



**ACCESS TO MARKET • WORKFORCE
COMMUNITY LEADERSHIP • QUALITY OF PLACE**

Quad Cities First Purpose

Promote the growth of the greater Quad Cities by showcasing the region as a premier business destination, serving as an expert resource for companies making location and expansion decisions.





REGIONAL SERVICE AREA

Regional Population: 474,385
Regional Laborshed: 743,112

IOWA

ILLINOIS



SCOTT COUNTY

CLINTON COUNTY

MUSCATINE COUNTY

ROCK ISLAND COUNTY

HENRY COUNTY

MERCER COUNTY

West Liberty

Wilton

Muscatine

Eldridge

Davenport

Bettendorf

East Moline

Silvis

Rock Island

Moline

Colona

Geneseo

Kewanee

Aledo

61

30

61

67

30

61

67

6

6

61

280

74

80

88

88

80

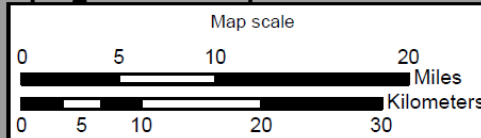
150

74

34

Note:
Map includes selected communities
with a population of 3,000 or more.

Disclaimer: This map is for reference only.
Data provided are derived from multiple
sources with varying levels of accuracy.
Bi-State Regional Commission disclaims
all responsibility for the accuracy or
completeness of the data shown hereon.



BUSINESS CONNECTIONS:

Identifying Opportunities and Issues

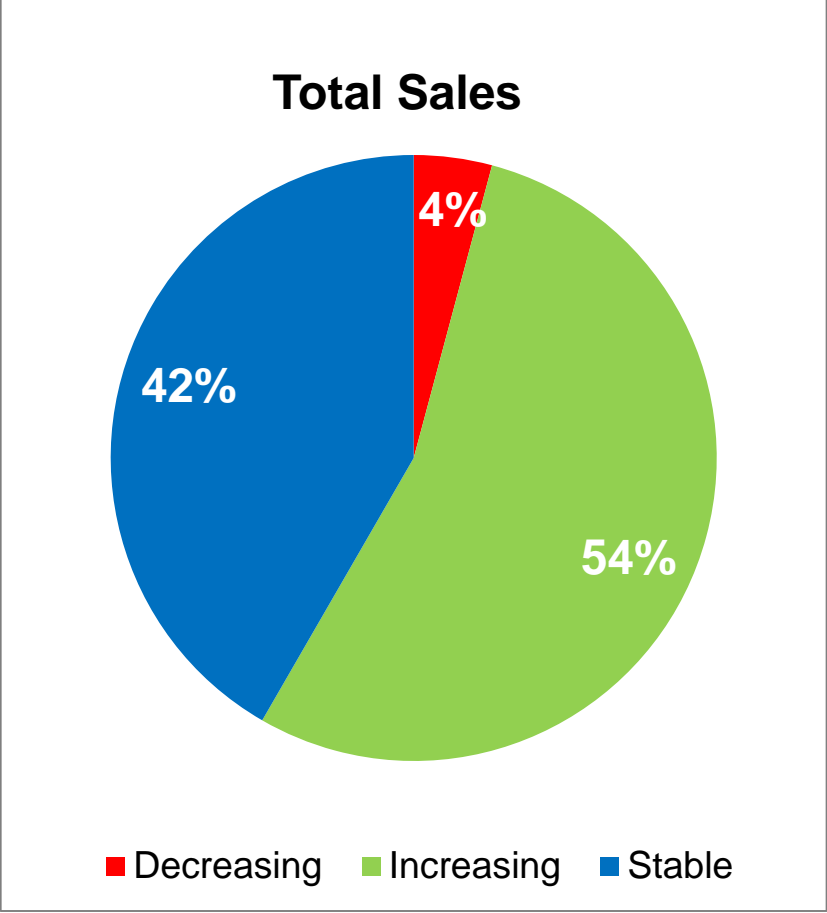
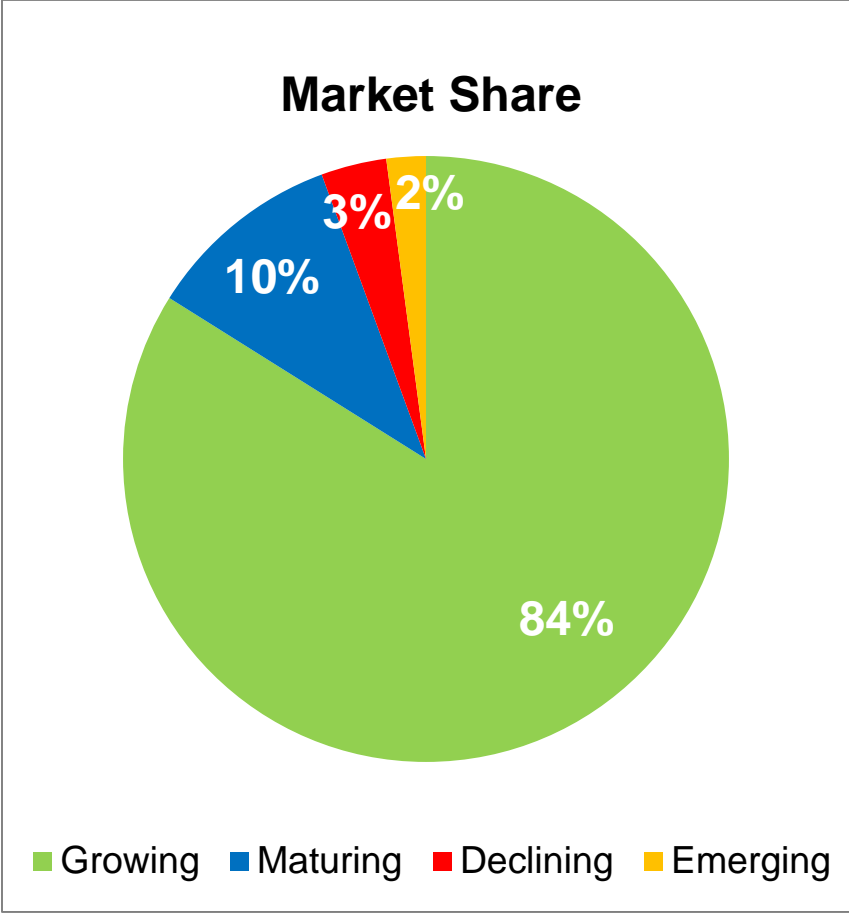
Q4 Review

Business Retention & Expansion Metrics

	FY 2019	Annual Goal
Business Connection Visits	145	145
Business Assistance Referrals/Technical Assists	462	300
Projects	11 – Active	20

Sales and Market Share

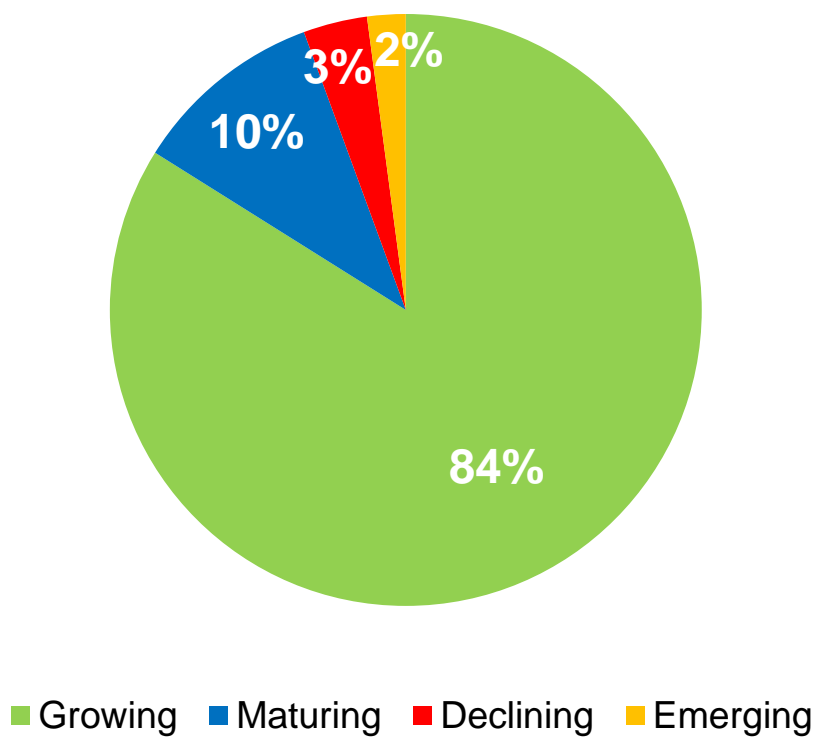
Extremely positive economic feedback from companies visited with majority indicating market share and sales are increasing



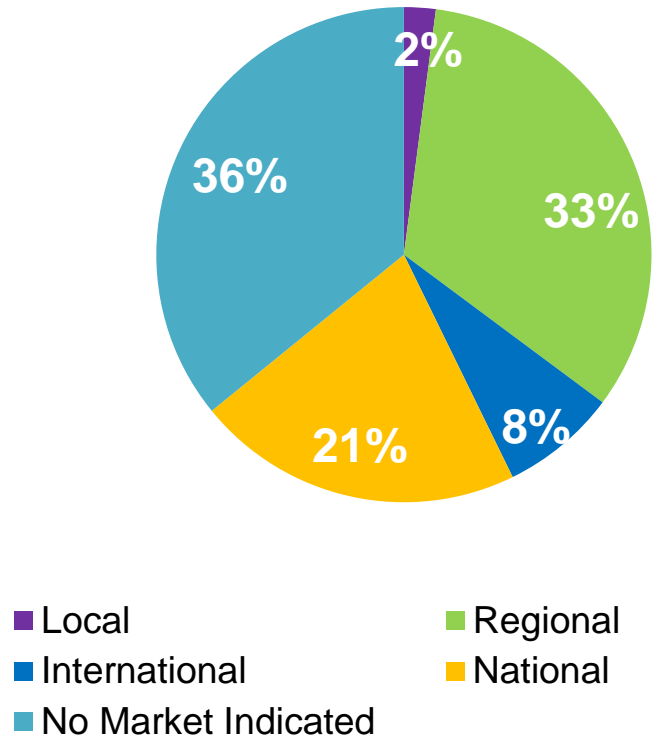
Product / Service Lifecycle and Markets

Companies indicate their products are in the “growing” stage. Of those who indicated their primary market, their primary market is more likely to be regional and international, versus local or international.

Product / Service Lifecycle

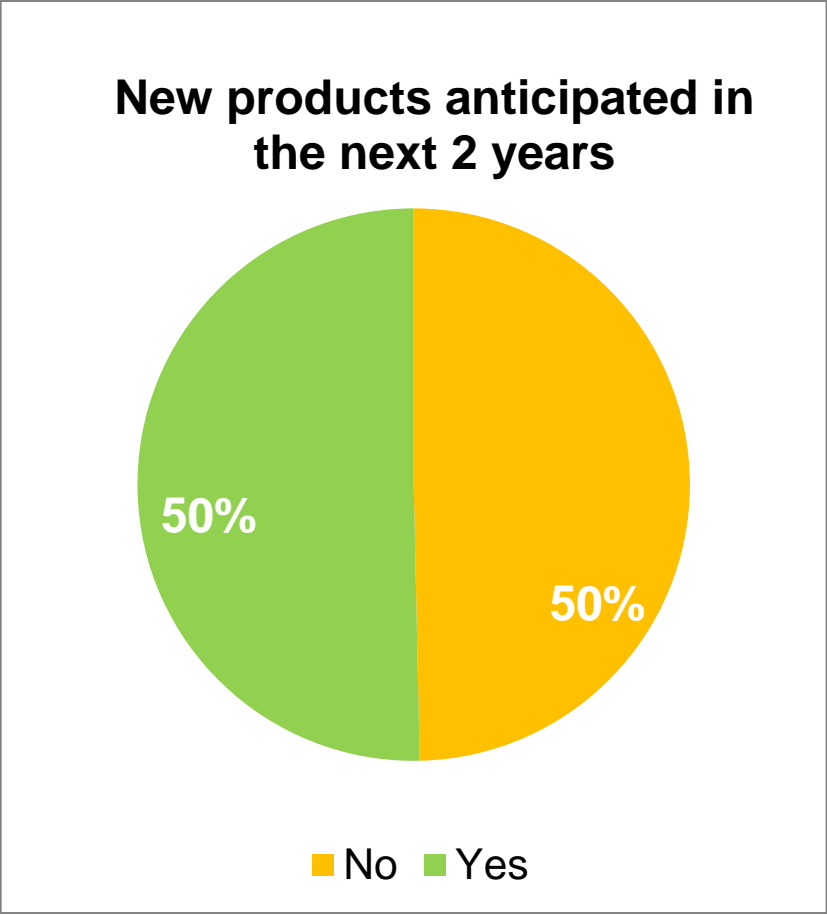
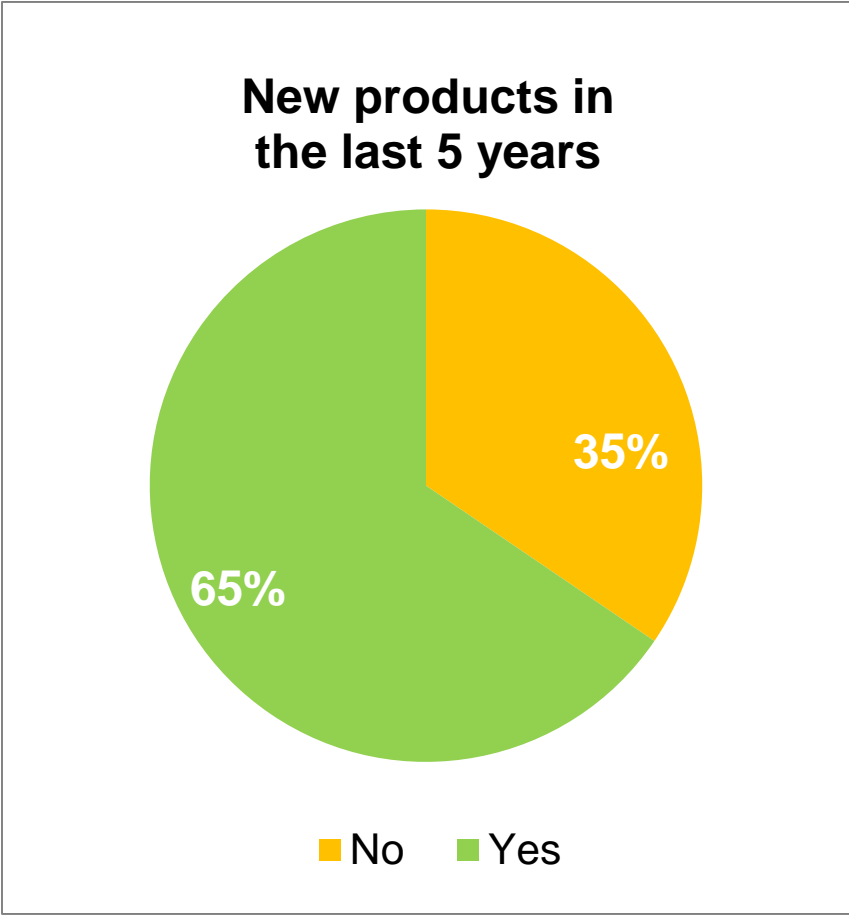


Primary Markets



New Products / Services

Majority of businesses interviewed have added new products / services in the past five years but only half anticipate offering new products in the next two years.



Business Connections

Regional Challenges

- Workforce
- IL Minimum Wage
- Legalized Cannabis
- Tariffs



BUSINESS ATTRACTION: Generating New Investment in the New World of Site Selection



Q4 Review

Business Attraction Metrics

	FY 2019	Annual Goal
Website Traffic	27,185	15,600
Site Selector Meetings/Conversations	73	60
Site Visits	9	5
RFPs Received/Responded	29/25	36/25
Projects	27 – Active	25

Business Attraction Strategy

- Data Driven
- Digital Marketing
- Site Selector Relationships
 - ✓ *Regionalism*
 - ✓ *Workforce*
 - ✓ *Recruit from Within*



FY19 Economic Development Performance

Successful Projects = 12

2 Business Attraction

10 Business Expansion/Retention

9 Projects in Iowa; 3 Projects in Illinois

- ❖ **New/Retained Jobs=1,230**
- ❖ **Payroll=\$84.9M**
- ❖ **Total Jobs= 3,354; Total Payroll=\$183 M**
- ❖ **Capital Investment = \$85.6 Mil**
- ❖ **Economic Impact = \$998.4 Mil**

Quad Cities First

Economic Development Performance

9 Years

Successful Projects: 79

- ❖ **Direct Jobs: 5,509**
- ❖ **Total Jobs (direct, indirect, induced):
11,748**
- ❖ **Capital Investment: \$1.3 Billion**
- ❖ **Total Economic Impact \$3.09 Billion**



2018 BIG MUDDY CUP RANKINGS



THE BIG MUDDY CUP

2018 TOP METROS

BY TOTAL PROJECTS

	METRO AREA	PROJECTS
1	St. Louis, Mo.-Ill.	122
2	Minneapolis-St. Paul-Bloomington, Minn.-Wis.	73
3	New Orleans-Metairie, La.	54
4	Baton Rouge, La.	47
5	Memphis, Tenn.-Miss.-Ark.	43
6	Davenport-Moline-Rock Island, Iowa-Ill.	17
7	Dubuque, Iowa	12
8	Blytheville, Ark.	5
T9	Hannibal, Mo.	4
T9	St. Cloud, Minn.	4
T9	Union City, Tenn.-Ky.	4

THE BIG MUDDY CUP

2018 TOP METROS

BY PROJECTS PER CAPITA

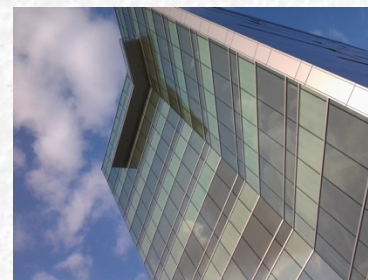
	METRO AREA	PROJECTS PER MILLION INHABITANTS (project total)
1	Dubuque, Iowa	124 (12)
2	Blytheville, Ark.	113 (5)
3	Union City, Tenn.-Ky.	108 (4)
4	Hannibal, Mo.	102 (4)
T5	Natchez, Miss.-La.	57 (3)
T5	Baton Rouge, La.	57 (47)
T7	Davenport-Moline-Rock Island, Iowa-Ill.	44 (17)
T7	St. Louis, Mo.-Ill.	44 (122)
9	New Orleans-Metairie, La.	43 (54)
10	Clinton, Iowa	42 (2)

Business Intelligence



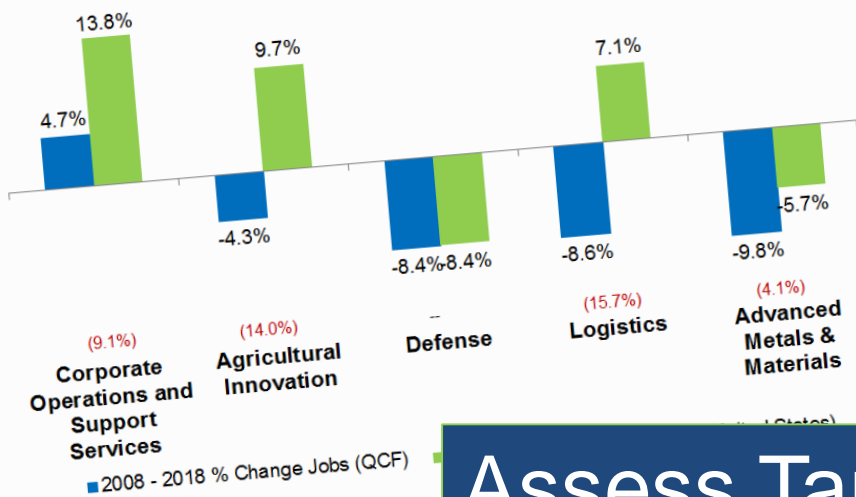
TARGET INDUSTRIES

- **ADVANCED METALS & MATERIALS**
- **AGRICULTURAL INNOVATION**
- **CORPORATE OPERATIONS & SUPPORT SERVICES**
- **DEFENSE**
- **LOGISTICS**



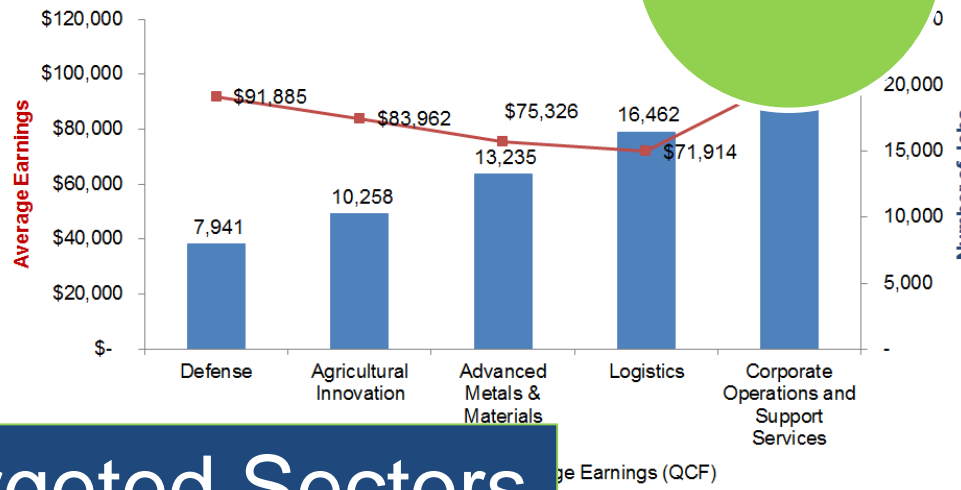
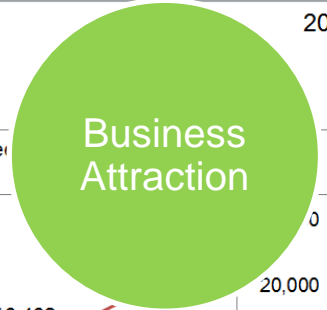
Sector Job Growth Compare to National Average

Regional job growth in each sector except Defense is underperforming the national average



Jobs and Earnings

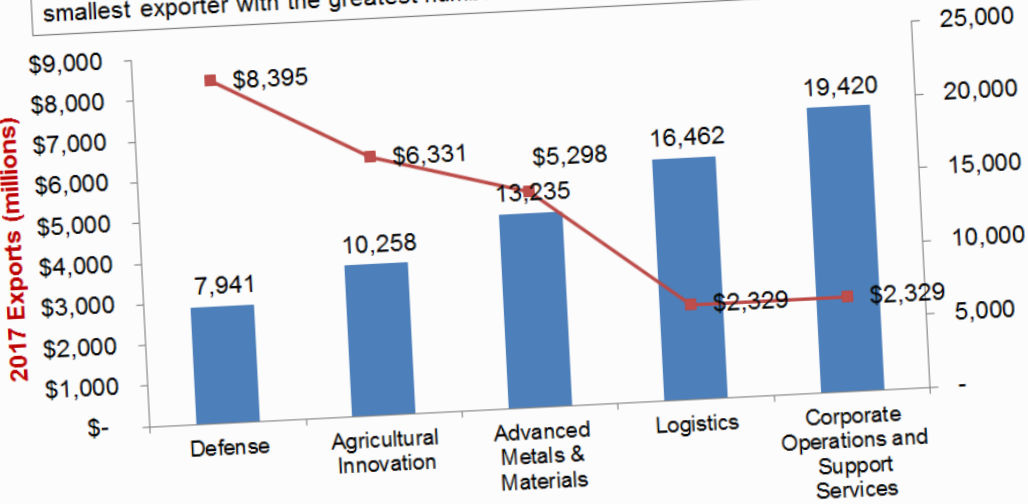
The Corp Ops sector has the greatest number of employee earnings



Assess Targeted Sectors

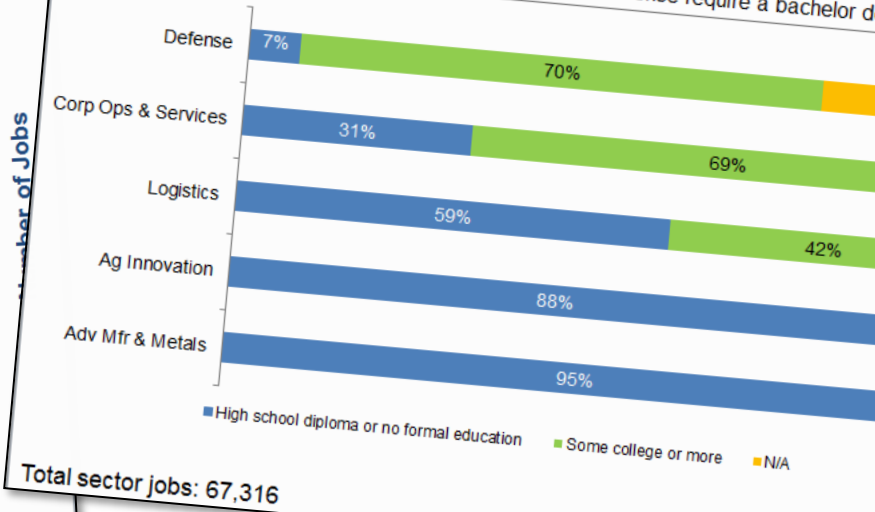
Jobs and Exports

Defense is the largest exporter with the least number of employees, while Corp Ops is the smallest exporter with the greatest number of employees



Education Requirements of Jobs per Sector

Majority of jobs associated with Adv Mfr & Metal and Ag Innovation only require a high school diploma while the majority in Corp Ops and Defense require a bachelor's degree





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