

» CHAMPAIGN COUNTY EDC

Champaign County Board
July 23, 2020



» Who We Are + What We Do

We are a public-private partnership dedicated to fostering a cooperative, county-wide approach to economic development that works to improve the economic well-being of Champaign County through efforts that entail job creation, job retention, tax base enhancements, small business development, and quality of life, and brings together community partners to support economic development by aligning interests through productive relationships, open dialogue, and advocacy efforts.

Areas of Focus:

- Business Outreach & Industry Engagement
- Workforce Development
- Regional Promotion & Talent Attraction
- Transportation & Logistics
- Small Business Development
- Regional Collaboration



» 2020-2023 Strategic Plan

» Business Outreach & Industry Engagement

- » Increase awareness of WIOA
- » Identify shared skill needs to prepare joint workforce programs to serve industry clusters

» Workforce Development

- » Identify the most critical job needs in the region and appropriate learning pathways for those jobs
- » Champaign County Welcoming Plan – Economic Integration & Employment

» Regional Promotion & Talent Attraction

- » Collaboration opportunities with UIUC and Parkland to attract alumni back to the community
- » Welcome to Champaign County newcomer sessions (via Chambana Proud)

» Transportation & Logistics

- » Improving challenges & taking advantage of opportunities in RPC's CU Region Freight Plan
- » Identify business opportunities as a result of new port of entry

» Small Business Development

- » Develop – and further strengthen existing – programs that support women and minority entrepreneurs, i.e. access to capital
- » Expand PTAC services

» Regional Collaboration

- » Create a regional +1 program across East Central IL to assist talent in locating in our region + support employers with a large regional presence
- » Restructure and launch Illini Angels, mobilize network of angel investors, including alumni



» Business Outreach & Industry Engagement

- » 43 RFPs (attraction / retention): new and existing businesses
- » 89 Outreach Visits: structured and one-on-one
- » 17 Roundtables / Panels: Recruiting / Talent Attraction, Manufacturing, Defense, Immigration, AgTech, Tech, DCEO, etc.
- » 300+ data reports to communities & area businesses: economy overview, wage data, occupation snapshots, economic impact
- » DC3: Defense Coalition of Champaign County
- » Chancellor's Economic Development Advisory Council
- » EDC Economic Development Council



» Champaign-Urbana Business Cluster Report

» The University of Illinois Office of Corporate Relations, the University of Illinois Research Park, LLC and the Champaign County Economic Development Corporation are jointly commissioning a study to affirm local targeted industry clusters, local challenges to business growth, attraction opportunities, and talent development in the sectors. Key sectors for the study:

- » AgTech and Agribusiness
- » FinTech (Insurance and Financial)
- » MedTech (engineering and medicine)
- » Data Sciences and Computing
- » Defense (simulation, modeling, transportation, security)
- » Manufacturing



» Workforce Development

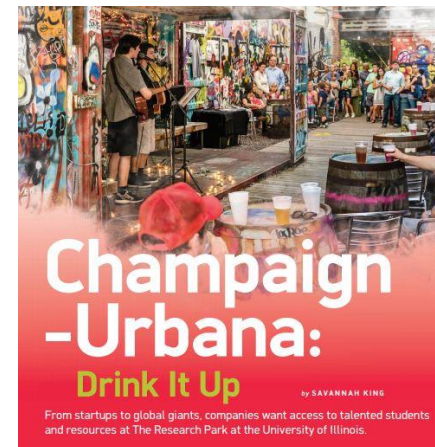
- » Early College & Career Academy (ECCA)
 - » Education Pathway starting Fall 2020
- » ICATT Apprenticeship Program
 - » New videos highlighting initial cohort & company trainers
- » Partnerships with UIUC and Parkland College – connections & engagement with employers
 - » Short-term training & industry credentials
- » Workforce Innovation Board
- » Data Resource



CHAMPAIGN
ICATT Apprenticeship Program in Champaign County: Silgan Closures

» Regional Promotion & Talent Attraction

- » ChambanaProud.com
- » Champaign County Recruiters
 - » Talent Attraction Reports
 - » New Hire Checklists
 - » Roundtables & Networking, Slack Channel



**MIDWESTERN ROOTS.
WORLD-CLASS EXPECTATIONS.**
CHAMPAIGN COUNTY ECONOMIC DEVELOPMENT CORPORATION

» Transportation & Logistics

» 2019 Economic Impact Study – Willard Airport - total estimated annual impact to Champaign County is **\$99.75M**, 34% increase since 2016

» Key metrics:

- » total estimated local job creation or support of 751 full-time employees with \$30M in annual payroll, an increase of 34% since 2016
- » total estimated 122 visitors per day, an increase of 91% since 2016
- » total estimated \$14M taxes generated, an increase of 39% since 2016



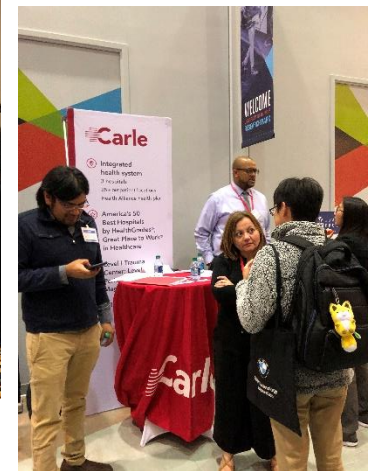
11 Airport Road
Sevoo, IL 61874
(217) 244-8689

**MIDWESTERN ROOTS.
WORLD-CLASS EXPECTATIONS.**

CHAMPAIGN COUNTY ECONOMIC DEVELOPMENT CORPORATION

» Programs & Events

- » Champaign County First, local (private & public) leaders with focus on ED projects
- » TechMix & CATALYZE, networking opportunity for local tech pros
- » Special Projects / Events
 - » Private Job Fairs
 - » First Friday
 - » National Manufacturing Day / IL Manufacturing Month



» AgTech in Champaign-Urbana

» Champaign-Urbana has long been a hub for technology as well as agriculture. In the past decade, those two paths have converged, paving the way for the community to become an **“epicenter for AgTech.”**

» Launched new AgTech campaign – video

» Inaugural CU AgTech Week



» Welcome Economies Technical Assistance Pilot

» In part, the Welcome Economies Pilot was chosen because it closely aligns with the goals of the Welcome to Pittsburgh program to advance the economic impact of immigrant and refugee communities.

» The Welcome Economies Pilot is a partnership between the Welcome to Pittsburgh program and the regional economic development corporation.



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come participants to Welcoming Network vision of immigrants and the WE Pilot will allow technical assistance model of building lot leverages the peer that has been so g Network, the rust g International, and

» Illinois Small Business Development Center

- » January – December 2019:
 - » 377 clients advised (222 new clients)
 - » 1,388 advising hours
 - » 38 business starts
 - » 360 jobs created
 - » 171 jobs retained
 - » 48 workshops/seminars, 489 attendees
 - » \$719,859 of capital infusion
- » International Trade Center
 - » 74 clients advised
 - » \$22,000,000 increase in exports
 - » 20 ISTEP grants totaling \$74,000
- » Partnerships: PTAC services, Entrepreneur Coaching Academy, Launch at Champaign Public Library, UIUC Office for Business & Community Economic Development, CobraVenture at Parkland College, iVenture Accelerator



» COVID-19 Response & Action

- » COVID-19 Website Resource Page
- » ED Leaders Group: twice weekly Zoom calls, week of March 16 to date
 - » Face Mask Drive (CUPHD) & Herff Jones mask order
- » Champaign County Rallies
 - » Live videos: bars & restaurants, retail, local art
- » Technical assistance & pivot assistance
- » Source of Information: go-to, real-time aggregator of information and resources
 - » Peer-to-peer meetings
- » Financial programs – CDBG funds & COVID-19 grants
- » Business impact surveys



Mask Drive-Tuesday April 28th, 9am-7pm,
WCIA3 Backlot, off Randolph St., Champaign



» Champaign County Reopening Team

» ChampaignCountySafe.org

» Resources:

» Champaign County Safety Pledge

» 250+ businesses

» State Guidelines & Local Best Practices

» Industry Representation

» Sample Signage

» Local Suppliers & Resources: PPE, Cleaning Companies, Printers

» Wear It, Don't Share It

5 THINGS TO DO WHEN VISITING LOCAL BUSINESSES

CHAMPAIGNCOUNTYSAFE.ORG

 <p>WEAR A MASK IF MEDICALLY ABLE</p> <p>While dining out, masks should be worn when not eating or drinking.</p>	 <p>ENTER WITH CLEAN HANDS</p> <p>Utilize hand-washing stations or sanitizer as needed.</p>	 <p>ADHERE TO SOCIAL DISTANCING MEASURES</p> <p>Do not gather in crowds. Wait in line 6 ft. apart or wait in your vehicle.</p>	 <p>USE RESPIRATORY ETIQUETTE</p> <p>Cover coughs and sneezes. Do not go out if feeling ill.</p>	 <p>BE PATIENT AND KIND</p> <p>Businesses are working hard to keep employees and customers safe. Respect their rules.</p>
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CONDADO DE CHAMPAIGN

COMPROMISO DE SEGURIDAD EMPRESARIAL

NOS COMPROMETEMOS a mantener empleados y clientes seguros durante la pandemia del COVID-19. Esto es lo que puede esperar al ingresar:

- Empleados con mascararas
- Empleados con manos limpias
- Limpieza y desinfección frecuente de equipos y otros elementos del entorno del negocio
- Medidas de distanciamiento social establecidas

Por favor sepa que nosotros:

- Alertamos a los trabajadores a quedarse en casa si están enfermos y a enviar a los empleados enfermos a casa
- Evaluamos la salud de los trabajadores a su llegada y durante la jornada laboral, incluyendo fiebre, tos, dificultad para respirar
- Alertamos a los empleados a lavarse frecuentemente las manos con agua tibia y jabón
- Alertamos a los empleados a tomar las medidas de seguridad de salud adecuadas cuando regresen de su lugar de trabajo al final de su jornada laboral y regresar a sus hogares

LE PEDIMOS QUE USTED:

- Use una mascarara, a menos que su uso esté contraindicado por su médico
- Entre con las manos limpias
- Se adhiera a las medidas de distanciamiento social
- Use etiqueta respiratoria, incluyendo cubrirse al toser y estornudar

No nos comprometemos a seguir las pautas establecidas por los Centros para el Control de Enfermedades, el Departamento de Salud Pública de Illinois y el Distrito de Salud Pública de Champaign-Urbana.

1/16/2020

1/16/2020



You must wear a mask to enter this building.

CHAMPAIGN COUNTY SAFETY GUIDANCE

MIDWESTERN ROOTS. WORLD-CLASS EXPECTATIONS.

CHAMPAIGN COUNTY ECONOMIC DEVELOPMENT CORPORATION

 State Farm CENTER

CHAMPAIGN
COUNTY
SAFE.ORG

COMMITTED TO YOUR SAFETY

» COVID-19: SBDC Metrics (March 16 – June 1)

- » Amount of debt financing: \$1.358M
- » Amount of non debt financing: \$255,070
- » 167 clients advised (counseling sessions),
 - » 500+ businesses helped
- » 39 training events, now daily
- » 1,291 jobs supported

- » Daily calls with DCEO and SBDC network
- » CARES Act Supplemental Funding



**Illinois Small Business Development Center
at Champaign County EDC**

The U.S. Small Business Administration is offering designated states and territories - Illinois included - low-interest federal disaster loans for working capital to small businesses suffering substantial economic injury as a result of the coronavirus (COVID-19). SBA's Economic Injury Disaster Loans offer up to \$2 million in assistance and can provide vital economic support to small businesses to help overcome the temporary loss of revenue they are experiencing. These loans may be used to pay fixed debts, payroll, accounts payable and other bills that can't be paid because of the disaster's impact. The interest rate is 3.75% for small businesses; 2.75% for non-profits.

We're here to answer any questions you have, help you understand and prepare the necessary documents to apply, and assist you in the application process. Contact us to schedule an appointment: info@cusbdc.org or 217-378-8535.

CUSBDC.ORG

Assistance is also available in Spanish, French, Italian, and Portuguese.



» Shout-Out to our Partner Agencies











- » Illinois Manufacturers' Association
- » IMEC
- » Illinois Department of Commerce & Economic Opportunity
- » U.S. Small Business Administration
- » LISC
- » Accion
- » University of Illinois at Urbana-Champaign
- » University of Illinois Research Park
- » Parkland College
- » Champaign County RPC
- » Champaign-Urbana Public Health District
- » United Way of Champaign County
- » Community Foundation of East Central Illinois
- » City of Champaign
- » City of Urbana
- » Village of Mahomet
- » Village of Rantoul
- » Village of Savoy
- » Champaign County
- » Champaign County Chamber of Commerce
- » Champaign County Black Chamber of Commerce
- » Champaign Center Partnership
- » Urbana Business Association
- » Visit Champaign County
- » New American Welcome Center at University YMCA
- » Champaign County Emergency Management Agency
- » Local Lenders
- » Illinois SBDC Network
- » 40 North
- » CUDO
- » EDC of Decatur & Macon County
- » Bloomington-Normal EDC
- » Tuscola Economic Development, Inc.
- » Greater Peoria EDC
- » Springfield Sangamon Growth Alliance
- » Serra Ventures
- » Meyer Capel
- » Clanin Marketing
- » Martin Hood
- » Emsi

» In the Works

- » EDA 2020 Build to Scale: Venture Challenge – IL AgTech Accelerator
 - » A total of 609 Concept Proposals were received with 138 receiving encourage responses.
- » Champaign County Recovery Planning & Implementation
 - » Restore health and safety confidence, retrain displaced workers, embrace innovation and link workers to new job opportunities, bolster technical assistance programs / networks, CRE, etc.
 - » Sources of information:
 - » Direct feedback from businesses
 - » Data – job analytics, unemployment, etc.
 - » Surveys, including those of partner agencies

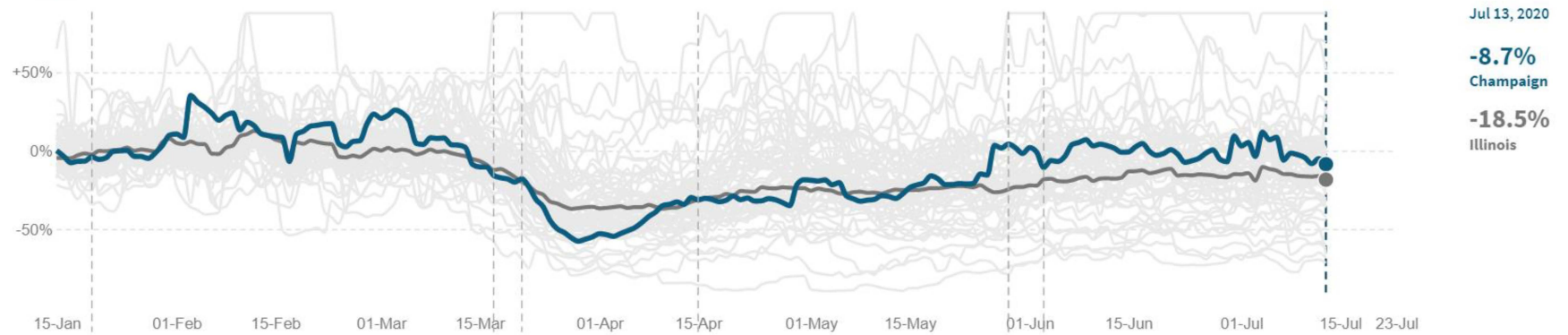


Top Posted Job Titles

Job Title	Total/Unique (May 2020)	Posting Intensity	Median Posting Duration
Truck Drivers	4,509 / 626	7 : 1 	44 days
Commercial Driver's License (CDL) Drivers	1,402 / 289	5 : 1 	9 days
Registered Nurses	2,057 / 286	7 : 1 	52 days
Physicians	1,245 / 217	6 : 1 	41 days
Customer Service Representatives (Office and Administrative Support)	1,229 / 197	6 : 1 	35 days
Retail Sales Associates	886 / 192	5 : 1 	74 days
Delivery Drivers	698 / 133	5 : 1 	50 days
Software Engineers	685 / 115	6 : 1 	54 days
Sales Managers (Sales and Related)	547 / 113	5 : 1 	56 days
Regional Truck Drivers	225 / 96	2 : 1 	13 days

Percent Change in Small Business Revenue*

In **Champaign County**, as of July 13 2020, total small business revenue decreased by **8.7%** compared to January 2020.



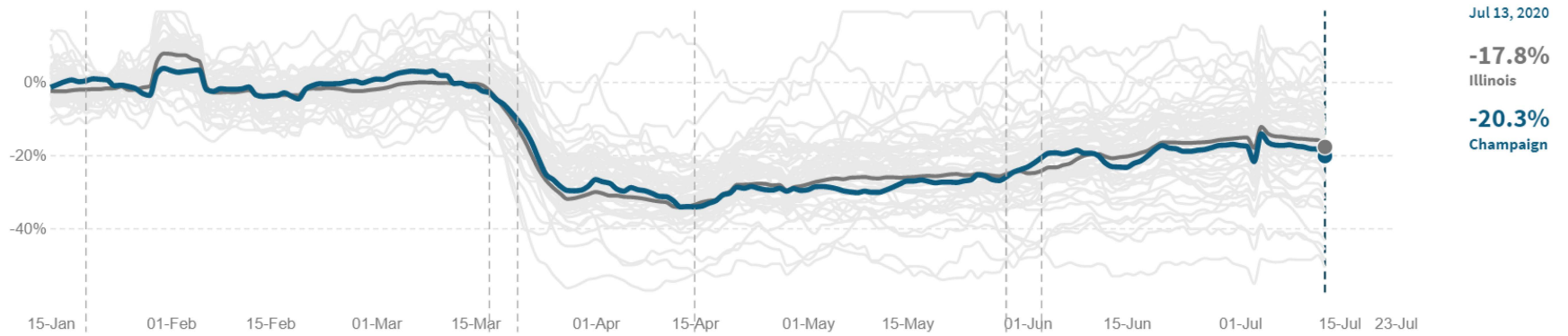
*Change in net business revenue for small businesses, indexed to January 4-31 2020 and seasonally adjusted. This series is based on data from Womply.

last updated: July 21, 2020 next update expected: July 24, 2020

visit tracktherecovery.org to explore

Percent Change in Number of Small Businesses Open*

In **Champaign County**, as of July 13 2020, the number of small businesses open decreased by **20.3%** compared to January 2020.



*Change in small businesses open (defined as having financial transaction activity), indexed to January 4-31 2020 and seasonally adjusted. This series is based on data from Womply.

last updated: July 21, 2020 next update expected: July 24, 2020

» In the Works

» Illinois SBDC Network – Supplemental Funding (CARES Act), \$7.3M Total

» 15-20+ new programs: accounting & financial compliance, employment law, workplace health & safety, cybersecurity, marketing & e-commerce, videos, SBIR and federal contracts, grant writing support, etc.

Sagamore Publishing LLC (Champaign) is a 30-year-old publisher of books, journals, and other educational materials used around the globe. With assistance from the Illinois SBDC at the Champaign County EDC (CUSBDC), the company was able to secure a **\$115,000 SBA PPP loan**, a **\$10,000 SBA EIDL Advance** and is currently seeking to obtain additional financial assistance.



» Thank you! Questions?



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