

RECEIVED
2660

JUN 09 2016

Andy Goleman
SANGAMON COUNTY AUDITOR

FILED

JUN 10 2016

Resolution

M-1


Sangamon County Clerk

WHEREAS, Sangamon County is at a critical juncture in its history, with an expectation that past economic development and employment patterns, often overly reliant on public sector employment, will continue to dramatically change and present significant challenges to all areas of Sangamon County, and

WHEREAS, it is recognized that throughout the United States many successful economic development efforts have been based upon a regional approach, often facilitated through a county-wide collaborative effort; and

WHEREAS, it is also recognized that there are currently no dedicated and ongoing efforts to market the entire Sangamon County region for economic development purposes, as well as to identify potential job creation targets, assist with job retention efforts and respond to economic-development related inquiries on a county-wide basis; and

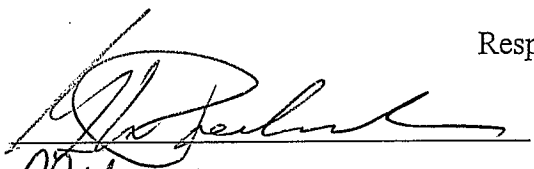
WHEREAS, it is acknowledged that Sangamon County has a regional economy that may benefit from such a collaborative and pro-active economic development model that will facilitate future growth and investment on a regional county-wide basis, as has been proven effective in other counties; and

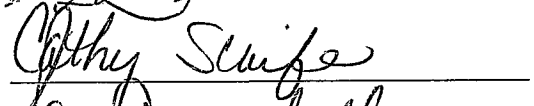
WHEREAS, as such, it is the interest of the Sangamon County Board to commission a comprehensive study to review past, present and proposed economic development efforts in Sangamon County, including gathering input from key stakeholders and community leaders, conducting demographic and employment pattern review and analysis, and to benchmark successful county-wide regional economic development models throughout the United States, and

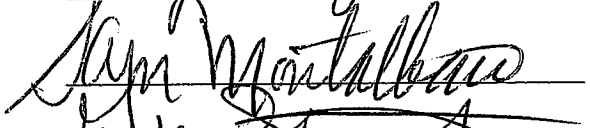
WHEREAS, the County wishes to enter into a contract with The Development Consortium to conduct such a study, with the expectation of a comprehensive report of findings, and if found feasible, a recommended county-wide organizational structure and suggestions for implementation, to be delivered to the County no later than January 31st, 2017, at a cost not to exceed \$95,000.00, along with reasonable reimbursement for travel expenses.

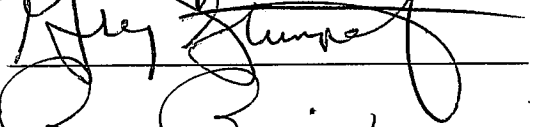
NOW THEREFORE BE IT RESOLVED, by the members of the Sangamon County Board in session this 14th day of June, 2016, that the Sangamon County Board approves a contract between Sangamon County and The Development Consortium.

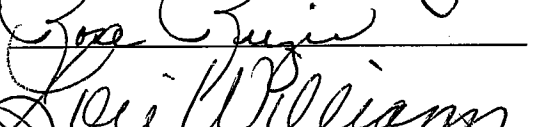
Respectfully Submitted,

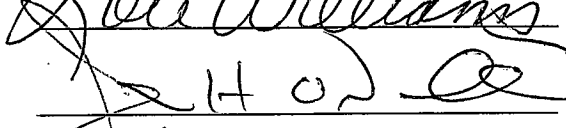


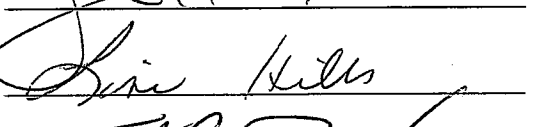
















PROFESSIONAL SERVICES PROPOSAL



Phone and Fax: 888-586-3555 www.tdcconsult.com

PROPOSAL PREPARED FOR:

CLIENT: Sangamon County Government – Contracting Entity to be Determined

Project Name: Economic Development Strategic Review

Primary Contact: Brian McFadden

Client Address: Sangamon County Administrator
200 South 9th Street – Room 201
Springfield, Illinois 62701

T) 217-753-6650

F) [Click here to enter text.](#)

E) brianm@co.sangamon.il.us

Proposal Presented: April 18, 2016

Project Summary Description: It is the understanding of The Development Consortium, Inc. (TDC) that, in order to enhance the regional job development and retention efforts currently underway in your area, Sangamon County Government and/or its associated vendors or subsidiaries desires to commission a study to review and evaluate the past, present and potential future economic development efforts in the county. This project would involve personal interviews of key stakeholders, demographic and employment pattern reviews as well as a review of past practices and benchmarking successful economic development models of similar counties/communities through the United States and potentially Canada. Information gathered during this project would be presented in a final report format with recommended final actions.

COMPANY BACKGROUND

Founded in 2006, The Development Consortium, Inc. (TDC) is a professional organization specializing in economic development, site selection, financing, incentive negotiations, Illinois Enterprise Zones and related consulting to corporations, governmental bodies, not-for-profit entities and regional and statewide organizations.

TDC principals collectively have more than 50 years of economic and community development experience. They have assisted entities ranging from Fortune 50 corporations to startups with site selection, financing, incentive negotiations and program application development and administration. They have also worked with communities on business retention, expansion and attraction projects as well as community and regional economic development initiatives.

They are experts in working with state and federal agencies, including state Departments of Commerce and related Economic Development agencies, state Departments of Transportation, Environmental Protection Agencies, Historic Preservation Agencies, Agriculture, Natural Resources/Conservation and Emergency Management agencies, as well as local development agencies throughout the country. They also have experience in dealing with federal government agencies such as the U.S. Department of Agriculture, U.S. Department of Commerce, U.S. Economic Development Administration and U.S. Customs and Border Protection.

Additionally, TDC principals have significant experience in not-for-profit corporation administration, human resources and personnel, public relations, marketing, legislative and government affairs and organizational management.

Given the ever increasing need for timely and current information, TDC has expanded its research capabilities and can provide customized information and reports tailored to the specific requirements of its clients and their individual projects. From site selection matrix development and evaluation to labor market and target industry studies and strategic operating plans, TDC can provide the answers to your organization's questions and solutions to your problems.

TDC is a team geared to help you achieve success. In addition to the firm's principals, TDC has established relationships with support firms who are also experts in their fields. From accounting services and grant writing to design, engineering and construction companies to professional advertising and public relations firms, TDC can deliver the total package in a cost effective manner.

The Development Consortium, Inc. is an Illinois s-corporation with female majority ownership.

TDC LEADERSHIP

JANET M. MATHIS

Principal and CEO

jmathis@tdcconsult.com



TDC Principal and Chief Executive Officer *Janet M. Mathis* also currently serves as the President and CEO of Renew Moline, Inc. (Illinois). In her Renew Moline role, Mathis is responsible for working with the City of Moline and its development partners and allies to provide assistance in the planning, coordination and supervision of catalytic economic development projects and programs impacting Moline's Riverfront. No stranger to public policy and economic development, Mathis' career spans 25 years and encompasses work in the private, public and not-for-profit sectors. She has a proven track record in financial packaging, incentive negotiations, site selection, policy advocacy, public relations, marketing, international trade and workforce development. In the last decade through her work at TDC, the State of Illinois Department of Commerce and Renew Moline, Mathis has managed economic development projects in multiple industry sectors which resulted in the creation or retention of more than 4,200 jobs and more than \$1.2 billion in capital investment.

She is a past Chairman of the Board of Directors for the Illinois Economic Development Association (previously known as the Illinois Development Council or IDC), the state association of economic development professionals and has served as Chairman of most of the organization's standing committees, including the Marketing, Conference Planning, Communications, Governmental Affairs and Executive committees. Additionally, she was the 2013 recipient of the Illinois Economic Development Association's Distinguished Developer of the Year Award.

Mathis was a founding board member of the Iowa New Ventures Center and the Northwest Entrepreneurship Center and served on Black Hawk College's Small Business Development Center Board and the Northwest International Trade Center Board. She is a member of Western Illinois University's Leadership Council, Engineering College Advisory Board and Construction Steering Committee. She has been active on many other civic and educational boards in the Quad Cities Region focused on a variety of causes including youth development, family issues, Alzheimer's and eldercare.

Mathis also serves on the Leadership Council of FARM Illinois. FARM Illinois is bringing together Illinois' top agricultural, business, and economic leaders to develop and advocate for the implementation of a comprehensive and integrated strategic plan for Illinois and the Chicago region to ensure the state is meeting the 21st Century challenge of global food security.

She was a member of the 2014 class of the Edgar Fellows Initiative. The Edgar Fellows initiative focuses on the requirements and responsibilities of leadership and governing. It emphasizes the need to forthrightly address major policy issues without permitting partisan, ethnic and regional rivalries to trump statesmanship and is designed to influence attitudes and foster mutual understanding. It holds the promise of facilitating bipartisan and cross-regional

cooperation as participants – diverse in race, gender, political persuasion and geography – assume more influential roles.

In 2014, Mathis was asked and served on the Economic Development Transition Team for newly elected Illinois Governor Bruce Rauner.

Mathis has a Bachelor of Science degree in agricultural industries from the University of Illinois at Urbana-Champaign with continuing studies in economic development from Southern Illinois University at Edwardsville and brownfields redevelopment from the U.S. Environmental Protection Agency.

Mathis resides in Geneseo, Illinois, a suburb of the Quad Cities Metro region.

Experience

- Led catalytic regional projects for Moline/the Quad Cities including Western Illinois University's – Quad Cities Campus; Riverbend Commons – housing and retail/commercial development next to new campus; and The Q multimodal transportation project focusing on reinstated passenger rail service to the Quad Cities
- Secured \$300,000 in planning monies for the City of Moline from the Illinois Department of Commerce & Illinois Department of Transportation and actively co-lead this multi-year planning initiative
- Responsible for coordinating projects representing more than \$1.2 billion in capital investment and more than 4,200 jobs created or retained
- Aided in industrial site selection for multiple companies including Wal-Mart, Raflatec, Medallion Cabinetry and Deere & Company
- Provided financial packaging services and assisted in application process for numerous companies including Wahl Clipper, James Hardie, MacLean Fogg, Pilkington and York-Imeco International
- Trade Director for Illinois' Toronto, Ontario, Canada office

Knowledgeable about Government and Politics

- Involved with all levels of government for nearly 25 years
- Worked closely with state legislators, Congressmen and U.S. Senators and their respective staffs; mayors and city councils and other local government offices on economic matters
- Interpreted and revised Illinois laws and administrative codes at various points during career
- Tracked and influenced legislation introduced in the Illinois General Assembly

Valuable Networks

- Past Chairman of the Illinois Economic Development Association (formerly known as the Illinois Development Council), the statewide association of Illinois economic development practitioners.
- Extensive national network of site selection professionals and development organizations.
- Close relationship with Illinois State Chamber of Commerce, Illinois Manufacturers Association, Illinois Municipal League and other statewide organizations
- Political relationships with both parties cultivated throughout career

Excellent Communicator and Leader

- Led multiple regional projects to attract jobs and investment to Illinois
- Developed educational materials and delivered speeches throughout career
- Assistant division head over 60 full-time staff

J. CRAIG COIL
Principal and COO
ccoil@tdcconsult.com



From 2002 to 2013, TDC Principal and Chief Operating Officer, *J. Craig Coil*, was the President and CEO of the Economic Development Corporation of Decatur and Macon County (Illinois) where he also served as Administrator of both the Decatur-Macon County Enterprise Zone and the Decatur Foreign Trade Zone. Coil has nearly 30 years of successful economic development experience at the state, regional and local levels as well as in private sector consulting. He has held marketing positions in media and entertainment organizations in the private and public sectors and has extensive experience in government and legislative relations. Coil joined the Illinois Department of Commerce & Community Affairs, the predecessor agency to the Illinois Department of Commerce and Economic Opportunity in 1988. Over the next 14 years, he held several positions including Area Development Representative, Targeted Industry Specialist, Division Manager of Industry Development, Division Manager of Market Development, where he oversaw day to day operations of the State of Illinois project management and marketing group, and Senior Corporate Services Manager, where he was the lead project manager for major location, expansion and retention projects.

A recognized leader in economic development policy development and implementation, site location and incentive negotiation and packaging, Coil has worked extensively with Fortune 500 globally oriented corporations as well as second and third tier companies and startups seeking new or expanded locations and related location incentives.

While working for the State of Illinois, he received the Distinguished Economic Developer Award from the Illinois Development Council (IDC), a statewide association of economic development professionals (now known as the Illinois Economic Development Association).

In 2007, Coil was presented with the Illinois Economic Development Association Chairman's Award for outstanding service to the Association and for outstanding contributions to Illinois Economic Development, the first award of its kind given to an association member.

In addition to his role at TDC, Coil currently serves as a Past President and DCEO Liaison for the Illinois Enterprise Zone Association, which includes among its members over 85% of the Illinois Enterprise Zones across the state. He was actively involved with the development and passage of the most recent Illinois Enterprise Zone extension legislation and is a frequent speaker and consultant on the subject of Enterprise Zones and business incentives.

Primarily as a result of Coil's efforts, TDC has a 100% success rate with Illinois Enterprise Zone Designation Applications.

Coil is a Past Chairman of the Board of Directors of the Illinois Economic Development Association and has served on the Boards of numerous organizations throughout Illinois. He is also a member of the International Economic Development Council, the National Association of Foreign Trade Zones and the Council for Development Finance Agencies.

Coil also served on the Economic Development/Sustainability committee for FARM Illinois. FARM Illinois is bringing together Illinois' top agricultural, business, and economic leaders to develop and advocate for the implementation of a comprehensive and integrated strategic plan for Illinois and the Chicago region to ensure the state is meeting the 21st Century challenge of global food security.

A graduate of Illinois State University, with professional studies at Ohio State University and the University of Oklahoma, Coil resides in Petersburg, Illinois, a suburb of Springfield.

Experience

- Responsible for facilitating and managing projects representing more than \$16 billion in capital investment and 18,000 jobs created and retained while working for the State of Illinois and the Economic Development Corporation of Decatur and Macon County.
- Has worked in tandem with multiple state and federal agencies to complete site location and financial/incentive packaging for projects ranging in size from \$25,000 to \$1.2 billion with companies in multiple industry sectors, from startups to Fortune 50 corporations.
- Participated in industrial site selection and incentive negotiation with hundreds of companies including Wal-Mart, Caterpillar, ADM, Hilton Hotels, Deere & Company, Pampered Chef, IKO Roofing Products, LTD Commodities, Alcoa, SuperValu, AT&T Wireless, PPG and Anheuser-Busch.
- Provided financial packaging and application processing services for companies throughout the Midwest.

Knowledgeable about Government and Politics

- Involved with all levels of government for more than 25 years.
- Experienced in dealing with local, state and federal regulatory agencies.
- Extensive experience negotiating with local, state and federal legislators and their respective staffs to facilitate pro-development policies and laws as well as to facilitate successful completion of development projects.
- Significant experience drafting state and local legislation, ordinances and resolutions in support of economic development programs, projects and policies.

Leader with Valuable Networks

- Past President of the Illinois Enterprise Zone Association.
- Past Chairman of the Illinois Economic Development Association, the statewide association of Illinois economic development professionals.
- Extensive national network of site selection professionals and development organizations.
- Close relationship with Illinois State Chamber of Commerce, Illinois Manufacturers Association, Illinois Municipal League and other statewide organizations.
- Political relationships with both parties in multiple states cultivated throughout 25 year career.
- Has a history of active involvement in national economic development organizations such as International Asset Management Council, CoreNet Global, Council of

- Development Finance Agencies, National Association of Foreign Trade Zones and the International Economic Development Council.
- Past member of Illinois State Chamber of Commerce Economic Development Council, the Eastern Illinois University Lumpkin School of Business Advisory Board as well as numerous local Boards in the Metro Decatur, Illinois region.
- Former State Division Manager responsible for statewide staff of 37 and the preparation and management of operating budgets in excess of \$15 million.
- Represented the State of Illinois Economic Development efforts nationally.

Pro-Active Marketer

- Recognized expert sought for speaking engagements and insights into economic development and other related issues by organizations from across the nation.
- Established and managed statewide staff for a coordinated site, building, community profile and Geographic Information System (GIS) database to be used in marketing information provided for prospects.
- Responsible for the development and implementation of statewide targeted industry strategy development for the healthcare and insurance industries.
- Initiated preliminary marketing strategy for the Midwest Inland Port project in Central Illinois.

A Sampling of TDC Clients Past and Present

Local Government and Economic Development Clients

City of Paris
 City of Quincy
 City of Springfield
 City of Streator
 City of Urbana
 DeKalb County Government
 Economic Development Corporation of Decatur & Macon County
 Greater Sterling Development Corporation
 Harvard Area Economic Development Association
 Lee County Industrial Development Association – Dixon
 Macomb Area Economic Development Corporation
 North Central Illinois Council of Governments
 Pontiac Chamber of Commerce
 Quad City Development Group
 Renew Moline
 Route 34 Corridor Association
 Savannah Army Depot LRA

Recent Corporate, Site Selection and Incentive Clients

Ag Growth International
 • Union Iron Corporation
 Deloitte Consulting
 Illinois Corn Growers Association
 North American Lighting Company
 Zevacor Molecular Corporation

References Are Available Upon Request

PROPOSED SCOPE OF SERVICES

The Development Consortium, Inc. (TDC) is pleased to be considered for this important regional economic development study. Sangamon County is at a critical juncture in its history – demographics are changing; major employers are changing; and the entities that have been involved in various forms of economic development in the region are changing. Consideration of options for the best collaborative economic development model makes sense in order to facilitate future regional growth and investment.

Since any successful study will require active participation of all stakeholders in the region, including those currently leading various forms of economic development efforts, TDC feels that it is imperative for the entities funding this study to prepare and execute a comprehensive communications strategy as a precursor to this project in order to proactively address the potential rumors, assumptions and misconceptions that could undoubtedly cloud the results and validity of the study.

Having all parties understand the intent of the effort on the front end will reinforce that the success of this initiative ultimately depends on direct, honest and confidential conversations focused on solutions and quality product delivery and development in the future.

TDC is looking forward to identifying opportunities for improvement and ways to capitalize on past successes to drive future economic development efforts in Sangamon County.

PROJECT SUMMARY

For this study, TDC will review current economic development practices, processes and priorities in Sangamon County and gather stakeholder and community leader input related to current and past practices. Input related to desired future regional economic development strategies will also be gathered.

On a parallel track TDC will complete benchmarking for best pro-active examples of county-wide development organizations and strategies in similar markets, with a special focus on economic development initiatives operated and supervised by government.

The final component of the project will be to deliver a comprehensive report of the findings of the above studies along with recommended organizational structures and suggestions for successful implementation.

PHASE I – DATA GATHERING AND INPUT

A) REGIONAL ECONOMIC DEVELOPMENT STRATEGY REVIEW

TDC will conduct individual interviews with key stakeholders in the Sangamon County, Illinois, economic development process to document satisfaction with current and past regional economic development practices and to gather insight into potential improvements. Interviewees will include county-wide local government officials, business leaders including primary and secondary employers, business development organizations including, but not limited to, local Chambers of Commerce, downtown promotional and economic development agencies, the regional Convention and Visitors Bureau, workforce training providers and key neighborhood organizations.

In addition to discussing past and current practices and priorities, information on support resource availability and deployment as well as a preliminary regional SWOT (Strengths, Weaknesses, Opportunities, Threats) review will also be gathered. Where appropriate, group roundtable discussions may also be incorporated to further discuss and refine important SWOT findings.

B) STAKEHOLDER AND EMPLOYER INTERVIEWS

PRIVATE SECTOR: A key component of successful economic development programs is to have the support and leadership of the private sector job generators as well as that same support from the established supplier and customer linkages with those employers. These entities then become the major spokespeople to "sell" the region as well as helping to provide incremental job growth. Taking input from the funding provider and/or county leadership, TDC will meet with select Tier 1, Tier 2 and Tier 3 employers to gather input on past, current and suggested future development strategies in the region.

WORKFORCE DEVELOPMENT: TDC will identify and reach out to key workforce development stakeholders in the region including but not limited to Lincoln Land Community College, University of Illinois - Springfield, local high schools, Technical Training Centers and Union Apprenticeship Programs. The purpose of the conversations will be to quantify strengths of the current workforce and to identify challenges in developing and maintaining future workforce pipelines for both public and private sector employers. How workforce development efforts should or would be incorporated into a county-wide model will also be considered.

LOCAL GOVERNMENT/UTILITY SERVICE PROVIDERS: With input and guidance from the funding entity and county leadership, TDC will meet with chief elected officials and/or their designees to gather input on issues important to the economic development process throughout the county. This diverse perspective will be critical to the ultimate success of this initiative as suburban communities play an increasingly important role in the long-term success of the Sangamon County economy.

TDC will also reach out to selected utility and transportation service providers for their thoughts on the regional economic development prospects, priorities and infrastructure, all of which will impact the future success of the region.

PHASE II - BENCHMARKING ANALYSIS

TDC will research and provide examples of successful county wide development organizations, as outlined in the Project Summary above, and compare them to current processes and initiatives in the County. We will also provide recommended structures based on this research and input from local stakeholders. This portion of the project will be divided into three phases.

- A)** TDC will utilize its North American network of contacts in the site selection industry, broker networks, local government contacts and professional organizations to identify regions and development organizations who meet the criteria for county wide government coordinated economic development.

- B) Based on the findings of Phase I above, TDC will enter the information gathering phase doing more intensive research on those organizations whose mission and structure are in alignment with the Sangamon County vision. This research will incorporate a remote review of key operational parameters including organizational structures, staffing, budgets, funding sources, goals and objectives, performance metrics and other related topics of interest.
- C) Upon successful conclusion of Phase II above, TDC will visit those organizations whose operational models most closely align with the needs of Sangamon County for more in-depth analysis. Upon the conclusion of the benchmarking visits, TDC will draft a recommended path forward to implement operational models of interest locally.

PHASE III – REPORT AND STRATEGY RECOMMENDATION

A) DRAFT REPORT

TDC will forward a DRAFT report to the contracting entity's designated contact for review, edits if required and approval for finalization.

B) FINAL REPORT

Subject to approval of the DRAFT report, and after assembling and documenting the information described above, TDC will generate a FINAL report of our findings. The future perspective and recommended action items will look towards building on the successes and challenges of the past and help position Sangamon County for the ongoing economic changes that will undoubtedly continue in the coming decades.

The ongoing difficulty with successful development strategies is that they must constantly be adapted to address the changes occurring in the regional, state and global economies. They are not meant to be static remedies. Additionally, the stakeholders must also recognize that successful economic development is not a sprint. It's a long term marathon needing the support of the entire community in order for the over-all development strategy to work.

The simplest way to state the obvious is that all facets of a community and a region determine its future economic development success.

The schools, trades and labor groups, technical training centers and the like must provide a constant pipeline of qualified workers. Local governments must provide a job creation and retention-friendly environment where employers can grow and prosper. Adequate infrastructure and long term infrastructure planning and development must be present and quality of life amenities, including housing, that help retain residents and draw new employees and employers to the region must be a priority.

And, when all is said and done, there must be a respected, cost-effective and efficient mechanism in place to implement the over-all development strategy and to provide leadership and guidance throughout the county. This unbiased report will provide the foundation for this effort, outlining structural and organizational change scenarios with suggested timelines, costs and operating priorities which will provide guidance for a successful implementation strategy.

FEE FOR SERVICES STRUCTURE

Based on our experience, TDC believes the activities outlined above will require between 450 and 500 hours of staff and vendor time. The variation depends on the ultimate number of interviews, benchmarking targets and a variety of other factors. TDC normally bills at an hourly rate of \$375 plus expenses and materials.

For purposes of this initiative, TDC proposes a discounted flat fee for services of \$95,000 plus principal travel time, expenses, materials and vendor services. Should work exceed 500 hours, TDC will provide the CLIENT written notice of this and begin billing the CLIENT at a discounted rate of \$150 per hour to an agreed preset maximum number of additional hours. Under TDC's typical payment schedule, one quarter (\$23,750) is due within 20 days of contract execution from the contracting entity, with the balance (\$71,250) to be paid in a maximum of six monthly installments of \$11,875 with invoicing beginning 45 days after contract execution, and ending no later than January 31, 2017. In certain circumstances, TDC will work with the CLIENT to adjust the payment schedule as appropriate.

Expenses, materials and vendor services will be billed monthly as they are incurred. Total expenses, materials and vendor services costs will not exceed 25% (\$23,750) of the contract amount and, recognizing the economic uncertainties faced by local governments today, TDC will make every effort to minimize these costs.

TDC Principal travel time will be billed at \$50 per hour plus the applicable federal mileage rate at the time of invoicing, currently 52.0 cents per mile. Round trip travel time from TDC's Central Illinois offices to the Sangamon County area is approximately 45 minutes under normal conditions. Round trip travel time from TDC's Northern Illinois offices to the Sangamon County area is approximately 6 hours under normal conditions. TDC will make every effort to minimize this cost.

This pricing proposal is valid until June 30, 2016.

PROPOSED TIMELINE

This timeline assumes contract execution date of no later than June 24, 2016. TDC may alter the proposed timeline if contract execution is delayed. The timeline is also contingent upon timely responses from the client and may be delayed should that not occur.

Within 14 days of contract execution, TDC will meet with local project leaders to begin identifying interview candidates for the Priority Input Provider section of the study and will begin an internal assessment of the SWOT (Strengths, Weaknesses, Opportunities and Threat) analysis by the CLIENT.

No later than September 30, 2016, TDC, with the assistance and guidance from the contracting entity, TDC will complete the **REGIONAL ECONOMIC DEVELOPMENT STRATEGY REVIEW and STAKEHOLDER AND EMPLOYER INTERVIEWS.**

No later than January 13, 2017, TDC will complete **BENCHMARKING ANALYSIS** and site visits.

No later than January 20, 2017, TDC forward a DRAFT of the final study document for consideration and approval by the CLIENT.

No later than January 31, 2017, subject to receipt of all required information and sign off of the DRAFT report, TDC will forward a FINAL copy of the study to the CLIENT along with electronic files of the same.

Again, these deadlines being met are contingent upon the responsiveness of the client.

CONCLUDING REMARKS

TDC is honored to submit this proposal for your consideration and would be pleased to serve as your partner in this critical economic development initiative. We will work diligently to structure a final agreement that is beneficial to all parties and to create a final product that allows for successful implementation.

No one in the state of Illinois has more expertise and experience in cross sector economic development administration, management and program development and compliance than the Principals of The Development Consortium and our associated vendors.

As experienced economic developers at the state, regional and local levels as well as in the private sector consulting and site selection industry, we understand the challenges faced by you and your region on a daily basis. Additionally, both of the TDC principals either live or have lived in the Springfield/Sangamon County metro area for large segments of time and understand not only the current status of the community, but the past history and challenges as well. Given the scope of experience and personal knowledge of the region, we have provided you with a significantly discounted and cost effective solution to assist you with this project.

We look forward to your questions and to working with you and would like to thank you for your consideration of The Development Consortium!

ACCEPTANCE OF PROPOSAL

Upon **ACCEPTANCE** of this proposal, TDC will generate a Professional Services Agreement (contract) outlining the final agreed scope of services, timelines, compensation and payment schedules as well as miscellaneous terms of engagement and contract provisions. **The Acceptance of this Proposal does not constitute a contract and only acts to allocate TDC staff time for your project.** Actual services begin upon final execution of the Professional Services Agreement.

_____ Project Acceptance

_____ Project Acceptance with Revisions Attached (may be subject to pricing revisions by TDC)

ACCEPTED for Sangamon County Government

ACCEPTED for the Development Consortium, Inc.

Signature: _____

Signature: _____

Name:

Name: J. Craig Coil

Title:

Title: Principal and COO

Date:

Date:

SANGAMON COUNTY ECONOMIC DEVELOPMENT STRATEGIC REVIEW PROJECT
EXECUTIVE SUMMARY

For this study, TDC proposes a two phased process.

- I) During the remainder of FY 2016 we will review current economic development practices, processes and priorities in Sangamon County and gather stakeholder and community leader input related to current and past practices. Input related to desired future regional economic development strategies will also be gathered.
- II) In the first quarter of FY.2017, TDC will complete benchmarking for best pro-active examples of county-wide development organizations and strategies in similar markets, with a special focus on economic development initiatives operated and supervised by government.
- III) The final component of the project will be to deliver a comprehensive report of the findings of the above studies along with recommended organizational structures and suggestions for successful implementation.

PHASE I: DATA GATHERING AND INPUT - \$57,000 plus expenses as outlined in the proposal.

TDC will conduct individual interviews with key stakeholders in the Sangamon County, Illinois, economic development process to document satisfaction with current and past regional economic development practices and to gather insight into potential improvements.

STAKEHOLDER INPUT

- o Document satisfaction with current and past efforts
- o Gather insights into potential improvements
- o Review Support Resource Availability and Deployment
- o Preliminary S.W.O.T. Analysis

PRIVATE EMPLOYER INTERVIEWS

- o Gather Input on Past Efforts
- o Gather Input on Current Efforts
- o Gather Input on Future Efforts
- o Opportunity Review

WORKFORCE DEVELOPMENT OVERVIEW

- o Strengths of Current Workforce
- o Challenges of Developing/Maintaining Future Workforce
- o Review Coordination Opportunities of Workforce Development Into a County-Wide Model

LOCAL ELECTED OFFICIALS

- o Gather County-Wide Input on Issues of Importance to Economic Development

UTILITY/TRANSPORATION SECTOR INPUT AND REVIEW

- o Gather Input on Regional Economic Development Prospects
- o Gather Input on Regional Economic Development Activities
- o Gather Input on Regional Economic Development Infrastructure

PHASES II AND III: BENCHMARKING ANALYSIS AND REPORT GENERATION - \$38,000 plus expenses as outlined in the proposal.

PHASE II - BENCHMARKING ANALYSIS

- o Identify successful regions and development organizations who meet the criteria for county wide coordinated economic development
- o Compare Benchmark Targets to Current Processes and Initiatives

PHASE III – FINAL REPORT AND IMPLEMENTATION STRATEGY RECOMMENDATIONS