

INTERSECT ILLINOIS
2021 FISCAL YEAR ANNUAL REPORT
July 2020 - June 2021

A NOTE FROM OUR CEO

DEAR COLLEAGUES,

This abbreviated annual report represents a transition in two ways. First, with this annual report we are moving from the calendar year to the fiscal year. We are making this change to better synchronize our budget cycle with our reporting. This will simplify our analytics and improve efficiency. For that reason, this annual report covers fiscal year 2021—the period from July 1st 2020 to June 30th 2021. Making this change means some of the data covered in this report was also reported in our 2020 report covering the calendar year. To assure all of our numbers are accounted for, we are releasing this abridged version of the report now. We will be producing a full report in July that encompasses FY22.

The second transition captured here is that of the pandemic. Many projects were put on hold during this period, while others were canceled altogether. The net result was a relatively low number of project relocations. Even so, Intersect Illinois’ average win produces 240 new jobs per project for Illinoisans. Among the reported wins was Lion Electric, recognized as one of the nation’s top community impact projects by Trade & Industry Development. In addition, when we look at the capital expenditure these projects brought vs. the Intersect Illinois annual budget, we see an ROI of \$108 to \$1. We expect the volume of wins to increase as the effects of the pandemic wane. Even in the pandemic, companies took note of Illinois’ unique central location with access to the U.S. and the world, its unmatched infrastructure and its tremendous talent pool. **I welcome you to join us on our mission to foster additional economic growth throughout the state.**

SINCERELY,
Dan Seals, CEO  INTERSECT Illinois

ABOUT INTERSECT ILLINOIS

Intersect Illinois is the only statewide economic development organization focused on bringing new businesses, jobs and investment to Illinois. Intersect Illinois collaborates with industry, academic and government partners to showcase to international and domestic companies why Illinois is the best location for expansion and relocation.

PROJECT HIGHLIGHTS

LION ELECTRIC

a leading manufacturer of all-electric buses, chose Joliet for its first U.S. manufacturing facility, a **\$70M investment** bringing **745 jobs**.

READERLINK

one of the nation’s largest book distributors, chose Marion for its new distribution center, bringing **200 jobs**.

FLEX N GATE

a leading automotive manufacturer and supplier, chose Effingham for its new plant, where it will employ **300 people**.

VIA PHOTON

chose Aurora for its fiber optics micro-factory, where the company will grow to **more than 1,000 employees** over five years.

KIMBERLY-CLARK

the maker of brands including Huggies and Kleenex, located its new commercial center in Chicago’s Fulton Market neighborhood, bringing **more than 250 jobs**.

INTERSECT ILLINOIS ASSISTED PROJECTS (FY21)

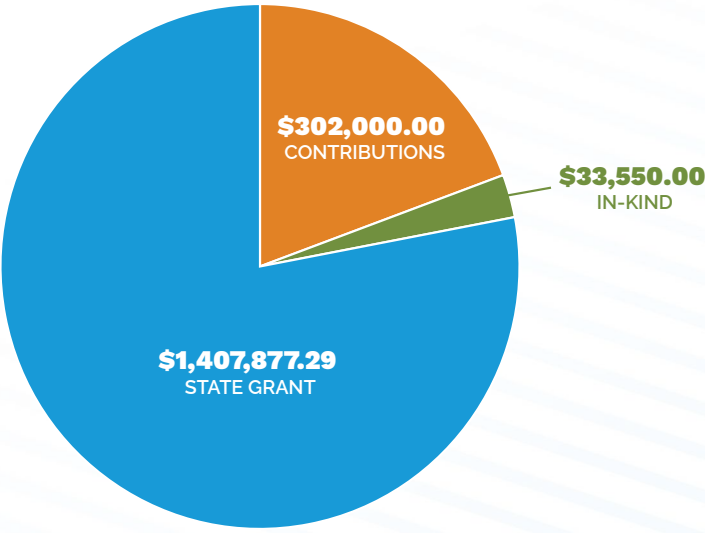


INITIATIVES

Marketing team generated approximately **15 media placements**, created presentations and marketing materials including the Illinois Investment Guide and grew social media presence to **more than 700 followers** on Twitter, **885 on LinkedIn** and **260 on Facebook**.

Research team assisted **56 local economic development related organizations** with **100 research projects** including labor analytics, time series forecasting and other specific targeted analysis.

INTERSECT ILLINOIS FY21 REVENUE



TOTAL RELOCATIONS & EXPANSIONS IN ILLINOIS (FY21)



BOARD & INVESTOR COMPANIES (SERVING IN FY21)

A LUCAS & SONS

8 HOSPITALITY GROUP

ARCHER DANIELS MIDLAND

CARLE CLINIC

COMED

ILLINOIS TOOL WORKS

LOOP CAPITAL

OSF HEALTHCARE

WINTRUST

INDUSTRY BREAKDOWN

