

## Articles recently discussed & in the News

I have included a few of the recent News articles discussed at our last MEDC meeting.

### *Is this deli-meat maker eating Oscar Mayer's lunch?*

**Crain's Chicago Business:** April 26, 2019 In the past five years, Buddig's annual sales have jumped 80%. Montgomery is very proud to see Buddig in Crain's Chicago Business. In fact, we are very proud to have Buddig in Montgomery, period and we are very excited to hear of their continued success.

### *County-area solar projects receive grants:*

**Oswego Ledger/KendallCountyNow.com:** May 23, 2019; Article about Three projects awarded funding from State of Illinois. Fox Metro Water Reclamation District expects to save 16% in energy costs and eventually the savings will also cover the cost of the project and land.

### *Montgomery honored at Argonne Laboratory for solar-friendly initiatives:*

**Kendall County Record:** June 10, 2019 Village's efforts included adoption of solar-friendly zoning codes. The Village of Montgomery achieves a Gold, (highest designation, SolSmart award). This national program recognizes communities that have taken key steps to foster the growth of mature local solar markets.

### *Montgomery honored for solar-friendly initiatives:*

**Oswego Ledger/Kendall County record** Thursday June 13, 2019

### *Montgomery: Solar and tree awards:*

**The Voice:** June 13, 2019

### *Final approval vote set for outdoor cafe*

**Oswego Ledger/KendalCountyNow.com:** Thursday, June 13, 2019

Douglas road improvements and investments.

# CRAIN'S CHICAGO BUSINESS

April 26, 2019 02:43 PM

## Is this deli-meat maker eating Oscar Mayer's lunch?

That's the way it looks as Buddig, fueled by private-label deals and co-branding, notches a five-year growth rate of 80 percent.

H. LEE MURPHY 



Stephen J. Serio

That's the way it looks as Buddig, fueled by private-label deals and co-branding, notches a five-year growth rate of 80 percent.

Kraft Heinz execs struggling to produce growth within the staid grocery products arena might want to steal a page from the playbook at Carl Buddig, a family-owned maker of delicatessen meats.

While Kraft Heinz has been selling off production plants—it closed its historic Oscar Mayer facility in Madison, Wis., two years ago and more recently took a **devastating \$15.4 billion writedown** on its Oscar Mayer and Kraft trademarks—Buddig has been investing in new businesses and production capacity. It's been quite a turnaround for a company known for bargain-priced deli meats—founded in the Chicago Union Stockyards neighborhood in 1943 but based now in Homewood—that had grown at a conservative pace for decades.

In a \$26 million deal two years ago, Buddig bought South Holland-based Rupari Food Services out of bankruptcy, launching into a new line of barbecued ribs, reviving the business by striking a trademark deal with Clorox's Kingsford Charcoal brand. Last year Buddig bought a closed 300,000-square-foot Butterball turkey plant in west suburban Montgomery and hired 300 employees to produce private-label deli meats for Walmart, Aldi, Kroger and other grocers. Meanwhile, the company is now marketing nationally its Old Wisconsin line of sausages and snacks, based in Sheboygan, Wis., which was once confined to the upper Midwest.

In the past five years, Buddig's annual sales have jumped 80 percent to \$618 million. Headcount is up 70 percent to 2,400, and it now owns 11 plants, up from six in 2013. "For a long time we grew at the same pace as the rest of the meat industry, 2 to 4 percent a year," says Robert Buddig, the 62-year-old CEO and grandson of founder Carl Buddig, who manages the business with three brothers and a sister. "Private label has been growing very fast in supermarkets, and the big chains are finding that as a private company we can move very quickly to give them what they need."

## **EYE ON OSCAR MEYER**

There is speculation around the meat industry that Kraft Heinz could be induced to sell off all or part of the faltering Oscar Mayer business. A Kraft spokesman did not respond to requests for comment, but Tom Buddig, 67, who oversees sales and marketing, confirms Buddig could be interested in parts of Kraft or Oscar Mayer.

In lunchmeat, Buddig is still a minor player among the national brands. According to a recent Nielsen report, Oscar Mayer is No. 1 in the category with a 26 percent share, followed by private label at 15 percent, Hillshire Farm at 10 percent, Land O'Frost (based in Munster, Ind.) at 7 percent, Hormel at 4 percent and Buddig at 3 percent. But Buddig is a contributor to the private-label niche, and so its total share is hard to measure.

In the barbecue side of the business, Bob Buddig says "we are still learning," but notes there are opportunities in that category as time-starved consumers pick up precooked Kingsford ribs for dinner on the way home from work.

"Buddig has had a lot of success with meat products, and their facilities have good smokers and experienced assembly lines," says Craig Goldwyn, a Brookfield-based meat and barbecue industry author who once worked as an adviser to Rupari. "Everything is there, including the packaging, for them to make a success of their barbecue business."

The family has had offers to sell out to rivals and private-equity investors, and even go public, but has kept control (a fourth generation of 13 family members is poised to enter upper-management ranks soon). "Keeping a company like this together through three and four generations these days is an extraordinary feat," says Seth Green, a Loyola University Chicago lecturer and director of the school's Baumhart Center for Social Enterprise & Responsibility.

Buddig competes against another family-owned firm, Fred Usinger in Milwaukee, a maker of sausages. Fritz Usinger, the fourth-generation president at 61, has been impressed by Buddig's expansion. "Buddig has been particularly effective in linking up with a well-known name like Kingsford and marketing a co-branded product," Usinger says. "It's an interesting concept, and they look to be good at it so far."

#### **Inline Play**

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**Source URL:** <https://www.chicagobusiness.com/consumer-products/deli-meat-maker-eating-oscar-mayers-lunch>

# County-area solar projects receive grants

Projects in Montgomery, Yorkville, Plano expected to be operational late this year

## SHAW MEDIA

Three Kendall County-area solar energy projects and a fourth at the Mooseheart Child City and School in Batavia have been awarded funding from a state of Illinois program.

Kendall County, the Fox Metro Water Reclamation District near Montgomery, the city of Plano and Mooseheart will receive funds for their solar projects through an adjustable block grant program under the state's Future Energy Jobs Act, passed by the General Assembly in December of 2016.

Residents and businesses have been paying into a renewable energy fund, which is collected on each customer's monthly ComEd bill.

The Aurora-based Progressive Business Solutions is serving as a consultant on each of the four solar projects.

The four entities expect to have

the solar field construction and find financial resources to fund the projects."

The winning bidders will receive Renewable Energy Credits. Kendall County, the city of Plano, Fox Metro, and Mooseheart will receive reduced cost power, which is substantially below market, for a period of 25 years.

Kendall County's solar field will be on a vacant, county-owned parcel adjacent to the Kendall County Jail in Yorkville, while Fox Metro's will be on property along the west bank of the Fox River, just south of the Route 30 bridge.

The property served as the site of the Western Electric plant, which was demolished in 1996.

"Kendall County is continually looking for ways to reduce our operating costs. This will save county taxpayers over \$4 million. When presented with a program that allowed us to reduce our costs without any capital investment, we decided it was a good fit for Kendall County and its residents," said Scott Gryder, Kendall County Board chairman.

"It is important as a municipal agency that we ensure we leave the

Earth in better shape than we found it. At Fox Metro, we are continually looking for ways to reduce our carbon footprint in a financially responsible manner. This project accomplishes both those goals," said Tom Muth, executive director at the Fox Metro Water Reclamation District.

"The city of Plano reviewed several potential locations and ultimately decided the best fit was to use vacant land next to the current water treatment plant. The solar field will help the city save money, reduce our dependence on traditional fossil fuels and provides a good example of how the city of Plano continues to be environmental stewards for today and the future," said Mayor Robert Hausler.

"We could not have afforded solar without the Adjustable Block Program established by the Future Energy Jobs Act, which enabled us to build the field with no upfront cost. Mooseheart invested \$11.4 million into school renovations back in 2013 so we wanted to do something out of the ordinary to impact our energy budget," said Gary Urwiler, executive director of Mooseheart Child City and School.

## Montgomery honored at Argonne Laboratory for solar-friendly initiatives

Village's efforts included adoption of solar-friendly zoning codes

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June 10, 2019

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The Village of Montgomery recently received an award at Argonne National Laboratory in Lemont for earning the highly-coveted SolSmart Gold Designation.

SolSmart is a national program designed to recognize communities that have taken key steps to foster the growth of mature local solar markets. Communities that meet the official criteria are designated SolSmart Gold, Silver or Bronze.

To achieve Gold, the highest designation, Montgomery earned at least 200 points for adopting solar best practices across [eight categories](#) of strategic SolSmart activities. Most importantly, the community updated zoning codes to allow solar and indicate that the community prioritizes it. Montgomery staff also committed to process rooftop solar permits in three business days or less, and inspection staff received hands-on training best practices for permitting and inspecting solar systems.

For transparency and efficiency, Montgomery created a solar installation permitting checklist, and posted it on the community's website. This not only allows local residents to see the process, but helps those applying for a solar permit to produce the necessary forms far more easily, completely, and quickly.

Montgomery was one of 23 communities honored during the Argonne ceremony.

The communities "did an exceptional job, working tirelessly in a multitude of ways to earn their designations," said Geneva Mayor Kevin Burns, who chairs the [Metropolitan Mayors Caucus](#) Environment Committee.

"In addition, their staffs collaborated with counterparts at other municipalities to share resources and provide advice, assisting each other in their quests to achieve SolSmart designation," Burns said.

The Caucus served as a SolSmart Adviser to 20 communities and was the chief catalyst in the communities' drive to seek designation.

"Each community awarded SolSmart designation deserves their business owners' and other citizens' appreciation for providing clean, solar energy options and advancing the Greenest

Region Compact’s commitment to enhanced sustainability,” Burns said.

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Christine Wagner (second from left) and Jerad Chipman (second from right) accept the SolSmart Gold designation on behalf of the village of Montgomery during a ceremony at Argonne National Laboratory in Lemont. At left is Geneva Mayor Kevin Burns and James Schroll, senior project manager for The Solar Foundation.

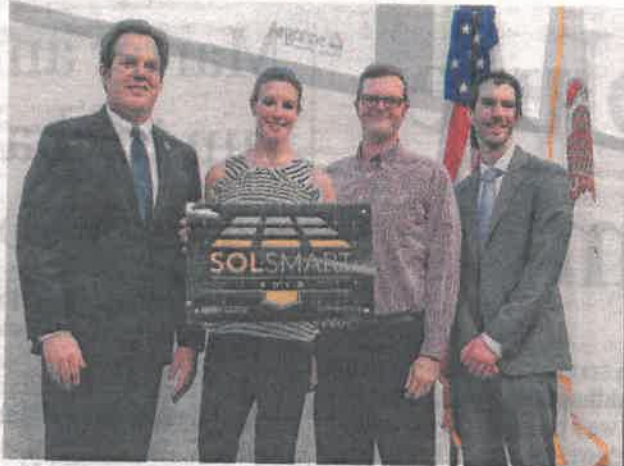


Photo provided

## Montgomery honored for solar-friendly initiatives

### OSWEGO LEDGER

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**Montgomery: Solar and tree awards:** Montgomery Village president Matt Brolley, left, and acting director of Public Works, Mark Wolf, show the Tree City USA plaque at the Montgomery Village Board meeting Monday. The Village of Montgomery has achieved the award for meeting four core standards of sound urban forestry management: Maintaining a tree board or department, having a community tree ordinance, spending at least \$2 per capita on urban forestry, and celebrating Arbor Day. The Tree City USA program has been in existence across America since 1976. More than 3,400 communities have made the commitment to become a Tree City USA. • Jerad Chipman, senior planner for the Village of Montgomery, shows the SolSmart Award which recognizes cities, counties, and regional organizations for making it faster, easier, and more affordable to go solar. • Discussions included increasing fines for unauthorized solicitors and discontinuing participation in Illinois Municipal Retirement Fund (IMRF) for elected officials. No Montgomery elected official is receiving IMRF contributions and the Board agreed to discontinue any possible future contributions which are normally 10%.

*Jason Crane /The Voice*



# Final approval vote set for outdoor café

By JOHN ETHEREDGE

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Merchants along Douglas Road in Montgomery are continuing to invest in their businesses.

Last month, the Village Board voted to approve a special use permit for an outdoor café at a proposed 10 unit commercial building planned for construction along the east side of the La Chiquita Food Market at 1575 Douglas Road.

On Monday evening, June 10, the board agreed to place a special use request from the owners of Grandma's Table restaurant at 1700 Douglas Road at Seasons Ridge Boulevard on the consent agenda for a final approval at their next meeting June 24.

Once approved by the board, the special use permit will allow the restaurant to operate an outdoor cafe on the east side of its building. A decorative

fence already has been installed to enclose the planned cafe area.

The village's plan commission has reviewed the special use request and recommended it for board approval. The board voted unanimously Monday to accept the commission's positive recommendation.

Grandma's Table has been in operation at its current Douglas Road site since the mid-1980s.

In other business, the board voted unanimously to approve a request for a \$10,000 loan from the village's economic development fund from the Nancy Metrou Trust LLC, owners of the Dairy Queen Plaza commercial building at the southwest corner of Douglas Road and Seasons Ridge Boulevard.

Metrou requested the loan to help cover the cost to replace the landscaping in the planting beds at the multi-tenant building.

According to a memo from Jeff

Zoephel, village administrator, the property owners plan to spend a total of \$41,500 to have the existing landscape removed and replaced with new plantings and bedding materials.

"After reviewing the application, the (Montgomery Development Fund) committee has recommended approval of the requested forgivable loan amount and recommended that (the) applicant request salt tolerant plants and a one-year guarantee," Zoephel wrote.

The Dairy Queen Plaza building first opened in 1991, according to village documents.

When questioned by the board, Metrou said the old landscaping has been removed from the beds and new plantings should be installed in about two weeks.

Board member Doug Marecek voiced support for the project, noting that it will improve the appearance of all four sides of the property.