

**Manufacturing Webinar:
The Crucial Role it Plays in our
Regional Economy**

**BUSINESS NAVIGATOR
ALLIANCE** OF SOUTHCENTRAL & SOUTHEASTERN ILLINOIS

September 28, 2023

- Angela Griffin – President, Coles Together
- Zach Kennedy – Extension Specialist, Community & Economic Development, University of Illinois Extension

www.ILBusinessNavigators.com

1

**Business Navigator
Alliance of Southcentral
and Southeastern Illinois**

- Regional collaboration for the Community Navigator Program
- Purpose: provide professional outreach and technical assistance for local, state, and federal economic relief programs
- Mission: to ensure that small businesses in our region are competitive in applying for necessary resources
- Goal: position local businesses for success by acceleration business recovery and growth

COLES Together
SULLIVAN ILLINOIS CHAMBER & ECONOMIC DEVELOPMENT
The Alliance
CCDA Crawford County Development Association
MARSHALL AREA CHAMBER OF COMMERCE
PEDCO

2

**BUSINESS NAVIGATOR
ALLIANCE** OF SOUTHCENTRAL & SOUTHEASTERN ILLINOIS

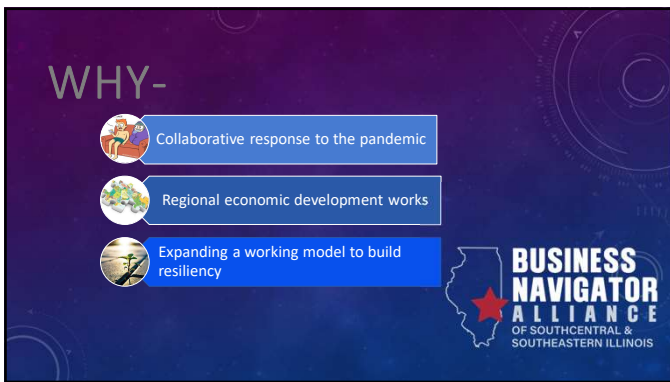
Webinars
Outreach Events
Virtual Office Hours
Offer 1-on-1 Technical Assistance

www.ILBusinessNavigators.com

3



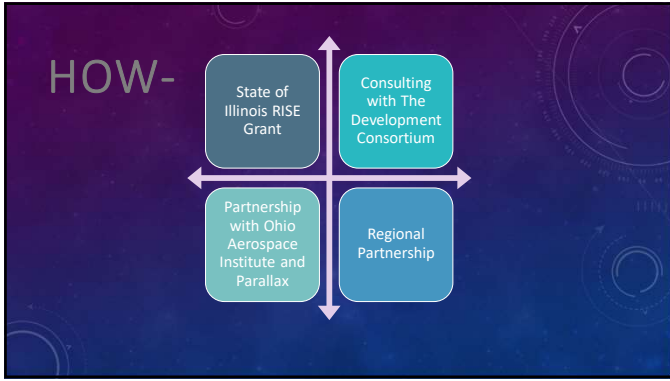
4



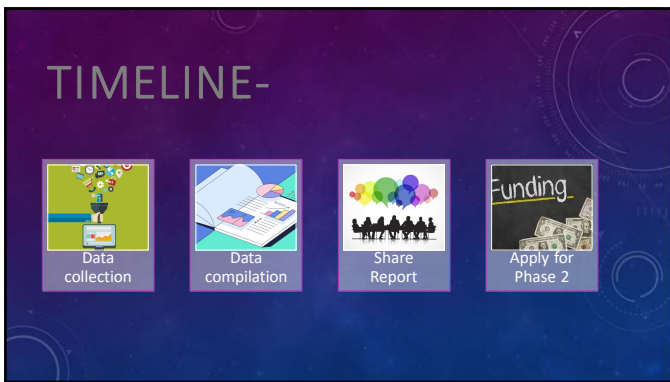
5



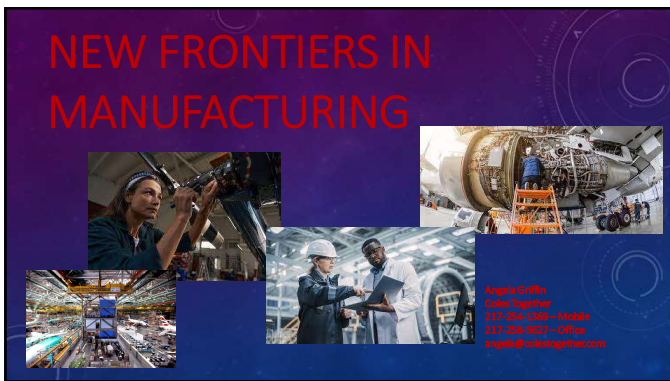
6



7



8



9

Regional Manufacturing Industry Spotlight

Business Navigator Alliance of Southcentral & Southeastern Illinois

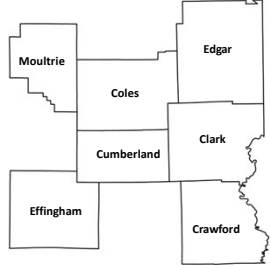

Presented by:
Zach Kennedy
Extension Specialist, Community and Economic Development, Illinois Extension
State Lead, Illinois State Census Data Center

09/28/2023



10

Business Navigator Alliance Region Counties Included in the Manufacturing Sector Analysis

11

Employment by Industry Business Navigator Alliance Region – 2023Q1

Manufacturing is the largest employing industry sector in the region.

NAICS	Industry	Employment
33	Manufacturing	13,450
62	Health Care and Social Assistance	13,164
44	Retail Trade	8,444
72	Accommodation and Food Services	7,079
61	Educational Services	6,329
23	Construction	4,099
81	Other Services (except Public Administration)	3,506
92	Public Administration	3,179
56	Administrative and Support and Waste Management and Remediation Services	2,964
48	Transportation and Warehousing	2,825
42	Wholesale Trade	2,712
11	Agriculture, Forestry, Fishing and Hunting	2,553
52	Finance and Insurance	2,359
54	Professional, Scientific, and Technical Services	2,238
71	Arts, Entertainment, and Recreation	1,312
51	Information	1,284
55	Management of Companies and Enterprises	816
53	Real Estate and Rental and Leasing	590
22	Utilities	390
21	Mining, Quarrying, and Oil and Gas Extraction	261
99	Unclassified	6
	Total - All Industries	79,932

Source: Jobs EQ, 2023Q1



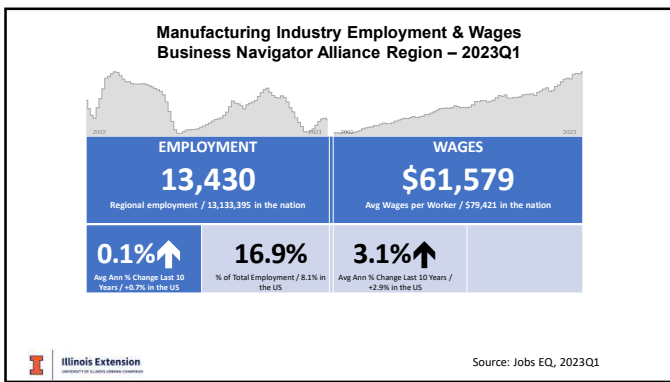
12

Top 4-Digit Manufacturing Industries by Employment Business Navigator Alliance Region – 2023Q1

NAICS	Industry	Current		5-Year History		
		Employment	Avg Ann Wages	Q1 Empl Change	Ann %	
3371	Cabinet Manufacturing	1,847	\$55,381	14.93	-88	-0.9%
3363	Motor Vehicle Parts Manufacturing	1,254	\$48,402	6.40	548	-6.3%
3231	Printing and Related Support Activities	1,158	\$49,705	5.89	-1,203	-13.3%
3261	Plastics Product Manufacturing	1,000	\$54,923	3.33	251	6.0%
3364	Aerospace Product and Parts Manufacturing	786	\$76,215	2.84	661	57.8%
3324	Boiler, Tank, and Shipping Container Manufacturing	662	\$75,276	14.28	80	2.6%
3241	Textile and Leather Goods Manufacturing	611	\$29,811	11.77	-9	-0.3%
	Ventilation, Heating, Air Conditioning, and Commercial Refrigeration Equipment Manufacturing	579	\$48,807	8.16	34	1.2%
3113	Sugar and Confectionery Product Manufacturing	531	\$60,783	13.06	-86	-3.0%
3331	Agriculture, Construction, and Mining Machinery Manufacturing	490	\$41,244	4.63	144	7.2%
3336	Engine, Turbine, and Power Transmission Equipment Manufacturing	455	\$48,028	10.33	35	1.6%
3327	Machinery, Turned Product, and Screw, Nut, and Bolt Manufacturing	395	\$69,834	2.30	55	3.1%
2111	Animal Food Manufacturing	257	\$65,887	7.14	-2	-2.3%
3399	Other Miscellaneous Manufacturing	240	\$71,487	1.45	-36	-2.7%
3273	Cement and Concrete Product Manufacturing	226	\$59,469	2.26	13	1.2%
3344	Semiconductor and Other Electronic Component Manufacturing	215	\$59,760	1.33	-141	-9.8%
1118	Bakeries and Tortilla Manufacturing	209	\$18,760	1.23	168	-11.1%
3323	Architectural and Structural Metals Manufacturing	207	\$68,113	1.04	-32	-2.8%
3329	Other Fabricated Metal Product Manufacturing	172	\$57,589	1.24	54	7.8%
3112	Grain and Oilseed Milling	154	\$67,909	4.92	35	4.0%

Source: Jobs EQ, 2023Q1

13



14

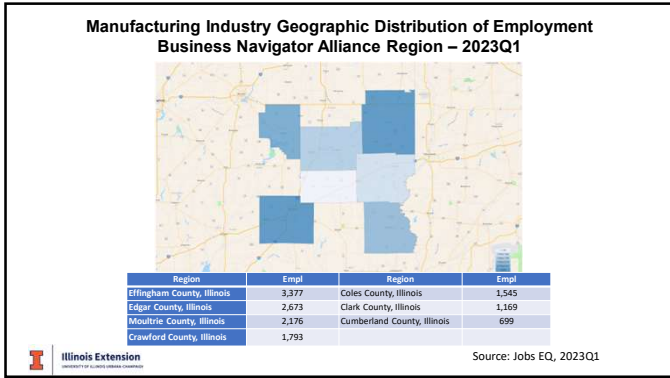
Manufacturing Industry Staffing Pattern Business Navigator Alliance Region – 2023Q1

Occupation Group	Percentage
Production	51.4%
Manufacturing	9.8%
Sales and Administrative Support	8.6%
Business and Engineering	5.4%
All Other	18.1%

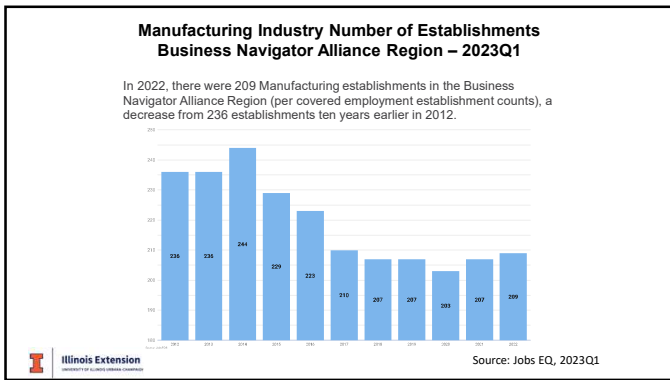
8-Digit Occupation	Empl	Avg Ann Wages	Annual Demand
Team Assemblers	1,101	\$40,300	93
Laborers and Freight, Stock, and Material Movers, Hand	584	\$39,100	76
First-Line Supervisors of Production and Operating Workers	537	\$64,600	50
Inspectors, Testers, Sorters, Samplers, and Weighers	408	\$46,100	35
Machinists	380	\$49,600	37
Welders, Cutters, Solderers, and Brazers	343	\$47,600	34
Cabinetmakers and Bench Carpenters	318	\$41,200	34
General and Operations Managers	304	\$105,800	23
Printing Press Operators	291	\$42,300	20
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	291	\$73,600	25
Remaining Component Occupations	8,841	\$61,900	816
Total	13,397		

Source: Jobs EQ, 2023Q1

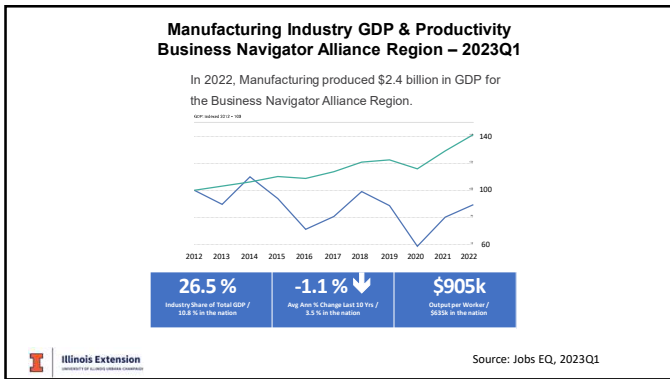
15



16



17



18

**Manufacturing Industry Supply Chain: Top Suppliers
Business Navigator Alliance Region – 2023Q1**

As of 2023Q1, Manufacturing in the Business Navigator Alliance are estimated to make \$8.0 billion in annual purchases from suppliers in the United States with about 11% or \$0.9 billion of these purchases being made from businesses located in the Business Navigator Alliance.

2-digit Supplier Industries	Purchases from In-Region (\$M)	Purchases from Out-of-Region (\$M)
Manufacturing	\$560.8	\$2,114.7
Mining, Quarrying, and Oil and Gas Extraction	\$69.3	\$2,404.5
Professional, Scientific, and Technical Services	\$41.0	\$517.2
Finance and Insurance	\$26.0	\$430.7
Real Estate and Rental and Leasing	\$10.7	\$353.5
Remaining Supplier Industries	\$182.4	\$1,323.7
Total	\$890.2	\$7,144.3



Source: Jobs EQ, 2023Q1

19

**Manufacturing Industry Postsecondary Programs Linked to Manufacturing
Business Navigator Alliance Region – 2023Q1**

Program	Awards
Eastern Illinois University	
Engineering/Engineering-Related Technologies/Technicians, Other	69
Industrial Technology/Technician	81
Lake Land College	
Construction Trades, General	49
Housing and Human Environments, Other	42
Manufacturing Engineering Technology/Technician	22
Parts, Warehousing, and Inventory Management Operations	10
Prepress/Desktop Publishing and Digital Imaging Design	6
Welding Technology/Welder	17
Lincoln Trail College	
Telecommunications Technology/Technician	18
Welding Technology/Welder	7

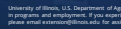


Source: Jobs EQ, 2023Q1

20

Questions?

Zach Kennedy
zkenned2@illinois.edu
217-300-9256



21

Thank you!



BUSINESS NAVIGATOR ALLIANCE
OF ILLINOIS CENTRAL & SOUTH CENTRAL REGIONS

www.ILBusinessNavigators.com



COLES Together



SULLIVAN ILLINOIS
CHAMBER & ECONOMIC DEVELOPMENT



CCDA
Crawford County Development Association



MARSHALL AREA COLLEGE OF COMMERCE



PEDCO



The Alliance
Effingham County Economic

Coles County Contact:
Angela Griffin
217-258-5627
angela@colesntogether.com

Moultrie County Contact:
Laurie Minor
217-728-4223
director@sullivanchamber.com

Crawford County Contact:
Resa Shaner
618-546-1412
rshaner@crawfordcountyll.com

Clark County Contact:
Nora Swalls
217-826-2034
nswalls@marshall-il.com

Edgar County Contact:
Bob Colvin
217-465-5306

Effingham County Contact:
Courtney Yockey
217-342-4214
cyockey@groweffinghamcountyll.com
