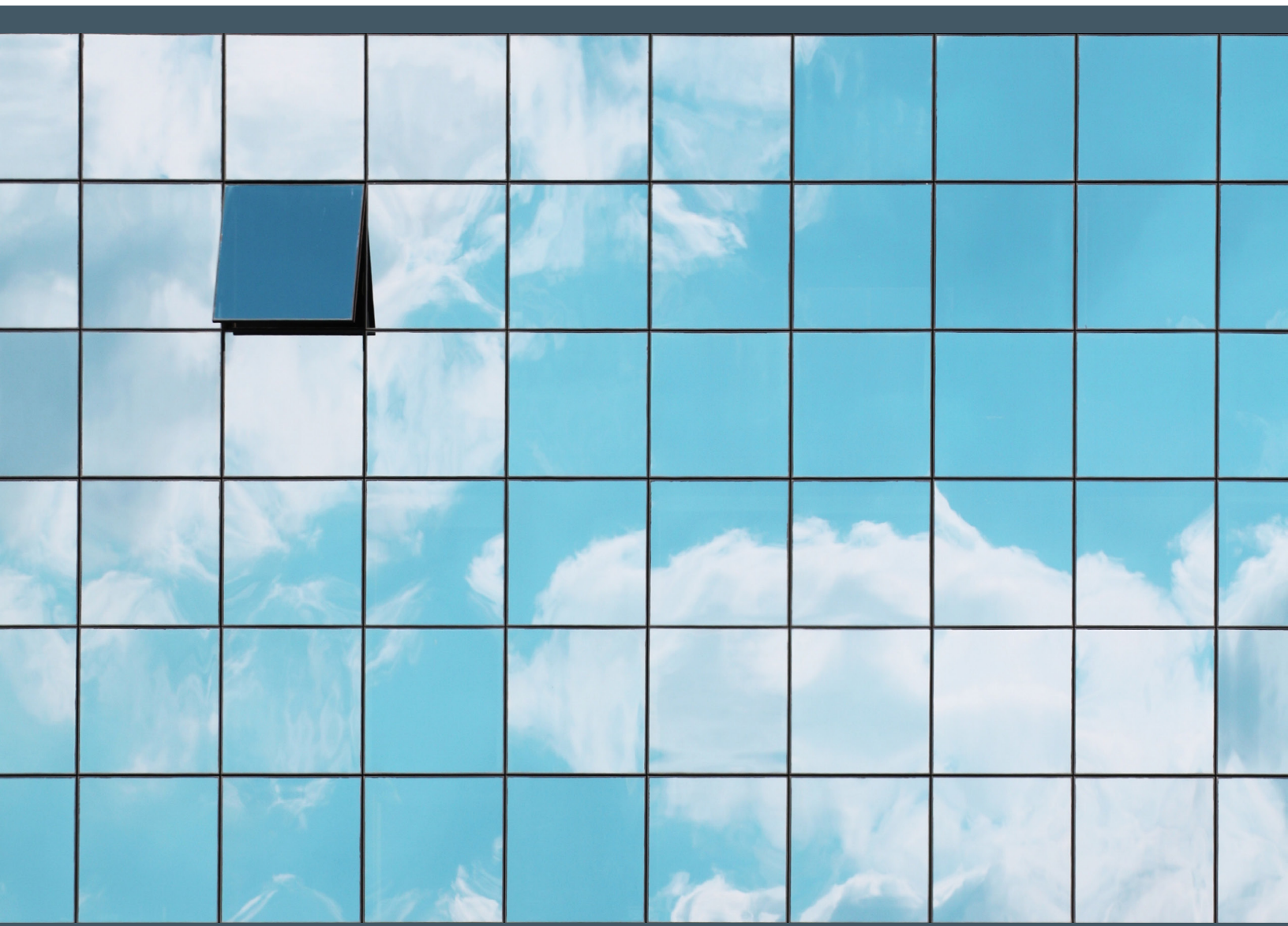


Annual Report

2020



Intersect Illinois is focused on bringing new businesses, jobs, and investment to Illinois, collaborating with industry, academic, civic, and government partners to deliver a unified approach to economic development.



Dear Colleague,

Needless to say, 2020 was a year we will all remember. And just as most of the world around us shifted, so too did economic development. Companies continued to make location decisions and while some industries suffered, many that are prominent in Illinois, including agribusiness, life sciences and transportation and logistics, thrived. The pandemic brought increased interest in suburban and rural markets; additional focus on reshoring, nearshoring, diversification and regionalization; more efforts geared toward upskilling and retraining workforce and additional community support.

In the early stages of the pandemic, we worked to amplify and support the State's efforts to assist Illinois' businesses and people. Since the onset of the pandemic, the Pritzker administration has worked closely with local health departments, businesses and federal partners to put systems in place to protect the health, safety, and wellbeing of Illinoisans. The state's business and civic leaders came together to develop the Illinois COVID-19 response fund, which generated \$30.5 million for 62 nonprofit organizations that provide critical services and support in communities hardest hit by COVID-19. In addition, the All in Illinois campaign aimed generated awareness for the mitigation strategies to keep Illinoisans safe. Like most organizations, Intersect Illinois pivoted, turning to virtual site selection efforts. We remained connected to economic developers, site selection consultants and companies, leading virtual round tables and site visits.

As you'll find in the following report, 2020 also had many success stories as we continued to help bring jobs and investment to the state. Illinois once again ranked third in the nation for new and expanding projects in Site Selection Magazine's Governor's Cup rankings, and Chicago ranked as the Top Metro for new investment. As the economy continues to recover from the effects of COVID-19, our pipeline of projects remains strong; 65 active projects have the potential to bring \$3.8B to Illinois. In 2020 we began lead generation efforts focusing on agribusiness and life sciences, that we intend to advance into other focused industries in the year ahead. We also plan to host more virtual, and hopefully in-person events, in addition to enhancing collaborations with our economic development partners throughout the state.

Bringing investment and jobs to the state has never been more critical. While we have had many accomplishments, there is still so much work ahead to accelerate growth throughout the state. We welcome your feedback and partnership.

Thank you for your support,

A handwritten signature in black ink that reads "Alya Woods". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

Alya Adamany Woods
ACTING CEO & COO • INTERSECT ILLINOIS

331

New company expansions & relocations throughout Illinois in 2020 accounting for:

\$4.22B

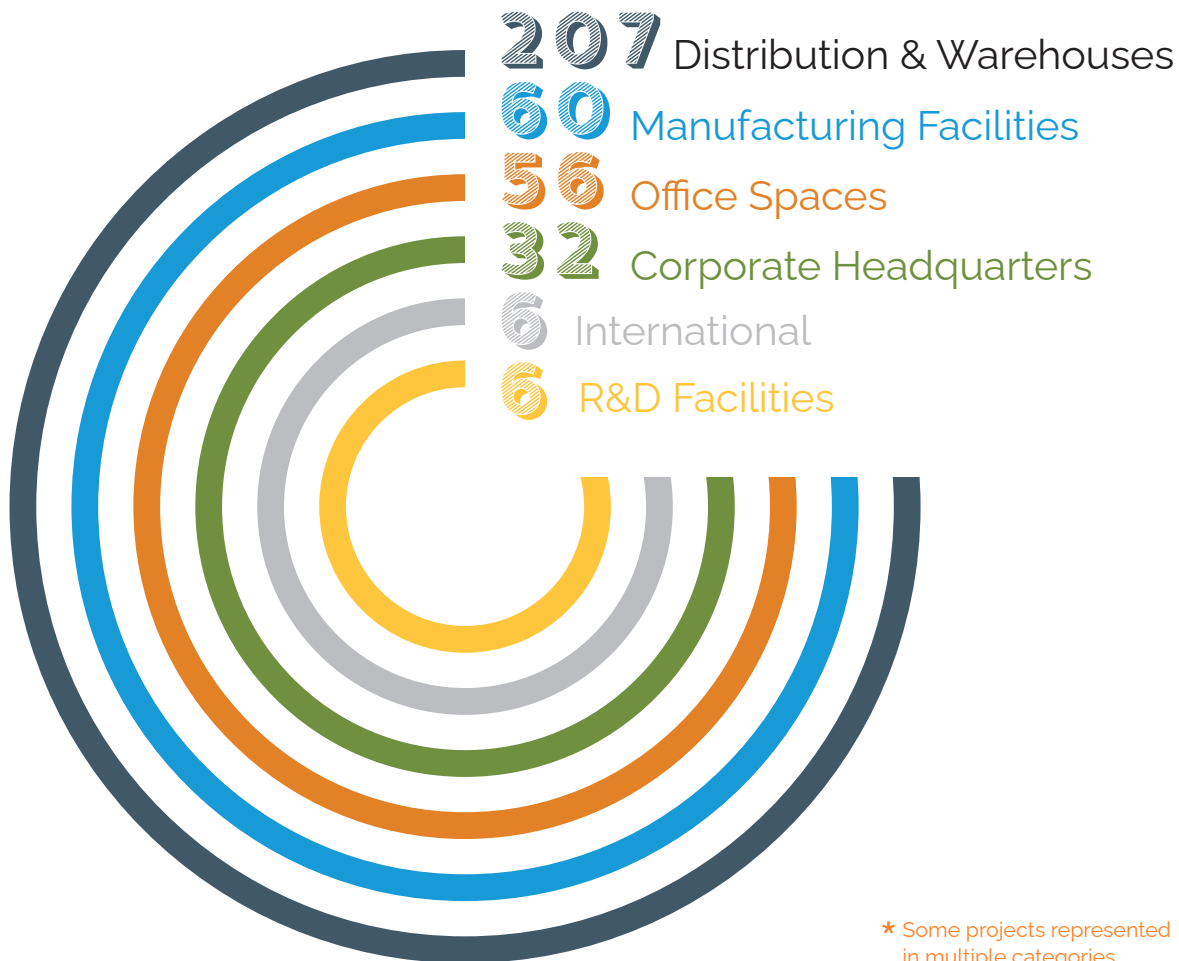
in investment

&

15,522

jobs

PROJECT BREAKDOWN



* Some projects represented in multiple categories

The business development team works with partners to bring business opportunities to the state of Illinois, managing projects to completion. The team generated **58 projects in 2020**; examples of successful outcomes include:

VIAPHOTON

viaPhoton opened its first hyperlocal fiber optics micro-factory in Aurora, IL. Leveraging Industry 4.0 technology, viaPhoton's new factory builds and supplies fiber optic solutions for data centers and 5G infrastructure across the state. The company's investment in Illinois helps expand access to fiber connections that will enable thousands of megawatts of data center capacity to go online, increasing access to high-speed broadband and creating new jobs. The company chose Aurora for its new 25,000-square-foot micro-factory and lab due to its proximity to highly skilled talent, and Illinois' position as one of the nation's fastest growing data center markets. viaPhoton is working with local workforce partners on apprenticeship training programs focused on engineering, customer service/sales and machine operations.

» **\$5M** investment

» **30** new jobs, with plans to grow to more than **200**

FACEBOOK

As part of its commitment to invest in America, Facebook is building its newest worldwide data center in DeKalb, an investment of more than \$800 million. The Facebook DeKalb Data Center will support an estimated 100 operational jobs and hundreds of construction jobs. The 907,000-square-foot, LEED Gold-certified facility will be among the most advanced, energy- and water-efficient data centers in the world, supported by 100% renewable energy and using 80% less water than the average data center. DeKalb was chosen for the data center site due to its access to renewable energy, strong talent pool, higher education institutions, community partners and strong infrastructure.

» **\$800M** investment

» **100** jobs

FERRARA

Ferrara Candy, a leading sweet and snacking company with brands including Sweetarts, Trolli, Brach's, and Keebler, is building a new 1.6 million-square-foot distribution and packaging center in Dekalb. The company will invest \$100 million in the new project, which will employ 500 people when it is operational in 2021. Ferrara will be DeKalb's largest industrial employer upon completion of the project. The new distribution center will allow Ferrara to scale its U.S. network. The company chose Dekalb due in part to its infrastructure and workforce.

» **\$100M** investment

» **500** jobs

EVBOX

EVBox, a leading global manufacturer of electric vehicle charging stations and charging management software, located its North American headquarters and production facility in Libertyville. The 60,000-square-foot facility will produce approximately 200 DC charging units per week in its initial phase, and is expected to create nearly 120 new jobs. The company chose Illinois due to its central location, providing close proximity to its American customers and quicker, smoother and more environmentally friendly production. In line with Illinois' priorities, EVBox is committed to achieving a zero-emission future.

» **120** jobs

The marketing team develops communication so that Illinois is top of mind for companies making location decisions, and Intersect Illinois is known as a key partner and resource for doing business throughout the state; key efforts in 2020 include:

SOCIAL MEDIA

Followers vs. previous year:

 **+11.6%**

 **+62.8%**

 **+15.9%**

Engagement vs. previous year:

 (shares) **+37.8%**

 (engagements) **+22.7%**

NEWSLETTER

Intersect Insights is a quarterly newsletter focusing on a specific industry and distributed to 3,000 business, government and economic development leaders. The 2020 campaign had a 20.9% open rate.

MATERIALS

The team created and designed presentations and marketing pieces in collaboration with State and community EDO partners. These pieces include industry and business-specific presentations, program support pieces and web graphics.

EDITORIAL

Intersect worked with trade publications including Business Facilities, Business View, Chief Executive, Expansion Solutions and Site Selection to showcase Illinois' business advantages.

A Year Like No Other: U.S. Metro Area Rankings Expand and Reflect the Unusual Story of 2020

by Gary Daughters



Recent expansions in Chicago represent three times the square footage of Willis Tower, the city's tallest skyscraper.

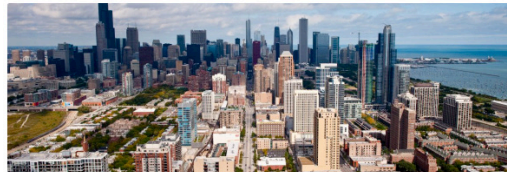
In a pandemic-driven season that saw a surge of e-commerce, our Top Metro features a strong presence of logistics hubs like Chicago, the Midwest megaregion that returns to its spot at the top of our Tier 1 rankings.

Indeed, the Midwest makes a resounding statement with not just Chicago, but Toledo, Ohio, and Sioux City, Iowa, emerging from the nationwide pack as Tier 2 and Tier 3 winners. Toledo sharing its first-place finish with fellow Fordier, Savannah, Georgia.

You're likely to see new names being added in the ranking charts that follow, regions such as Elkhart-Goshen, Indiana, home to more than 80% of global RV production, and thus "The RV Capital of the World." Our newly introduced Top Metro Per Capita rankings unearthed hidden gems such as Elkhart-Goshen, Hickory-Lenoir-Morganton, North Carolina; Lenoir, Texas; Ocala, Alabama; and Janesville-Sauk, Wisconsin.

Sally Images

Notably, as well, Indianapolis edged past Chicago into the top spot per capita among Tier 1 metros. The Indy region also climbed to No. 5 in our cumulative ranking (project tally only), having never placed higher than No. 9 in the past five years. Reflecting the unique circumstances of 2020, the Indianapolis metro's biggest investment came from one of the world's leading producers of net viruses, highly sought for anti-viral protection. Arkansas-based Nice-Pak announced plans in December for a \$165 million manufacturing and distribution center with 150 jobs.



Intersect Illinois
Pursuing growth

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Business View Magazine profiles Intersect Illinois for our focus on Growth and Economic Development in U.S. States

Intersect Illinois' mission to bring new jobs, investment, and economic prosperity to the state of Illinois may be more important now than ever before. Throughout the pandemic, Intersect has continued to work with a robust pipeline of domestic and international companies interested in locating and expanding in Illinois. The organization builds dynamic partnerships and collaborations with companies, universities, non-for-profit organizations, and the government to deliver a unified approach to economic development, drive economic growth, and bring jobs to the state. Illinois is positioned for growth in part because of its diverse industries, skilled workforce, investments in infrastructure, central location, government leadership, and engaged business and civic community.

Because no one industry dominates, the state is well positioned to pursue growth opportunities in several sectors in the months ahead and beyond. Industries that have remained strong closely align with those that were thriving in the state before the pandemic hit. These include manufacturing, technology, life sciences, agriculture, transportation & logistics, and others identified by [Commerce Tracker's U.S. state economic atlas](#), as high-growth potential industries.



Data centers serve as essential growth engines for innovation throughout the world, as they fuel innovation that is transforming economies. Within telecommunications, data centers create jobs, improve infrastructure and encourage skills training for workers and businesses. They are essential part of economic growth.

In October of 2020 Illinois passed legislation making it one of the most competitive states in the country for data centers. As a part of a \$45 billion capital bill, the new tax incentives for data centers help reduce the industry's massive R&D expenditures, and make Illinois a premier location for companies to develop and expand their data centers.

"In today's world, data centers are as critical a part of our infrastructure as our roads, water and schools," said Gov. Pritzker. "With the legislation I signed into law, we are welcoming a surge of economic development, better services, and good new jobs to Illinois - and not just here in the established market of Chicago, but across our entire state."

The incentives allow for an exemption from sales tax for data centers that lease or own a single 1,000 square foot space in Illinois, while also creating 20 percent income tax credit against wages of the employees for the data center to be an additional 10 percent. Data centers must create 20 permanent full-time jobs over a 10 business period in order to qualify for incentives and must enter proper labor agreements on the initial build as a precondition of receiving the credit.

Illinois is premier location for potential data centers for many reasons. The state's central location allows for the convergence of a robust fiber optic network, and the Chicago area is the top for digital talent across the U.S. The state also provides a low risk for natural disasters such as hurricanes and wildfires.

Illinois also provides a skilled labor force of nearly 6.5 million people and over 200 higher education institutions. About one half of the state's talent pool hold a bachelor's degree or higher, which exceeds the national average. This is due in part to Illinois' top-notch higher education institutions, which produce 10 percent of the nation's computer scientists and graduate more engineers than MIT, Stanford and Caltech combined.

Additionally, Illinois is home to top talent which provides industry leading reliability performance. The state's competitive power market has come in 10th worldwide ranking for the last several years. CoWin Illinois has ranked Illinois 4th for strong infrastructure and energy policy.

An data center ready design to the state economy, supporting their growth in Illinois is essential to the state's economic development efforts. Intersect Illinois partners with innovative areas for data to continuously explore available sites within our real estate database and mapping tool located in Intersect Illinois' [Data Center Map](#) for the first look to our potential clients throughout the state.

According to IDC, recent Data Center National Report, Chicago is a national trend point for data center growth. With the development and creation going to be important central as state-wide level, Illinois has the potential to become the data center capital of the world.

Source: Business View Magazine, 1/27

MARKETING

The Illinois Investment Guide showcased the state's business assets, covering each region and sector; 5,000 copies were delivered to readers along with the September issue of Site Selection Magazine.

AT THE CENTER OF THE GLOBAL ECONOMY

2020 INVESTMENT GUIDE

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ILLINOIS INVESTMENT GUIDE

BUSINESS CLIMATE OVERVIEW

MAKING THE BUSINESS CASE FOR INVESTMENT

How Illinois turned its natural and man-made assets into the global crossroads of commerce.

BY RON STANER

With a great location, Illinois is a prime location for business. The state's central location, skilled workforce, and infrastructure make it a premier location for business. The state's central location, skilled workforce, and infrastructure make it a premier location for business.

THE CLEAR CHOICE

WORLD-CLASS INFRASTRUCTURE NETWORK

ABUNDANT POPULATION & WORKFORCE

DIVERSE & THRIVING INDUSTRIES

SUPERIOR QUALITY OF LIFE

GLOBAL ECONOMIC PROGRESS

ILLINOIS

INTERESTED IN GROWING YOUR BUSINESS IN ILLINOIS?

INTERSECTillinois.org

The research team collects, analyzes, and communicates information in order to empower internal and external partners and bring economic growth to Illinois; examples of research initiatives from 2020 include:

SIX INDUSTRY DATA DEEP DIVE

Enhancing business attraction efforts with research to informing location decisions, including workforce, supply chain, cost analysis within six target industries; beginning with life sciences and agribusiness

ECONOMIC DASHBOARD

Closely track Illinois' performance over time on quantifiable goals identified in the Illinois Economic Plan

REAL ESTATE DATABASE AND PROPOSAL MANAGEMENT SYSTEM

Presents properties available throughout the state to site selection consultants and corporate decision makers

COMMUNITY RESEARCH SUPPORT

Provided research support for 54 communities throughout the state in 2020 with over 100 requests fulfilled

COVID MODELING AND ANALYSIS

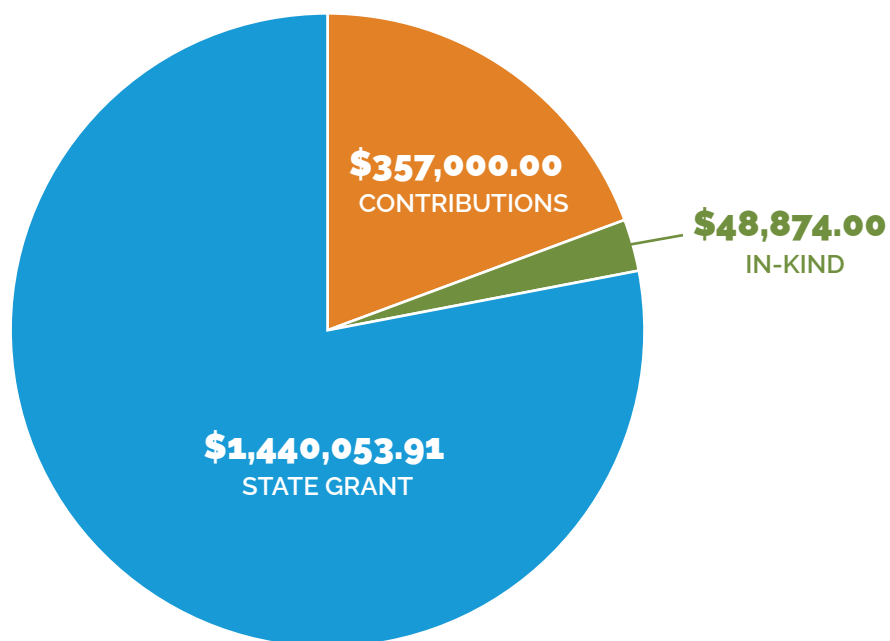
Monitor potential implications on Illinois' economy to inform partners and team members of future economic expectations

LOCATION TRACKING

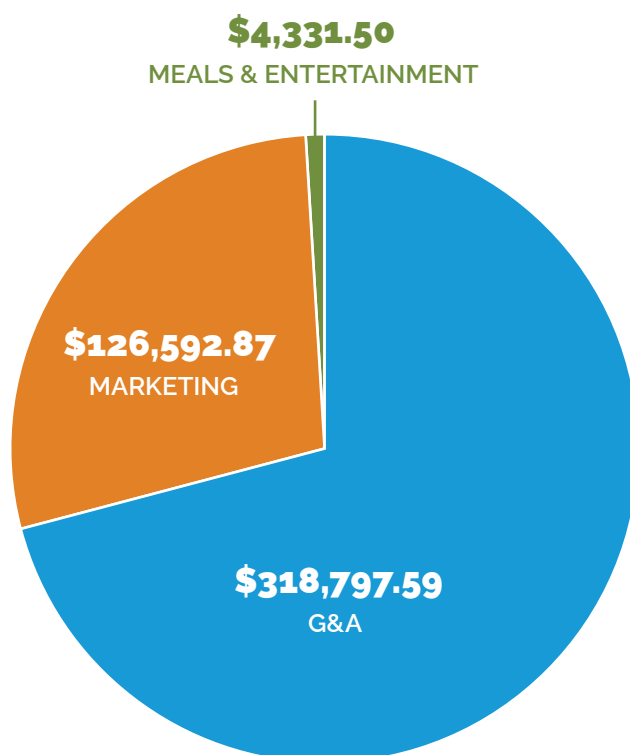
Utilize technology to track and catalogue location decision announcements throughout the country

2020 CALENDAR YEAR TOTALS

REVENUE



EXPENSES



Intersect Illinois is supported by leading businesses and organizations dedicated to advancing Illinois' economy and increasing job creation and investment. **The following companies' support sustained Intersect's work in 2020**

Abbott

Norfolk Southern Co.

Ameren

OSF Healthcare

BMO Harris

Southern Co. Nicor

Carle Clinic

State Farm

ComEd

Valor Equity Partners

Illinois Tool Works

Wintrust

Loop Capital

Wirtz Breakthru Beverage

Board Member

Company & Title

Matthew Gambs

Wintrust Financial
SVP

Antonio Gracias

Valor
Founder, Managing Partner & CIO

Margaret Hanley

A. Lucas & Sons
President

James C. Leonard

Carle Clinic
CEO & President

Juan R. Luciano

Archer Daniels Midland
President & CEO

Doug Oberhelman

Caterpillar, Inc.
Retired CEO

James Reynolds, Jr.

Loop Capital
CEO

Carmen Rossi

8 Hospitality Group
Founder

Scott Santi

Illinois Tool Works
CEO

Robert Sehring

OSF Healthcare
CEO

Melissa Washington

ComEd
SVP Gov. & External Affairs

Jim Wong

Brilliant
CEO (Retired)

Alya A. Woods

Intersect Illinois
Acting CEO