



ANNUAL REPORT



18-
19

DEAR COLLEAGUE



OUR PROJECT
PIPELINE HAS
TRIPLED

This past year was significant, as we continued to work toward our mission to bring new jobs, investment and economic prosperity to the state of Illinois. Through dynamic partnerships and collaborations with companies, universities, not-for-profits and government organizations, we are building a unified approach to the state's economic development efforts.

In 2018, Intersect Illinois significantly increased the pipeline of new projects coming through the organization. We worked on 119 projects, resulting in 31 wins and accounting for \$1.2 billion in investment and 5,205 new jobs throughout the state. Of those projects 35% are FDI (foreign direct investment) projects. And, we have a significant number of projects that we worked on that are poised to bring jobs and economic growth in the year ahead.

The year also brought a tremendous amount of outreach. We spoke to scores of groups throughout the state and country, met with 8 different delegations visiting Illinois and traveled across the world to showcase the great opportunities in our state.

Our international outreach efforts have proven to be valuable. In 2018, Intersect Illinois led a delegation to Poland and Germany, and also traveled on a jobs mission to Italy. Both of these visits directly resulted in companies including Cembre S.p.A, Faber-Castell Cosmetics and HARTING expanding in Illinois. We also welcomed delegations from Bulgaria, Japan and Switzerland among others. These visits reinforce the benefits of foreign direct investment, while showcasing Illinois as a premier location for international companies to grow.

With more than 1,900 foreign owned companies already calling Illinois home and contributing more than \$100 billion to the state's GDP, the potential for growth is tremendous. Using targeted data, Intersect Illinois' comprehensive FDI strategy focuses on key industry sectors including advanced manufacturing, business/professional services, biotech/pharmaceuticals, and agribusiness/food processing that target our strongest potential partners in Europe, Asia and North America.

We are grateful for the tremendous partnerships we've developed by building Team Illinois, a group of partners from across the state that we brought together to represent Illinois at the SelectUSA Investment Summit in Washington D.C., and look forward to continuing to advance these partnerships and foster even more in the year ahead. We deeply appreciate our partners in the public and private sectors and communities throughout Illinois. When we all work together, investment thrives, jobs are created and Illinois prospers.

SINCERELY,



MARK S. PETERSON



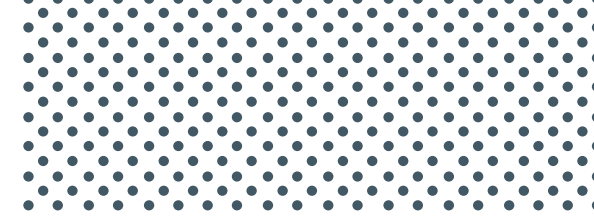
FABER-CASTELL

Faber-Castell Cosmetics announced the company's first North American manufacturing facility in Illinois. The German company leased a state-of-the-art manufacturing plant in Elgin, dedicated to producing cosmetic pencils for the North American market. The **\$9 million project** will create **50 full-time jobs**.

The announcement came after Intersect Illinois led a delegation that met with the company in Stein, Germany.

SALESFORCE

Salesforce, a global leader in CRM, announced plans for Salesforce Tower Chicago, significantly expanding the company's regional headquarters. As part of the expansion, Salesforce plans to add **1,000 new jobs** locally over the next five years. The 57-story Salesforce Tower Chicago will be located on the Chicago riverfront and will be a hub for world-class diverse talent, enabling the company to deliver new innovations to customers around the world. Salesforce Tower Chicago will be one of the company's most sustainable buildings to date.



CARL BUDDIG AND COMPANY

Carl Buddig and Company, the 75-year-old Homewood, IL manufacturer and distributor of lunch meat products, expanded its production centers with the acquisition of an additional manufacturing facility in Montgomery. The company's fourth manufacturing site in Illinois, the 280,000-square-foot facility expansion will bring the company's workforce to more than **1,800 employees**, creating nearly **300 jobs**.

HARTING

German manufacturing company, HARTING, announced a **\$6 million facility expansion** at its North American Headquarters in Elgin. The new investment includes the addition of a lab and showroom to the on-site warehouse and distribution center, as well as increasing capabilities for injection molding and die-casting processes. The expansion will create at least **50 new jobs**, in addition to the more than 100 people already employed in Illinois.

INTERSECTILLINOIS.ORG

In 2018 Intersect Illinois launched a new website, IntersectIllinois.org, a go-to source for doing business in Illinois. The robust new site positions the state of Illinois as one of the most innovative locations in the world to attract jobs, business investment and economic prosperity. The site is designed to be intuitive, compelling, packed with data that corporate executives and site selection consultants want and need, clean and visually stunning and lead-generating. The new website represents the critical next phase in marketing Illinois as a cutting-edge, friendly location for businesses to locate and thrive.

GERMAN AMERICAN CHAMBER OF COMMERCE

In April 2018, Intersect Illinois led a business delegation on a ten-day mission to Poland and Germany. The delegation, including the governor, met with more than 20 companies, which contribute over 12,800 jobs to Illinois' workforce, to discuss their current Illinois footprint and how to work together to help grow their presence in the state. The group also met with new companies at Hannover Messe, the world's largest trade show, gaining strong leads. The meetings led directly to Faber-Castell setting up in Illinois and HARTING's expansion.

INTERNATIONAL MANUFACTURING TECHNOLOGY SHOW

Intersect attended IMTS in Chicago, highlighting the importance of manufacturing in Illinois. IMTS brings nearly 115,000 manufacturing leaders from 117 countries to Illinois. The Intersect team, along with the governor, met with companies including Harting, Rittal and Sodick. Intersect also held a dinner for 47 business leaders and economic development partners with the governor and company leaders from across the globe who were in town for IMTS.

GRASSROOTS CARAVAN AND MIDWEST JAPAN

Intersect Illinois welcomed the Japanese Ambassador to the United States on a visit focused on advancing the state's business partnerships with Japan. His Excellency Shinsuke J. Sugiyama, Ambassador of Japan to the United States, joined the Honorable Naoki Ito, Consul-General of Japan in Chicago together with leaders from the Japan External Trade Organization (JETRO), touring companies to see the latest manufacturing innovations and learn more about Illinois' workforce. Intersect also took part in the Midwest U.S.-Japan Association's annual conference in Omaha.

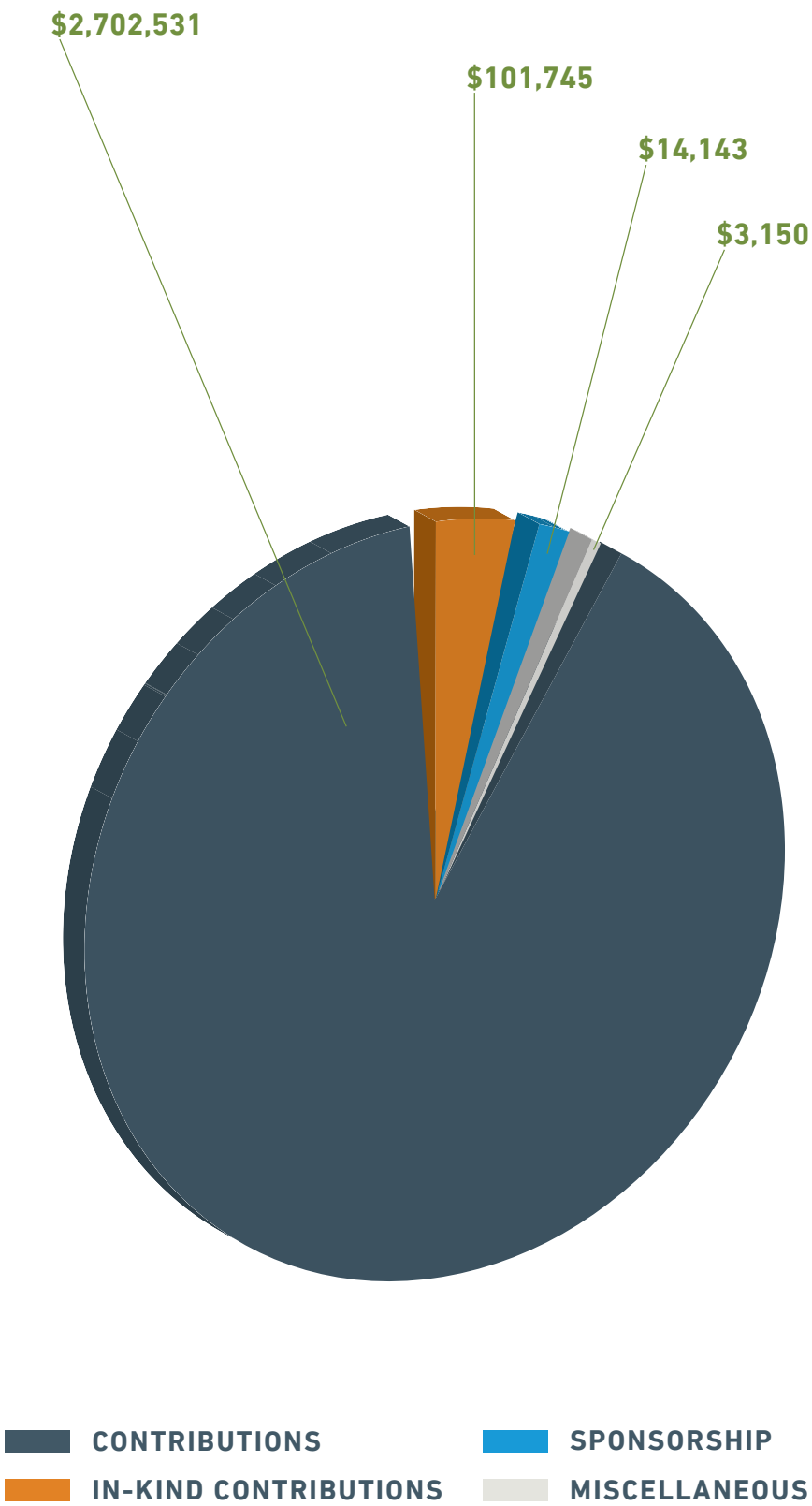
HEMISPHERES MAGAZINE DOSSIER

United's Hemispheres magazine featured Illinois in its Dossier section for the entire month of March. More than 700,000 copies occupied every seat pocket on every United flight. The magazine included 40 pages devoted to showcasing Illinois and its unmatched academic institutions, its wide variety of communities, and its unique business advantages.

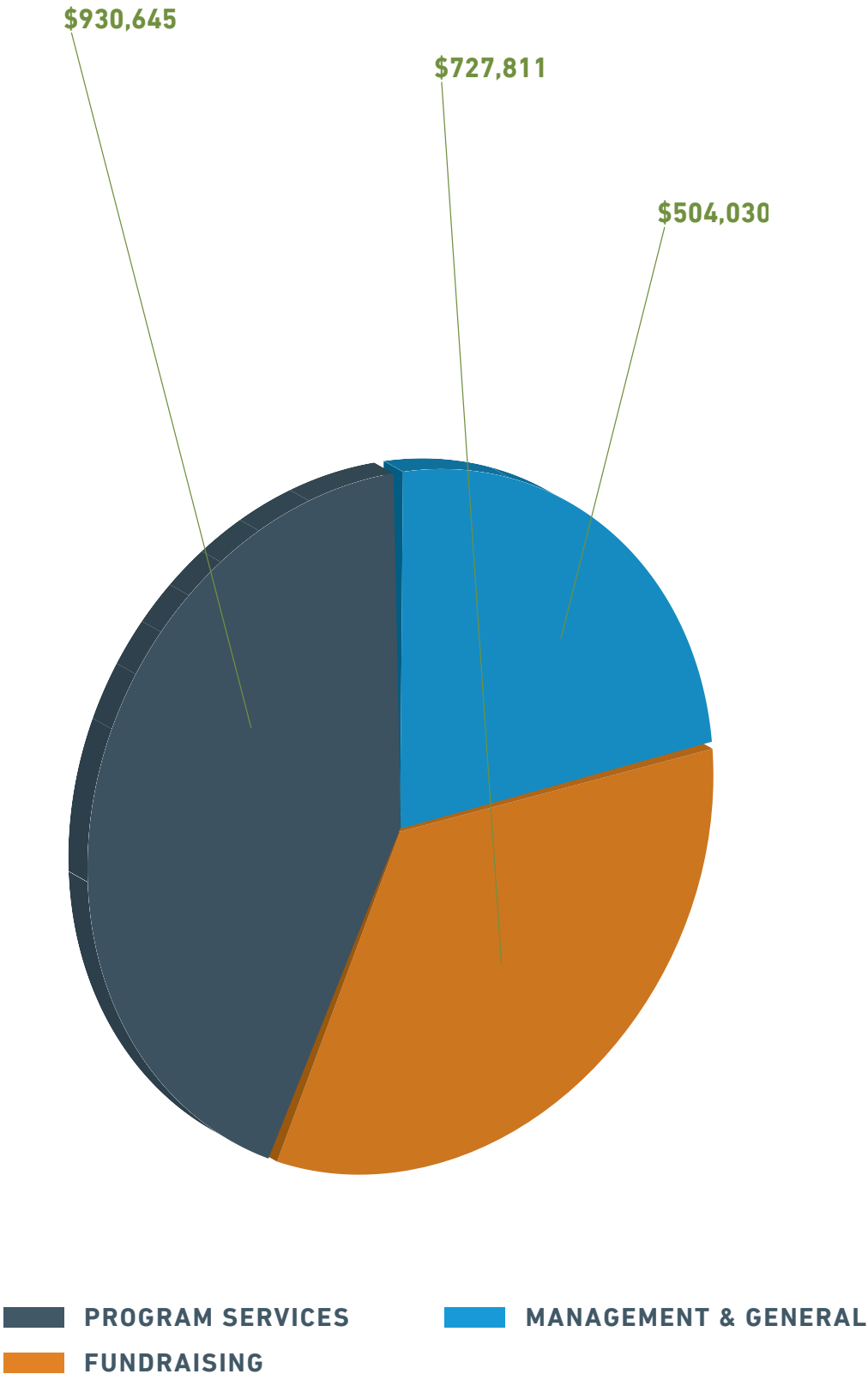
SELECTUSA INVESTMENT SUMMIT

In June of 2018, Intersect brought together a team to represent Illinois at the SelectUSA Investment Summit in Washington, D.C. Team Illinois included 17 Illinois economic development partners showcasing the state at the highest profile event dedicated to promoting foreign direct investment in the U.S. The 2018 Investment Summit included participants from 66 international markets, including more than 1,000 global business investors.

REVENUE & OTHER SUPPORT



EXPENSES



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The Intersect team has been incredibly professional, knowledgeable, and responsive. The level of service and support provided by the Intersect team was previously lacking in Illinois. I'm now more confident recommending Illinois locations to clients knowing there is a proactive, professional, pro-business resource available to support the project.

BRANDON TALBERT
DIRECTOR, AUSTIN CONSULTING

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Intersect Illinois provides strong research and data analytic tools that support our own business development and attraction activities such as understanding industry trends and reaching decision makers. The responsiveness of the entire team ensures that prospects receive white glove treatment when they are considering expanding their business in Illinois.

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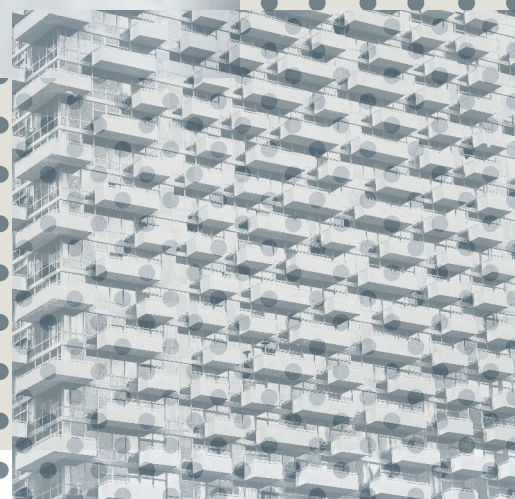
The Intersect Illinois team is hard working, responsive, resourceful and insightful, and a top-rated customer service organization. They are always going the extra mile offering companies with foreign parents potential site tours, regional maps, information on energy, resources, talent pools/labor forces, the benefits and drawbacks of the region, logistics, etc. We see one of the strongest advantages to be the assistance Intersect Illinois offers in site selection.

REINHOLD F. KRAMMER, ESQ., ATTORNEY AT LAW
*EUROPEAN CLIENT SERVICING GROUP, MASUDA,
FUNAI, EIFERT & MITCHELL, LTD.*

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A dedicated team of experienced business attraction professionals, like Intersect Illinois, serve as a reliable and constant resource to attract and foster relationships with organizations that can add to our local economies at a level that would be difficult and expensive for most communities to achieve. Corporate companies have dedicated sales forces. States should as well.

NICOLE BATEMAN
EXECUTIVE DIRECTOR, MIDWEST INLAND PORT



THANK YOU

TO OUR GENEROUS INVESTORS

Intersect Illinois is supported by Illinois' leading businesses and economic development organizations dedicated to elevating the state economy and increasing Illinois' competitiveness for job creation and investment. We are grateful for their generous support.

FOUNDERS CIRCLE

Carle Foundation

Caterpillar

ComEd / Exelon

OSF Healthcare

Wintrust

Wirtz Corporation / Breakthru Beverage

LEADERSHIP CIRCLE

Abbott

Ameren Illinois

BMO Harris Bank N.A.

People's Gas

State Farm Insurance

Nicor / Southern Co.