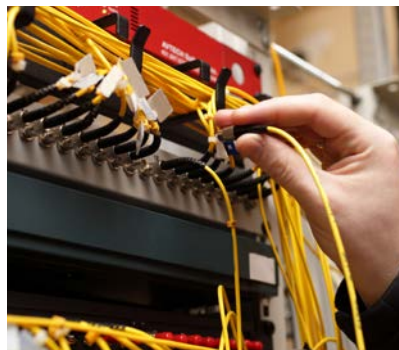


The Future of McHenry County

Creating Workplaces for
Our Children and
Their Children





Mark Saladin

Chairman of the Board

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Jim McConoughey

President, MCEDC

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Brad Heldt

Vice Chairman of the Board

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Creating
Workplaces
for Our
Children
and
Their Children



McHenry County's 2019 Business Overview



309,544
Population
Grew 1,571 over past 5 years
MC Labor Report Fall 2019



\$82,230
Median Household Income (2017)
MC Labor Report Fall 2019



\$9,116,743,006
Exports
MC Labor Report Fall 2019




\$19,090,403,593
Imports
MC Labor Report Fall 2019



\$10,241,435,000
Gross Regional Product
BEA: Real Gross Domestic Product GDP County, 2015-2018

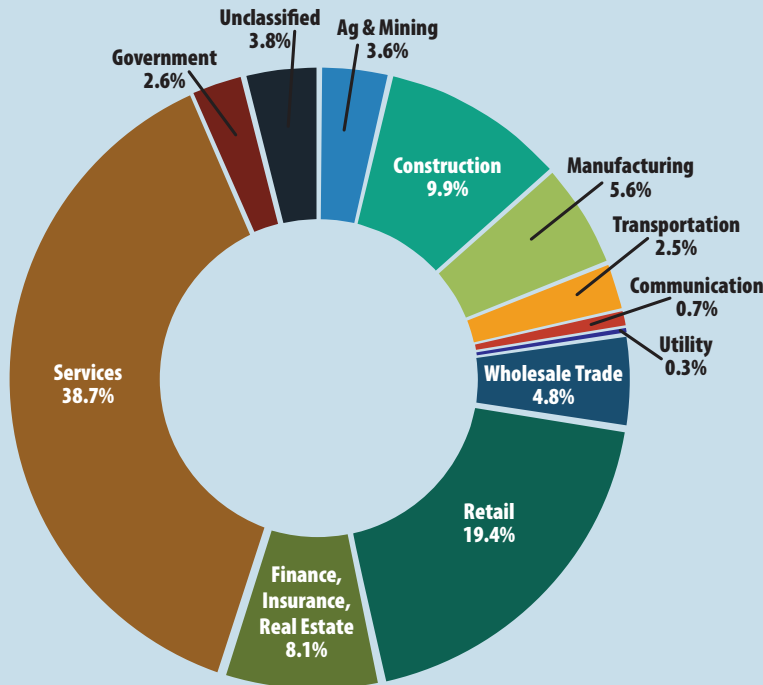


168,781
Regional Employment
MC Labor Report Fall 2019



2.75 %
Unemployment Rate
MC Labor Report Fall 2019

McHenry County Business by SIC



Source: US Bureau of Economic Analysis - Chmura 2017

Business Summary*

Businesses	10,198
Employees	131,677
White Collar	62.5%
Blue Collar	21.1%
Services	16.4%


Educated Workforce*

2019 Education for Ages 25+

Graduate Professional Degree	11.8%
Bachelor's Degree	22.9%
Associate Degree	9.0%
Some College, No Degree	23.5%
High School Graduate	22.9%
CED/Alternative Credential	3.1%
9 - 12th Grade, No Diploma	4.1%
Less Than 9th Grade	2.7%

*US Census Bureau, ESRI

Charts - Need to recreate!



2019 MCEDC Year in Review by the numbers

28 Confidential MCEDC deal flow priority projects involving site search projects

23 State Site Searches

5 In-county site searches

39 Municipal expansions

30 Industrial project announcements

31 Commercial project announcements

512,000 Square foot new industrial

279,000 Square foot new commercial

612 Industrial jobs created

Supporting the business community:

20 Consulted on over 20 long term priority projects impacting the county

131 Conducted 131 business visitations to identify the status of business and pulse of the region

204 Created 204 customized demographic and specialized data reports for business, residents and municipalities

19 Business Champion Nominees and 4 - 2019 *Business Champions* recognized

400 C-Suite Executives attended the Annual Dinner

3 Hosted 3 roundtables with our 26 municipal and chamber EDGE partners

5 Held 5 strategic creative meetings for Catapult McHenry County branding initiative

7 Collaborated with 7 Regional Partners: Chicago Regional Growth Corp., Metro Chicago Exports, Metro Metals Consortium, Metro West Chicago, Region 1 Planning Council, BMW CEDS, Alliance for Community Development

Goals and Mission

MCEDC's Goal and Mission is to grow our economy and create jobs for our children...and our children's children. We are strategic, lean, technically savvy, well led, skilled and focused on providing a positive environment for economic growth.

Retention

RETENTION is key to our goal and mission - we assist businesses to overcome obstacles and support innovation so they stay in McHenry County and provide workforce opportunities.

- One of our most effective tools to provide assistance is our Rapid Response Company Assistance Team (C.A.T.) comprised of leaders from the McHenry County Workforce Network, the State of Illinois Department of Commerce and Economic Opportunity (DCEO), the municipality where the company is located and MCEDC. This group is nimble, focused and very effective.
- MCEDC met with over 130 C suite executives through our Business Visitation Program to keep apprised of issues and concerns of our business community.
- The number one issue of concern continues to be the need for skilled employees. MCEDC supports workforce of the future high school and college programs, such as INCubatoredu, STEM events and robotics teams.
- MCEDC maintains a strong relationship with McHenry County College communicating the skills and needs of local industries.

Expansion

EXPANSION is also vital to our mission. MCEDC assists in finding locations and funding sources to meet the needs of our innovating companies...expansions create new opportunities for employment. Partnering with our municipalities and the realtor community, MCEDC helps fast tracks the process. There were over 39 company expansions in 2019.

Attraction

ATTRACTION of new companies is essential to maintain a diverse industry base and vital in providing new workforce opportunities. In 2019, MCEDC managed and processed 25 site search projects.

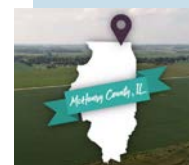
- The MCEDC Video Marketing Series debuted at a red-carpet screening in December. Collaborating with McHenry County, Shaw Media, and MCEDC, a series of five 60 second videos were created to showcase and market our unique attributes and exceptional quality of life. Used for recruiting new businesses and workforce talent to the County, they focus on Workforce, Advanced Manufacturing, Health, Visitor Based Economy and an overall county profile. Additional sponsoring partners: Visit McHenry County, Working World Staffing, Home State Bank, Heartland Realtor.org. and Northwestern Medicine.
- Catapult McHenry County is our branding initiative to create an overarching McHenry County Brand to help raise the visibility of McHenry County. It is almost completed and adoption in 2020 is expected. It will help tell the story of McHenry County.
- MCEDC.COM Website Redevelopment. Significantly updated look, feel, functionality and user experience. The redevelopment and update of the MCEDC manufacturing website: illinoismanufacturing.net is planned for 2020.



Robotics Team



Burnex Expansion



MCEDC Video Series



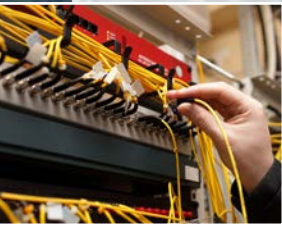
MCEDC Website Redevelopment

Driving Technology to Grow Industries of Today, Tomorrow and in to Future!

Rt. 23 & I-90

Celebrating our first direct interstate access to I-90 in McHenry County!

The \$33.4 million interchange project in Marengo creates opportunities for continued economic development along Route 23 and opens up access between the Tollway and the northwest suburbs. Partners: Illinois Tollway Illinois Department of Transportation, McHenry County, and the City of Marengo.



iFiber Infrastructure – the highway of the future - is vital to keep our current businesses and to attract industries of the future.

It is essential that ALL parts of the county have state of the art access so that advanced manufacturing and technology companies, as well as our educational community and residents can compete and grow in today's technological centric world. We are currently working with our partners McHenry County and SurfAir Wireless to build the last mile hookup.



Solar infrastructure – since MCEDC's solar forum in 2018, there have been over 300 solar projects online or in development. It is affordable, sustainable, improves grid security and is less impactful on the environment.

Huntley School District 158 has recently installed a series of solar panels and estimates \$4.2 million in energy cost savings over the next 20 years. We continue to work with and provide support for solar opportunities in McHenry County as they continue to grow.

Robotics Technology is very important to our industries and to the industries of the future.

McHenry County's advanced manufacturing and technology companies see robotics education as important to their future growth. MCEDC is pleased to support our nine local Robotics teams.



Manufacturing... McHenry County is a federally designated manufacturing community with over 400 manufacturers

As the largest employment sector in the county, MCEDC created M1 Connect – a series of breakfast meetings throughout the year for manufacturing plant managers. The focus is on growing management leadership skills, solving problems, discussing innovation challenges and sharing technics, the 2019 series was sponsored by Express Employment Professionals.



Entrepreneurial Ecosystem, MC NEXT will impact our economy and support our entrepreneurs.

WHAT MC NEXT, created by the McHenry County Economic Development Foundation, is an entrepreneurial development program to ensure the next generation of entrepreneurs are located and nurtured in McHenry County.

WHY Our current business base was started several generations ago by entrepreneurs who took a leap of faith and created many of the exceptional businesses we have today. In addition to the obvious benefits of such a program, there are many indirect benefits:

- 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 located locally reduce commuter times;
- raising 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.

HOW It 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 which, 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 including:

- Teaching basic business practices
- Developing working prototypes
- Finding mentors and advisors
- Providing 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)
- Creating a production pipeline where engineering and design shops who can help with prototypes and product development
- Assisting with business plans
- Facilitating distribution channels
- Finding seasoned mentors

MC NEXT will be similar to entrepreneurial programs across the country which have successfully generated thousands of jobs...and impacted economies. The MCED FOUNDATION will bring that model of success to McHenry County through **MC NEXT**.

MC NEXT
will help
drive
the future
of
McHenry
County's
economic
success



Keynote speaker for the 2019 MCEDC Annual Dinner, Thomas Frey, Futurist speaker and founder of the DaVinci Institute

2019 MCEDC Business Champions

For the past twelve years, MCEDC has recognized outstanding companies who have positively contributed to McHenry County's economy and who have exhibited business acumen and vision. Judging is conducted by a panel of independent and unbiased business leaders residing outside of McHenry County.

The 2019 Business Champion Award winners were announced at the MCEDC 28th Annual Dinner on November 5, 2019. Over 400 business leaders attended the event with keynote speaker, Thomas Frey, Futurist speaker and Da Vinci institute founder.



Accepting the award for Ethereal Confections, Michael Ervin

In the category of fewer than 24 employees, Ethereal Confections of Woodstock won the award. Ethereal Confections is a bean- to-bar chocolate and confections manufacturer and café, and was founded in 2011 by owners Sara Miller, and brother and sister, Michael and Mary Ervin. Ethereal recently moved to a new site in Woodstock and now has a food-forward café, a speakeasy and event space for up to 100 people. Ethereal participates in a jobs program for individuals with developmental disabilities as well as hosts numerous students for internships and hands-on training. Every single chocolate bar they produce is a billboard for McHenry County- they all say "Made in Woodstock, Illinois" – and are enjoyed by tens of thousands if customers nationally and internationally.



Accepting the award for Burnex Inc., Chuck Duha

In the mid-size company category of 25 to 100 employees, Burnex Corporation of Ringwood received the award. Burnex Corporation is a world-class leader in manufacturing of precision metal stampings, wire forms, and intricately designed custom and standard metal parts for a wide range of industries and applications. The company is in the process of adding a 21,000 square foot addition to their existing building, bringing their total square footage to over 55,000 square feet. Burnex, along with other county manufactures and McHenry County College, is involved in a concerted effort to attract more youth to the trades.



Accepting the award for Corporate Disk, Joe Foley

In the large category of companies that employ 101 to 299 employees, the 2019 Business Champion award was presented to Corporate Disk of McHenry. Since 1984, Corporate Disk Company of McHenry, has delivered inspiration and specialized knowledge to their clients by providing printing, manufacturing and fulfillment solutions in the form of manufacturing and duplicating media- such as CD's/DVD's/USBs, all different types of printing, packaging, and other related product sourcing. They manage critical client projects, product launches, handle daily product fulfillment, and distribute their clients' products directly to their customers all around the world. Corporate disk recently expanded into a second facility in McHenry and now has 175,000 square feet, and ships 15,000 products a day to end users around the world.



Accepting the award for Camfil USA, Patricia Lamberg

In the category of over 300 employees, the award went to Camfil USA, Crystal Lake. Camfil USA is a world leader in the development and production of air filters and clean air solutions providing best-in-class air filtration products and services within four main segments: Comfort Air, Clean Processes, Power Systems and Safety & Protection. Headquartered in Stockholm, Sweden they have 3,800 employees and sales over \$760 million worldwide with 26 production units and R&D centers in four countries. Due to its significant growth, Camfil has invested \$11 million in the Crystal Lake facility expanding their facility by 50%, creating 135 new jobs, and implementing six new product lines.

MCEDC congratulates all of our business champions finalists, their leadership and the 2019 Business Champions Ethereal Confections, Burnex Corporation, Corporate Disk, and Camfil USA.

2019 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

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

TREASURER

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

Stephan Ballot Vice President, Flocon, Inc. 11595 McConnel Road, Woodstock, IL 60098

Jill Dinsmore President, JA Frate, 1202 S. IL Route 31, McHenry, IL 60050

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

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

Dave Hubbard CEO, Exemplar Financial, 413 E. Terra Cotta Avenue, Suite C, Crystal Lake, 60014

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

Heather Maieritsch City of Crystal Lake, 100 W. Municipal Complex, Crystal Lake, IL 60014 (Exofficial)

John McCann Economic and Business Development Manager, ComEd, 123 Energy Drive, Rockford, IL 61109

David Overbeeke President and CEO, Brake Parts, 4400 Prime Parkway, McHenry, IL 66050

Jim Ringness General Manager, Northwest Herald/Shaw Media, 7717 IL Route 31, Crystal Lake, IL60014

Colleen Roos President, CMR Benefits Group, 380 N. Terra Cotta Road, Suite E, Crystal Lake, IL 60012

Mike Skala CEO
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



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