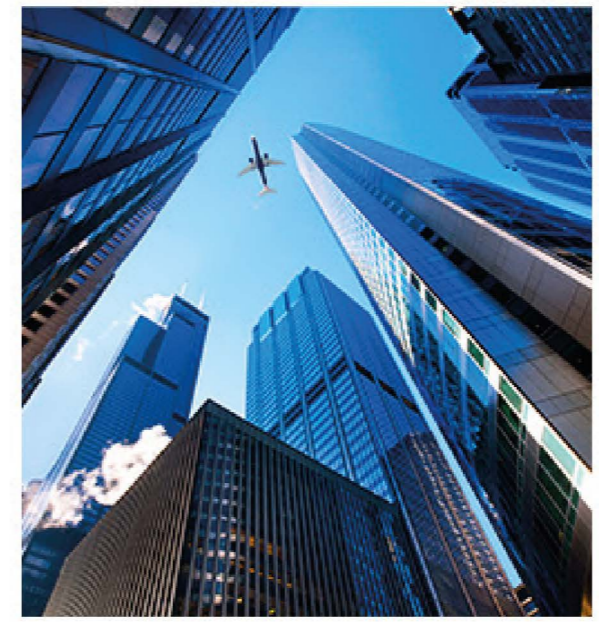
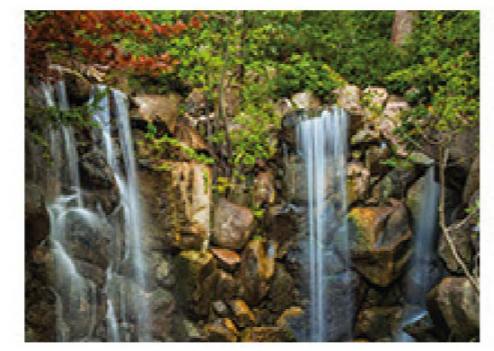


 **INTERSECT** Illinois



INTERSECT ILLINOIS ANNUAL REPORT **FISCAL YEAR 2022**



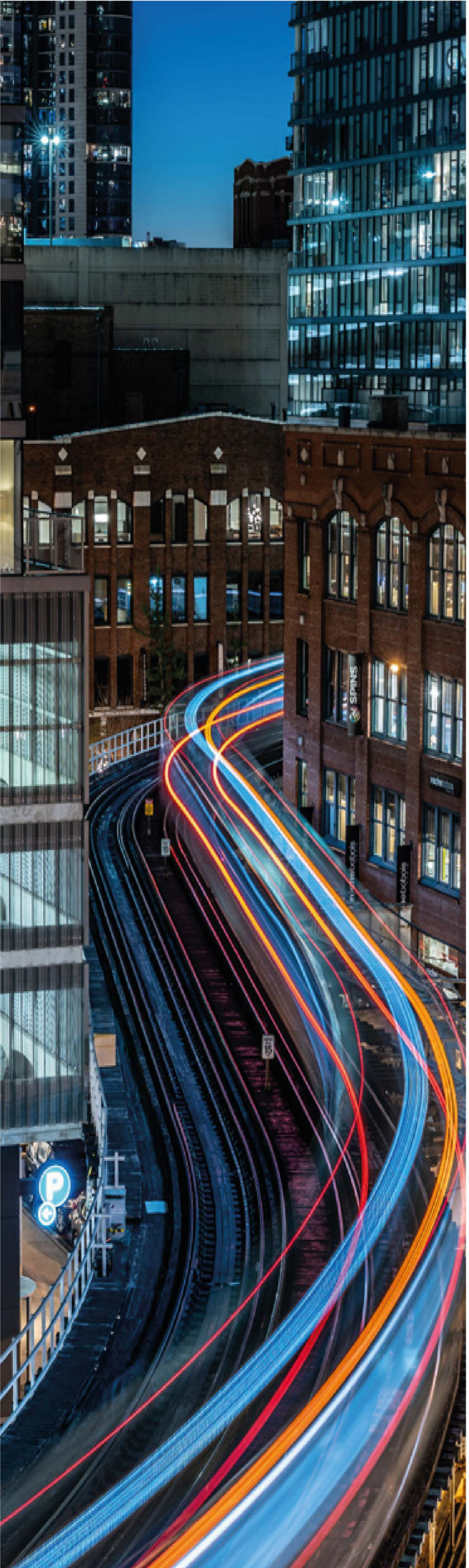


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This year, Intersect Illinois is developing our annual report to reflect the 2022 fiscal year (July 2021 – June 2022) and I'm happy to report that we're generating growth, development and jobs throughout the state. We surpassed FY 2021's job total by 10 percent, resulting in over 1,880 new jobs for the people of Illinois. In addition, we more than doubled our close rate, suggesting a better match between our prospects and Illinois' assets.

As our economy emerges from the pandemic, companies are making location decisions. And, while there is a shift in the types of companies that are growing, one thing remains true – Illinois offers companies from a diverse array of industries the unmatched talent, infrastructure and location that make it an ideal location for business.

Intersect Illinois saw a surge of project opportunities during FY22. On the following pages, you will find a range of companies, from giants like Amazon to small, international companies choosing to grow their businesses in Illinois. In all, Intersect Illinois helped to bring over 1,880 jobs and \$402 million dollars to Illinois this past fiscal year.

Our strategy is simple. We target companies in the industries where Illinois is most attractive. For Illinois that means manufacturing, electric vehicles, tech, agribusiness, life sciences, and logistics. We reach these companies through a national marketing campaign and focused business development activities. While the timeline it takes from initial outreach to completion is quite long, we've seen a tremendous uptick of companies, consultants, media and other partners taking notice of our efforts. We've utilized events such as SelectUSA, community speaking opportunities and FAM tours in order to increase awareness of Illinois' position as a premier global business destination.

Statewide analysis shows that Illinois saw 357 relocations and expansions in FY22, bringing more than 16,000 jobs and \$7B in investment throughout the state. Industries that saw growth include advanced manufacturing, agribusiness and life sciences. These are the similar to the industries we are targeting.

Best of all, we're just getting started. With companies continuing to see the benefit of being in Illinois, the momentum is strong. I encourage you to join us in showcasing to businesses across the country - and the world - why they should be in Illinois.

Sincerely,
Dan Seals
CEO





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 why Illinois is the best location for domestic and international companies to relocate and expand.

02 | INTERSECT ILLINOIS ASSISTED PROJECTS (FY22)

1,884

Jobs created
(up from 1,680
in FY21)

15

Projects
(up from 7
in FY21)

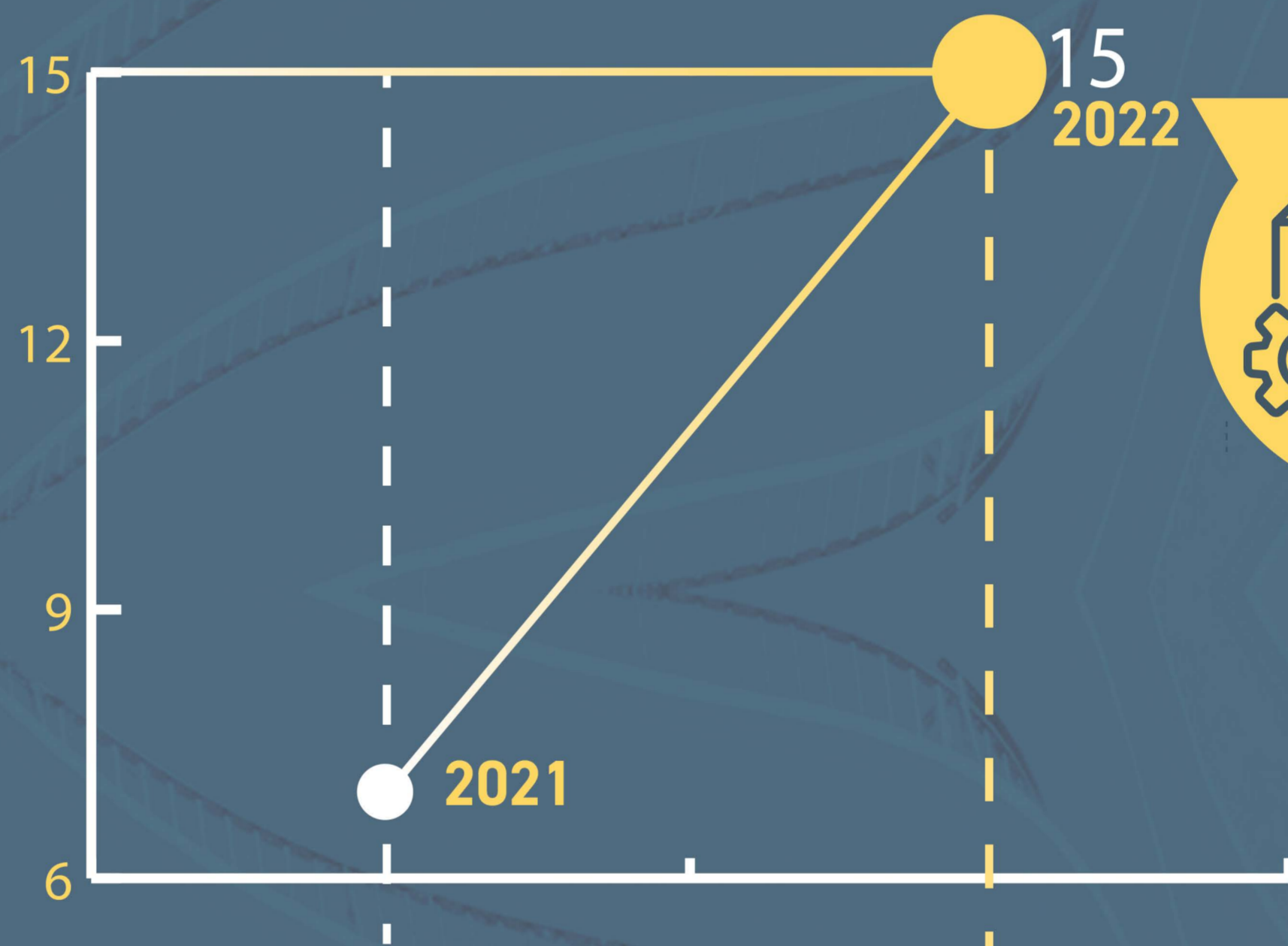
84

New projects
worked on

Close rate
improved from 8.4%
in FY21 to 17.8% in
FY22

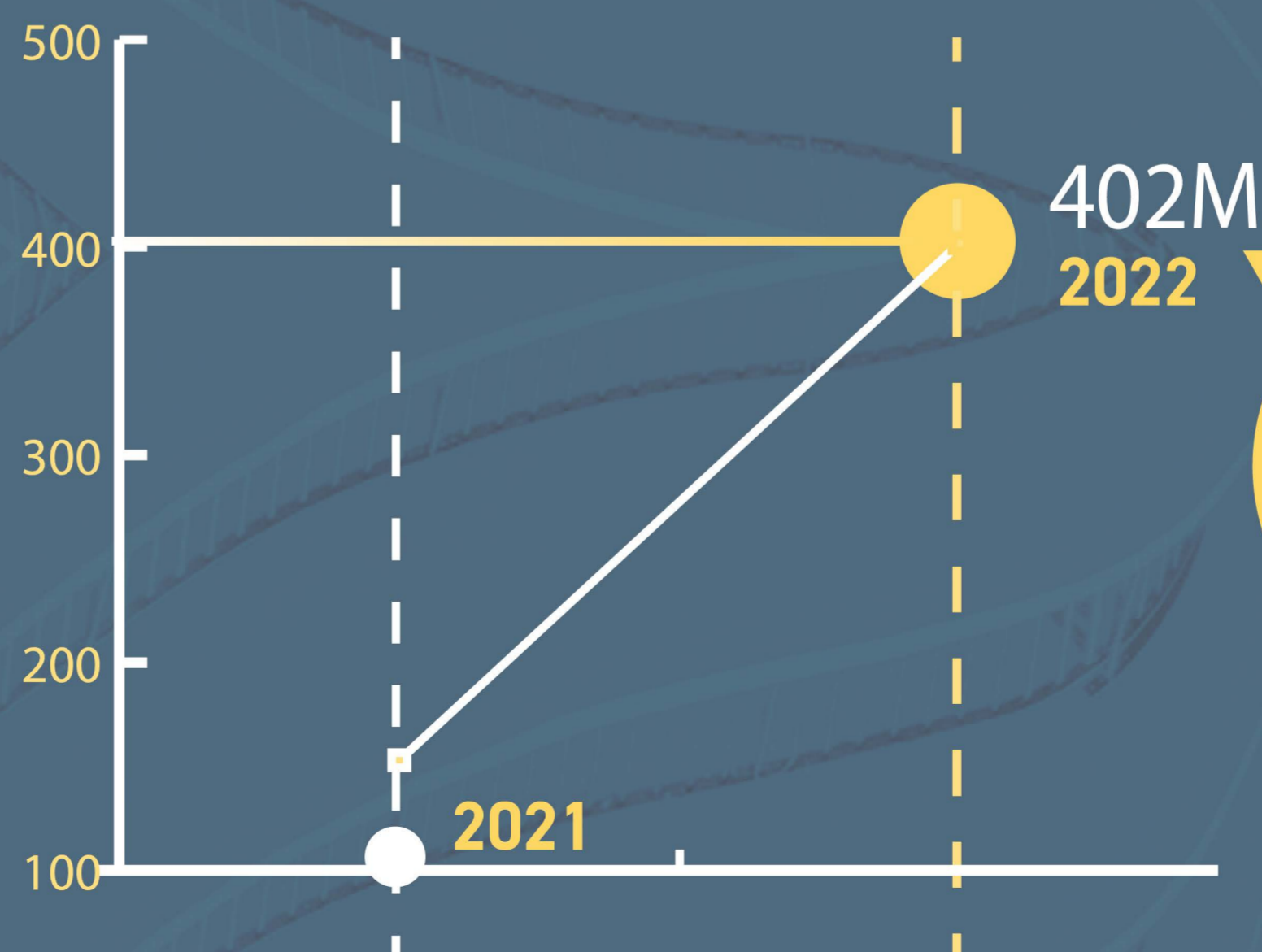
Projects

FY 21	7	●
FY 22	15	●



Capital Investment

FY 21	\$153M	●
FY 22	\$402M	●





4Front, the vertically integrated cannabis operator and retailer, announced a multiphase expansion project to build an up to 558,000-sq.-ft. cultivation and production facility in Matteson. The project will bring 500 jobs and \$106M to Illinois.



Amazon will construct a distribution center in DeKalb adding hundreds of jobs. Since 2010, Amazon has invested more than \$14B in Illinois, where it employs 43,000; its main investments include 20 fulfillment and sortation center sand 20 delivery stations.



Danobat, a European-headquartered machine tool manufacturer, chose to move its U.S. operations from Texas to Illinois; after operating in the area decades ago, the company chose to come back to Illinois to better access the supply chain and talent. The new 12,700-sq.-ft. headquarters features commercial, production and quality control operations.



Diehl, a large German company, announced plans to expand its operations assembling advanced water meters in Lisle, creating 35 jobs over five years. The company considered other states where Diehl has a presence.



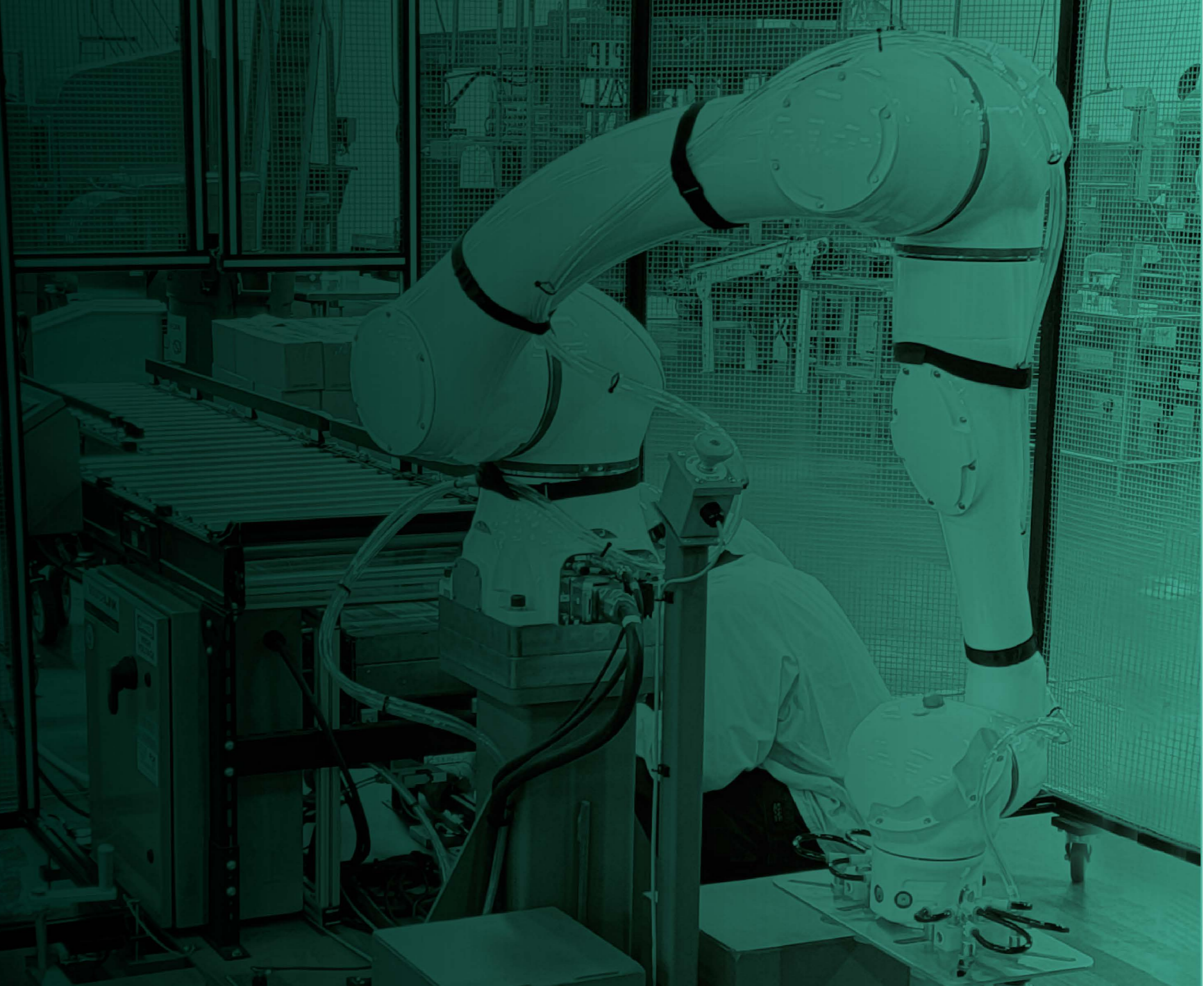
Eeroq, a leader in quantum computing using electrons on helium, chose Illinois because of the state's position as a hub for quantum computing; located within Humboldt Park's The Terminal, the company bought 45 jobs and \$6M in investment.



Formic, a robotics and automation company with existing locations in California and North Carolina, is building its sales and engineering presence in Chicago because of its strong ecosystem.

“Intersect Illinois has been a great partner for Formic Technologies as we have looked to grow and expand our presence in Illinois and the Midwest. Formic has appreciated and valued the guidance, insights, feedback and thoughtful suggestions that the Intersect Illinois team has provided.”

- Jack Wagler, Chief Financial Officer, Formic Technologies





GAF, North America's largest roofing and waterproofing manufacturer, will build the company's fifth insulation manufacturing plant in Peru. The project is expected to create 70 jobs and \$80M in investment.



Heinzmann, the German electric mobility company, chose Elk Grove Village for its new manufacturing and office space. The company chose Illinois to be in close to other German companies and will bring an initial 20 jobs and \$1.5M in investment.



Industrial Fence, Inc. is expanding its operations in the North Lawndale neighborhood of Chicago. The veteran-owned company manufactures, fabricates and installs high-quality fencing, guardrail, and related products.



Merkur is a Canadian engineering and professional services firm that located in Downers Grove. The company offers solutions that can help existing and future manufacturers succeed, and it chose Illinois to be surrounded by leaders in advanced manufacturing.



Bright Farms, a leader in producing locally grown packaged salads, expanded its operations to Yorkville by establishing a hydroponic greenhouse farm that delivers to nearby supermarket retailers. The company has an existing farm in Rochelle and plans to create 200 jobs at the new facility.



NewCold, a fast-growing Dutch cold storage company, established its U.S. headquarters in Chicago, supporting the growth of NewCold in North America and bringing 25 jobs.

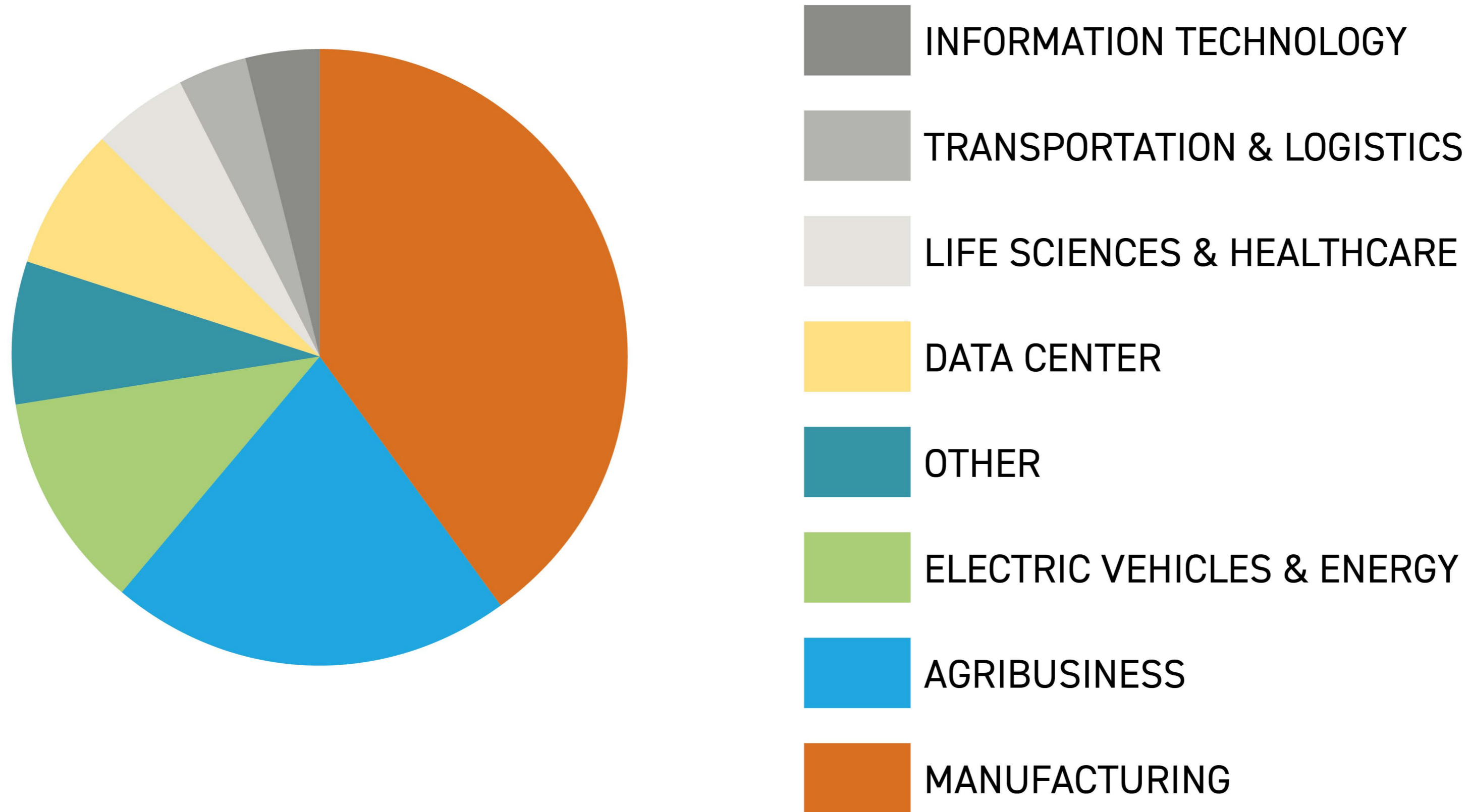


Tyson expanded its Caseyville prepared foods facility that will increase automation and create 250 new jobs; the \$180 million investment project will help meet growing demand for its iconic Hillshire Farms and Jimmy Dean branded products.



U.S. Medical Glove Co., maker of nitrile glove machines, signed a 15-year lease to repurpose a former Caterpillar factory, creating the largest nitrile machine fabricating and nitrile glove production facility under one roof in the world.

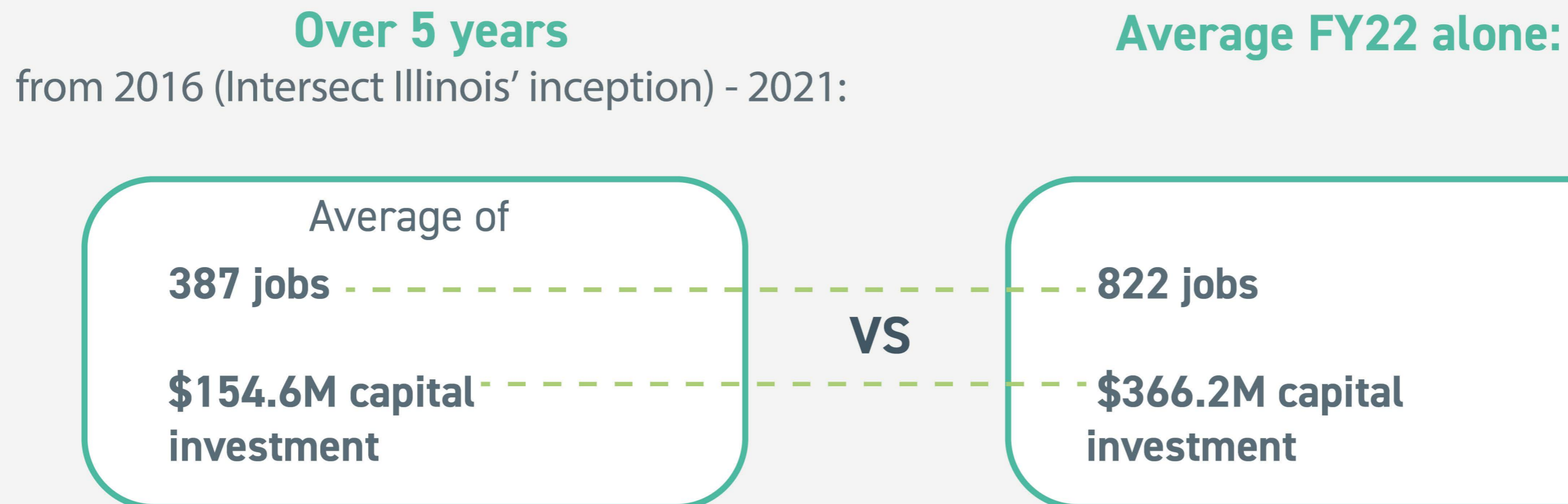
03 | INTERSECT ILLINOIS ASSISTED PROJECTS BREAKDOWN



04 | SUPPORTING GROWTH ACROSS THE STATE

In FY22, Intersect Illinois put increased emphasis on growth in downstate Illinois, including the addition of its first Vice President of Downstate Relations. These efforts have produced an increase in projects, opportunities and board involvement in the region, with a recently closed FY23 project already bringing 78 jobs and \$400M in investment, and many more projects expected to come to fruition in the year ahead.

Intersect Illinois Downstate Assistance



Downstate jobs up 112% and capital investment up 137% over yearly averages.

05 | MAKING THE CASE FOR ILLINOIS AND RAISING AWARENESS FOR INTERSECT ILLINOIS

Intersect Illinois is raising awareness of Illinois' position as a premier global business destination, generating an understanding of Illinois' unique value proposition and shifting the perception among relocation decision makers, consultants and influencers.

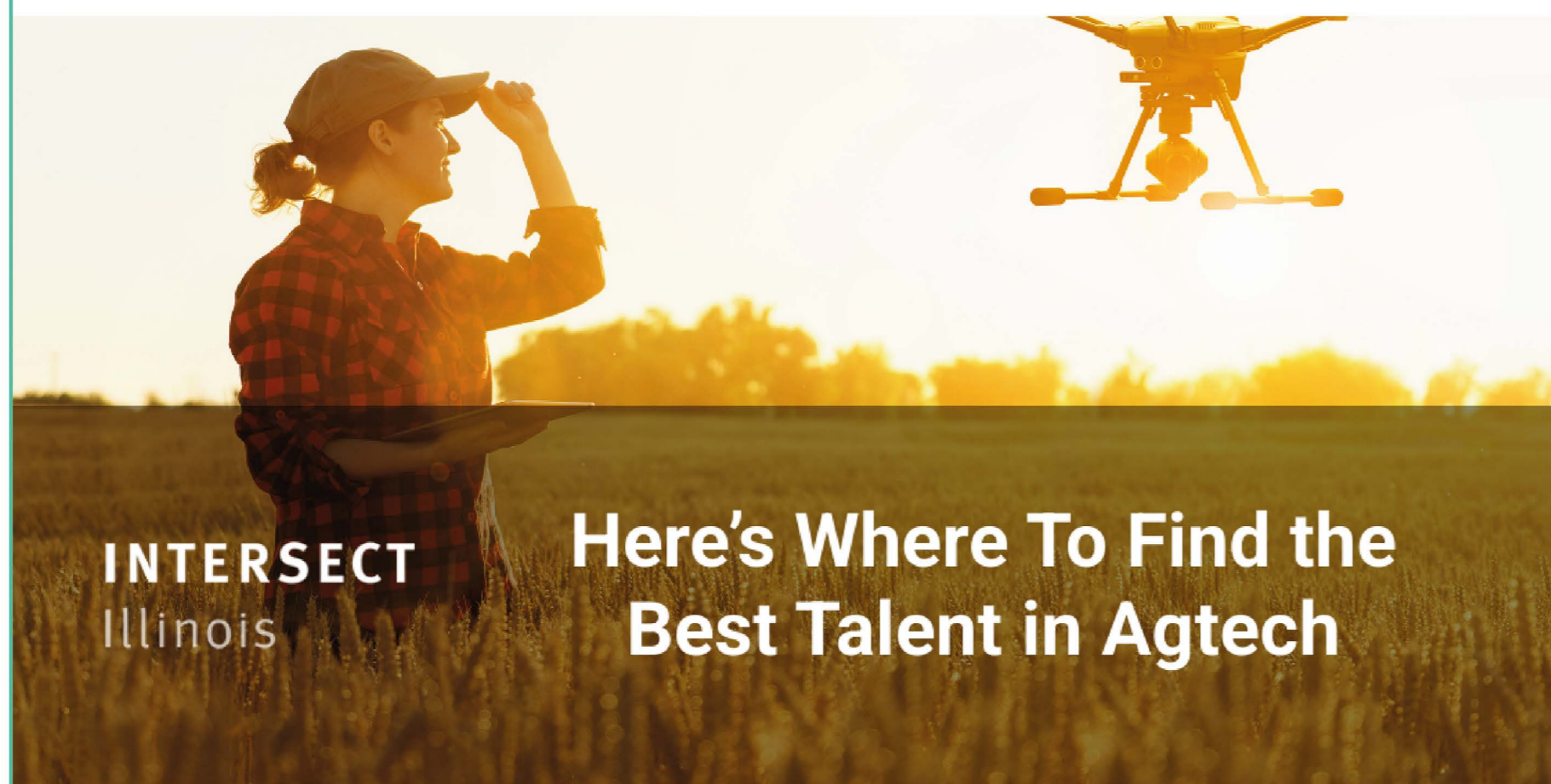
Tactics:

Proactive lead identification and market research

The team is differentiating Illinois from other states to ultimately generate qualified leads. done by Intersect Illinois' internal research team resulted contacts at companies across target industries including EV, agribusiness and semiconductors

163 companies identified from proactive outreach

14 qualified leads from proactive outreach



Newsletters and targeted email outreach



Media coverage throughout state and beyond resulting from outreach and press releases

44+ media mentions

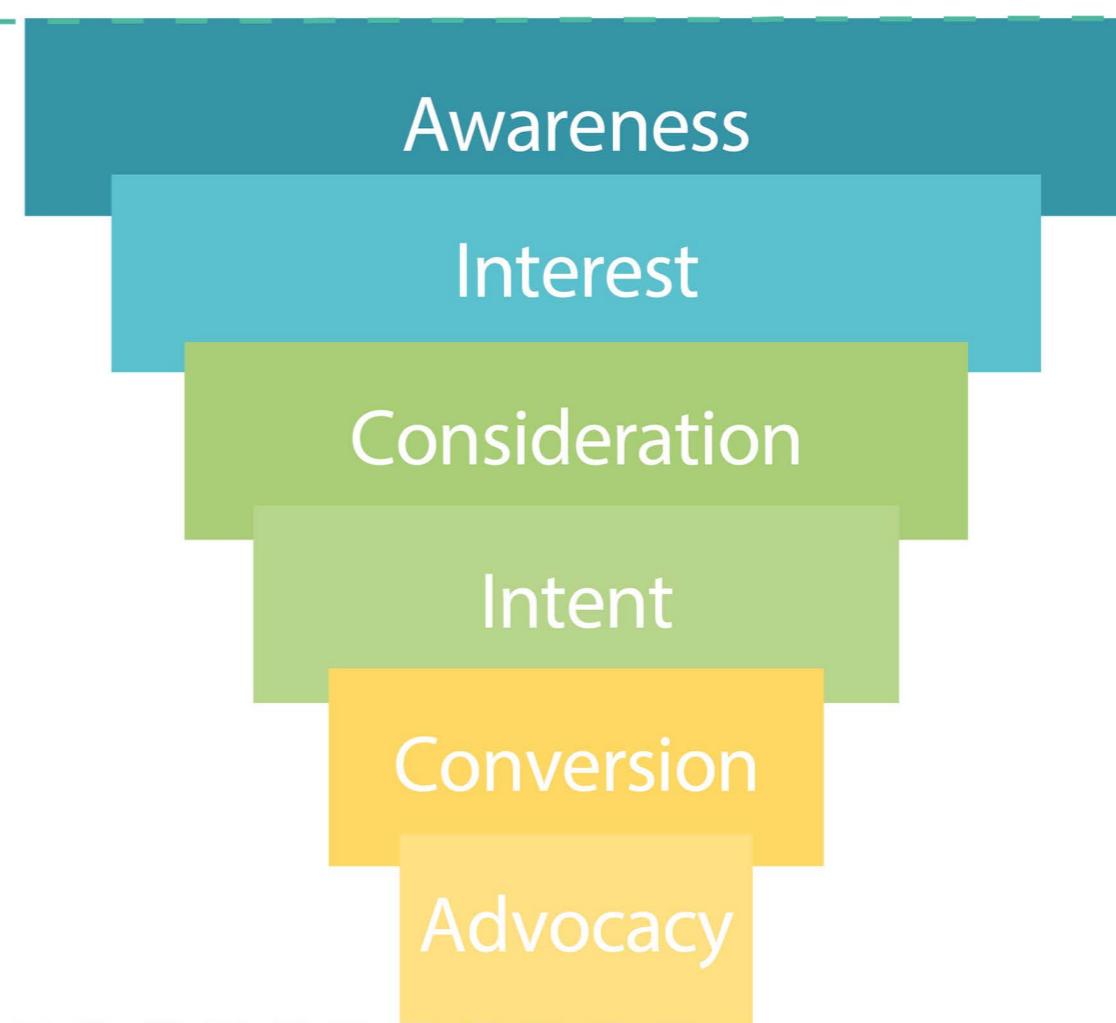


Organic social media



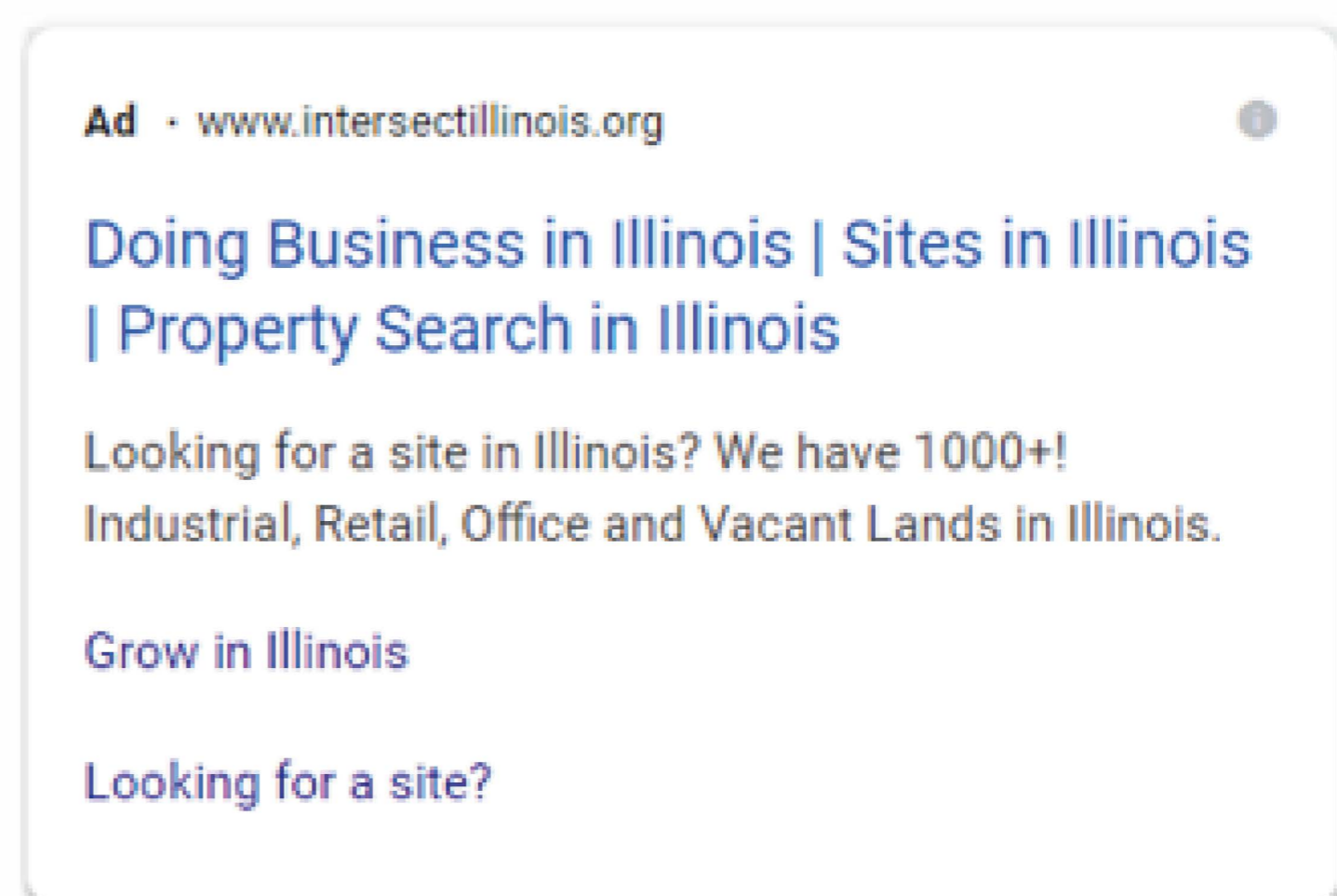
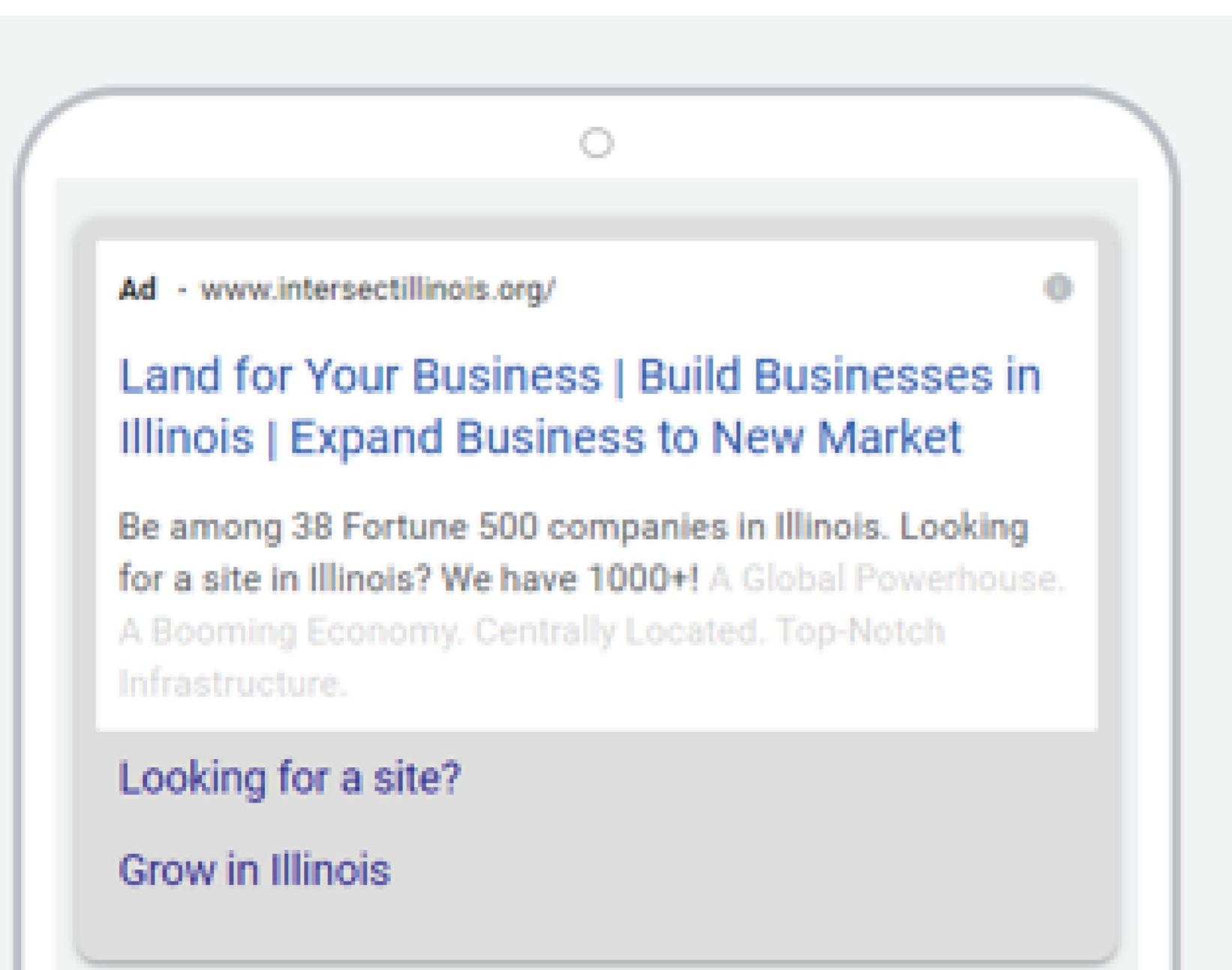
Digital marketing

Funnel approach that converts awareness to advocacy.



Search Engine Marketing

62.5K clicks to Intersect Illinois' website, **4.33M** impressions



853.4K clicks to Intersect Illinois' website

44.58M impressions

ILLINOIS
A global business destination in the heart of the U.S.
Visit #TEAMILLINOIS at Booth 739 for more information.
[Learn More](#)

ILLINOIS
Explore 11 Megasites ready for development

Intersect Illin... @intersectill... · May 17
In addition to having the 15th BEST university in the WORLD, many of the schools in #Illinois continually receive high rankings (like having 2 of the Top 5 Materials Engineering Programs in the U.S.). Bring your business to Illinois and benefit from the workforce of the future.

intersectillinois.org
Illinois' a Magnet for the Brightest Minds | Contact Us Today

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1,911 followers
Promoted

Discover why engineers, scientists and scholars alike come to #Illinois and how the state's educated workforce can benefit companies like yours. For more information on growing your business in Illinois, visit intersectillinois.org/grow

so an industry that locates here has access to not only exemplary tech talent but

Illinois' Engineers Are Propelling the Future of Innovation [Learn more](#)

Email drip marketing

EV campaign results surpassed industry benchmarks in opens and clicks

INTERSECT Illinois
Here's Why 162,000+ agricultural PROs are in Illinois

Illinois attracts the brightest minds behind the greatest companies. Our universities offer ample agribusiness-related degree programs that graduate the consummate professionals that your company needs to succeed.

We can help you find the talent you need because Illinois is:

- Home to 6,100+ agribusiness companies run by an unmatched, skilled workforce
- The place where 36 institutions with agribusiness-related programs graduate 2,900+ students annually (yes, ANNUALLY!)
- 1st in Master's and 2nd in PhD degrees awarded in food science

Will you be part of Illinois' story? Kickstart your company's growth today.

[Take Action Today](#)

In Case You Missed It:

- [Defining the future of food: Chicago food innovation investment soars 500%](#)
- [Illinois Legislation Allows More Aggressive Development of IL Industrial Biotech Industry \(Update: Bill SB 1693 passed May 27\)](#)

Agribusiness in Illinois at a Glance:

- [Overview](#)
- [Available Sites](#)
- [Facts and Figures](#)
- [Largest Employers Based on Employment](#)
- [Industry Data](#)

How Illinois Incentives Can Help Your EV Business

INTERSECT Illinois

Ensuring businesses like yours thrive in Illinois is our priority. As a global destination for investment, Illinois has:

- The Reimagining Electric Vehicles (REV) Act that provides significant incentives to encourage EV business growth—[like tax credits and exemptions](#)
- \$70M in Capital Funds that are earmarked for EV infrastructure projects
- The Illinois Motor Vehicle Franchise Act that allows newly established motor vehicle manufacturers direct to consumer sales
- A [variety of properties](#)—from sprawling rural sites to state-of-the-art urban facilities—to fit your business needs
- Sites where foreign and domestic merchandise is considered international trade and not subject to U.S. customs duties
- International business experts [happy to assist you](#)

Why is Illinois home to the number one destination in the U.S. for international investment? Because we know how to help international companies succeed in the U.S.

Already home to 2,034 international owned companies, Illinois would love for yours to be the 2,035th. Kickstart your company's growth today.

[Take Action Today](#)

Results: 14 qualified leads

INTERSECT Illinois

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Illinois Investment Guide

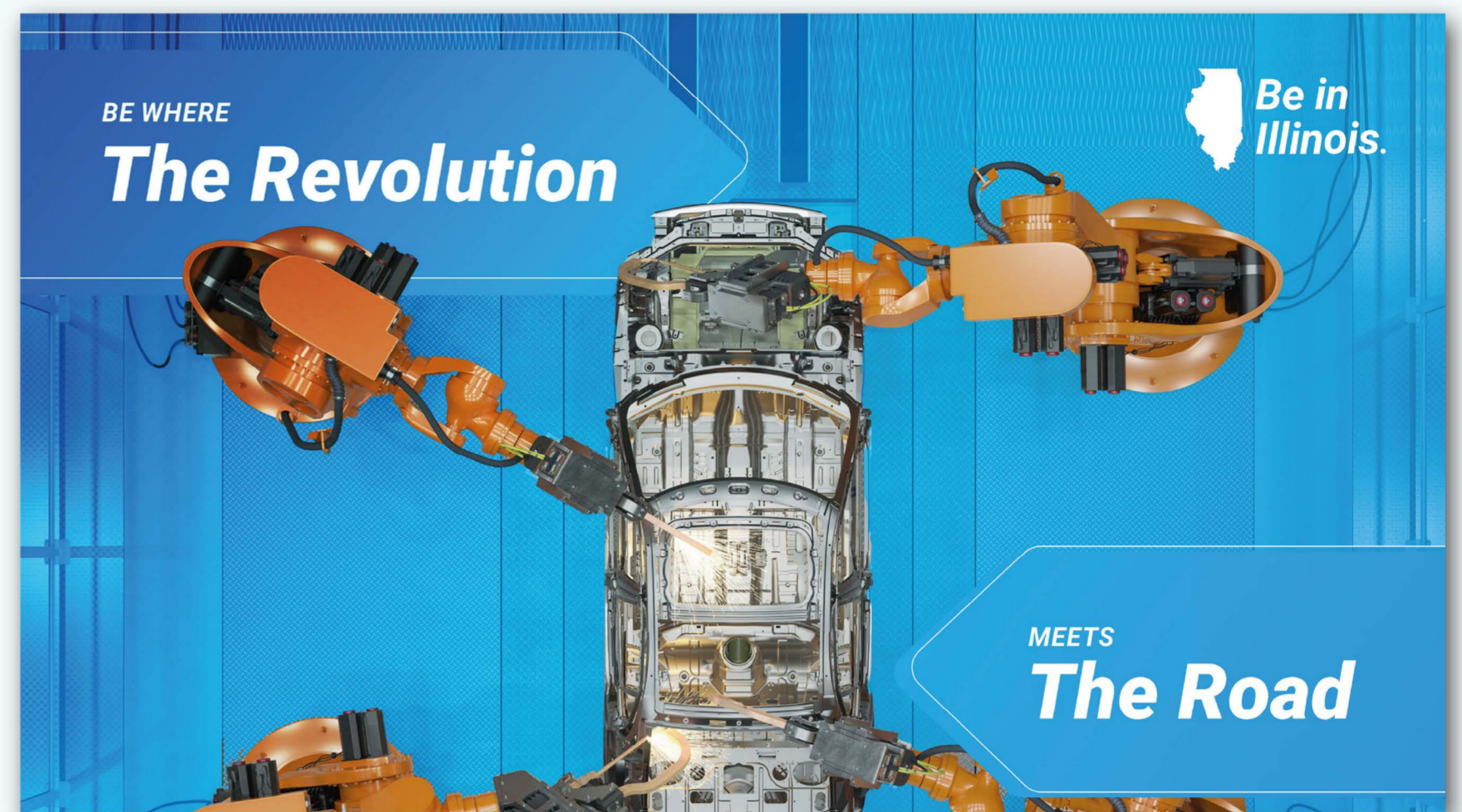
15,000 copies of 94-page guide; **5,000** sent along with Site Selection magazine; copies provided to partners throughout the state for use in marketing efforts.



Be in Illinois Campaign

Extensive research identified three key audiences: Companies that want to relocate, relocation consultants, and local influencers within key EV and agribusiness industries (and moving on to others)

The robust, targeted campaign and lead generation process began with awareness building and educates decision-makers, capturing insights – and leads.



Website

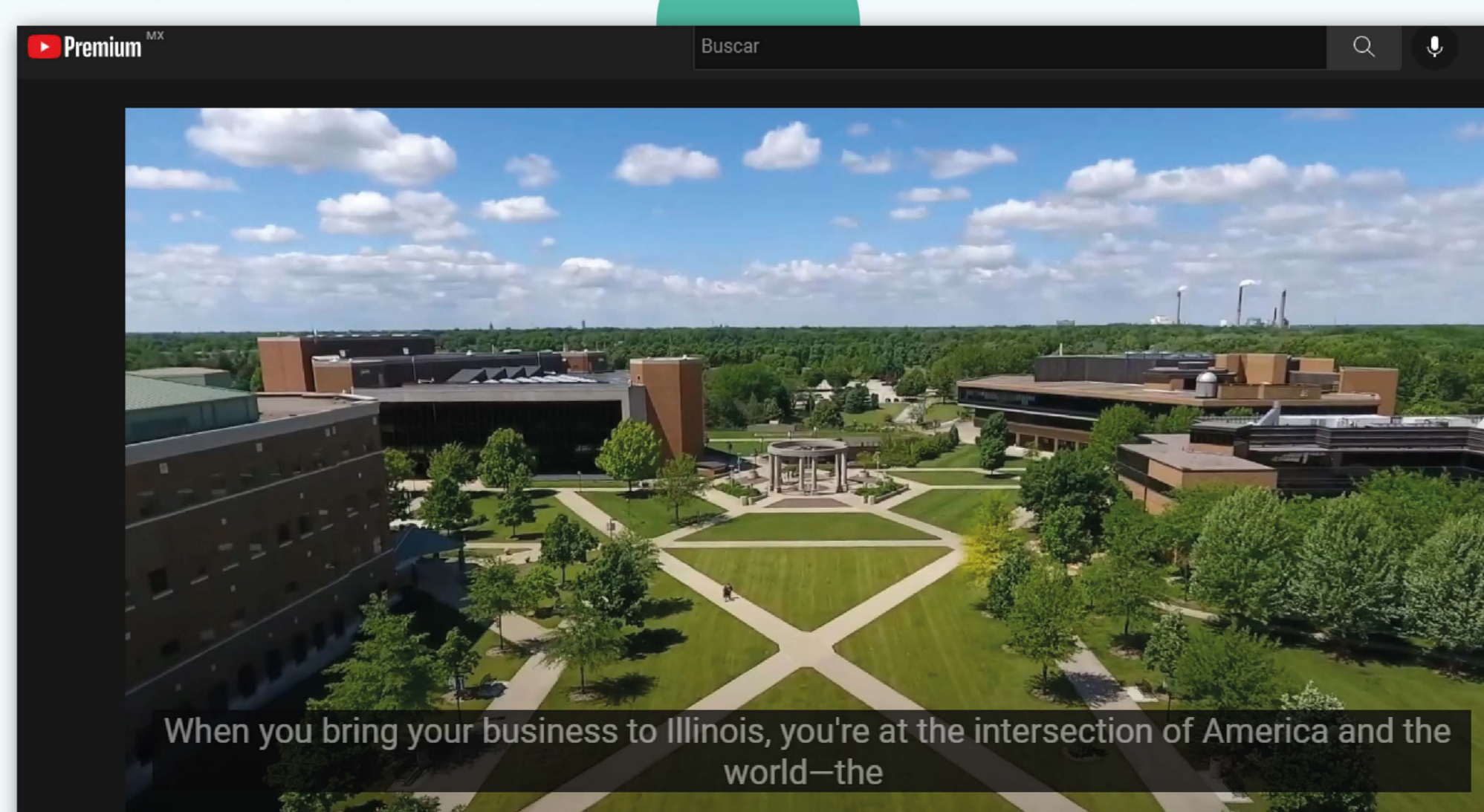
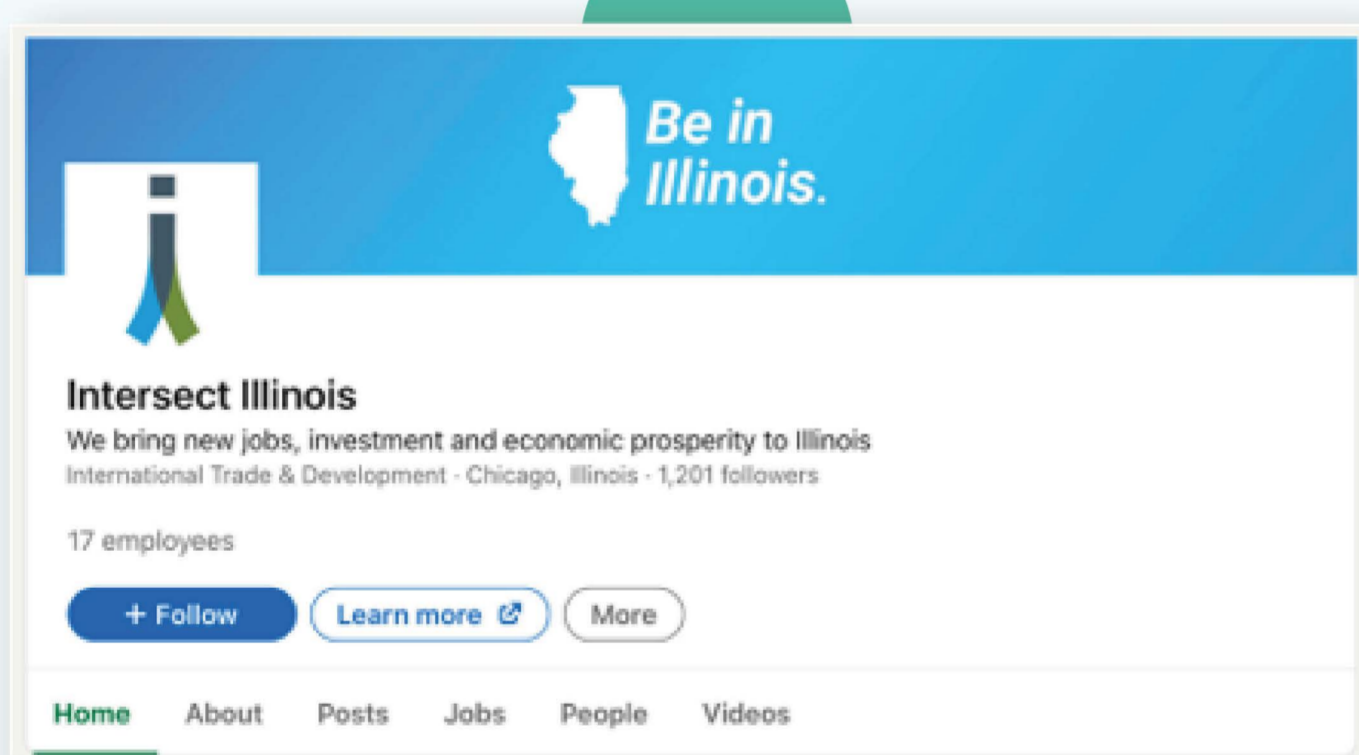
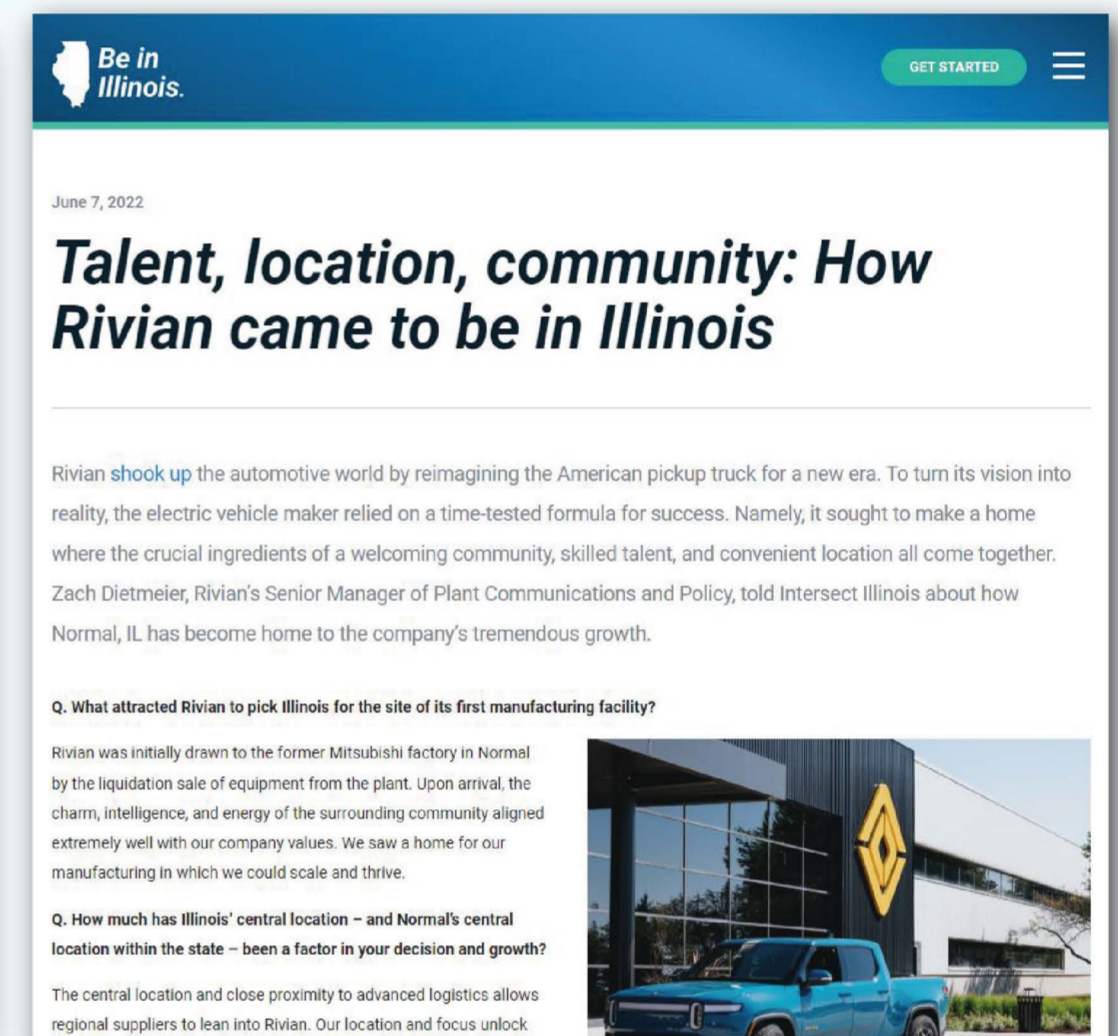
Blog

Videos

Social Profiles

Organic Social

Targeted Ads



Be in Illinois Campaign Impact

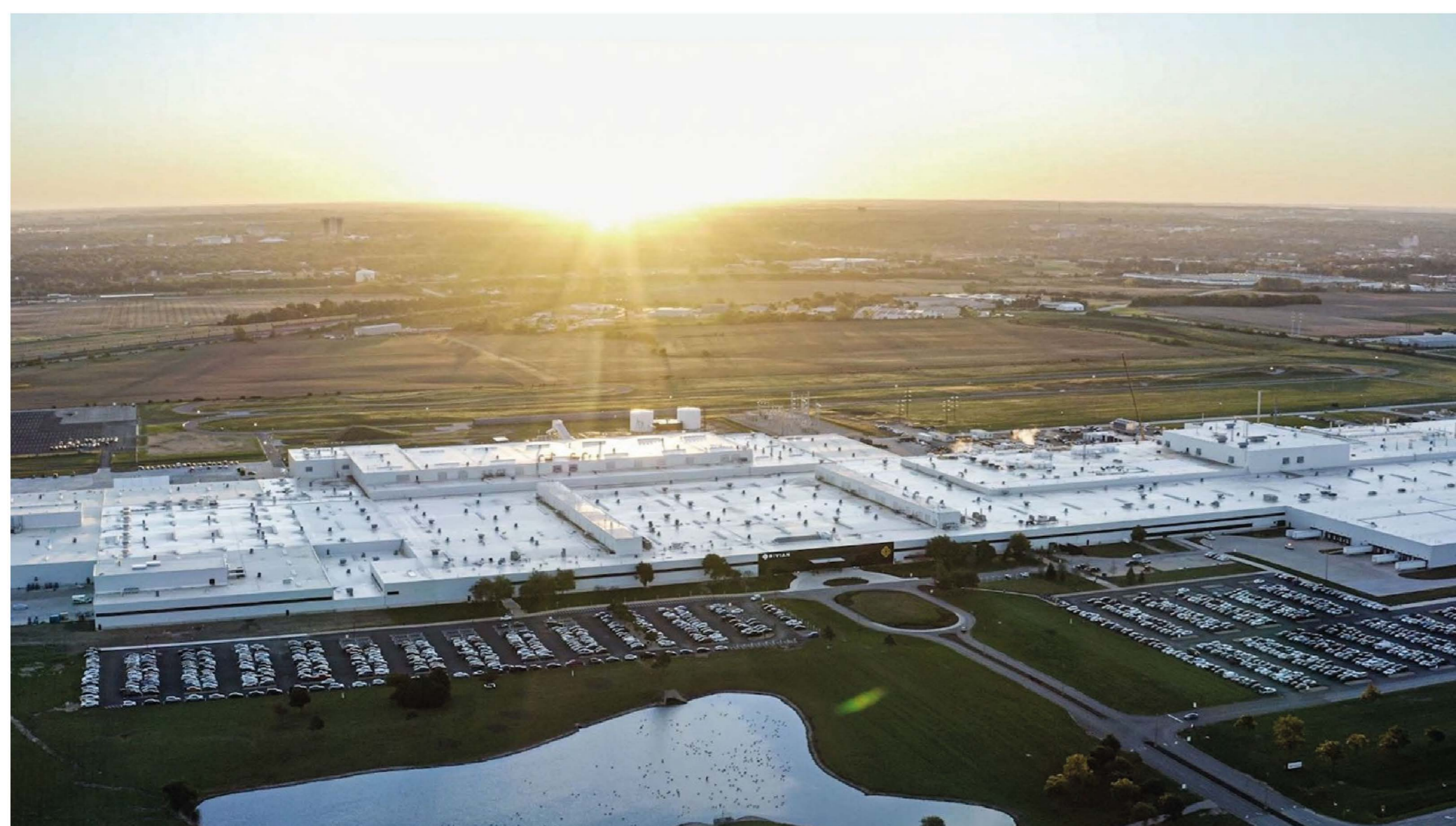
6.5M	media impressions	3,000	clicks on ads
9	original articles published	.17%	click through rate on ads (above benchmark)
1.2M	ad impressions		
8,000	microsite visits (6,000 new visitors)		

Intersect Illinois brought top site selection professionals from Los Angeles, Austin, South Carolina, Chicago and Indiana to tour the Metro East area and Central Illinois, providing insight into the regions' available sites, workforce and unique assets.

The Metro East group attended the Enjoy Illinois 300 NASCAR Cup Series at World Wide Technology Raceway in Madison. They heard from organizations such as Ameren, the Leadership Council of Southwestern Illinois, DCEO, The Freight Way, Boeing, Kaskaskia College, Southwestern Illinois College and more about why Southwestern Illinois is a premier location for businesses.



“The state has made a great turnaround. Illinois is back in the game,” said Jim Renzas, Senior Director for North America of BCI Global, who took part in the Metro East FAM tour.



The Central Illinois group explored the region's electric and autonomous vehicle assets, workforce and quality of life. The group attended a baseball game, toured AutonomousStuff, Rivian and Heartland Community College, and met with key economic development partners in the region including Ameren, Norfolk Southern, Wabash Valley Power/Corn Belt Energy, Bloomington-Normal EDC, Greater Peoria EDC, Champaign County EDC, EDC Decatur-Macon County, and Springfield Sangamon Growth Alliance. Presenters included the University of Illinois Research Park, Rantoul test track and Central Illinois Living Laboratories.

“I was impressed by how companies, some new such as Rivian and Hexagon, some a 100-years old such as ADM and Caterpillar, are doing innovative things in EVs, AVs, carbon sequestration and other areas that will help build a sustainable future. It was useful to be reminded how close the major cities in Central Illinois are to each other and the synergy that can bring.” – Jerry Szatan, Szatan Associates





Intersect Illinois organized a delegation of partners throughout the state to participate in the 2022 SelectUSA Investment Summit, the highest-profile economic summit in the country dedicated to promoting foreign direct investment (FDI) hosted by the U.S. Department of Commerce in Washington D.C.



The annual SelectUSA Investment Summit convened delegations from across the country to promote the United States as the world's premier investment destination. The first in-person SelectUSA Summit since 2019 brought an estimated 3,000 attendees from approximately 80 international markets, offering Illinois and its partners an ideal opportunity to network and create new pathways for investment opportunities.

Team Illinois included representatives from DCEO, Ameren Illinois, Bloomington-Normal EDC, Champaign County EDC, Chicago Southland EDC, ComEd, Greater Peoria EDC, Nicor Gas, Rockford Area EDC, and the Will County Center for Economic Development.

“Thank you (Intersect Illinois) for all you do on behalf of the State. I’m really excited about what we’ve accomplished in the last year and look forward to what we will accomplish in the years to come.”

– Lenora Fisher, Director of Business Attraction, Greater Peoria Economic Development Association

43

community
research support
requests fulfilled

13

communities trained
on submitting RFIs
for projects

Large scale
research initiatives
increased from

5 to 13

The research team identifies the sub-industries with the largest relative competitive advantage and fastest growth, and utilizes the information to find companies and contacts with high growth potential. Industry data is pulled for the marketing and business development teams and partner organizations.

The research team also analyzes projects and industries to determine the best path forward for the business development and marketing teams, as well as developing original research and reports for specific potential projects and community requests.

09 | EXPANSIONS AND RELOCATIONS THROUGHOUT ILLINOIS

Each year, Intersect Illinois' research team collects expansion and relocation information to track companies moving to or growing in Illinois. FY22 saw:

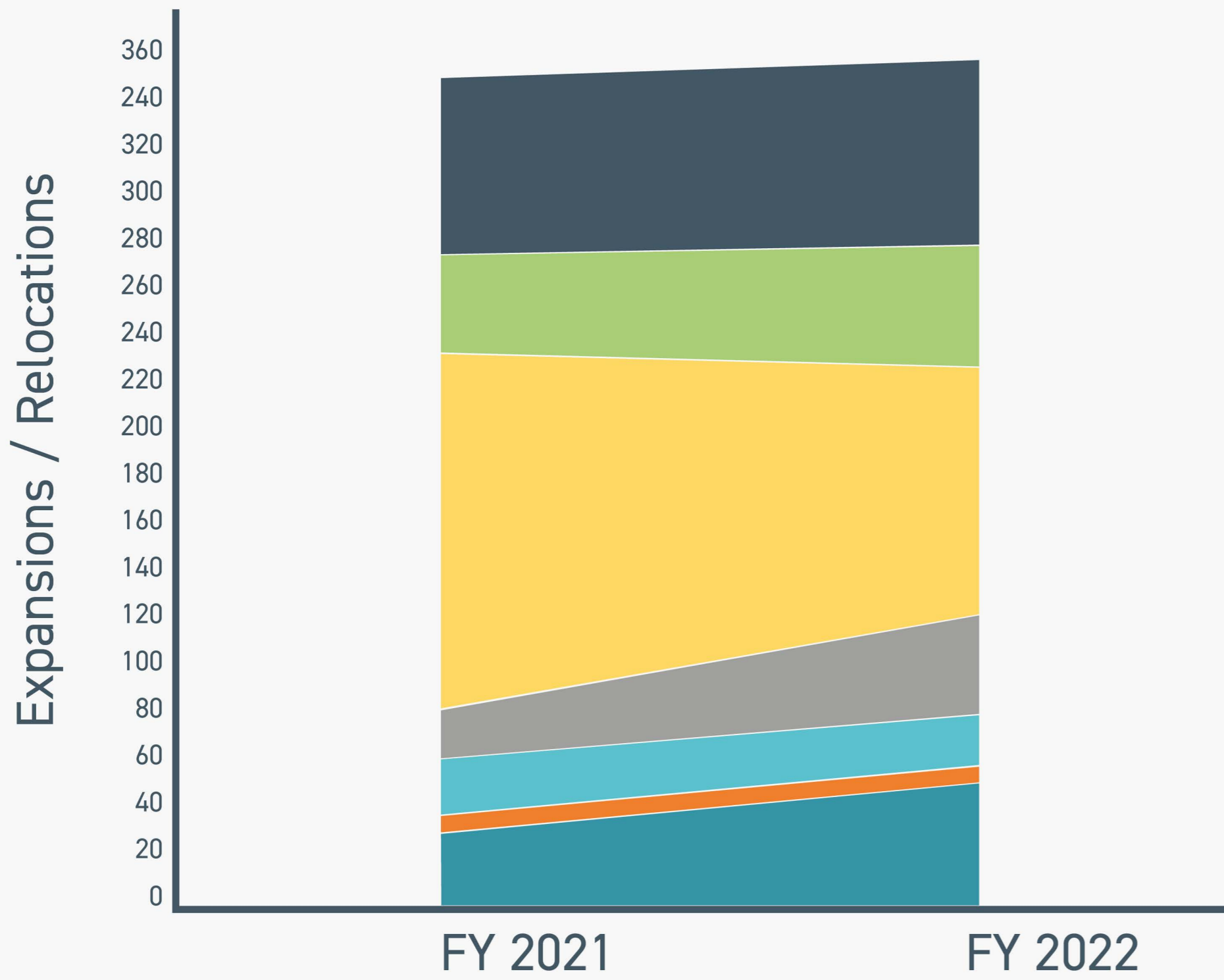


Each figure below plots the total investment levels for the last two fiscal years across Intersect Illinois' six focus industries. These figures are representative of investment in Illinois, but do not capture all relocation and expansion activity in the state.



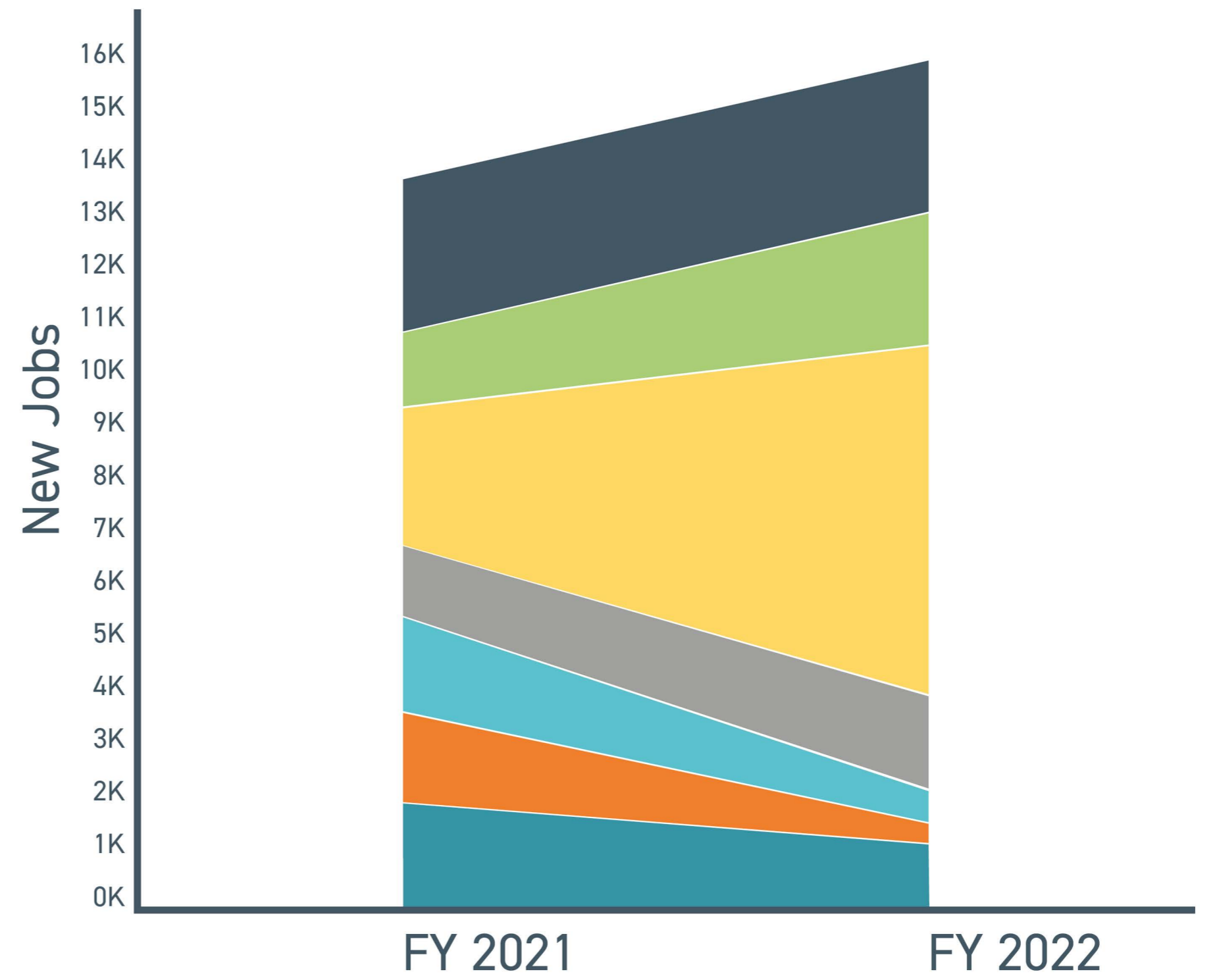
EXPANSIONS AND RELOCATIONS

The total number of expansions/relocations in FY21-FY22 shows a 2% year-over-year increase in FY22, with 357 investments compared to 349 in FY21



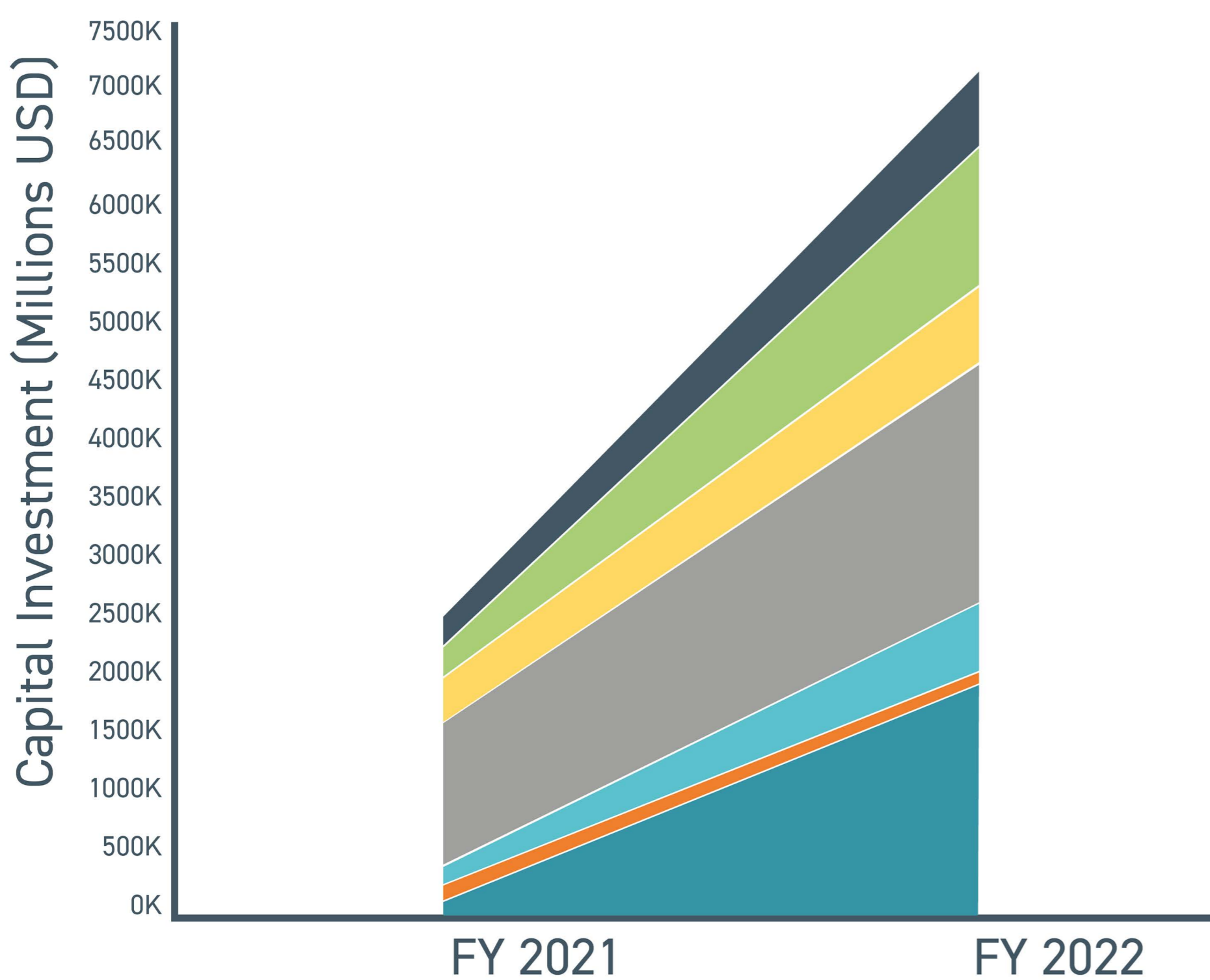
NEW JOBS

The total number of jobs created from the expansions/relocations in FY21-FY22 shows a 16% year-over-year increase in FY22, with 16.2K jobs created compared to 13.9K in FY21



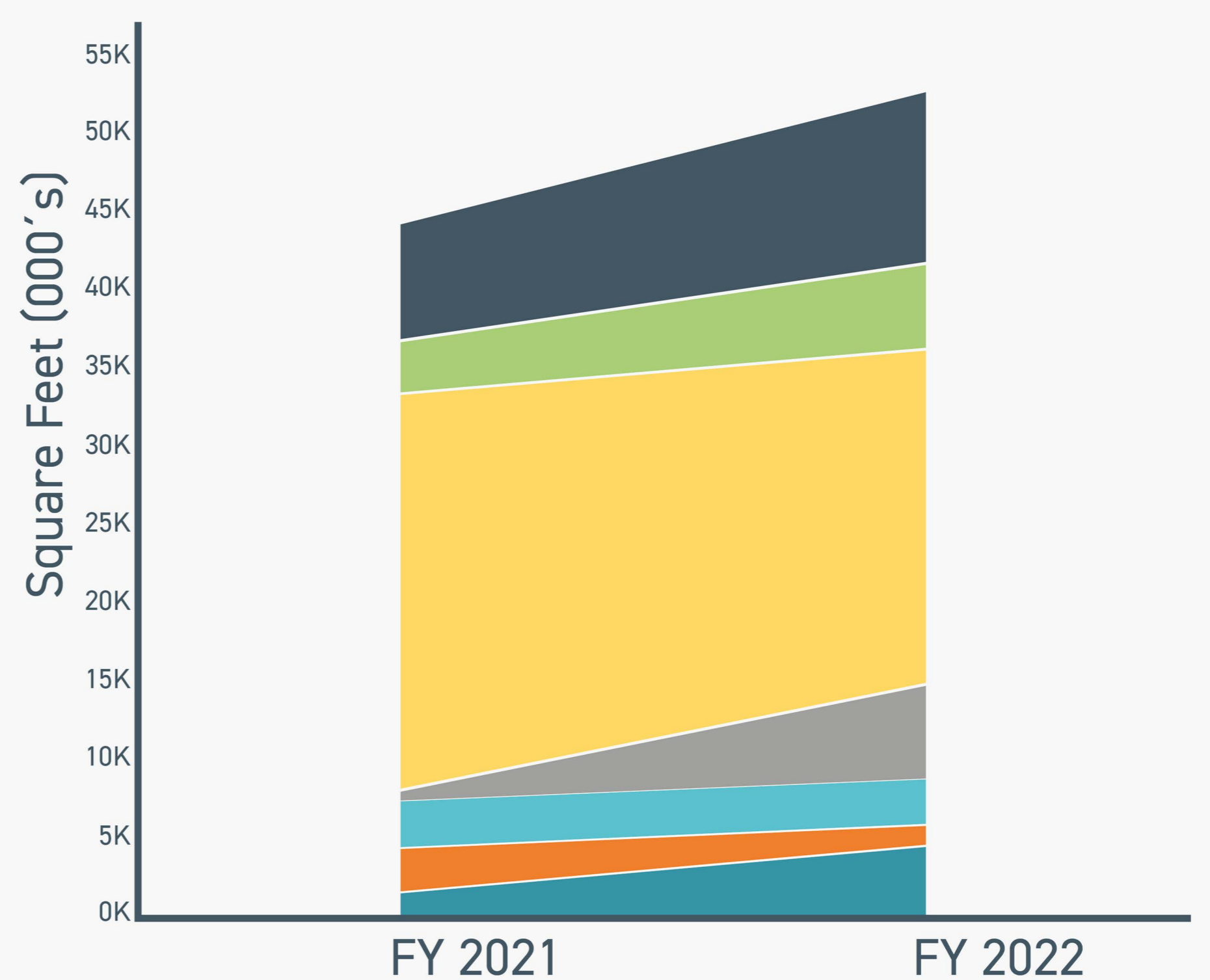
CAPITAL INVESTMENT

The total amount of capital investment from expansions/relocations in FY21-FY22 shows a 180% increase in FY22, with \$7.2B in capital investment compared to \$2.6B in FY21



SQUARE FOOTAGE

The total amount of square feet occupied from expansions/relocations in FY21-FY22 shows a 19% increase in FY22, with 52.9 square feet compared to 44.3 in FY21

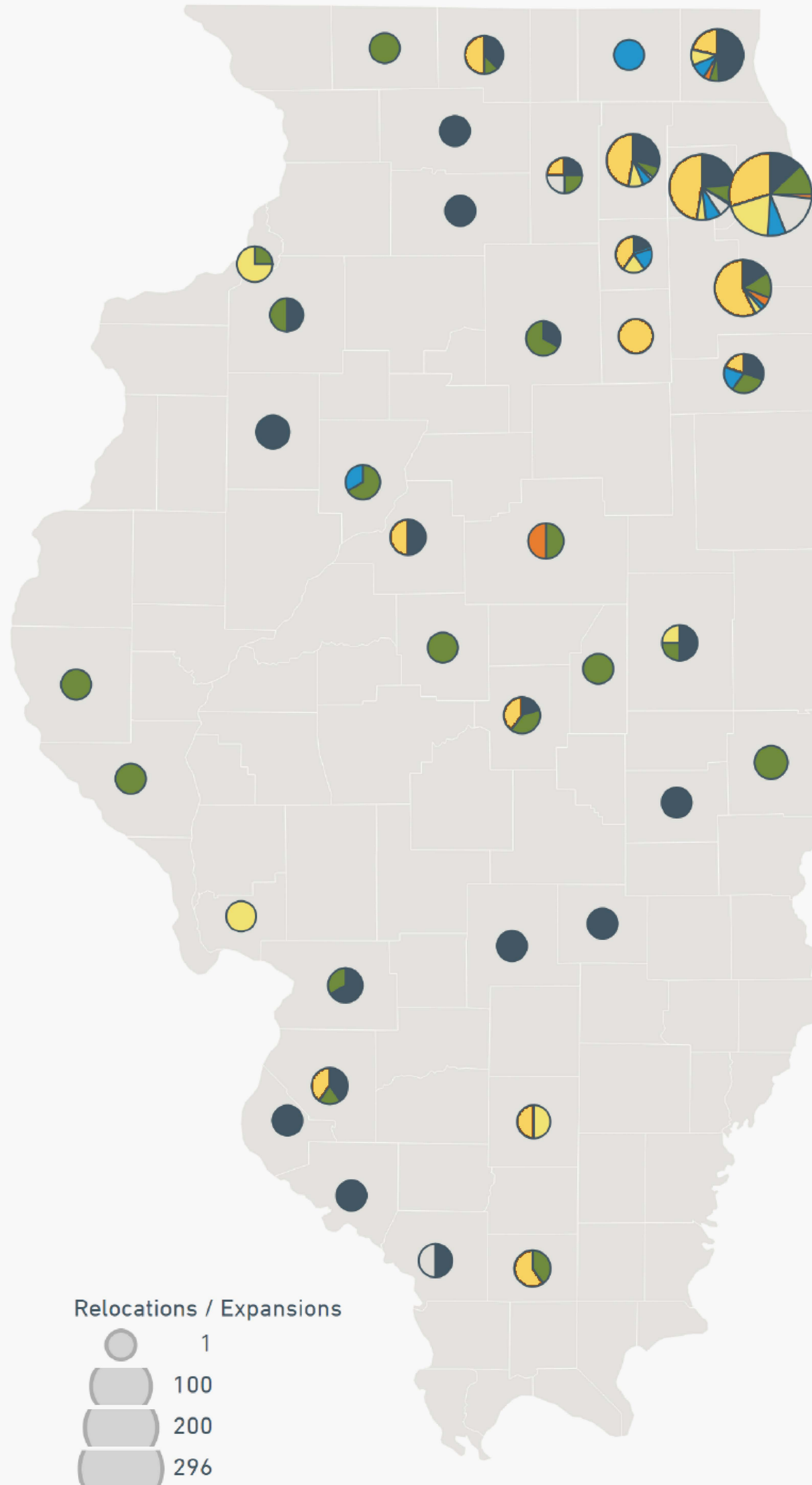


MAP OF EXPANSIONS AND RELOCATIONS

County level expansions and relocations from FY21/22. Pie charts sizes are proportionate to the number of relocations and expansions in each county, with colors indicating focus industries.

**Note: a high proportion of TDL projects occurred in Chicago MSA collar counties, and a high proportion of EV expansion occurred in McLean county

MAP SHOWS RELOCATIONS/EXPANSIONS FOR **BOTH** FISCAL YEAR 2021 & 2022.



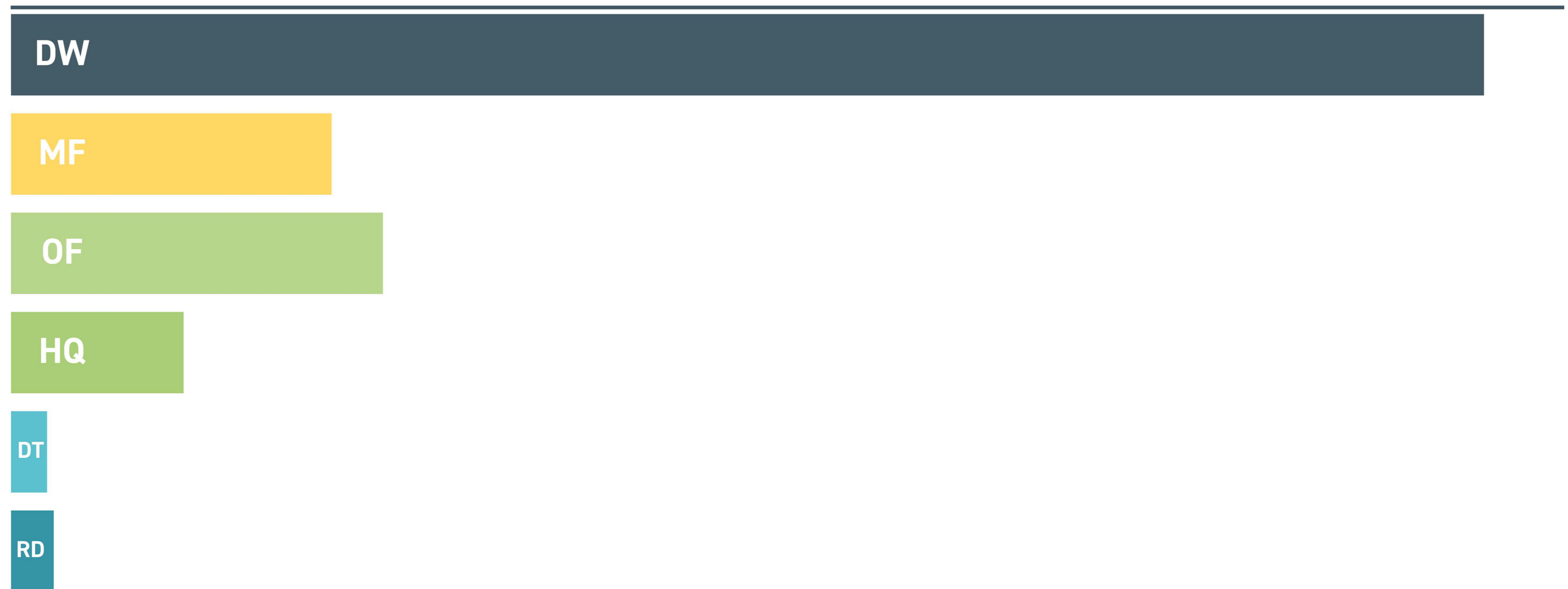
EXPANSION AND RELOCATION CATEGORIES

Expansions and relocations for FY21/22 according to type of development

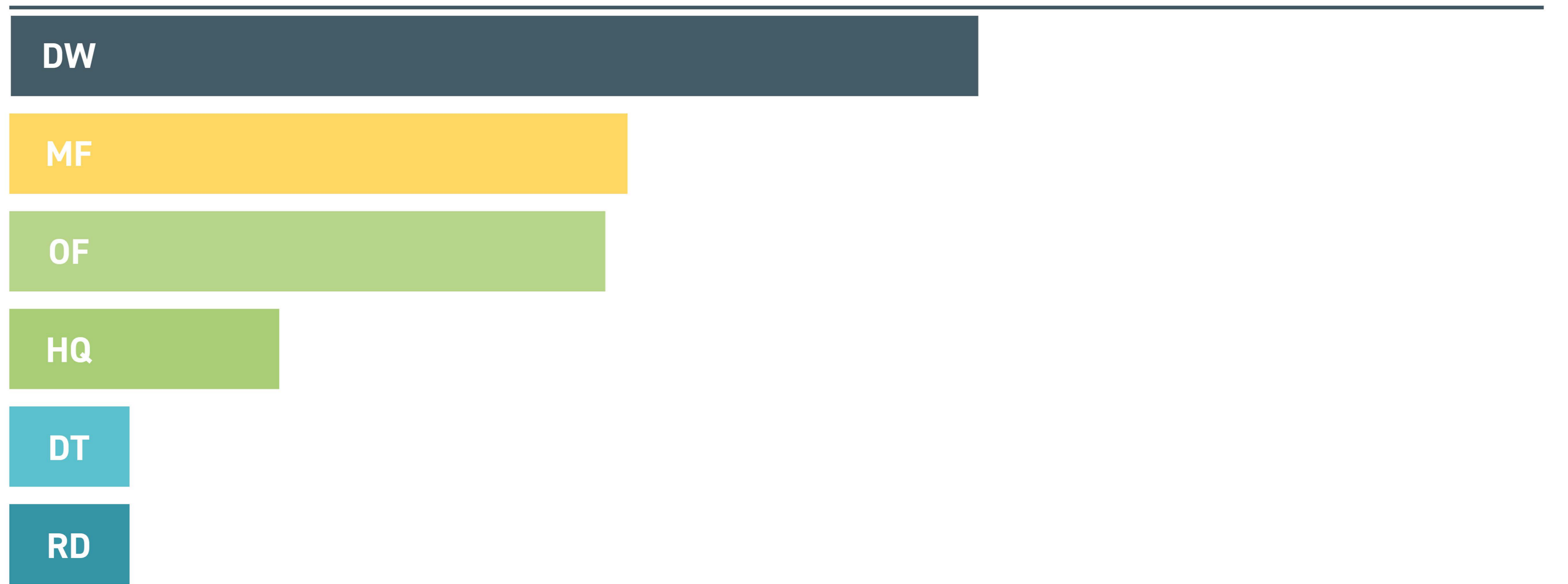
** Note: an increase in the number of manufacturing, office, headquarters, and R&D projects in FY22 as compared to FY21; R&D expansions/relocations increased by 171%, manufacturing increased by 94%, office by 62%, and headquarters by 55% in FY22

DW	Distribution and warehouse
MF	Manufacturing
OF	Office
HQ	Headquarters
DT	Data centers
RD	Research and development

FY 2021



FY 2022



0 40 80 120 160 200 240

Relocations / Expansions

10 | BUILDING EFFICIENCY

Intersect Illinois' operations department improved employee satisfaction by **25%**, reduced costs by **\$40k**, and substantially improved the quality of benefits by securing an accredited certified PEO (professional employer organization) provider. Other initiatives that made the organization run more efficiently and effectively in FY22 include:



Certification of Intersect Illinois employee handbook



Created and implemented policies for employees to maintain a hybrid working environment



Secured a 5-year not-for-profit sales tax exemption certificate renewal



Maintained accordance with the Government Auditing Standards issued by the Comptroller General of the United States



Achieved Excellent Standing for grant reporting in accordance with the State of Illinois grant rules and regulations

11 | BOARD AND INVESTOR COMPANIES (SERVING IN FY2022)

NEW APPOINTEES

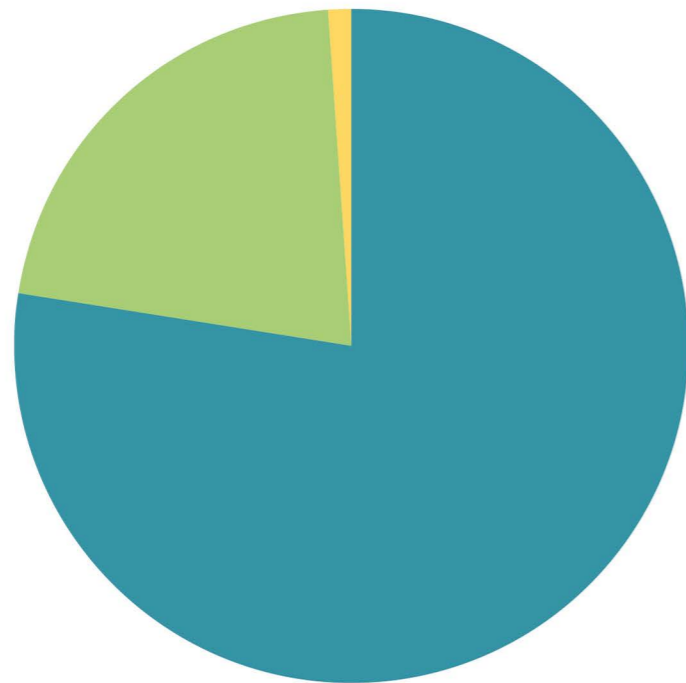


MEMBERS

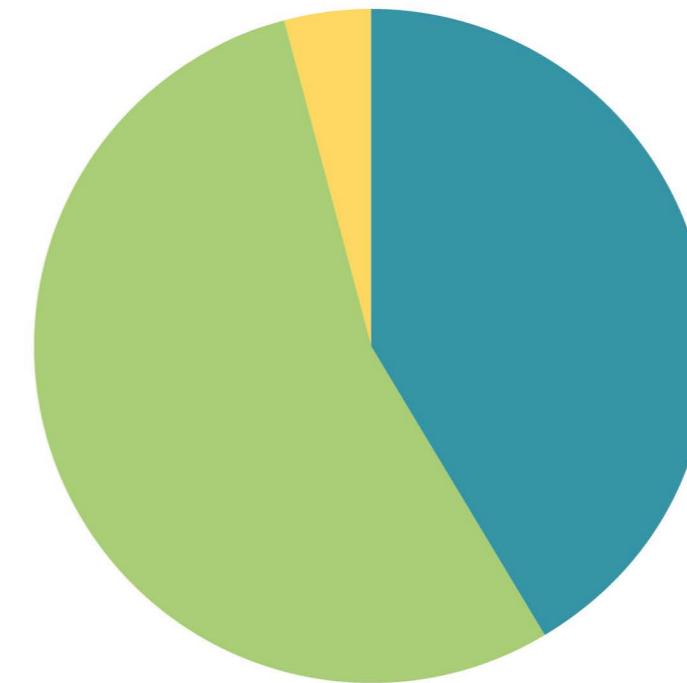


12 | INTERSECT ILLINOIS FY22 REVENUE & EXPENSES

Revenue:	
State Grant	\$2,943,970.89
Contributions	\$808,086
In-Kind	\$35,058.75



Expenses:	
Marketing	\$1,254,863.69
G&A	\$1,655,280.94
Travel & Meals	\$118,107.27





INTERSECT ILLINOIS 2022 (FISCAL YEAR) ANNUAL REPORT

 **INTERSECT**Illinois