RESOLUTION 2015-063                          PASSED: JUNE 22, 2015

AUTHORIZING THE MAYOR OF THE CITY OF DEKALB, ILLINOIS TO ENTER INTO A FUNDING AGREEMENT WITH THE DEKALB COUNTY ECONOMIC DEVELOPMENT CORPORATION (DCEDC) IN THE AMOUNT OF $45,000 FOR ECONOMIC DEVELOPMENT SERVICES BEGINNING JULY 1, 2015 THROUGH JUNE 30, 2016.

BE IT RESOLVED BY THE CITY COUNCIL of the City of DeKalb, Illinois, as follows:

Section 1. That the Mayor of the City of DeKalb be authorized and directed to execute an Agreement with DeKalb County Economic Development Corporation in the amount of Forty-Five Thousand Dollars and 00/100 ($45,000) for economic development services from July 1, 2015 through June 30, 2016, a copy of which is attached hereto and made a part hereof as Exhibit “A,” subject to such changes as shall be acceptable to him.

Section 2. That the City Clerk of the City of DeKalb be authorized and directed to attest the Mayor’s signature.

PASSED BY THE CITY COUNCIL of the City of DeKalb, Illinois at a regular meeting thereof held on the 22nd day of June, 2015 and approved by me as Mayor on the same day.

ATTEST:

JULIE ABRAHAM, Deputy City Clerk

JOHN REY, Mayor
This Agreement made and entered into the 22nd day of June, 2015, by and between the DeKalb County Economic Development Corporation, hereinafter referred to as "DCEDC" and the City of DeKalb, hereinafter referred to as "City" shall provide as follows:

I. The DCEDC agrees to provide the following services to the City:

A. Maintain a professional economic development staff including a full-time professional director and follow the Activities Plan herewith attached as Exhibit "1".

B. Provide reports to the City Economic Development Commission and to the City Council as needed or requested on activities and programs during the term of this contract. Provide written prospect reports and descriptions to the City Manager. Provide presentations as necessary regarding development projects and prospects.

C. Perform research and maintain an information database, including sites and buildings information, demographics, population, labor supply, housing, utilities, taxes, incentives, etc. Maintain internet website where site selectors can access this information.

D. Respond promptly and follow-up on industrial leads and prospects; provide information and referrals for commercial, residential and other development inquiries; and such assistance on non-industrial prospects as deemed mutually necessary.

E. City Economic Development Commission volunteers and staff will be invited to participate in identifying target industries and in formulating the marketing methodology; with final decisions made by the DCEDC Executive Committee.

F. Provide advice, assistance and accompaniment to the City on important and sensitive business and industry retention matters. DCEDC staff shall make industry retention calls on industries of more than 50 employees, and selected small industries.

G. Respond promptly and follow-up on industrial leads and prospects, and report to the City Manager or their designee on all such activities as they pertain to potential locations in the City or in unincorporated areas within 1½ miles of the City on a regular or as-needed basis. For those leads and prospects requesting confidentiality, DCEDC shall report to the City Manager or his designee the type of industry to be conducted by the prospect, their acreage or square footage requirements, expected number of employees, desired location, and other such information of a general nature as may be available.

H. All commercial and residential prospects and inquiries that could be sited in the City of DeKalb or in unincorporated areas within 1½ miles of the City of DeKalb shall, upon intake, be advised and recommended to contact the City Manager or his designee. Any
additional assistance or involvement of DCEDC shall be to the extent requested by the City.

I. Refer all inquiries on City incentive programs, whether for industrial or commercial, to the City on an as-needed basis. Refer to the City all requests and inquiries of industries and businesses presently located in the City of DeKalb of their intentions to expand, to make public announcements, etc. Any additional assistance or involvement of DCEDC shall be to the extent requested by the City.

That in return for such services and payment provided for in Section II, DCEDC agrees to provide services in Section I for the period of July 1, 2015 through June 30, 2016.

II. That in return for the services specified in Section I, above, and upon a report and recommendation by the City Manager, and the Chairperson of the City Economic Development Commission that the City has received satisfactory service from the DCEDC, the City hereby agrees to pay to the DCEDC the sum of Forty Five Thousand Dollars ($45,000.00), payable in bi-annual installments in July and December of the term of this agreement.

III. In addition, the City agrees to maintain the following responsibilities and services:

A. Maintain an updated Community Profile, especially municipal utility rates and information regarding government services and quality of life matters.

B. Refer industrial prospects to DCEDC, or provide timely reports to DCEDC on the status of those not referred.

IV. That the DCEDC hereby indemnifies and holds the City harmless for any and all debts incurred by the DCEDC or for any of the acts of omission or commission by the DCEDC, any of its officers, any of its board members or any other members of DCEDC.

V. That this Agreement shall be for the term of one year commencing July 1, 2015 and concluding June 30, 2016.

VI. That this Agreement may not be altered or amended without prior written consent of both parties hereto.

VII. Notwithstanding that as described in Section I, Paragraph G, no breach of this Agreement shall occur in the event that the inquiring party shall request confidentiality. The parties to this Agreement shall advise and recommend contact with City/DCEDC officials, as the case may be.

In witness thereof, the parties have hereto set their handseals as of the day and year written above.
2015/2016 Strategic Goals and Work Program

DCEDC’s goals for 2015-16 include Business Attraction and Development, Industrial Growth and Workforce Development, Business Climate Enhancement, Marketing and Business Retention/Expansion.

Business Attraction and Development – DCEDC will work with developers and communities to prepare competitive development proposals for site selectors and industry officials conducting site searches and inquiries regarding development opportunities and operating characteristics in DeKalb County. As development projects are initiated, DCEDC will coordinate efforts of the DeKalb Development Team and prospect companies to ensure timely plan review and construction.

During 2014-15, Vac-U-Lok relocated operations to DeKalb from Rockford. Lighthouse Catholic Media acquired an industrial building and expansion parcel in the Airport North Industrial Park, and SK Express’ recent relocation to DeKalb from Sycamore resulted in a doubling of employment from 75 to 150. DCEDC responded to 30 inquiries, prepared 24 detailed proposals and made the final or shortlist for four major projects. Of these four, one selected Indianapolis, one is focusing on other out-of-state locations, one selected an Illinois Enterprise Zone community and the last was withdrawn. DCEDC prepared an Illinois Enterprise Zone application on behalf of the City and DeKalb County Government and is working with the Illinois Department of Commerce and Economic Opportunity and Illinois Chamber of Commerce to improve the competitiveness of DeKalb and the State of Illinois in future applications.

Industrial Growth and Workforce Development – DCEDC will collaborate with the NIU College of Engineering and Engineering Technology on the Digital Manufacturing and Design Innovation Institute linking information technology with engineering and manufacturing processes; facilitate business participation in education, research and development programs with NIU and Kishwaukee College; examine the feasibility of establishing a Business Development Incubator; and operate the Industrial Workforce Coordination Pilot Program in cooperation with the DeKalb/Ogle Workforce Consortium to support business expansion and attraction; DCEDC will facilitate business participation in other workforce development programs including the Workforce Investment Board of Kane, DeKalb and Kendall Counties and the Accelerated Training for Illinois Manufacturing (ATIM) program; and will monitor and facilitate participation in regional economic development collaboration to advance business development in DeKalb County.

During the past year, DCEDC convened a manufacturers roundtable together with NIU’s EIGERlab Innovation Network to increase innovation and facilitate participation in solutions/technologies together with the Digital Manufacturing Institute; convened business roundtables to introduce companies to valuable resources at NIU and Kishwaukee College; assisted industry leaders in examining the feasibility of an business incubator; introduced over 250 students to modern manufacturing increasing enrollment in automated engineering technology classes, created approximately 20 manufacturing internships; facilitated the hiring of recent graduates in local industry; guided the allocation of over $1,000,000 in training and career development services to support reemployment and career development of DeKalb residents, and coordinated DeKalb County’s participation in an application by the Metro West Manufacturing Region for designation as
Investing in Manufacturing Communities Partnership region.

**Business Climate Enhancement** — DCEDC will work with the City of DeKalb and DeKalb County on economic development visioning, branding and planning; convene a Technology Task Force to market the county’s telecommunications and broadband fiber resources to support business attraction, expansion and new business formation; monitor and advocate for designation of an Illinois Enterprise Zone application for DeKalb County; and work with state legislators, the data center development industry and the Illinois Chamber of Commerce to advocate for the revision of Illinois tax policy to attract data center and technology development.

During the past year, DCEDC assisted the City of DeKalb in working with the DeKalb School District and other DeKalb taxing bodies to extend the DeKalb Intergovernmental Tax Abatement Agreement and to lay the groundwork for a unified Enterprise Zone Tax Abatement Agreement. DCEDC coordinated preparation of an Illinois Enterprise Zone application with six municipalities, eight taxing bodies and the DeKalb County Board; and initiated the Data Center Legislative Coalition together with the Illinois Chamber of Commerce to enhance Illinois’ competitiveness in attracting data center investment.

**Marketing** — DCEDC will collaborate with NIU College of Engineering and Engineering Technology in recruiting research & development, manufacturing and other industries to the City of DeKalb and DeKalb County; conduct Video Email Marketing Campaign targeting site selectors and industry executives; continue to enhance its website, DCEDC.org, expand social media presence on LinkedIn and other appropriate venues; convene and promote DeKalb County at real estate networking and trade show events; research best economic development marketing practices for inclusion in DCEDC Marketing Plans; and lead the I-39 Corridor cooperative marketing partnership in promoting the City of DeKalb and the I-39 market.

During the past year testimonial videos on DeKalb’s expedited development process, cooperative incentives and community partnerships have been prepared for distribution to site selectors and industry executives. DCEDC communicates with local Facebook followers weekly and LinkedIn activity is being initiated. DCEDC participated together with the I-39 Corridor Association in monthly Association of Industrial Realtors (AIRE) and 7x24 Exchange Data Center business networking events networking events, as well as the International Manufacturing Technology Show. DCEDC together with the I-39 Corridor Association have reestablished the successful Festivus Site Selector Holiday Networking Program. DCEDC is following up on over 40 development leads generated at the SelectUSA International Business Development in Washington, D.C. and developed new referral sources at the Illinois Development Council International Trade Counselor Reception and Site Selector Luncheon.

**Business Retention/Expansion** — DCEDC’s Business Retention & Expansion Committee will arrange business retention visits with local industries and conduct surveys with owner/managers designed to identify needs and opportunities, enabling DCEDC to introduce resources to support the needs of local industry. Visits are conducted by teams including host municipalities and the Illinois Manufacturing Excellence Center (IMEC). DCEDC’s past Voice of Industry Report identified more than 25 expansion opportunities most of which materialized during recent years. During the past half year, retention visits with Cushioneer, DeKalb Forge, OC Imageworks and Target identified opportunities for collaboration on business growth, expansion and attraction and workforce
development.

**Strengthen Public/Private Economic Development Partnership** – With the support of its public and private sector members and contributors, DCEDC will generate the financial, in-kind and volunteer resources necessary to conduct its work program; conduct a full business education and networking event schedule including its Annual State-of-the-County Dinner, Economic Outlook Luncheon, Business Roundtables, Industrial Focus, Industrial Plant Tours and Leader Recognition Events.

With the support of the City of DeKalb, DCEDC leverages contributions and membership dues from over 200 private businesses, DeKalb County, Northern Illinois University and 16 communities, townships and park districts to share the cost and benefits of economic development. Over 70% of resources generated are from private sources and operating revenue. More than $1.6 billion in private investment and assessed valuation, resulting in over 11,000 new jobs in DeKalb County have been realized since DCEDC’s creation in 1987. During this period, employment of county residents has increased by 20,000. The DCEDC public/private partnership was instrumental in attracting or expanding five of the eight largest City of DeKalb taxpayers. These five industries - 3M, Target, Goodyear, Nestle and Panduit - now generate $3.6 million in tax revenue each year including over $330,000 to the City of DeKalb.