

ILLINOIS



North America's Commercial Hub



Department of Commerce & Economic Opportunity



Why Illinois is Attractive:

Illinois is the 5th largest US state, with an economy to match

- 1 **Illinois Population: 12.8 million**
- 2 **Chicago Population: 2.7 million in the city, 9.8 million in metro area (3rd highest in the US)**
- 3 **“Chicagoland” is home to 1.7 million foreign-born residents**
- 4 **Gross State Product \$680.5 billion (2014 - BEA)**
 - 5th highest GSP in the U.S.
 - **GSP** is larger than the **GDP** of Sweden and equivalent to the economic size of Switzerland
- 5 **Illinois exports over \$68 billion annually**
 - 5th highest exporting state in the U.S.
 - Machinery, Except Electrical, Transportation Equipment, Chemicals, Computer And Electronic Products, Petroleum And Coal Products



How Illinois is Well Positioned:

Illinois combines a quality workforce and lifestyle with a heartland business climate

1 Diverse and Growing Economy

Illinois is ranked #3 among US states in new and expanded business locations
(*Site Selection Magazine*)

Chicago is ranked #1 among US cities in new and expanded business locations

2 Strategic Location and World Class Infrastructure

The center of the US transportation system, with inexpensive travel, freight, and cold storage. Chicago O'Hare & Midway, Rockford, and 5 class-one rail lines

3 Highly-Skilled Workforce

America's 3rd most industrial state, and its 14th most educated (*USA Today, Bloomberg*)

4 Investor-friendly Business Environment

Chicago real estate and utility costs significantly below peer cities

5 Successful Multinational Corporations – Brand Recognition

32 Fortune 500 companies (27 in Chicagoland area)

13 Fortune “Global 500” companies

Illinois' economic strength is built upon diversity.

Chicago has the most diversified metro economy in the U.S.

Industrials

- 3rd largest manufacturing state (*USA Today*)
- 582,900 manufacturing jobs in Illinois, Illinois has the skilled workforce, warehousing, and transportation infrastructure to meet the needs of machine tool companies

Agriculture and Food

- Agricultural commodities generate more than \$13.3 billion annually
- Illinois ranks 6th in exports of agricultural commodities (*US Census Bureau*)

Knowledge Economy

- Illinois is home to 144 university research centers, 71 federal centers, 7 tech parks, including 3 of the top 100 global universities
- Argonne National Labs is one of the nation's leading research centers on advanced materials, chemical/energy technology and biotech
- In 2013, a start-up was born every 24 hours in Chicago (*Huffington Post*)

Life Science

- Illinois ranked #1 in the nation for biotech growth (*Business Facilities*)
- More than 550 companies operate R&D facilities in Illinois



The Foreign Direct Investment (FDI) Pipeline

- 1 The Office of Trade and Investment (OTI)
 - 50th Anniversary – OTI was established in 1965
 - First foreign office Brussels, Belgium in 1968
 - Other foreign offices: Hong Kong (1974) , Tokyo (1987), Mexico City (1989), Toronto (1990), Shanghai (2000), Jerusalem (2001), New Delhi (2007), Johannesburg (2013), and Sao Paulo (2013)
- 2 Team Regional Economic Development (RED)
 - Subdivide Illinois
 - Contact with Economic Development Coordinators (EDC) and other business development officials
 - Provide an on the ground view of doing business in Illinois
- 3 Economic Development Organizations (EDO) and You
 - EDOs work with OTI and Team RED
 - Provide details about their region to prospective businesses
 - A source for new real estate business opportunities

Economic Development Organizations

1 The engine of local development

- Support local municipal economic development initiatives
- Grow, retain, and attract businesses
- Address policy issues critical to the needs of business
- Develop incentives to attract businesses

2 Case Study: Rockford Area Economic Development Council (RAEDC)

- Works with the municipalities and business located in the area
- Coordinate with various Economic Development Coordinators throughout the area
- They may be mayors, businessmen, or full time city economic developers.
- They overcome issues that impede business activities
- Partner with the State of Illinois and other governmental agencies

ILLINOIS.GOV

Rockford
ILLINOIS USA

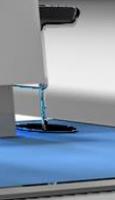
AEROSPACE

YOUR COMPANY NAME

YOUR COMPANY NAME

Aero Aerospace

Rockford is a leading aerospace hub in the Midwest. With a skilled workforce, state-of-the-art facilities, and a strong infrastructure, Rockford is the perfect location for your aerospace business.



Foreign Direct Investment and Real Estate

- 1 Investors represent successful businesses
 - They offer the city/region a tested business model
 - Investors seek new markets to produce or sell goods
 - Approximately 1,719 foreign entities in Illinois, employing 279,748
D&B March 2015
- 2 Businesses are supported by the workforce
 - Typically foreign business need talented and highly paid employees
 - Employees average \$78,927 - more than 33 percent higher than the national average. *BEA study, 11/14*
- 3 Real Estate as an investment is a subset of FDI
 - Wealthy individuals and corporations seek real estate
- 4 Project Scalability
 - Sales, Service, Distribution, and Manufacturing

EDO – Realtor Collaboration

Commercial & Business

1

EDOs prepare business portfolio to be delivered to FDI Client

- Highlight and sell the region to the client
 - Economic strengths of the region
 - Labor talent and attributes
 - Transportation access
 - Low energy costs
 - Provide a list of facilities that fit client's criterion
 - Potential clients or collaborators in the region
 - Regional strategic advantage
 - Schools
 - Quality of life
 - Amenities
 - Foreign corporate cohorts
 - Other business intangibles (network)
- How the business fits in the region
 - Narrative or other personal touches
- Any incentives or special offers

Regional Outreach: Collaboration

1 Select USA

- A FDI roadshow coordinated by the federal government
- Allows states and other entities to vie for foreign business to locate in their community

2 Trade Shows

- Similar to the image in the prior slide
- Partner with OTI at a trade show; showcase your region

3 McCormick Place

- Several large trade shows draw a large international contingent
- Captive audience to discuss future business projects
- Easy to sell your community
- Hold a forum at the show

Non-Business Related Factors for FDI clients

1 Quality of Life

- High quality homes
- Restaurants
- Entertainment
- Parks and other green space

2 Education

- Access to excellent schools

3 Cultural Amenities

- Places of worship
- Ethnic or culturally specific food stores
- Ethnic or culturally specific community organizations

4 Transportation

- Easy access to work, schools and community assets

ILLINOIS



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The FDI Case Study

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