





About the Illinois Department of Commerce

Today's Challenges

Key Solutions

Existing Tools and Resources

Snapshot of Our Transition Branding

THE STATE OF BIG SHOULDERS, WHERE BIG DREAMS ARE REALIZED





State Agency that Leads Economic Development Efforts

We Retain and Create Jobs in Illinois by Marketing to:

Existing Businesses

Encouraging them to Reinvest and Create More Jobs for Illinois Citizens

New Businesses

Inviting them to Relocate, Invest, and Create New Jobs

International Companies

Positioning Illinois as a Global Business Destination for Foreign Direct Investment

Entrepreneurs and Investors

Connecting Resources to Support their Startups and Ventures

Locally and Globally

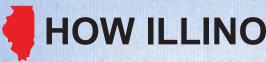
Promoting Illinois as a World-Class Tourism and Film Destination

THE ILLINOIS DEPARTMENT OF COMMERCE IS YOUR ONE-STOP RESOURCE









HOW ILLINOIS RANKS IN U.S.

35 / 50 **Small Business Policy**

Small Business & Entrepreneurship Council 2014

36 / 50 **Private Sector Job Creation** Bureau of Labor Statistics 2015

40 / 50 Job Creation 2009-2014 Associated Press 2014

> 48 / 50 **Best Business Climate** Chief Executive Magazine 2015

48 / 50 **Best States for Business** Chief Executive Magazine 2014





HOW ILLINOIS RANKS IN U.S.

40 / 50 **Cost of Doing Business** CNBC 2014

41 / 50 **Unemployment Insurance Tax Costs** U.S. Department of Labor

> 43 / 50 Workers' Compensation Costs Oregon Workers' Comp Premium Rate Ranking 2014

46 / 50 Lawsuit Climate Rankings U.S. Chamber Institute for Legal Reform

> 48 / 50 **Property Taxes Urban-Brookings Tax Policy Center 2013**





JOB CREATION VS NEIGHBORING STATES

2003 - 2014	IL	IN	IA	KY	MO	WI	U.S.
Total Percentage Employment Growth	1.0%	3.5%	8.1%	6.0%	1.8%	3.5%	7.7%
Annual Compound Growth Rate	0.1%	0.3%	0.7%	0.5%	0.1%	0.3%	0.6%
Cumulative Job Growth	58,900	102,000	116,300	106,300	48,000	98,100	10,200,000
Cumulative Job Growth per 1,000 People	4.57	15.46	37.43	24.09	7.92	17.04	31.42
Multiple of Illinois Growth		3.4x	8.2x	5.3x	1.7x	3.7x	6.9x

Source: U.S. Bureau of Labor Statistics





Illinois Must Compete in a Competitive, Global Marketplace

70,000 Fewer Jobs than in 2008 Illinois Department of Employment Security

Population Declined by 277,725 from 2003-2014 U.S. Census Bureau

Losing 6,000 Graduates per Year Education Research Council, 2014

Unemployment is Higher than National Average since 2007

"F" in Small Business Friendliness Thumbtack.com 2014

Illinois' Brand is Badly Damaged

Insufficient Resources to Compete





Rigid Economic Development Agency Fails to Serve Customers

Our Department is Bureaucratic, Inflexible, and Risk-Averse

Economic Development Tools and Processes are Inadequate

We Have Insufficient Resources to Compete for Jobs and Talent

The Scope of the Department is Too Broad

WE CAN NO LONGER ACCEPT STATUS QUO IN ILLINOIS

Economic Growth is Not Given Full Attention and Resources

Only 14% of Agency Staff Dedicated to Economic Development





Governor Rauner's Turnaround Agenda

Create a Pro-Jobs Economic Climate

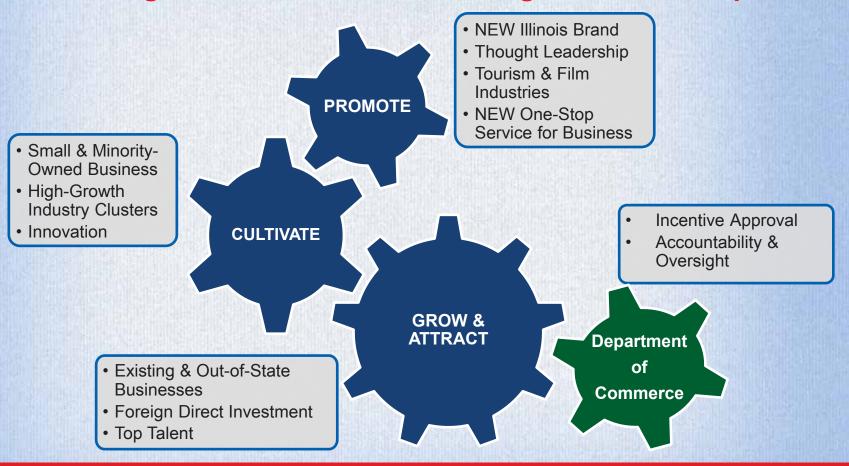
Ensure World-Class Schools and Educational Options

Bring Structural Reform to Reduce Business Costs

- Workers' Compensation Reform
- Lawsuit Reform
- Property Tax Freeze and Local Government Control
- Pension Reform
- Term Limits Amendment
- Redistricting Amendment
- Unemployment Insurance Reform



A NEW Organization for Sales, Marketing & Customer Experience



BUILDING WHAT MATTERS MOST TO BUSINESS

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A CLEAR PATH TO A BRIGHTER FUTURE

Nonprofit Structure is a Proven Model

Moves at the Speed of the Customer

Flexible and Streamlined

Attracts Top Talent

Leverages Private Resources to Amplify Efforts

Signals a New Day in Illinois

...But With Enhanced Oversight and Transparency

State Maintains Oversight and Control of Incentives

Provides Transparency with Freedom of Information Act and Other Measures

LASER FOCUSED, FLEXIBLE, AND ABLE TO COMPETE





The State is Focused on Growing Target Industry Clusters

Advanced Manufacturing

Agriculture and Food

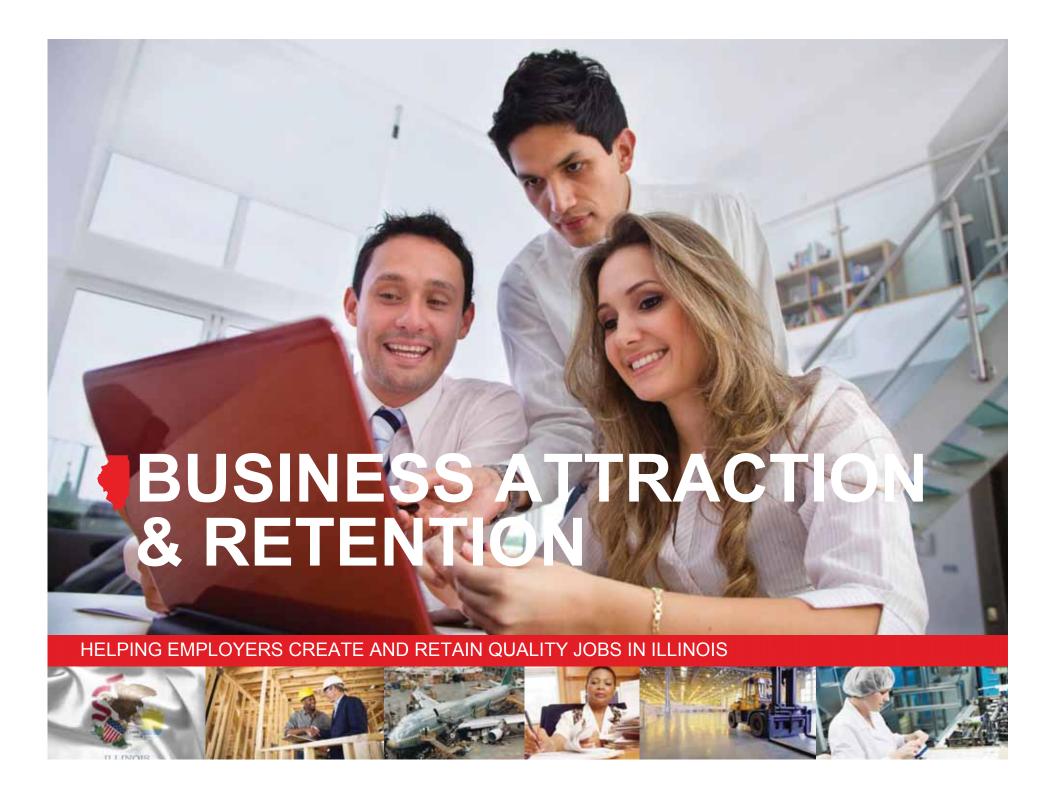
Biotech and Life Sciences

Energy

Financial Services, Insurance, Real Estate

Transportation, Distribution, and Logistics

HELPING EMPLOYERS CREATE AND RETAIN QUALITY JOBS IN ILLINOIS





BUSINESS ATTRACTION & RETENTION

New Priorities

Lead With Our Assets

Quarterback All Client Needs

Coordinate Closely with Local Economic Development Efforts

Foster Target Industry Clusters

Existing Tools and Resources

Connect Businesses to Local, State, and Federal Resources

Assist with Eliminating Any Governmental Red Tape

Potential Financial Support to Include Tax Credits, Infrastructure Financing, and Enterprise Zones

Office Director

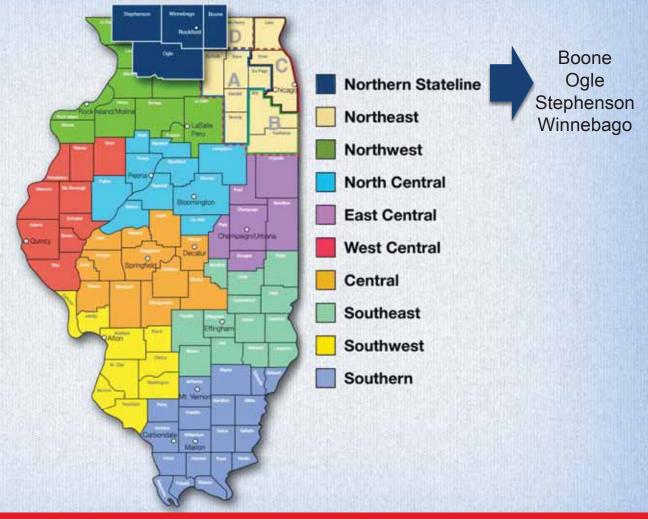
Victor Narusis, 312.497.3160, Victor.Narusis@illinois.gov

HELPING EMPLOYERS CREATE AND RETAIN QUALITY JOBS IN ILLINOIS





ILLINOIS ECONOMIC DEVELOPMENT REGIONS



REGIONAL COLLABORATION FOR ECONOMIC DEVELOPMENT





THE STATE'S ROCKFORD AREA TEAM

Dedicated Business Support Representatives



Carrie Zethmayr
Northern Stateline Region Manager

- ✓ Offices in Rockford and Chicago
- ✓ Business Retention, Expansion & Attraction



John Duncan
Northern Stateline Account Manager

- ✓ Office is Rockford.
- ✓ Business Retention, Expansion & Attraction





REGIONAL COOPERATION FOR ECONOMIC DEVELOPMENT

Regional Partners Include

ComEd

Economic Development District of Northern Illinois

Growth Dimensions

Greater Rochelle Economic Development Corporation

I-39 Logistics Corridor Association

McHenry County Economic Development Corporation

Nicor Gas

Northwest Illinois Development Alliance

Regional Governments

Rockford Area Economic Development Council

Rockford Metropolitan Agency for Planning

Transform Rockford

ALIGNING RESOURCES TO MAXIMIZE EFFORTS

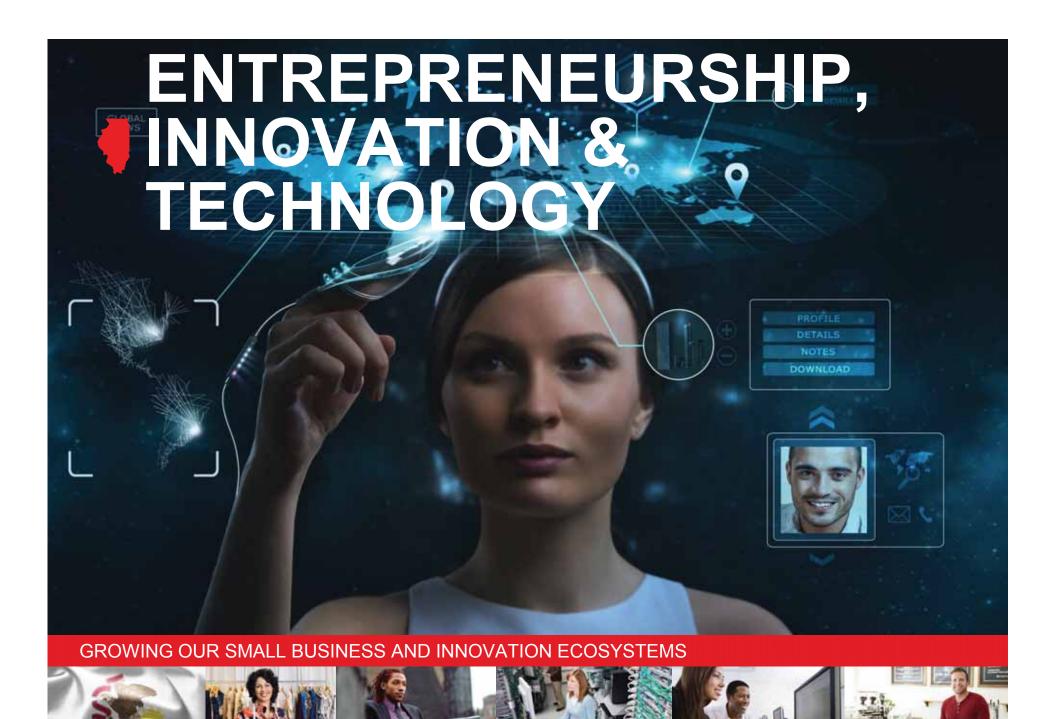








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ENTREPRENEURSHIP, INNOVATION & TECHNOLOGY

New Priorities

Connect Startups to the Innovation Ecosystem

Rethink Small Business Development Centers to Ensure Maximum Impact

Drive Innovation in Target Industries Clusters

Existing Tools and Resources

Support Companies through Small Business Development Centers

Assist Businesses through Procurement Technical Assistance Centers

Promote Resources of the Innovation Ecosystem to Startups

Potential Financial Support to Include Angel Tax Credits and Small Business Tax Credits

Office Director

Randy Kowalski, 312.814.9407, Randy Kowalski@illinois.gov

GROWING OUR SMALL BUSINESS AND INNOVATION ECOSYSTEMS









SMALL BUSINESS DEVELOPMENT CENTER (SBDC)

Rockford Area SBDC Currently Located at Rock Valley College

274 Total Number of Clients Advised in 2015

Free Business Counseling & Low-Cost Training for Entrepreneurs & Small Businesses

Funded by U.S. Small Business Administration, State, and Rock Valley College

Services Include

One-On-One Advising

Professional Management, Marketing, and Financial Guidance

Business and Marketing Plans

Statistical Analyses of Thousands of Industries

Bilingual Hispanic Services



GROWING BUSINESSES, CREATING JOBS, AND ENERGIZING OUR ECONOMY





PROCUREMENT TECHNICAL ASSISTANCE CENTER

Rockford Area PTAC Currently Located at Rock Valley College

\$124,061,227 Dollar Value of Contracts Secured by Clients in 2015

730 Number of Follow-up Counseling Sessions

209 Number of Bids Submitted

148 Number of Active Clients (excluding Bid Match activity)

Services Include

General Procurement Counseling

Access to Bid Specifications

Assistance in Identifying Government Markets

Help in Reviewing Bid Packages

Information About Contract Administration



HELPING SMALL BUSINESSES ENTER THE WORLD OF GOVERNMENT CONTRACTING









New Priorities

Increased Focus on Foreign Direct Investment

Existing Tools and Resources

Connect Businesses to Local, State, and Federal Resources

Support Companies Interested in Overseas Conference Travel and Matchmaking

Support Global Connections through 10 Foreign Offices

Provide Export Assistance for Companies through International Trade Centers

Connect Companies to International Governments and Chambers of Commerce

Office Director

Margo Markopoulos, 312.814.2319, Margo.Markopoulos@illinois.gov

MAKING ILLINOIS A GLOBAL ECONOMIC POWERHOUSE





SBDC INTERNATIONAL TRADE CENTER

Located at RAEDC in Collaboration with Rock Valley College

Assists Companies to Establish and/or Grow Export Programs

Services Include

- Export Readiness
- Entering Foreign Markets
- Cross-Cultural Communication
- Education & Networking Forums
- Export Business Planning
- Identifying Potential Export Markets & Foreign Buyers

- Int'l Marketing Strategies & Partnerships
- Customs Regulations
- Risk Management
- Trade Finance
- Help Foreign Firms Buy from Local Suppliers
- Facilitate Foreign Direct Investments in the Rockford Region

ROCKFORD MSA EXPORTS ROSE 32% IN 2013, TOTALING \$2.53 BILLION



TRADE MISSIONS

Rockford Area Companies Went on 18 with the State Since 2012

- Paris Air Show 2015 & 2013, France
- Farnborough 2014 & 2012, UK
- Expo Pack 2015, Mexico
- WETEX 2015, UAE
- Aquatech 2015, India
- WATEC 2015, Israel
- Expo Manufactura 2014, Mexico
- WIN Automation 2014, Turkey

- GLOBE Conference 2014, Canada
- Water Expo 2014, Singapore
- ExpoMin 2014, Chile
- Higher Education Tour China 2014, China
- Consumer Goods 2013, China
- Hannover Messe 2013, Germany
- EXPOCOMER 2013, Mexico
- Weldmex-Fabtech 2012, Mexico







Re-Orient Workforce Development Toward Employer Needs

Develop Coordinated Statewide Workforce Development Plan

Better Connect Local Workforce Areas to Local Talent with Local Careers

Provide More Targeted Company Support for Talent Development and Recruitment

Strengthen Technology Solutions for Workforce Development

Ensure More and Better Workforce Services for Special Populations

Existing Tools and Resources

Workforce Training Programs and Company Support

illinoisworknet.com & State's Local Workforce System to Grow Talent Base

Services for Employees Impacted by Layoffs

Office Director Julio Rodriguez, 312.814.8421, Julio.Rodriguez@illinois.gov

PREPARING ILLINOIS' WORKFORCE FOR THE FUTURE





STATE FUNDS DEDICATED TO ROCKFORD REGION

Recent Employment & Training Grants Include

WIOA Formula Grants

WIOA Workforce Innovation Fund

Trade Adjustment Assistance

Job-Driven National Emergency Grant

WIOA Local Incentives Grant

Partnership

City of Rockford (Grant Recipient)

Northern Illinois Workforce Alliance

Rock River Training Corporation



ROCKFORD AREA ILLINOIS WORKNET CENTERS

One-Stop Resources in Rockford, Belvidere, and Freeport

Recruitment, Training, Resources, Networking, Workshops, and Seminars

Disabilityworks and Layoff Assistance

Equipment Available

Assistive Technology Equipment

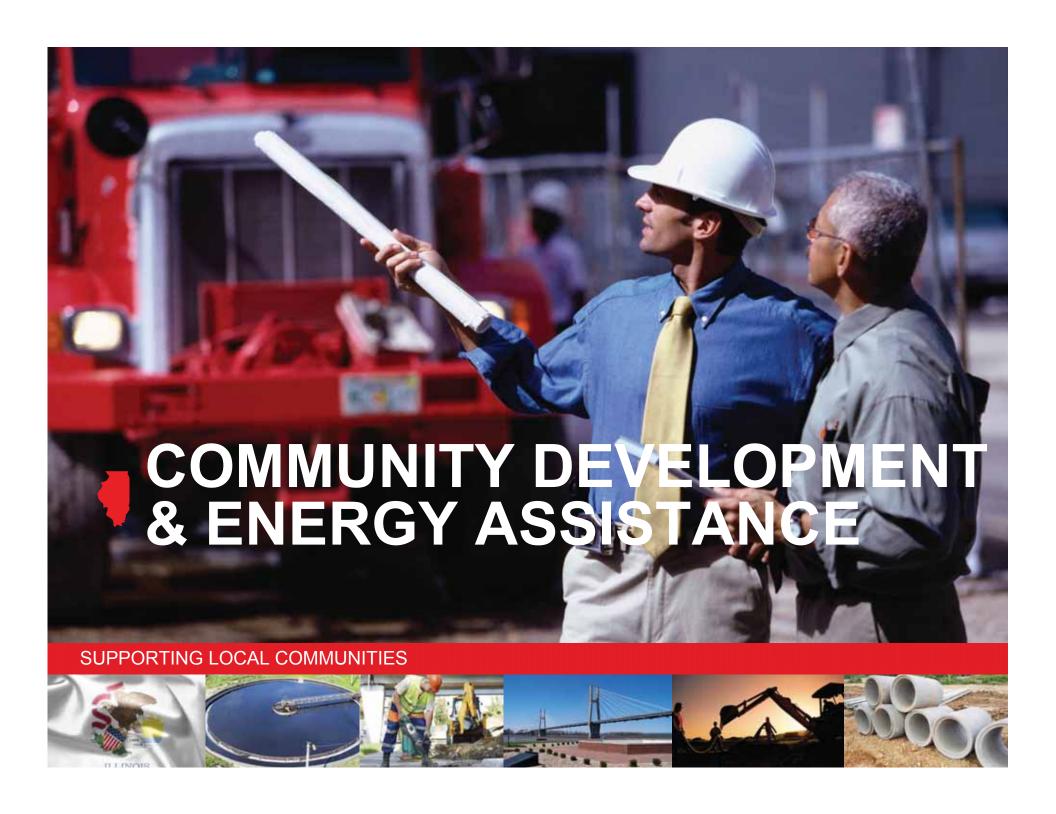
Computers

Fax Machines

Internet Access

Printer(s)

Telephone(s)





COMMUNITY DEVELOPMENT & ENERGY ASSISTANCE

New Priorities

Streamlined Support for Communities

More Effective, Efficient, and Transparent Use of Resources

Existing Tools and Resources

Community Development, Disaster Relief, and Infrastructure Development

Services for Residents and Businesses

Office Directors

Community Development: David Wortman, 217.558.4200, David.Wortman@illinois.gov

Energy Assistance: Gail Hedges, 217.785.1709, Gail.Hedges@illinois.gov

SUPPORTING LOCAL COMMUNITIES





STATE FUNDS DEDICATED TO ROCKFORD REGION

Recent Community Development State Grants Include

Rockford Human Services Department

City of Rochelle / Nippon Sharyo

Village of Hillcrest









New Priorities

Better Market Illinois' Energy & Recycling Resources to Businesses

Develop Energy Finance Strategy to Leverage Public Dollars with Private Investment

Develop a Long-Term State Energy Plan

Existing Tools and Resources

Community Energy Development Programs

Support Companies Interested in Improving Competitiveness with Energy and Waste Management Best Practices

Finance Strategy and Long-Term Plan

Office Director

Molly Lunn, 312-814-2354, Marion.Lunn@illinois.gov

INVESTING IN A GREEN ECONOMY





STATE FUNDS DEDICATED TO ROCKFORD REGION

Recent Energy & Recycling State Grants Include

Keep Northern Illinois Beautiful

Rockford School District 205

Chicago Rockford International Airport



Recycling | Litter Prevention | Beautification
KEEP AMERICA BEAUTIFUL AFFILIATE

CONGRATS TO KNIB FOR BEING RECOGNIZED FOR EXCELLENCE BY "AMERICA IN BLOOM"







New Priorities

Develop More Impactful Tourism Promotion Programs and Funding Models

Develop Program to Support Illinois-Made Products

Develop Stronger Ecosystem of Film Production Companies and Talent

Existing Tools and Resources

Programs and Tax Credits

Office Directors

Tourism: Cory Jobe, 312.814.4735, Cory.Jobe@illinois.gov

Film: Christine Dudley, 312.814.3600, Christine.Dudley@illinois.gov





STATE FUNDS DEDICATED TO ROCKFORD REGION

Recent Tourism State Grants Include

Rockford Area Convention & Visitors Bureau

Rockford Park District

Laurent House Foundation

Riverfront Museum Park

Burpee Museum of Natural History

Anderson Japanese Gardens

Discovery Center Museum

Coronado Theater

Magic Waters

And More!

STATE FUNDS FLOW TO THE REGION AS TAP AND MARKETING GRANTS





ASSISTING RESIDENTS IN DISADVANTAGED COMMUNITIES





Our Mission

Help Weatherize Homes in Disadvantaged Communities

Train Home Energy Technicians and Participants in the Construction Trade Industry

New Priorities

Promote Urban Areas for New Industrial Enterprises

Data on Revitalization Efforts in Urban Areas

Recommend Policies for Reconstruction of Urban Areas

Existing Tools and Resources

Help Promote Our Programs and Services

Office Director

Emily Monk, 312.814.5279, Emily.Monk@illinois.gov

ASSISTING RESIDENTS IN DISADVANTAGED COMMUNITIES













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State Funding for Rockford Save-A-Lot

New 15,000 Square Foot Grocery Store in Ellis Heights Neighborhood

Developed by IFF in Partnership with the City of Rockford

Resulted from Discussions Around HUD's Choice Neighborhoods Initiative

Outcomes

Bringing Fresh Meats and Produce to a Long Underserved Area

Created 25 Jobs for Community Members

Utilized Former Brownfield Site

Established a Commercial Anchor along State Street in the West End

Combined with Five other Illinois Fresh Food Fund Projects that have been Completed or are Under Development, the Fund is on Track to Leverage a Total Community Investment in Illinois of \$36 Million

ENDED A 35-YEAR "FOOD DESERT" IN THE WEST END OF ROCKFORD













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Globally Connected

Business Minded

Magnet for Country's Brightest Minds

Thriving Technology and Innovation Ecosystems

Exceptional Quality of Life

Join our Community of Global Leaders

THE STATE OF BIG SHOULDERS, WHERE BIG DREAMS ARE REALIZED







ILLINOIS OFFERS A CENTRAL LOCATION WITH EASY ACCESS TO GLOBAL OPERATIONS





O'Hare is the Best Connected Airport in the Nation

Most Flights in U.S. with 881,933 in 2014

Within 4-Hour Flight of All North American Destinations

1,400 Daily Departures and 90 Million Annual Passengers

Nonstop Service to more than 200 Destinations

Only "Dual-Hub" Airport System in North America

IN ILLINOIS, YOU'RE BETTER CONNECTED TO THE WORLD



Carbondale

Marion







Governor Rauner's Turnaround Agenda

Create a Pro-Jobs Economic Climate

Ensure World-Class Schools and Educational Options

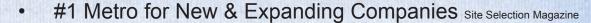
Bring Structural Reform to Reduce Business Costs

- Workers' Compensation Reform
- Lawsuit Reform
- Property Tax Freeze and Local Government Control
- Pension Reform
- Term Limits Amendment
- Redistricting Amendment
- Unemployment Insurance Reform

MAKING ILLINOIS THE MOST COMPETITIVE AND COMPASSIONATE STATE IN THE NATION



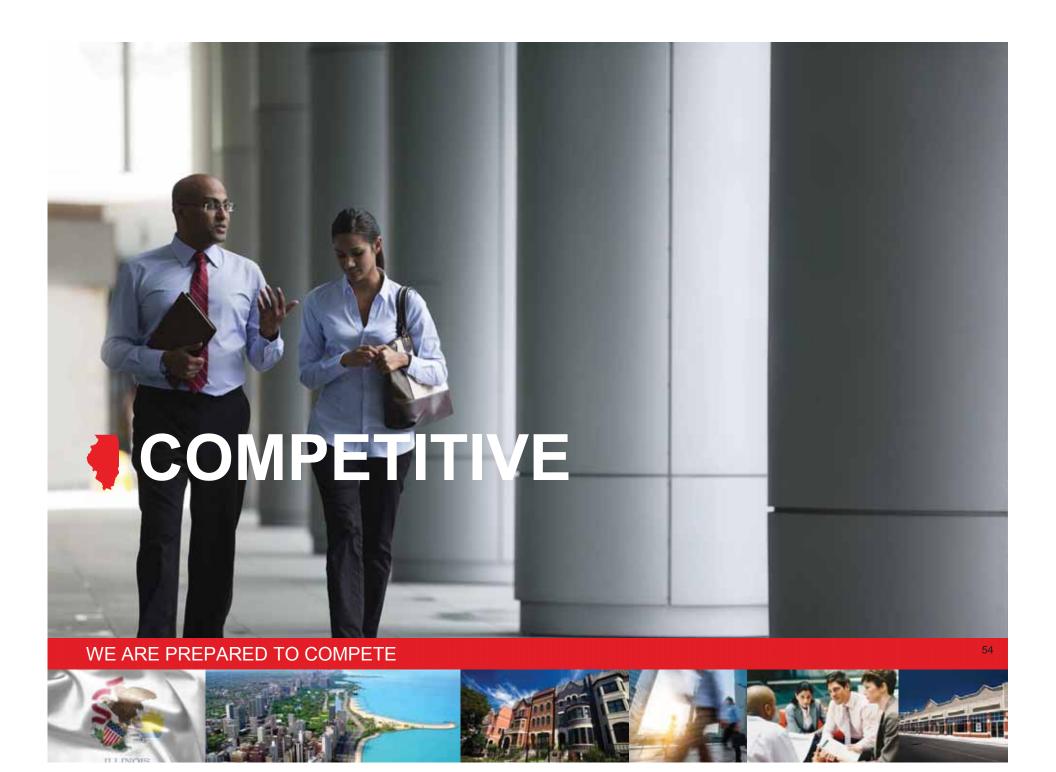




- #2 State for Business Creation U.S. Bureau of Labor Statistics
- #3 Fastest Tech Job Growth in the U.S. CBRE
- #3 Biofuels Leader Business Facilities
- #3 Largest Manufacturing State EMSI
- #4 Most Economically Powerful City in the World Martin Prosperity Institute
 - #4 Export Leader Business Facilities
- #4 Best Foreign Direct Investment Strategy FDI Intelligence 2013/14
- #5 Highest GDP in the Nation U.S. Census Bureau
- #5 State for BioTech Strength Business Facilities
- #5 Best State to Make a Living MoneyRates.com
- #6 Exports of Agricultural Commodities U.S. Census Bureau
- #19 Largest Economy in the World Bureau of Economic Analysis







COMPETITIVE ENERGY RATES

Low Commercial Energy Rates 8.72 cents/kWh

- California 15.75
- Indiana 9.83
- lowa 8.73
- Georgia 10.28
- Missouri 8.82
- New York 16.11

Top Performing Electric Reliability

Competitive Energy Market

Business-Friendly Energy Efficiency Programs

GLOBAL HEADQUARTERS HUB

ILLINOIS HAS

- More than 400 Major Corporate Headquarters
- 34 Fortune 500 Companies & 29 S&P 500 Companies
- 12 Fortune "Global 500" Companies
- 1,800 Foreign-Based Companies



























JOIN OUR COMMUNITY OF GLOBAL LEADERS







MAGNET FOR COUNTRY'S BRIGHTEST MINDS

200 + HIGHER EDUCATION INSTITUTIONS STATEWIDE

- #1 Metro for Big Ten Alumni Choose Chicago
- #1 Marketing Graduate Program Kellogg School of Management
- #1 City for Recent Grads GradSpot.com
- 3 Top 20 Universities in U.S. University of Chicago, Northwestern & University of Illinois
- 3 Tier 1 Law Schools for Career Prospects University of Chicago, Northwestern & University of Illinois
- Top 5 Computer Science/Engineering at University of Illinois U.S. News
- Top 5 for Engineering Research Expenditures U.S. News
- Top 5 for Best Prepared Students Wall Street Journal
- Among Top 10 Universities in the World University of Chicago
- Top 10 Accounting Graduate Program Booth School of Business

Over 825,000 Midwest Higher Education Graduates Annually

6.6 Million People; 38% with Bachelor's Degree or Better

University of Illinois Graduates More Engineers each year than MIT, Stanford and Cal Tech Combined

IF YOU WANT A WELL-EDUCATED WORKFORCE, YOU CAME TO THE RIGHT PLACE













PROXIMITY TO NATION'S TOP TALENT



IF YOU WANT A WELL-EDUCATED WORKFORCE, YOU CAME TO THE RIGHT PLACE







THRIVING INNOVATION ECOSYSTEM

\$2.4 Billion Annual R&D Funding in Illinois

5,106 Patents Issued by Inventors in Illinois in 2014

96 Nobel Prize Winners from Chicago Area

275 Digital Startups Launched Annually in Chicago Area

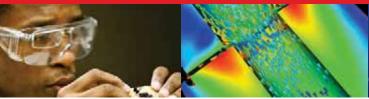
Over 300 Corporate R&D Facilities in Chicago Area

\$8 Billion in Acquisitions & IPOs in 2014 in Chicago Area

"Chicago's Startup Scene is on Fire" - Forbes 2013

ILLINOIS IS UNIQUELY POSITIONED AS AN INNOVATION LEADER







WORLD CLASS RESEARCH AND INNOVATION HUBS

181 Spaces Available to Innovators Across Illinois

- 59 Incubators
- 81 Co-Working Spaces
- 28 Accelerators
- 13 Technology Parks



ROCKFAST

































INNOVATION IS HAPPENING IN ALL CORNERS OF OUR STATE





QUALITY EDUCATION AND HEALTHCARE FOR FAMILIES

86 Nationally Ranked Public High Schools

40 Specialized STEAM Magnet Elementary Schools

Northwestern Memorial Hospital Ranked Among Best Hospitals in Nation U.S. News 2015-16

4 of the Top 15 Teaching Hospitals in the U.S. are in Chicago



EXCEPTIONAL QUALITY OF LIFE

Abundant Outdoor Amenities

- More than 120 State Parks for Hiking, Biking, Fishing, Camping & More
- The 280,000 Acre Shawnee National Forest offers 7 Designated Wilderness Areas and 8 National Natural Landmarks
- Over 225 Miles of Bike Lanes with 13,000 Bike Racks

A State for Sports

- National Sports Dynasties: More Professional Sports Championships than any other State since 1990
- 11 Golf Courses Ranked in Top 100 Best in U.S. within 150 Miles
- Over 1,200 Sporting Venues from Tournaments to Olympic Time Trials

Magnificent Arts & Culture

- More than 50 Designated State Historic Sites
- More than 500 Museums and Art Galleries
- One of 23 U.S. UNESCO World Heritage Sites





Productions Supported by Our Film Office























ILLINOIS IS A PREMIER DESTINATION FOR FILM, ADVERTISING, AND TELEVISION PRODUCTION





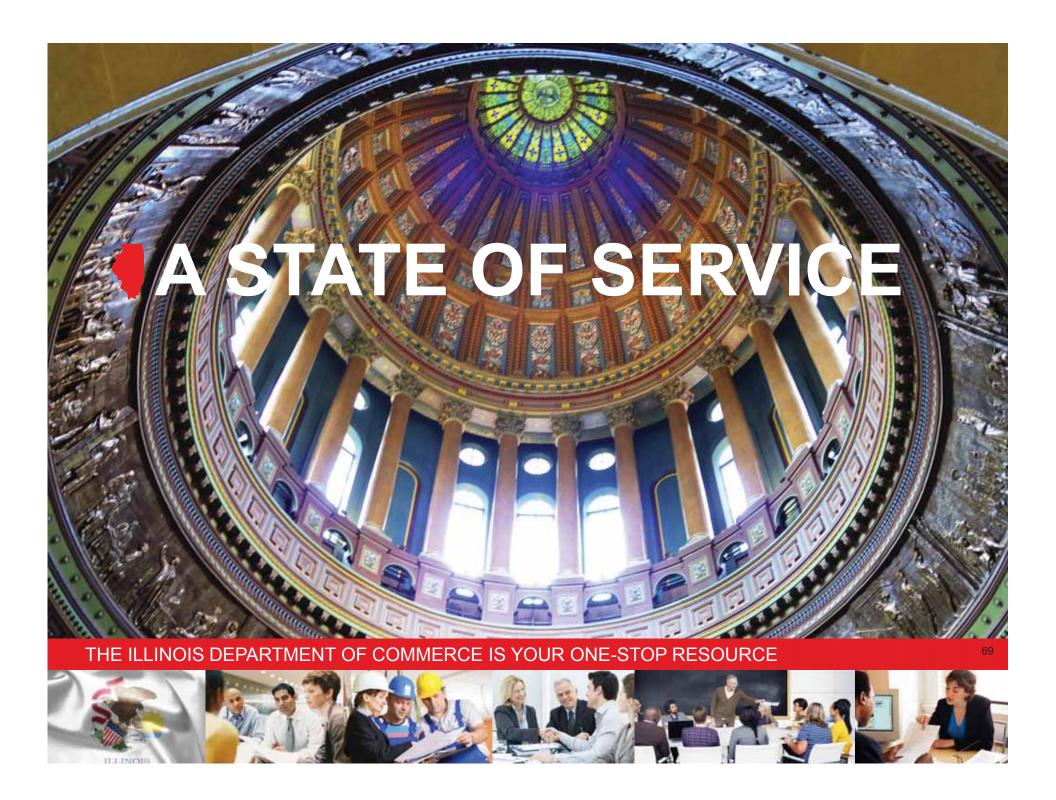
Endless Nightlife and Entertainment

- Over 600 Music Venues
- More than 250 Music Festivals
- More than 300 Food Festivals
- Over 30 Film Festivals
- Music and Comedy Legends
- Theatre, Opera, Ballet & More

World Class Dining and Hotels

- Over 1,900 Hotels, Bed & Breakfasts, Lodges, and Cabins
- Over 6,000 Restaurants, from Diners and Pubs to Michelin Stars
- 178 Craft Breweries
- And More!







We Are Your One-Stop Resource

Intergovernmental Coordination

Technical Assistance with Site Selection

Regional Collaboration with Key Stakeholders

Assistance with Eliminating Governmental Red Tape

Custom Workforce Training

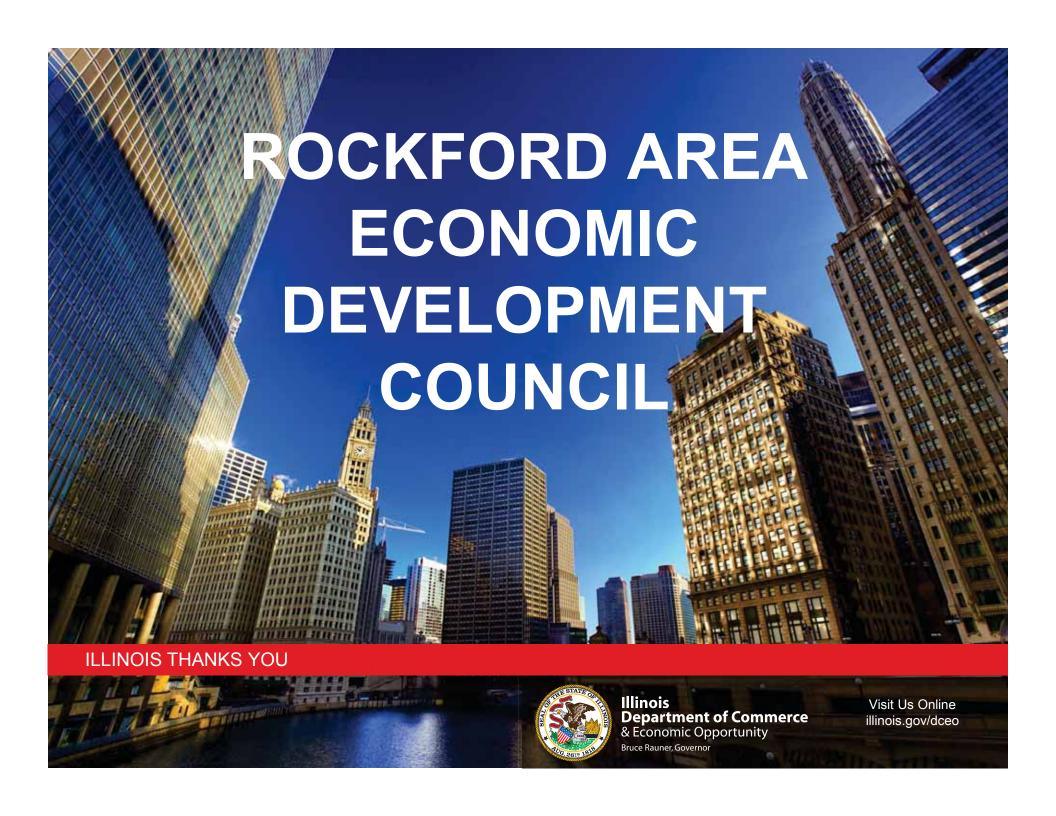
Expedited Permitting, Licensing & Other Approval

Connection to Civic & Business Partners

Potential Financial Support

THE ILLINOIS DEPARTMENT OF COMMERCE IS YOUR ONE-STOP RESOURCE





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