

2020

Client-Reported Impacts



6,176

Jobs Created and Retained



19:1

Return on Investment



1144

Companies Assisted



\$1,565,873

Average New and Retained Sales



\$79,640

Average Cost Savings

\$646,455,900

Aggregate Impact to the Illinois Economy



Plan. Implement. Excel.

IMEC COVID-19 Response

Various Locations, IL | imec.org/corona-virus-updates

With the sudden shock and change in the world due to the global Covid-19 pandemic, the IMEC team quickly shifted gears to provide necessary assistance and resources to help Illinois manufacturers overcome challenges and strategize plans for growth.

Solution

Throughout the Covid-19 pandemic, IMEC remained driven to develop resources to assist the Illinois manufacturing community. With the hard work of the team and assistance from the state and our partners, IMEC has been able to establish programs to assist Illinois manufacturers through this global pandemic in various areas to strengthen their operations. This year has been a challenge to say the least, but through several efforts, IMEC has been able to provide relief to the Illinois manufacturing community.

Results:

- 35,909 reached through COVID-19 Resource Page/Blog
- 1,295 Manufacturer's Needs Assessments Completed
- 5,984 COVID Webinar Downloads/Registrants
- 1,806 Companies Engaged through the IMEC Illinois Manufacturing Helpline
- 148 Virtual Training Programs and Webinars

Kohnen Concrete Products

Germantown, IL | 53 employees | kohnenconcrete.com

It has been about 13 years since Kohnen Concrete Products' website received any TLC - it was ageing, outdated and inoperable. Not only was it difficult for customers to navigate, but employees couldn't leverage the website to make their jobs more efficient. They needed a new contemporary, mobile and user-friendly, website.

Solution

In November of 2019, IMEC engaged third party resource, Custom Direct, Inc. to give new life to Kohnen's archaic website. The team went to work giving the website a complete makeover. Kohnen now boasts a state-of-the-art website, streamlined with updated products and services. Not only are customers experiencing a more modern website, but the employees also love the usability and are more productive. It makes it easy for them to explain products and services to customers by referring them to the site. This redesign has led to an increase in leads particularly because of the ease in communication directly with Kohnen.

Results

- 5% Increase in Web Leads
- Improved Customer Engagement
- Improved Productivity

Trim-Tex Inc.

Lincolnwood, IL | 150 employees | trim-tex.com

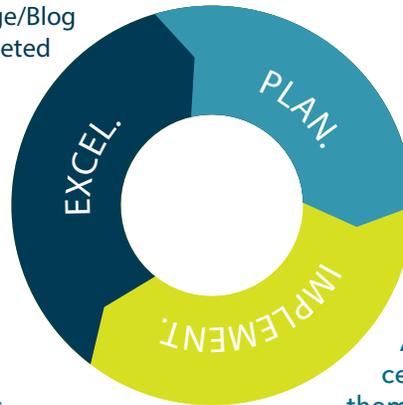
Trim-Tex was determined to break away from the traditional "command and control" manufacturing mindset and create a more collaborative and engaged work environment.

Solution

The transformation began with an Employee Engagement Survey, which revealed their biggest opportunities for improvement - they needed to upgrade their leadership and supervisory training, as well as employee development. Working with a partner organization who partially funded the Building a Competitive Workforce of the Future Training, leaders were educated on how to best cultivate the positive work culture Trim-Tex desired. And to ease the burden on overtasked managers, Trim-Tex participated in the Employee Manufacturing Essential Skills training through Tooling U. This allowed employees the opportunity to learn skills that would relieve the managers from certain duties, enabling those employees to elevate themselves and grow.

Results

- 110 created or retained jobs
- Anticipated Retained Sales: \$40,000,000
- Anticipated Cost Savings: \$50,000
- Anticipated New Investments: \$50,000



Area Diesel Service Inc.

Carlinville, IL | 48 employees | areadiesel.com

Area Diesel Service knew becoming ISO 9001 certified would be an advantageous path for them to take. However, no one could find the time to devote to pursuing the certification. This meant not only keeping up with quality records but also embracing ISO standards as an intrinsic part of their culture. Area Diesel knew they could not do it on their own, so they called on IMEC to help ease the burden and move them forward.

Solution

With guidance from helping hands at IMEC, Area Diesel was able to get over that hump and achieve the current ISO 9001:2015 standard certification. IMEC began the process by establishing where Area Diesel was at the time, then identifying and setting personal and departmental goals for the company to move forward on the ISO certification path. Despite some minor hiccups throughout the process, Area Diesel persisted and was able to accomplish a successful installation with impressive results.

Results

- Anticipated New Sales: \$100,000
- Anticipated Retained Sales: \$161,000
- Jobs Created and Retained: 48
- Investments in Workforce Practices/Employee Skills: \$5,000