



**INTERSECT** Illinois  
**ANNUAL REPORT**  
**2016**

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# MISSION. VISION. VALUES.

Since people began to settle in the Midwest, Illinois has been a junction connecting people, business and goods necessary for global and national economic growth. At our core, Intersect Illinois does the same thing. We seamlessly join commerce and community. We connect you to the robust workforce of Illinois—the spirited, adept people behind the Illinois business landscape.

**INTERSECT ILLINOIS'  
PURPOSE IS TO  
POSITION THE STATE  
OF ILLINOIS AS ONE OF  
THE MOST INNOVATIVE  
LOCATIONS IN THE  
WORLD, TO ATTRACT  
NEW INVESTMENT,  
JOBS AND ECONOMIC  
PROSPERITY.**

## **MISSION**

To bring new jobs, new investment and economic prosperity to the State of Illinois through dynamic partnerships and collaborations with companies, universities, non-for-profit organizations and the government to deliver a unified approach to economic development.

## **VISION**

Intersect Illinois will be the most respected and successful State economic development organization in the world.

## **VALUES**

Consistent, responsive, professional, connected while always acting with a sense of urgency to deliver continuity, trust, integrity and accountability to the process of business attraction and expansion.



# LETTER FROM PRESIDENT & CEO

As we take the time to mark the end of our annual year, I look at it as closing a chapter of our history and turning a new page. I came into the position as President and CEO of Intersect Illinois in May with all the excitement and energy as expected, but found that same feeling matched by everyone at the local, state, and national level about the future of economic development in Illinois. I have met with small and large business leaders, local economic development groups and state officials, site selectors and business facilities managers, who all believe in the promise and opportunity that can be found in Illinois. I am grateful to the support and leadership of Intersect Illinois' board as we start this new chapter and build upon the work and relationships from the previous year. Intersect Illinois is working hard to be the one-stop shop for those looking to bring their opportunities to Illinois, utilizing its relationships with local and state-wide government and development agencies to make the transition at the speed of business

The people I have met here are just a small section of the amazingly talented and able work force available in our state. Illinois' talent pool is unparalleled. With over 200 higher education institutions statewide (three of which are in the Top 30 universities in the country) and over 80 nationally ranked public high schools, our workforce is educated and ready to put their minds to work. Additionally, many of these institutions have partnered with incubators or business to create skills-training programs, such as the UIUC Research Park, Argonne National Lab, Illinois Science and

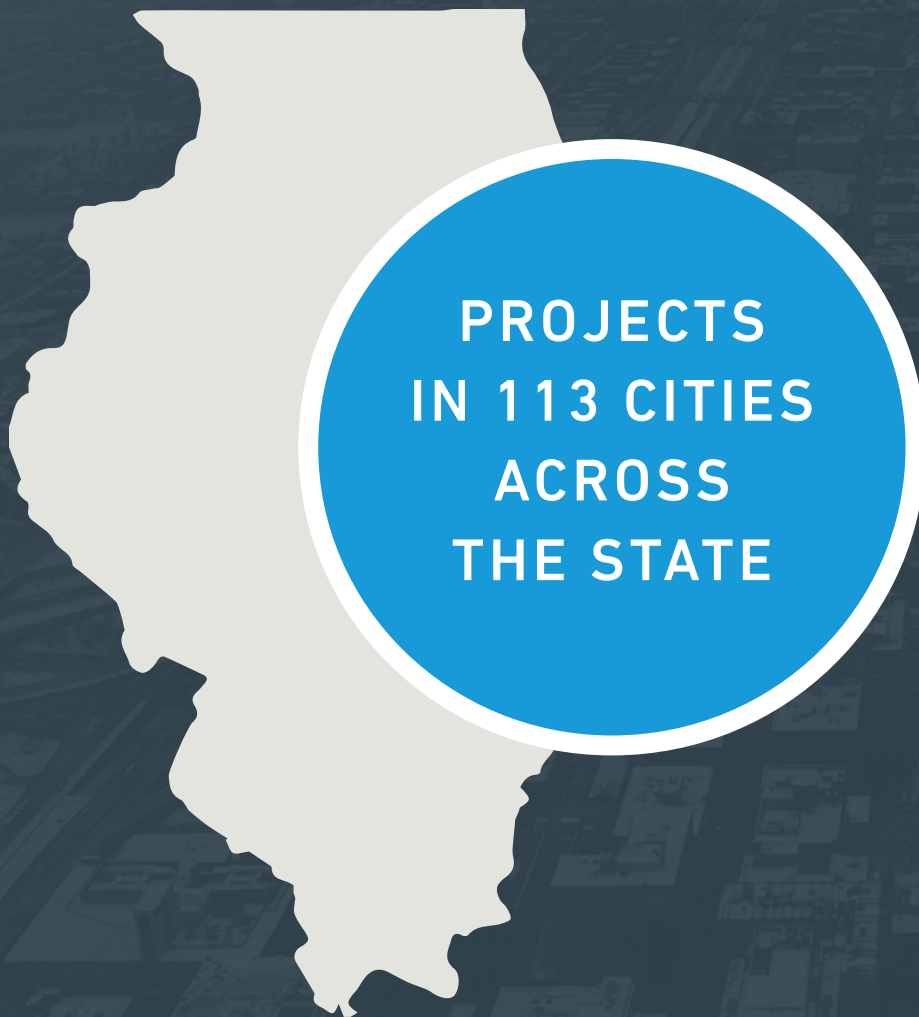
Tech Park, and America's Urban Campus, to name a few. Combined with start-up culture that is supported by cities and universities across the state, in the digital, healthcare, food processing and agribusiness fields, it is no wonder Illinois is a magnet for great minds and great business partnerships.

Our state is strong and full of people willing and wanting to work and grow. Our talent is unmatched, our infrastructure is rated in the top of the country every year, and as a global headquarters hub and global economic powerhouse, we are the #2 state for business creation by the US Bureau of Labor Statistics. From lush natural landscapes to our tall skyscrapers, from our lakes and rivers (and all ports in between), we know that Illinois has so many resources to offer investors and business.

Sincerely,

**MARK S. PETERSON**  
PRESIDENT & CEO

# IMPACT



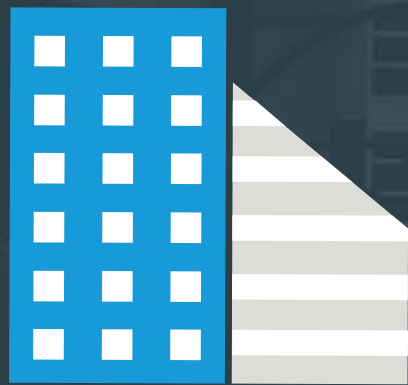
OVER **\$3.8B**  
IN INVESTMENT  
IN ILLINOIS\*

OVER **50K** JOBS\*\*

\* Refers to data (where disclosed) for new and expanding companies with a physical address in the Illinois region that meet Site Selection Magazine Conway Project Database criteria, and/ or is a headquarters facility, and/or was assisted by World Business Chicago (WBC). WBC captures project information from media outlets, press releases, company websites, subscription services and WBC internal reporting; the quality of each record depends on the availability of data and resources to input and confirm information. Data is finalized in the first quarter of the following year to allow for the time lag in project reporting; year-to-date numbers are subject to revision.

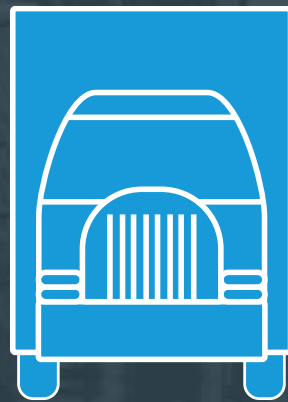
\*\*DCEO 2016 reports of 5,111,094 people employed full time, representing an increase over last year of 1%

# 434 PROJECTS STATEWIDE



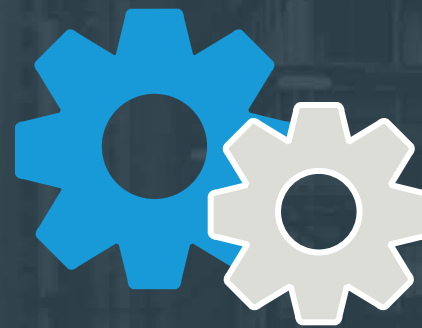
**42**

**HEADQUARTERS**



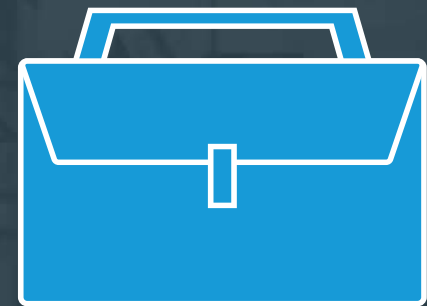
**156**

**DISTRIBUTION  
WAREHOUSES**



**129**

**MANUFACTURING  
FACILITIES**



**96**

**OFFICE SPACES**

# WHY CHOOSE ILLINOIS?

IN ILLINOIS, YOUR BUSINESS  
WILL MEET ITS GREATEST  
OPPORTUNITY FOR SUCCESS  
WITH OUR

PROVEN AND UNRIVALED EXPERIENCE IN  
NUMEROUS FIELDS & INDUSTRIES

EXCEPTIONAL AND ABUNDANT TALENT

UNPARALLELED INFRASTRUCTURE AND  
TRANSPORTATION NETWORK

SUPERIOR QUALITY OF LIFE

STRONG PUBLIC SUPPORT  
AND PARTNERSHIPS

THE CHOICE IS CLEAR



# WINS

Intersect Illinois is proud to have been a part of many deals to help bring Illinois to the forefront of the business world, including the Rivian Automotive project, which was named one of the Large Job-Creating Projects Of The Year, and Amazon's expansion into Edwardsville, Romeoville, Monee, and Joliet that was named one of the E-Commerce Projects Of The Year by Area Development Magazine.

THE FOLLOWING IS THE LIST OF THE 2016 TOP PROJECTS.

# TOP PROJECTS OF 2016

COMPANY	CITY	N/E	JOB COMMITMENTS	INVESTMENT	INDUSTRY
FIAT CHRYSLER AUTOMOBILES	Belvidere	Existing	300	\$350 M	Automotive
RIVIAN AUTOMOTIVE	Normal	New	1,000	\$175 M	Electric Vehicles
MAGNA EXTERIORS	Belvidere	New	443	\$42 M	Automotive Parts
AMAZON	Edwardsville Romeoville Monee Joliet	New	4,500	\$355 M	Fulfillment Center
VETTER	Des Plaines	New	300	\$320 M	Medical Devices
TARGET	DeKalb	Existing	450	\$50M	Distribution Center
AAR CORP.	Rockford	New	500	\$40 M	Aircraft MRO
PAYLOCITY	Schaumburg	New	500	\$29 M	Headquarters
BERNER FOOD & BEVERAGE	Dakota	Existing	200	\$70 M	Food Processing
AMERICAN ACADEMY OF PEDIATRICS	Itasca	New	480	\$50 M	Headquarters



# VETTER PHARMA

German pharmaceutical company Vetter Pharma chose Illinois as its new United States headquarters, buying a property in Des Plaines. By completion of the complex, it will feature a production facility, automated warehouse, and office and lab space, along with renovated executive offices and a building with conference space at the site. Intersect Illinois was instrumental in this deal, which brought a \$320 million investment into the area and will create 300 jobs. The project would be one of the largest economic-development victories in Des Plaines history. Vetter also has a production facility and sales office in Skokie.

Amazon expanded its role in Illinois, as it will invest over \$350 million in the state and create over 4,500 jobs for Illinoisans, with eight fulfillment centers across the state. Intersect Illinois worked with the company for months to grow and maximize Amazon's footprint in Illinois, helping Amazon to recognize that Illinois is one of the strongest locations for logistics in America. Illinois has the 3<sup>rd</sup> largest interstate system in the country, all the country's Class 1 freight railroads move through Illinois, and the state has 5 international airports that can get packages and people anywhere in North America within 4 hours. With a talented workforce, central location in the United States and the North American market, and a world-class transportation hub, Illinois proved it has assets no other state could offer.

# AMAZON

# GOLDEN SHOVEL AWARD 2017

Through the combined economic development work of Intersect Illinois and the Department of Opportunity and Economic Development, Illinois was named a 2017 Golden Shovel Awards winner from Area Development Magazine. These awards recognize states compiling healthy rosters of new and expanded facilities and for their achievements in attracting high-value investment projects that will create a significant number of new jobs in their communities. The group collected information from all 50 states about their top-10 job-creation and investment projects initiated in 2016 (only those projects that actually had monies invested, “broke ground,” began an expansion, started new hiring, etc. were considered). Based on a combination of weighted factors — including the number of new jobs to be created in relation to the state’s population, the combined dollar amount of the investments, the number of new facilities, the diversity of industry represented — Illinois won in the 12+ Million Population Category.

# CORE ILLINOIS

Intersect Illinois as a member of the CORE (Creating Opportunities for Retention & Expansion) management team, a strategic partnership of Illinois businesses, regional economic development organizations and community partners created to collect, aggregate and analyze data on the temperature and health of existing businesses in Illinois, understand their barriers to growth, threats to retention, and identify opportunities for business expansion and economic development in Illinois. Its goal is to create a unified, coordinated, statewide process to address the growth and development needs of existing businesses in Illinois. Intersect Illinois, along with 150 economic development organizations and communities, proactively reached out to over 600 business owners over the year to survey and identify workforce issues, barriers to business growth, forecast future investment and employment, determine market share and competition, and better understand service provider satisfaction levels.

For more information, visit [COREIllinois.org](http://COREIllinois.org).

# CORE ILLINOIS HIGHLIGHTS

## COMMUNITY'S STRENGTHS AS A PLACE TO DO BUSINESS

QUALITY OF LIVE, POSITIVE **17.52%**

LOCATION 15.69%

CUSTOMER, SUPPLIER ACCESSIBILITY 15.15%

## GREATEST ACHIEVEMENT IN THE LAST 3 YEARS

BUSINESS GROWTH OR SALES INCREASE **21.92%**

## WORKFORCE

AVAILABILITY 78% AT OR ABOVE AVERAGE

STABILITY 91.1% AT OR ABOVE AVERAGE

QUALITY 85.4% AT OR ABOVE AVERAGE

PRODUCTIVITY 96.6% AT OR ABOVE AVERAGE



# GLOBAL OUTREACH

We are committed to creating partnerships with the international community and international businesses. Over 1,800 foreign companies have a presence in Illinois and have invested over \$100 billion in FDI in the state.

# THE IMPORTANCE OF FDI

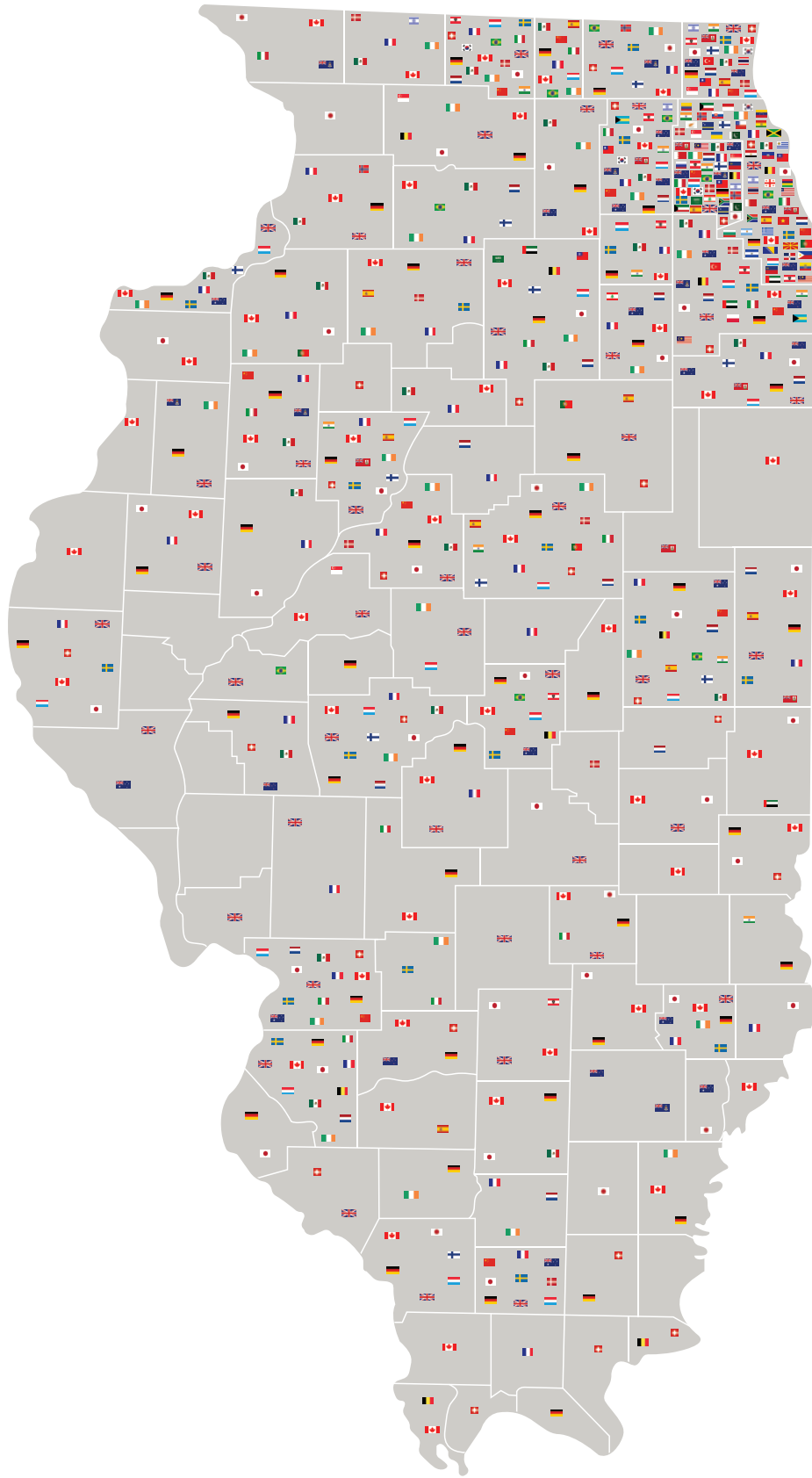
Foreign direct investment (FDI) plays an essential role in ensuring U.S. economic growth and prosperity, creating highly-compensated jobs, spurring innovation, and driving exports. Companies see the USA an investment in a competitive advantage – access to American markets, a skilled work force, a climate of innovation, a thriving capital market, and a stable business environment. Foreign-owned companies are vital contributors to the region’s economy and a new source of revenue. Illinois is a diverse state and has a long history of international culture and cooperation. Illinois has over 40 distinct ethnic communities with populations of over 35,000. Eight consulates have offices across the state, and share their heritage and history with their communities. Because of these factors and more, is no surprise that Illinois has an expansive FDI network.

Intersect Illinois continues to seek new opportunities to promote Illinois to an international audience. Intersect Illinois recently welcomed the Keidanren delegation, which is the equivalent of the US Chamber in Japan, when they stopped on their Midwest tour in Illinois in support of the long-standing relationship between the area and Japan. The working relationship between the state of Illinois and Japan dates back more than 140 years and includes an

office in Japan, which is one of the oldest State Trade and Investment Offices in the country, dating back to 1983. Governor Rauner and Intersect Illinois welcomed 40 business leaders from Japanese delegation and over 60 members of the Chicago Business community to the Metropolitan Club, as well as hosted a tour of Digital Manufacturing and Design Innovation Institute (DMDII) at UI LABS and Capital One’s Chicago Digital Lab to learn about the area’s strides in manufacturing and innovation.

By attending trade shows and trade summits, such as SelectUSA, Intersect Illinois and its economic development partners can seek out face to face meetings and engage in relationship building with those in the FDI field, from site selectors to business leaders. Intersect Illinois also has a strong relationship with the Illinois foreign trade offices, providing brochures and marketing materials for international events. In the next year, the organization will develop and implement a comprehensive FDI strategy, with an upcoming jobs mission to Asia as its focal point. With the Midwest U.S.–Japan Association occurring in Tokyo in September, Intersect Illinois will join Governor Rauner on this mission, utilizing this opportunity to bring together political and business leaders to foster new business relations.





# ILLINOIS' EXPANSIVE FDI NETWORK

**1.8K+ FOREIGN COMPANIES  
IN ILLINOIS**

**40+ DISTINCT ETHNIC COMMUNITIES  
WITH POPULATIONS EXCEEDING 35K**

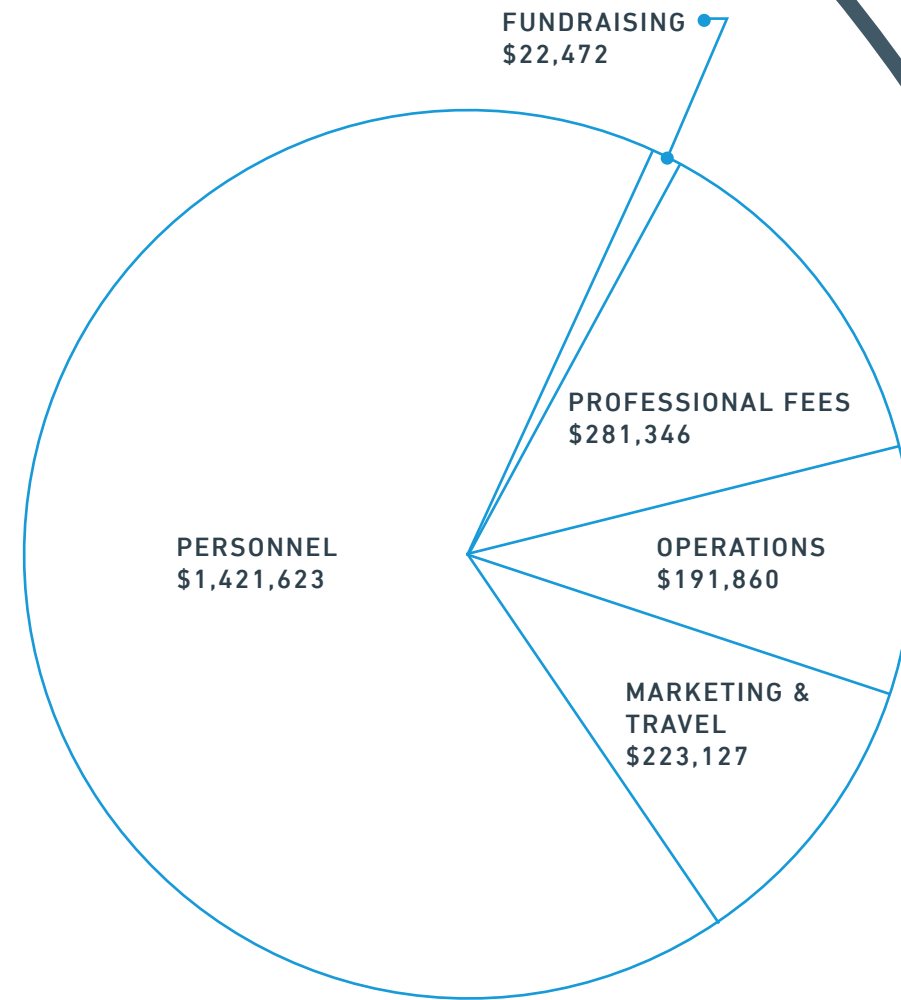
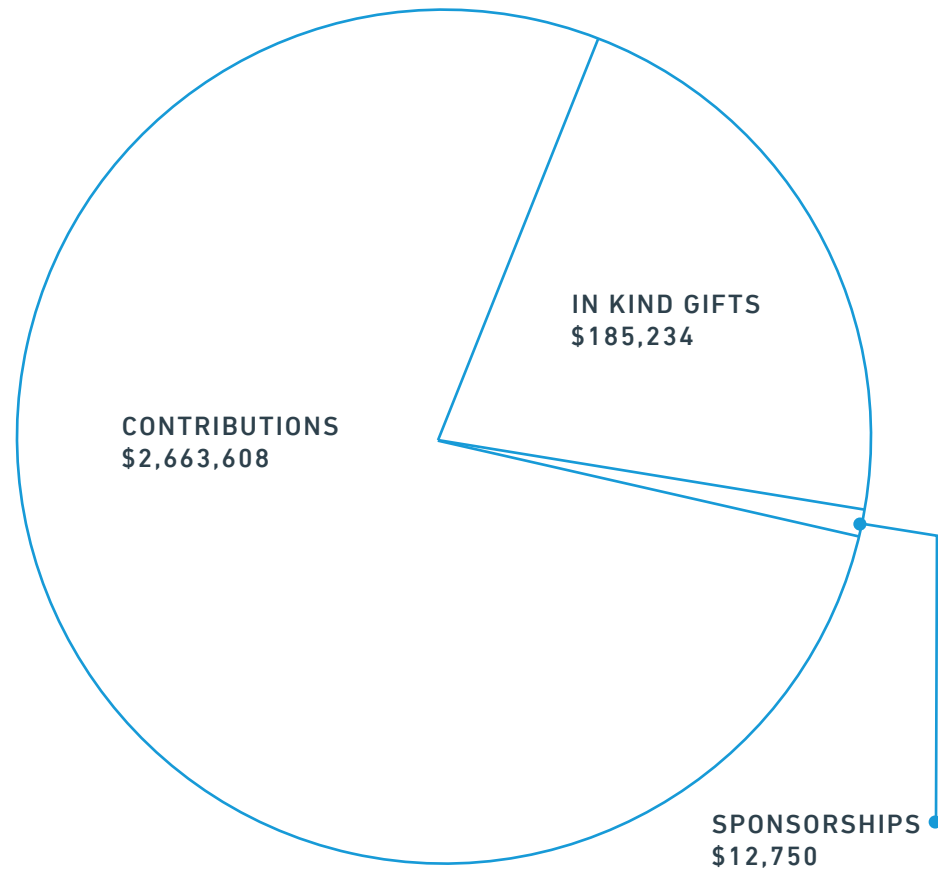
**OVER 80 CONSULATES**

**\$100B+ IN FDI**

# OUR GENEROUS INVESTORS



# REVENUE



# EXPENSES




# CONTACT US

**INTERSECT ILLINOIS**

230 W MONROE ST

CHICAGO IL 60606

312.667.6010



INTERSECT ILLINOIS  
230 W MONROE ST  
CHICAGO IL 60606  
312.667.6010  
[INTERSECTILLINOIS.ORG](http://INTERSECTILLINOIS.ORG)