startup into a sustainable growing business.

**MC NEXT** we help our entrepreneurs:

- Learn advance business practices
- Develop working prototypes - proof of concept
- Support technical advisors
- Get access to capital (while the first phase of development funding is usually from friends and family, the second phase of finance is almost always Angel investment

or strategic partner companies)

- Create a production pipeline where engineering and design shops who can help with prototypes and product development
- Critique and evaluate business plans
- Facilitate distribution channels
- Find seasoned mentors

**There are many direct and indirect benefits of this program...**

- Building a broader base of industries and businesses
- Creating a talent pool for recruiting to the existing business community
- Increasing the tax base and lower the individual tax burden
- Creating a greater sense of community for residents because businesses are located locally reducing commuter times
- Raise the visibility of McHenry County as a center of innovation and small business success and positively contributing to the quality of life in McHenry County.

In cities and counties across the US and world, similar entrepreneurial programs have successfully generated thousands of jobs over the decades. We plan to bring that model of success to McHenry County through **MC NEXT**.

*I had no idea...*

## McHenry County is answering the call for the future workforce

Our core activities of **retention** (assisting businesses overcome obstacles so they will stay in McHenry County) **expansion** (aiding in finding locations and funding sources) and **attraction** (attracting new businesses to maintain a diverse industry base) impact our current and future economy. At the forefront of all of our activities and initiatives is the goal to **grow our economy and create jobs for our children... and our children's children.**

**Created a Rapid Response Workforce Partners Taskforce** to actively assist with urgent business workforce needs.

**Visited over 100 companies through our aggressive Business Visitation Program** so we can learn first hand of any issues or concerns and provide assistance.

**Partnered with McHenry County College** to help highlight the skills needs of local industries.



**Supports workforce of the future high school programs** including the International Manufacturing & Technology Show (over 400 students), intern programs, facility tours, and high school career expos and Robotics competitions.

## Annual Certified Audit

Copies of the audit are available upon request. Contact our office at 815-893-0895

# 2018 MCEDC Business Champions



## Recognizing exceptional businesses that call McHenry County home!

*Business Champions from left to right...*

Rich Edwards, Precision Waterjet, Inc.

Barb Kreutzmann, Follett Solutions

Matthew Dellamaria, Aptar Group

Tom & April Dougherty, Dougherty Enterprises, Inc.

Richard Ballot & Stephan Ballot, Flocon Inc.



# 2018 Board of Directors

## CHAIRMAN OF THE BOARD

**Mark Saladin**, Partner - Zanck, Coen, Wright & Saladin, P.C., 40 Brink Street, Crystal Lake, IL 60014

## VICE CHAIRMAN

**Sharmella Harris**, Human Resources Business Partner, Scot Forge, 800 Winn Road, Box 8, Spring Grove, IL 60081

## TREASURER

**Brad Heldt**, Vice President, Home State Bank, 40 Grant Street, Crystal Lake, IL 60014

## SECRETARY

**Mark Steadman**, CEO - Stan's Office Technologies, 1375 S. Eastwood Drive, Woodstock, IL 60098

**Peter Austin**, County Administrator and MCEDC Standing Board Seat  
McHenry County Government Center, 2200 N. Seminary Avenue, Woodstock, IL 60098

**Dean Breuer**, External Affairs Manager,  
ComEd, 123 Energy Drive, Rockford, IL 61109

**Dr Clinton Gabbard**, President and MCEDC Standing Board Seat  
McHenry County College, 8900 U. S. Highway 14, Crystal Lake, IL 60014

**Jennifer Hall**, Vice President  
Government Relations and Community Advocacy, Mercyhealth, 2400 N. Rockton, Rockford, IL 61103

**Keith Hogan**, EVP & McHenry County Market President,  
Crystal Lake Bank & Trust, 5100 Northwest Highway, Crystal Lake, IL 60014

**Dave Johnson**, Village Administrator  
Village of Huntley, 10987 Main Street, Huntley, IL 60142

**Wayne Kurchina**, CEO  
Illinois Realty Kurchina & Associates, 5301 W. Elm Street, McHenry, IL 60050

**Brian Silver**, Vice President  
Innovation & Research - Medela, Incorporated, 1101 Corporate Drive, McHenry, IL 60050

**Michelle Rentzsch**, Director Planning & Development  
City of Crystal Lake, 100 W. Municipal Complex, Crystal Lake, IL 60014

**Jim Ringness**, General Manager  
Northwest Herald/Shaw Media, 7717 Route 31, Crystal Lake, IL 60014

**Mike Skala**, CEO and MCEDC Standing Board Seat  
Innovative Components and Board Liaison, McHenry County Board, 2200 N. Seminary Avenue, Woodstock, IL 60098

**Jim McConoughey**, President, MCEDC, 620 Dakota Street, Crystal Lake, IL 60012

**Jean Schober**, Vice President, MCEDC, 620 Dakota Street, Crystal Lake, IL 60012

**Thank you to all our investors and partners for their continued support and guidance**

**I HAD NO IDEA**



620 Dakota Street | Suite 244  
Crystal Lake, Illinois 60012

**McHenry CountyEDC.com | 815-893-0895**