

EVER GIVEN A BIG THUMBS UP OR THUMBS DOWN TO A MOVIE?

Yeah, that's because **ROGER EBERT** learned the ancient art in Champaign-Urbana and then taught you how to do it.

YOU'RE WELCOME
yourewelcomeCU.com

CREATE



CHAMPAIGN COUNTY ECONOMIC DEVELOPMENT CORPORATION FY16 Annual Report





Note from our Executive Director

Thank you for entrusting our organization to support the growth and development of a very special place – Champaign County. Our county has grown in both size and economic strength like no other in downstate Illinois. Our University, rich farmland and ag resources, strong businesses, entrepreneurial success, productive industry and fantastic people have produced a great place to call home. The range in our communities, from the largest food and plastics manufacturers to the small start-ups and tech developers; from unique and award-winning restaurants to residents and visitors from around the world, gives us the edge with a fantastic quality of life.

Your county-wide EDC is telling the Champaign County story to the outside world with the “You’re Welcome” campaign; is helping small business startups with advice and support at the SBDC; is supporting second-tier development opportunities so companies grow and land here; and we’re creating environments for local investment in entrepreneurs through UCAN and other forums. We strive to inform, collaborate and support a thriving community of creative doers and in the process, grow more ideas and opportunities. We hope you’ll continue to join us in making our great county even better.

Craig Rost

Mission

Founded in 2001, the Champaign County Economic Development Corporation acts through public-private partnerships to continually grow the local economy by supporting local business and driving expansion and attraction.

Value

The Champaign County EDC brings together community leaders to support Champaign County economic development by aligning interests through productive relationships, open dialogue, and advocacy that supports primary employer job growth and retention.

Staff

Craig Rost | Executive Director

Carly McCrory | Assistant Director

Delre’ Smith | Office Assistant

Don Elmore | SBDC Director

Kathie Cravens | SBDC International Trade Specialist

Table of Contents

Investors & Board of Directors.....	3
Attraction & Retention.....	4
Business Roundtable Success Stories.....	4
You’re Welcome Campaign.....	5 - 6
Innovation Celebration.....	7 - 8
Made in Champaign County.....	9
Willard Airport.....	10
Programs & Events.....	11
IL Small Business Development Center...	12
Rankings.....	13



FY16 Investors

Leader



Presidential



Partner



Contributor

Agrible, Inc. • AT&T • BankChampaign • Berns, Clancy & Associates • Clifford Jacobs Forging Company • [co][lab] • Coldwell Banker Commercial Devonshire Realty • Commerce Bank • Dash Management • Dodds Company • Farnsworth Group • Fehr Graham • First Bank • First Mid-Illinois Bank & Trust • Fisher National Bank • Guth & Associates • Heartland Bank and Trust • Hickory Point Bank • HL Precision Manufacturing, Inc. • JSM Commercial • Market Place Shopping Center • Martin Hood Friese & Associates • Meyer Capel • Parkhill Trust • Serra Ventures • Singleton Law Firm • Smith/Burgett Architects • Taylor Studios • Village of Fisher • Webber & Thies

FY17 Board of Directors

Officers

Chair: Dick Helton, Village of Savoy

Vice Chair: Diane Marlin, City of Urbana

Treasurer: Steve Tock, Hickory Point Bank

Assistant Treasurer: Mike Billmack, Carle

Board of Directors

Betty Brennan, Taylor Studios, Inc.

Patrick Brown, Village of Mahomet

Tom Bruno, City of Champaign

Gary Burgett, Smith/Burgett Architects, Inc.

Matt Cho, [co][lab]

Mark Dixon, The Atkins Group

Steve Estes, Ameren

David Farrar, Illinois American Water

Jeffrey Fiegenschuh, Village of Rantoul

Laura Frerichs, University of Illinois

Karl Gnadt, Champaign-Urbana Mass Transit District

Jill Guth, Guth & Associates

Chris Harbourt, Agrible, Inc.

Quesnell Hartmann, II-VI EpiWorks

Liz Kellner, Singleton Law Firm

Pradeep Khanna, University of Illinois

Bruce Knight, City of Champaign

Scott Love, Presence Health

Rick Manner, Urbana Champaign Sanitary District

Max Mitchell, Champaign County Board

Corrinne Moore, HL Precision Manufacturing, Inc.

Don Owen, Urbana School District #116

Laurel Prussing, City of Urbana

James Quisenberry, Champaign County Board

Jerry Ramshaw, Ramshaw Real Estate

Seamus Reilly, Parkland College

Kevin Sage, ECI Building & Construction Trades Council

Mandi Shelmadine, Grainger, Inc.

Chris Shroyer, Busey Bank

Bill Walter, A&R Mechanical

Judy Wiegand, Champaign Unit 4 Schools

Attraction & Retention

EDC influences the creation and retention of jobs by assisting new employers to locate in Champaign County and by actively supporting those employers already located here to help ensure that they stay and grow.



\$58,000,000
in potential new project investment



18 business (retention) visits
327 business contacts



10 formal RFPs to companies
considering Champaign County
1 company selected Champaign County
from the RFP process (in Rantoul)



2 published directories
2016 Advanced Tech Directory
(165+ tech companies located throughout Champaign County)
Top Employers in Champaign County

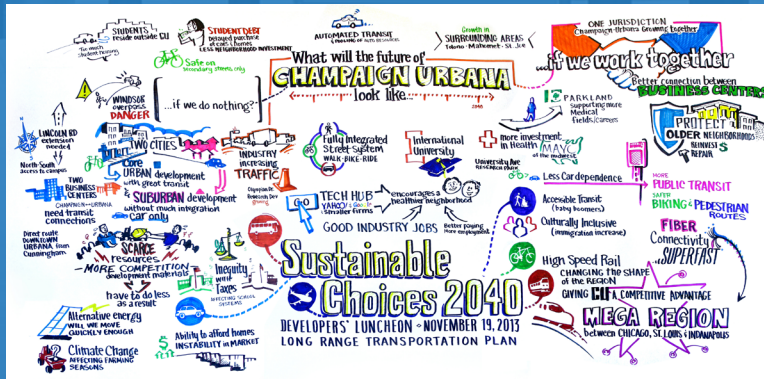
Business Roundtable Success Stories

Village of Rantoul

EDC worked in partnership with the Village on the Transportation Committee as part of the larger Rantoul Tomorrow strategic initiative - included bringing employers together and collecting & analyzing data to address the issue (accessibility and transportation for workers). Led to the development of a bus plan which will positively impact the region, employers, and offer better accessibility of the Village to the general population.

CUUATS Transportation Planning Group *(the transportation entity of the Champaign County RPC)*

EDC hosted two employer roundtables for the Transportation and Economic Development Plan - feedback helped develop plan initiatives to identify existing economic development goals in the Champaign-Urbana urbanized area that can be supported by transportation planning, policy, and infrastructure improvements.



Did you know?

According to EMSI and the Bureau of Economic Analysis, Gross Regional Product for Champaign-Urbana MSA has grown since 2010 from \$8.8 billion to \$9.4 billion at the end of 2014.

Graphic Recording

This graphic (left), created by local illustrator and artist David Michael Moore, was sketched live during the CUUATS employer roundtable to help visually display thoughts and ideas.



In partnership with the University of Illinois Research Park and several community organizations, we launched the You're Welcome CU campaign in September 2015, a community effort to brand Champaign-Urbana as a hub for innovation, attract top talent and companies, drive economic development, and brag about our micro-urban community.



Launch Party



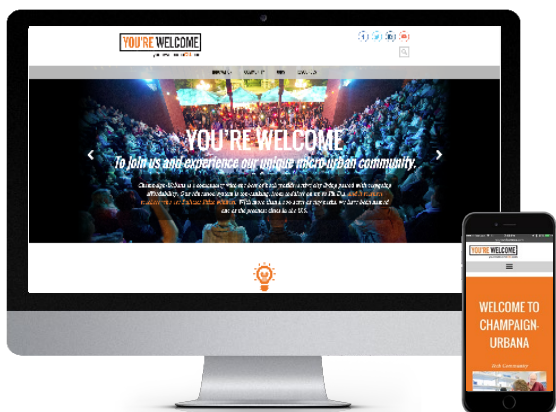
Career Fair



Campaign Meme

yourewelcomeCU.com

The You're Welcome website is an information-rich portal of community information that includes a job board; C-U brag points and community rankings; local videos and photo galleries; downloads of information and materials; and links to organizations and resources.



Featured in:

THE HUFFINGTON POST

Forbes



Chicagolnno

+more



The campaign reached new heights – at the top of a new water tower (thanks to Illinois American Water) located near the intersection of I-72 and I-57 in Champaign.

CHAMPAIGN COUNTY ECONOMIC DEVELOPMENT CORPORATION

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...I believe these small communities are primed to see rapid growth over the next decade as both new kinds of startups and bigger companies decide to move more people to these kinds of communities due to the very high costs in Silicon Valley. I came away so impressed by what I saw..."

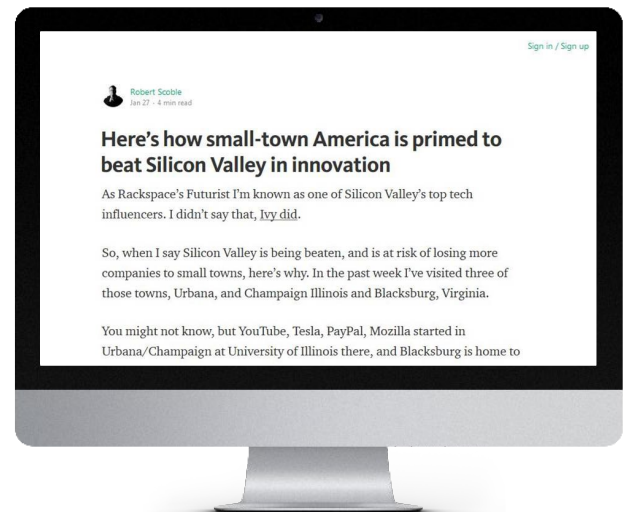


Robert Scoble
Tech Influencer

In January 2016, the You're Welcome campaign hosted tech influencer Robert Scoble (Scobleizer) in Champaign-Urbana.



Robert touring Volition (left), Frasca (middle) and Yahoo (right) while broadcasting from Facebook Live.



Published article
after his visit

January 27, 2016
medium.com



12 live broadcasts from Facebook Live
(before the feature was released to the public!)



88,600
video views and counting

Our many thanks to the You're Welcome campaign sponsors:

Champaign County EDC, UI Research Park, City of Champaign, Wolfram, Yahoo, Busey Bank, Amdocs, Illinois American Water, EpiWorks, Benefit Planning Consultants, Pixa, ECI Building & Construction Trades Council, Riverbed, Singleton Law Firm, Grainger, Village of Savoy, Smith/Burgett Architects, Taylor Studios, The Pygmalion Festival, Krannert Center for the Performing Arts, Barham Benefit Group, Polyvinyl Record Company, Champaign-Urbana Mass Transit District, and chambanamoms.com

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2016 Innovation Celebration Award Winners & Finalists



INNOVATION CELEBRATION

Innovation Celebration is an annual event hosted by the EDC in partnership with the University of Illinois, Parkland College, and community sponsors to recognize the entrepreneurial spirit on campus and in the community. The 2016 event - our 11th one - had the highest attendance (400+) and support since its inception in 2005. Hosted at Krannert Center for the Performing Arts, the event included a red carpet where 10 local companies showcased their innovations. Innovation Celebration is not merely an award for accomplishment, but a benchmark of success for those outstanding individuals, organizations and corporations who are nominated and selected to receive this prestigious award.

innovationcelebration.com | [#inncel](https://twitter.com/inncel)



Alexis Wernsing Innovation Award

In 2016, a new award was announced through the UIUC Office of Technology Management - the Alexis Wernsing Innovation Award which honors the memory of Alexis Wernsing, a University of Illinois art history student and aspiring teacher who was working on a voice amplification system for the disabled when she passed away in 2015.

2016 award recipient:
The Wernsing Family



2016 Innovation Celebration

Award Recipients



130+
nominations



24
finalists



10
awards

Entrepreneurial Excellence: Social Venture Award

Pens to Lens

Entrepreneurial Excellence: Student Startup Award

BioAnalytics

Entrepreneurial Excellence: New Venture Award

Inprentus

Entrepreneurial Excellence: Advocacy Award

Paul Magelli

Innovation: Economic Development Impact Award

Carle Illinois College of Medicine

Entrepreneurial Excellence: Management Award

Mike Folk

Innovation: Longevity Award

Wolfram

Innovation Transfer Award - University of Illinois

Dr. Paul Hergenrother

Alexis Wernsing Innovation Award - University of Illinois

The Wernsing Family

Innovation in Engagement Award - Parkland College

Dean Marietta Turner

Thank you to our 2016 event sponsors:

University of Illinois' Technology Entrepreneur Center, Research Park, Office of Corporate Relations, and Office of Technology Management, along with Krannert Center for the Performing Arts, Parkland College, Singleton Law Firm, Serra Ventures, Pavlov Media, BRG Sports, City of Champaign, Village of Rantoul, Martin Hood Friese & Associates, EpiWorks, Illinois Applied Research Institute, Fox Development Corporation, Ramshaw Real Estate, Illinois Small Business Development Center at Champaign County EDC, U of I Employees Credit Union, Surface 51, M2 on Neil, and McDonnell Boehnen Hulbert & Berghoff



Products made in Champaign County. Left: Helmets from BRG Sports (now Vista Outdoor). Right: IntelliWheels, Inc.



Through the “Made in Champaign County” brand, we’ve continued to highlight local success stories, recognize company achievements, and highlight products and innovation made here through our website, newsletters, and social media.

champaigncountyedc.org/madeinchampaigncounty | [#madeincc](https://twitter.com/madeincc)

National Manufacturing Day

October 2, 2015

MFG Day addresses common misperceptions about manufacturing by giving manufacturers an opportunity to open their doors and show, in a coordinated effort, what manufacturing is - and what it isn’t.

To celebrate, the EDC toured BRG Sports (now Vista Outdoor) in Rantoul with our Board of Directors, community stakeholders, and the Department of Commerce and Economic Opportunity (DCEO).



BRG SPORTS • DID YOU KNOW?



4.3 million+
helmets are produced each year



Made in the USA

The first “Made in the USA” helmet rolled out in June 2014



LEED

LEED designed, 813,126 square foot building

Central Illinois Business Magazine

EDC continued our partnership with the Central Illinois Business Magazine to highlight companies and products in each issue. Those highlighted this year:

HL Precision Manufacturing & Parkland College (workforce development program), Shatterglass Films, Insty-Prints, Volition, BRG Sports, Scientific Animations Without Borders (SAWBO), and Busey.



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Willard Airport

Fly Champaign-Urbana

iflycu.com | #iflycu



We participated in several efforts for Willard Airport in FY15:

Airport Advisory Board

A group of 20 leaders dedicated to the success of Willard Airport, and various committees for specific initiatives such as marketing and ground transportation.

Fly Champaign-Urbana Rebrand

We participated in the creation and launch of the new Fly Champaign-Urbana rebrand. This included new logos, videos, a revamped website as well as a social media presence as part of a larger effort to increase awareness of the airport and encourage Central Illinois travelers to choose Willard Airport.



Economic Impact Report

We commissioned a report with support from community sponsors to determine the local economic impact of the airport, key findings:



\$74,325,994
annual economic impact



\$204,000
daily impact in Champaign County



494
average passengers per day (38% of passengers are inbound to the region - live outside of central Illinois)



\$10.2 million
in annual tax receipts, \$2.3 million in annual local taxes (more than \$800,000 goes to local schools)



560
full-time jobs created as a result of the airport, with 233 based at Willard



23,366
visitors come into the area each year because of the airport - these visitors create 112.8 local jobs

Thank you to our report sponsors:

Champaign County Association of REALTORS®, Frasca International, Flightstar Corporation, Human Kinetics, Volition, Litan Sports Group, Robeson's, Inc., Farnsworth Group, City of Champaign, City of Urbana, and Village of Savoy

Programs & Events

Champaign County First

EDC joined the Champaign County Chamber of Commerce and other community stakeholders for the annual Champaign County First trip to Washington D.C., June 6-8. This trip included meetings with Amtrak, Senator Richard Durbin's office, Senator Mark Kirk's office, the United States Department of Transportation, and Congressman Rodney Davis, among others.

Projects discussed: high speed rail, passenger rail, I-57/74 interchange, road and sewer improvements, and more.



Meeting with Senator Mark Kirk

Urbana-Champaign Angel Network (UCAN)

Our angel network, comprised of 30+ members, provides a forum for accredited investors to access and review selected investment opportunities in a confidential, efficient and effective manner. The emphasis is to further economic development in the Champaign County area by matching capital providers with some of the best start-up business opportunities.

TechMix!

We organize these events as a networking opportunity for local technology professionals and companies to meet each other. Targeted for engineers, scientists, and entrepreneurs working in the tech sector to learn more about other companies in the industry locally, they are hosted at & sponsored by various companies in Champaign County.

Thank you to our 2016 TechMix! sponsors:

Spinlight, The Atkins Group, and
Capital One Illinois Digital Campus Lab



TechMix! event at the Capital One Illinois Digital Campus Lab



The SBDC provides a receptive audience, solid advice from years of experience, and valuable connections and insights...do yourself a favor and take advantage of this opportunity."

Dustin Kelly
Autumn Berry Inspired



The SBDC has been a great help to me as I try to transition from one business model to another that will allow for future growth and profitability."

Katie Martin
Dovetail Speech Consultants



Illinois Small Business Development Center

cusbdc.org | [#cusbdc](https://twitter.com/cusbdc)

We are proud to host an Illinois Small Business Development Center (SBDC) in our office - one of many SBDC centers across the country. The SBDC provides no cost, confidential counseling to small businesses in Champaign County and beyond.

If you currently own a business and are looking for resources to help your business grow, have a business idea, or have an interest in starting a business, the SBDC is a good first step.

FY Activities:

Celebrated National Small Business Week

May 1st - 7th: Hosted 5 events with 74 attendees

Added PTAC Services

Resources for small businesses looking to enter the world of government contracting via Mary Turner, Center Director of the Illinois Procurement Technical Assistance Center at Western Illinois University: appointments are available on select days of each month.

Hosted Local InnovateHER Business Challenge

Prize competition through the SBA to unearth innovative products and services that help and empower the lives of women and families.

3 local finalists: Tinker by IntelliWheels, Inc. (1st Place), MakerGirl (2nd Place), and Helion Comics (3rd Place)

Tinker by IntelliWheels, Inc. was selected by the SBA as a national finalist in the competition. Marissa Siebel-Siero, co-founder and VP of Marketing, pitched the company to a panel of expert judges in Washington, D.C.

By the numbers:

	FY15	FY16	%Change
Total clients advised	196	282	+44
Total advising hours	1488	1728	+16
New clients	136	203	+49
Women clients	33	54	+64
Minority clients	60	91	+52
Seminars & workshops	13	18	+38

*FY15 (July 1, 2014 - June 30, 2015) & FY16 (July 1, 2015 - June 30, 2016)



InnovateHER check presentation to 1st place winner IntelliWheels, Inc.

CHAMPAIGN
Fastest growing
city in Illinois

United States
Census
Bureau

CHAMPAIGN-URBANA

#2 on "Top 10 College Towns
You'll Never Want to Leave" list

COLLEGE
MAGAZINE.COM
October 2015

UNIVERSITY OF ILLINOIS

#9 on "The 10 Best Public
Universities in America" list

**BUSINESS
INSIDER**
July 2015

UNIVERSITY OF ILLINOIS

Top 10 University for Venture
Capital-Backed Entrepreneurs

CRAIN'S
CHICAGO BUSINESS
September 2015

UNIVERSITY OF ILLINOIS

One of the top universities that
produces the most female entrepreneurs

CrunchBase
August 2015

CHAMPAIGN-URBANA

#4 among "Top Cities and Towns
for Job-Seeking College Grads" list

AIER
May 2016

UNIVERSITY OF ILLINOIS

Top Public School to Produce
the Best Startup Talent

**TECH
COCKTAIL**
July 2015

UNIVERSITY OF ILLINOIS

#5 Best Undergraduate
Engineering Program

U.S. News & WORLD REPORT
September 2015

For a complete list of local rankings, please visit:

www.yourewelcomecu.com

EDC

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 Champaign County Economic
Development Corporation
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SBDC

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You're Welcome Campaign

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