

# NE IL & NW IN Water Tech Cos.

Alliance for Regional Development  
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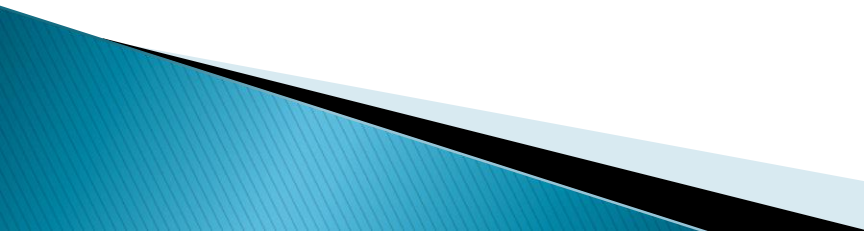
# Water Tech Companies

- ▶ Residential Water Treatment Systems & Components (S&C)
- ▶ Water Distribution S&C
- ▶ Industrial Water Treatment S&C
- ▶ Industrial Water Process (movement) S&C
- ▶ Desalination S&C
- ▶ Wastewater Treatment S&C (Industrial & Municipal)
- ▶ Wastewater Resources Recovery S&C
- ▶ Storm Water Collection, Treatment, Mgt., & Reduction
- ▶ Water Harvesting S&C
- ▶ Water/Energy Use Efficiency S&C
- ▶ Water System Products, Mechanical & Non-Mechanical
- ▶ Engineering/Planning/ Software Services for Water
- ▶ Aquaculture S&C
- ▶ Well Monitoring S&C

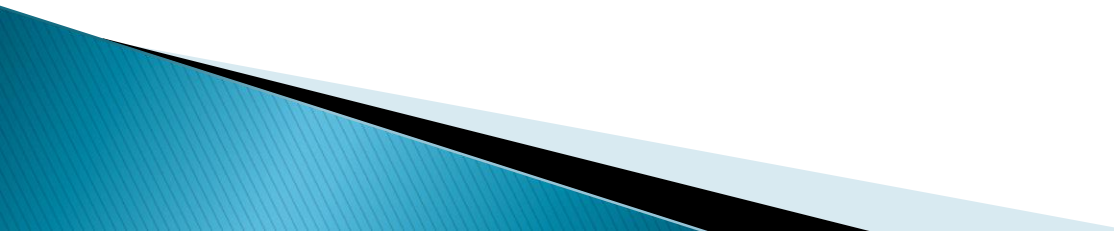
*Not Included: High Volume Water Users*



# Identifying in IL & IN

- ▶ 15 counties: 10 in IL; 5 in IN
  - ▶ 42 NAICS six-digit code industries
  - ▶ Quick effort to identify water tech cos. among 1000s
  - ▶ Quick 2 looks – 362 firms; >130 hours
  - ▶ Invitations sent to those identified
  - ▶ 3<sup>rd</sup> Look – 258 firms; largely construction (52) and manufacturing (41) removed
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# Distributions

- ▶ 226 firms in IL (88%); 32 in IN (12%)
  - ▶ Manufacturers: 108 (48%) in IL; 10 (31%) in IN; 101 (65%) in SE WI
  - ▶ Consultants: 118 (52%) IL; 22 (69%) IN; 34% SE WI
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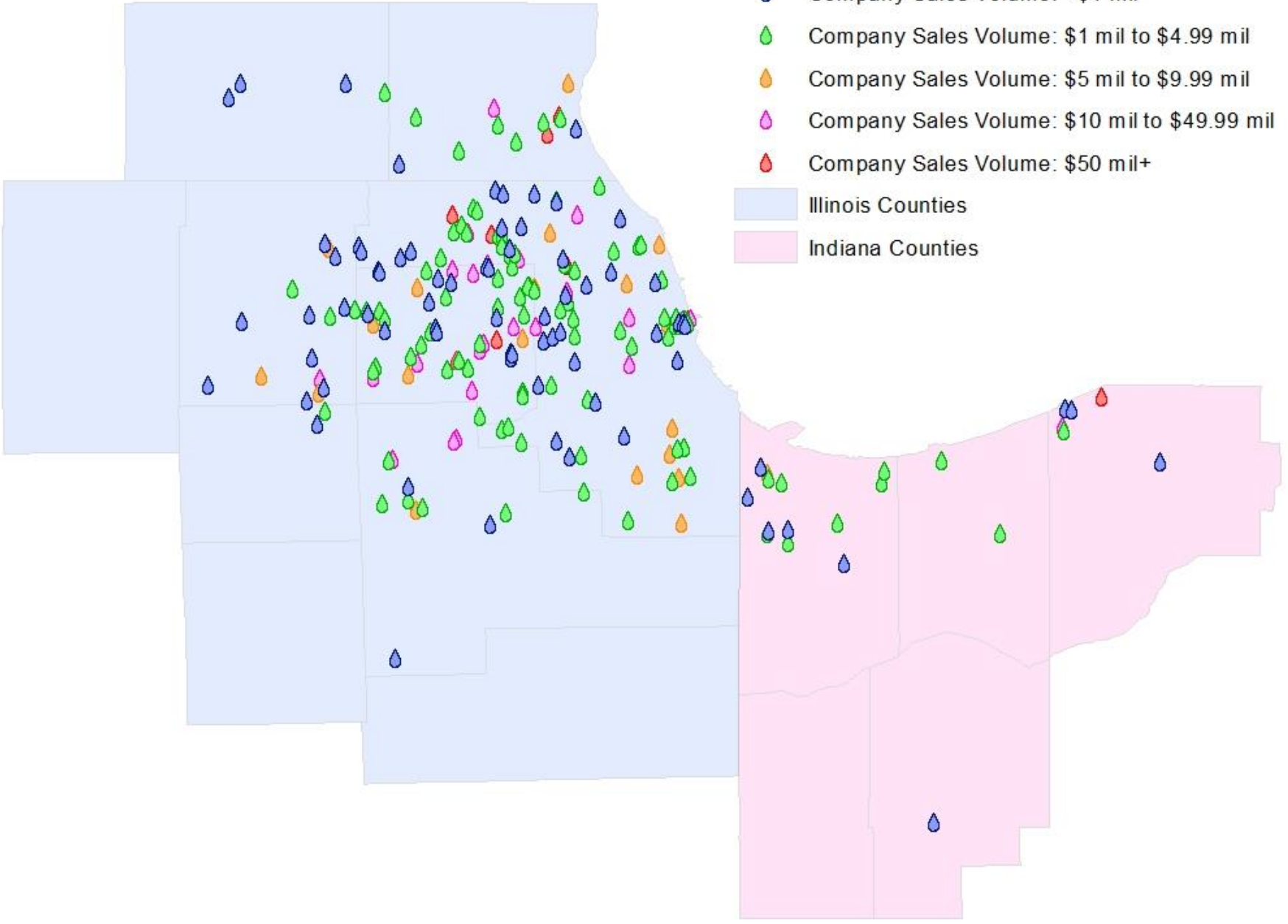
# Firms by County

## Number of Companies

<u>State</u>	<u>County</u>	<u>Manuf.</u>	<u>Engineering</u>	<u>Total Firms</u>
IL	Cook	58	60	118
IL	Du Page	28	32	60
IL	Lake	9	3	12
IL	Kane	6	11	17
IL	Will	3	10	13
IL	McHenry	3	1	4
IL	Kendall	<u>1</u>	<u>1</u>	<u>2</u>
IL	Sub-total	108	118	226
IN	Lake	4	17	21
IN	La Porte	4	4	8
IN	Porter	1	1	2
IN	Jasper	1	0	1
IN	Newton	<u>0</u>	<u>0</u>	<u>0</u>
IN	Sub-total	<u>10</u>	<u>22</u>	<u>31</u>
	Total	118	140	258
IL	Kankakee, Grundy, and DeKalb	0	0	0

- Company Sales Volume: <\$1 mil
- Company Sales Volume: \$1 mil to \$4.99 mil
- Company Sales Volume: \$5 mil to \$9.99 mil
- Company Sales Volume: \$10 mil to \$49.99 mil
- Company Sales Volume: \$50 mil+

- Illinois Counties
- Indiana Counties



# Concentration of Consultants

- ▶ Cook County 60
- ▶ Du Page 32
- ▶ Lake, IN 17
- ▶ 3 counties = 78% of all consultants

# Employment by Size

<u>No. Employees</u>	<u>Percent</u>
5-19	54
20-49	20
50-99	12
100-249	9
250-499	2
500+	<u>3</u>
Total	100



# Estimated Annual Sales

▶ IL + IN = \$10.9B

▶ - 2 cos. = 5.0B

Sub-total \$5.9B

+10% \$5B = \$.5B

Total = \$6.4B

SE WI = \$ 12 B - \$20B

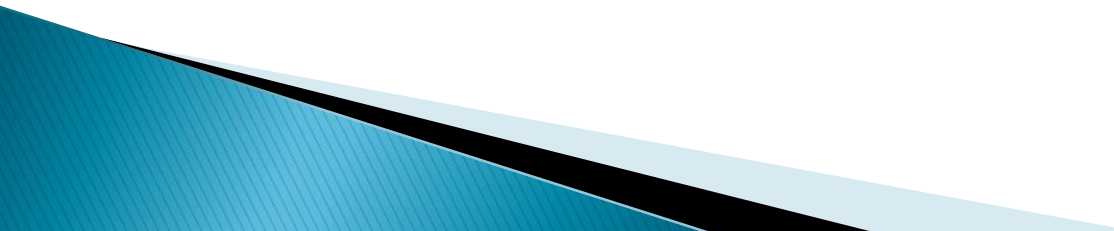
# Density of Water Tech

Water Tech Firms per 100,000 people

	<u>Overall</u>	<u>Mfg only</u>
▶ SE WI	73.3/100K	47.8/100K
▶ NE IL+NW IN	27.1/100K	12.2/100K

▶ SE WI is 3X denser in water tech and 4X denser in water tech manufacturing

# Conclusion

- ▶ **NE IL and NW IN have water tech companies**
  - ▶ **There is potential to organize and grow these firms**
  - ▶ **If that is done, this tri-state region will have a greater impact on the world water market**
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# Thank you to our Green Growth Working Team members!

- ▶ Elizabeth Adler
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