



TCEDA's TRACKING...

A Salute to Veterans

November 11, 2014 - Say "thanks" to a veteran and their families today for their service and sacrifices. For those former service members looking for employment, visit www.usajobs.gov for information on federal employment opportunities, including Thomson Prison.

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New Business Invests \$20M in East Dubuque



October 30, 2014 - Rentech Nitrogen Partners, L.P. announced that it has signed a long-term agreement with Tessengerlo Kerley, Inc. (TKI), the North American subsidiary of Brussels-based Tessengerlo Group, to supply TKI with ammonia produced from its East Dubuque, Illinois facility.

TKI will lease property from Rentech Nitrogen adjacent to the East Dubuque fertilizer facility to build a new plant to manufacture liquid fertilizer.

TKI will invest \$20M and own, construct, and operate the new production plant. When completed, the new plant will enhance TKI's position as the world's largest producer of sulfur-based liquid fertilizers.

Welcome to East Dubuque!

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High School Students Tour on National Manufacturing Day

October 3, 2014 - *Today's Manufacturing is Not Your Grandfather's Manufacturing* was the theme of the first National Manufacturing Day in Northwest IL. Many people have an antiquated idea of manufacturing facilities as dirty and unpleasant places to work. Local high school students toured local, modern manufacturing facilities and learned about careers in our region.



TCEDA Regional Map

The Tri-County Economic Development Alliance, Inc. (TCEDA) is a independent, private, nonprofit 501c(6) corporation formed to develop regional public/private partnerships to promote and encourage economic development in Jo Daviess, Carroll and Whiteside counties.

By combining the strengths of our businesses, counties, communities and organizations, we can compete globally for business expansion opportunities, and attract and retain businesses *to improve the quality of life for our residents.*





Quick Links

www.tceda-nwil.org

www.bop.gov/jobs

www.usajobs.gov

www.sam.gov

www.fedbizopps.gov

TCEDA hosted nearly 170 students from Tri-State Christian, River Ridge, Stockton, Eastland, West Carroll and Scales Mound high schools, and the Jo Daviess Carroll Area Vocational Center. The students learned about regional manufacturers, the products they make, the careers that are available and the education needed to secure employment.

According to Scott Anderson, Dean of Business and Technology at Highland Community College, which was a sponsor of the event, Manufacturing Day was a "great opportunity for awareness; young students become aware of opportunities here. It is also an opportunity to partner with manufacturers to support curriculum." Sponsors of the event also included United Way of Northwest IL.

Students had the opportunity to discover educational opportunities available at Highland Community College and received a flash drive of the manufacturers' presentations along with tips for interviewing from Furst Staffing.

To view the photo gallery from the event go to www.mfgday.com and select the Tri-County Economic Development Alliance event.

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Regional Database for Rental Properties Available

Due to a demand for rental properties in our region, TCEDA has created a public database for relocators who are interested in finding rental properties in Northwest IL. Real estate agents, rental companies and landlords are invited to add their property information to the free, public database at <http://bit.ly/1uZAUnl>.

Don't forget to update and delete the information so the database remains current. Share this link with new community members looking for rental properties. For more information email info@TCEDA-nwil.org or call 885.858.4491.

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Leadership Roundtable Recruits in Carroll County

Business Support Resources and Highland Community College are partnering again to co-facilitate a 2015 Carroll County Leadership Roundtable. The Roundtable will model the very successful Jo Daviess County Leadership Forum. It will begin with a two and

one-half day kickoff retreat during early February, followed by monthly meetings, each in a different Carroll County community. A graduation ceremony during December will complete the program.

Each monthly session will focus on local community issues and the potential applicability of the well-known Kouzes and Pozner leadership model. The program is worth three credit-hours through Highland, and this year a \$500.00 scholarship is offered for up to ten participants, on a first come-first served basis. For more information call Russ Simpson at 815-858-4295.

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New TCEDA Member



From l to r: Elizabeth Village President Mike Dittmar, Lisa McCarthy, TCEDA and Jason Thomasson, Elizabeth Village Council

TCEDA welcomes the Village of Elizabeth as new members of TCEDA! Thanks for your support!

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The Five C's of Successful Business Relocation and Expansion

Jeff Baryshnik, President of the Republic Real Estate Funds, does not spend any time beating around the bush in his article titled Five Features of Successful Business Relocations and Expansions.

Baryshnik's company has acquired over one million square feet of property in the last 18 months and specializes in helping companies relocate. He begins his article with this observation, "The most common mistake is focusing solely on cost. If cost were the only consideration, we'd all be working in China." Instead of becoming consumed with costs he advises companies to take the five C's into consideration.

The first C of successful relocation and expansion is **capability**. Companies need a skilled labor force in order to function. If a location does not have a pool of qualified workers than companies should avoid setting up shop there.

Cost is Baryshnik's second C, although costs should not be a companies' entire focus, it does need to be considered when looking to grow or relocate. Basic economics teaches us that in order to maximize profits it is important to keep costs low. That is especially true in today's highly competitive market. Companies must consider what type of tax structure each region has, and what incentives each state offers companies that relocate there.

Connectivity is another aspect companies must look into when deciding to move. Companies need to look for areas that have well established transportation and communication infrastructures. Baryshnik mentions that companies should look into what internet providers are in the area, and how available these providers are. He also points out that for a growing business it is important to be able to travel and continue to grow their customer base. Another question businesses need to ask is, how easily can you or your clients access airports, or other public means of transportation?

The forth C stands for **climate**. Baryshnik explains this feature with the following statement, "It's also easier to persuade employees to move somewhere sunny than to uproot families from Los Angeles and move, say, to Detroit." Companies need to find communities that employees will enjoy living in or their chances of retaining those employees are low.

Baryshnik's fifth and final C is **conservation**. Sustainability is a factor many companies seem to forget about, yet it is extremely important. When a company makes an effort to be sustainable they can attract customers who place value in buying products from eco-friendly companies. According to Baryshnik, if companies look for these five C's when looking to relocate or expand they will be far more successful than if cost is their only consideration.

<http://bit.ly/1zJrQnw>.

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Save the Date!

TCEDA's Annual Meeting will be held on Thursday, March 19 from 11:30 - 1:00 p.m. John R. Mecklenburg, CFRE, Retired Executive Vice President & CEO, SwedishAmerican Foundation will be our keynote speaker.

Our first, ever TCEDA awards will be presented to acknowledge Business Collaboration, Nonprofit Collaboration and a Community Collaborator. Join us for lunch and networking with TCEDA members.

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TCEDA thanks Highland Community College's representatives Scott Anderson and Rebecca Anderson for all their service for National Manufacturing Day. Thanks also to Tiffany Nieman from United Way of Northwest IL for their sponsorship. And special thanks to all the volunteers who assisted with tours and volunteers on the TCEDA Education/Workforce Development Committee, especially Scott Law. Let's do it again next year!

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We welcome new TCEDA members Riverport Railroad LLC, The Litcher Group and renewing member US Bank. Thanks for your investments!



Sunset over Lake Galena at Eagle Ridge Resort

Don't forget to "Like" us on Facebook and follow us on Twitter for updates and economic information for Northwest IL. We welcome ideas and feedback from members and non-members. Let's execute to succeed!

Sincerely,

Lisa McCarthy
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