

2008 Year In Review

GREDA Successes, Activities and Initiatives

SUCCESSSES

New Business

- Bradley Smoker USA, Inc.
- Spee-Dee Delivery
- Gates Rubber adds 25 new jobs
- The Galesburg Entrepreneurship Center creates 7 new business start-ups, creating 11 new jobs
- Fifty (59) total jobs created in 2008

Prospect/Business Recruitment

- 81 Sales Presentations Outside Galesburg + 6 contacts at IANA
- 18 new prospects (including local business expansions)
- 18 new prospect visits
- 26 existing prospect visits

International Economic Cooperation

- Two Trips to the Pacific Rim
Spring Visit: May 11—20, 2008
Fall Visit: Oct. 14 to Nov. 10, 2008
- Four foreign delegation visits to Galesburg with GREDA serving as host
- Four (4) Foreign Economic Cooperation Agreements signed
- One (1) Friendly City Agreement signed (Ma Anshaan City, China)

Galesburg Business Incubator (GBI)

- 5 tenants – 45 jobs
- 120,000 sq. ft. leasable area
- BDI named finalist in 2008 NBIA Business Incubator of the Year
- GREDA receives a \$94,000 grant from the USDA for the funding for a new roof for the GBI.

GAP Financing

- GREDA establishes a GREDA Revolving loan program of up to \$30,000 in funds for local area existing and prospective small retail, manufacturing and service firms.

2008 Revolving Loans

- Kohl's Diamond Gallery

Business Retention

- 100 companies identified for personal on-site visits by task force teams
- 450 mail surveys sent – 20% return for 2008

Foreign Trade Zone Application

- Application in second of four stages



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INITIATIVES & ACTIVITIES

Logistics Park Galesburg

- Marketing Committee (monthly)
- Development Committee (monthly)
- Business District Development Redevelopment Commission (monthly)
- Foreign Trade Zone Pending
- GREDA designs 6-page LPG flier to assist in marketing and promotion of the park

Reporting

- City of Galesburg
- City of Knoxville
- Knox County

Transportation

- GREDA, City and Business leaders meet with BNSF leaders at their corporate office in Fort Worth, Texas.

Entrepreneurship Center

- 132 Clients Consulted
- 7 New Business Start Ups
- 1 Business Expansions
- 11 Approximate New Jobs

Trade Shows/Conferences

- Annual Rural Economic Development Conference
- Chicago Industrial Properties
- Illinois Economic Development Council (IEDC)
- Canada Maritime Conference
- Transportation for Illinois Coalition
- Intermodal Association of North America (IANA)
- National Industrial Transportation League (NIT League)
- Midwest Association of Rail Shippers (MARS)
- Small to Medium Sized Enterprises (SME)
- World Trade Center Conferences

Presentations/Public Relations

- WGIL Radio Program (monthly)
- WAIK Radio Program (bi-weekly)
- Service Clubs/Organizations (as requested)
 - Exchange Club
 - Lions Club
 - Kiwanis Club
 - Board of Realtors
 - Rotary
 - Western Illinois Builders Association



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Marketing

- Website experiences over 14,000 visitors in 2008
- Community Marketing Committee
- Printed Materials
- China Translations
- LOIS (Location One Information System – Sites and Buildings)
- GREDA Hosted 4 Public Forums in 2008
- Quarterly Newsletter (Inside Track)
- 2008 Community Profile—Over 1,500 copies of the profile distributed throughout the United States
- Annual Investor Report
- ACCRA – Cost of Living Information (quarterly)
- Website Cost of Living Calculator used over 750 times in 2008
- Monthly Marketing Column – Chamber Newsletter
- GREDA develops “Think Big” brochure for the Galesburg Regional Council
- GREDA Video viewed over 1,400 times on the GREDA website www.greda.org and YouTube

Regional Representation

- Highway 34 Coalition – 4 lane improvement Monmouth to Burlington
- BNSF Corridor 34 – Marketing
- Western Illinois Corridor Council
- Western Illinois Regional Council
- Quad Cities Logistics Roundtable
- Peoria Regional Roundtable
- Workforce Investment Board
- Worker Shortage Study Contract
- Regional Economic Development Group

Committees/Task Forces

- Railroad Hall of Fame Board
- Government Relations Task Force (Chamber)
- Environmental Task Force (Chamber)
- GREDA Committees
 - Business Retention (monthly+ - 6 months)
 - Budget/Finance
 - Incubator
 - Investor Relations
 - Nominating
 - LPG Shovel Ready
 - Revolving Loan
 - Strategic Planning
 - Retirees Committee
 - Women’s Opportunity Network
 - Entrepreneurship Advisory Committee
- Economic Development Forum (quarterly)
- DCEO – West Central District
- U of I Extension – Knox County Entrepreneurial Communities – GREDA grant recipient



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Organizations

- Chicago Transportation Club
- Transportation for Illinois Coalition
- Illinois Development Council (IDC)
- International Economic Development Council (IEDC)
- IANA
- NIT League
- Midwest Association of Rail Shippers
- World Trade Center Chicago
- National Business Incubator Association (NBIA)
- Intermodal Association of Chicago
- American Marketing Association (AMA)

Other Projects

- Butler Rail Study
- KCDC Restrictive Covenants (Knoxville Property)
- Farm Lease Management (KCDC & City Owned Logistics Park Property)
- CAP (Koppers Citizen Advisory Panel) (quarterly)
- Galesburg Map
- “Buy Illinois” promotion
- DCEO Data Collection
- Internship Programs – Galesburg High School, CSC, Knox College, Monmouth College



The Galesburg Regional Economic Development Association (GREDA) is a 501(c) 6 not-for-profit economic development company with a land development subsidiary and business incubator. Working with cities and municipalities in Knox County, along with other development partners, GREDA's development team can provide unique services to meet the needs of businesses in the GREDA Region. GREDA is the first point of contact for information and services available to new and expanding companies in the GREDA Region, as well as referrals to all organizations with specific areas of expertise.

GREDA Staff

Greg Mangieri, President
 Dick Johnson, Vice President of Operations
 Michelle Smith, Marketing and Public Relations

Visit our Website at www.greda.org

GREDA

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