



ILLINOIS

ILLINOIS:

DREAM BIG, MY FRIEND





ILLINOIS:



Office of Trade and Investment



Office of Trade and Investment (OTI) Mission

OTI's Mission:

- Help Illinois small businesses export their products around the world
- Attract foreign direct investment (FDI) to the State
- Represent the State of Illinois in the international community

OTI Works with Partners to Accomplish these Goals, including:

- The Small Business Development Center/International Trade Center network
- Economic Development Organizations, Local Chambers of Commerce, and Universities
- Foreign consulates, chambers of commerce, and international trade organizations
- Federal government agencies such as the US Department of Commerce, Small Business Administration, and Export-Import Bank
- Private sector service providers who provide either no charge or minimal cost export assistance programs

PROVIDE TRADE AND FDI LEADERSHIP

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State of Illinois' 10 Foreign Offices

- Tokyo
- Toronto
- Brussels
- Shanghai
- New Delhi
- Hong Kong
- Mexico City
- Jerusalem*
- São Paulo*
- Johannesburg*

* Shared Office



OTI is headquartered in Chicago and has staff in Springfield; provides Illinois companies with global coverage from 10 regional foreign offices

STATE OF ILLINOIS FOREIGN OFFICES ARE AN INVALUABLE RESOURCE ON THE GROUND





Illinois is a major global exporter

Exports = Economic Engine

- Illinois is the largest exporting State in the Midwest and the 5th largest exporting State in the nation
- Exports totaled over \$68.2 billion in 2014
- Since 2009, Illinois exports have grown by \$26.6 billion a 64% increase, outperforming the national average of 53.5%
- Direct exports accounted for nearly 10% of the Illinois Gross State Product (GSP) in 2014

NUMBERS SPEAK THE TRUTH

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Illinois' Top Export Markets

Illinois exports globally, with close ties to our neighbors

Rank	Partner Market	Annual 2014 (in billions)
	Total Illinois Exports	68.2
1	Canada	22.1
2	Mexico	7.9
3	China	4.7
4	Germany	2.9
5	Japan	2.6
6	Australia	2.4
7	Brazil	2.3
8	Belgium	1.6
9	United Kingdom	1.6
10	Netherlands	1.5
11	Singapore	1.3
12	Republic of South Africa	1.0
13	Hong Kong	1.0
14	Republic of Korea	1.0
15	France	0.9

World Institute for Strategic Economic Research (WISERTrade) via Census Bureau

AN EXPORT POWERHOUSE





Illinois' Top Export Industries

Illinois' highly diverse export industries

Rank	Illinois Industry	Annual 2014 (in billions)
	Total Illinois Exports	68.2
1	Machinery, Except Electrical	12.9
2	Transportation Equipment	8.0
3	Chemicals	7.6
4	Computer And Electronic Products	7.3
5	Petroleum And Coal Products	5.3
6	Electrical Equipment, Appliances, and Component	3.8
7	Food And Kindred Products	3.6
8	Fabricated Metal Products, Nesoi	3.4
9	Agricultural Products	3.2
10	Miscellaneous Manufactured Commodities	2.4

World Institute for Strategic Economic Research (WISERTrade) via Census Bureau

AN EXPORT POWERHOUSE





Why should *YOU* export?

Market Access

More than 70% of the world's purchasing power is outside the US

Profitability

Exporting firms grow faster and are more profitable than non-exporting firms

Opportunity

American products are in high demand around the world

This is why participating companies generate **over \$10 in export revenue** from **every \$1 invested** in the State's export assistance program (ISTEP)

WE ARE HERE TO HELP

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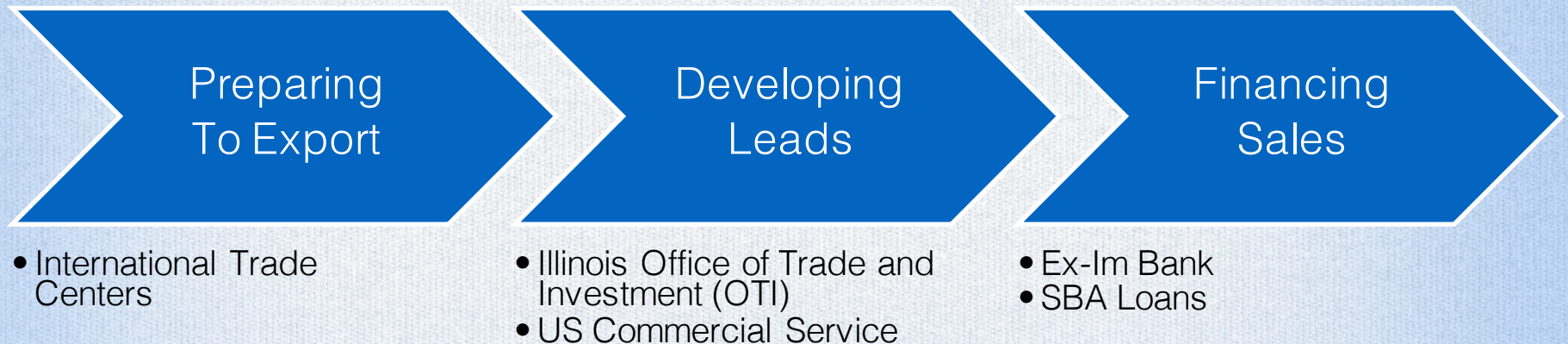




Trade and Export Assistance

Illinois State Trade and Export Promotion program (ISTEP)

- Market research on industries, buyers, and distributors
- Financial assistance to companies looking to develop trade leads
- Organizing overseas trade missions to target markets and trade shows, while providing financial and technical assistance to participants
- Assistance for product compliance certifications





Foreign Office Assistance

STATE OF ILLINOIS FOREIGN OFFICES ARE AN INVALUABLE RESOURCE ON THE GROUND

- Arrange match-making and one-on-one, tailored business meetings for individual Illinois firms
- Offer foreign market expertise and research in identifying and tracking agent and/or distributor leads
- Promote Illinois products and services to foreign customers in their region

“The State of Illinois Office in Hong Kong is like having our own office in China”

Automated Design Corporation,
Romeoville, IL

ILLINOIS FIRMS HAVE GLOBAL SUPPORT

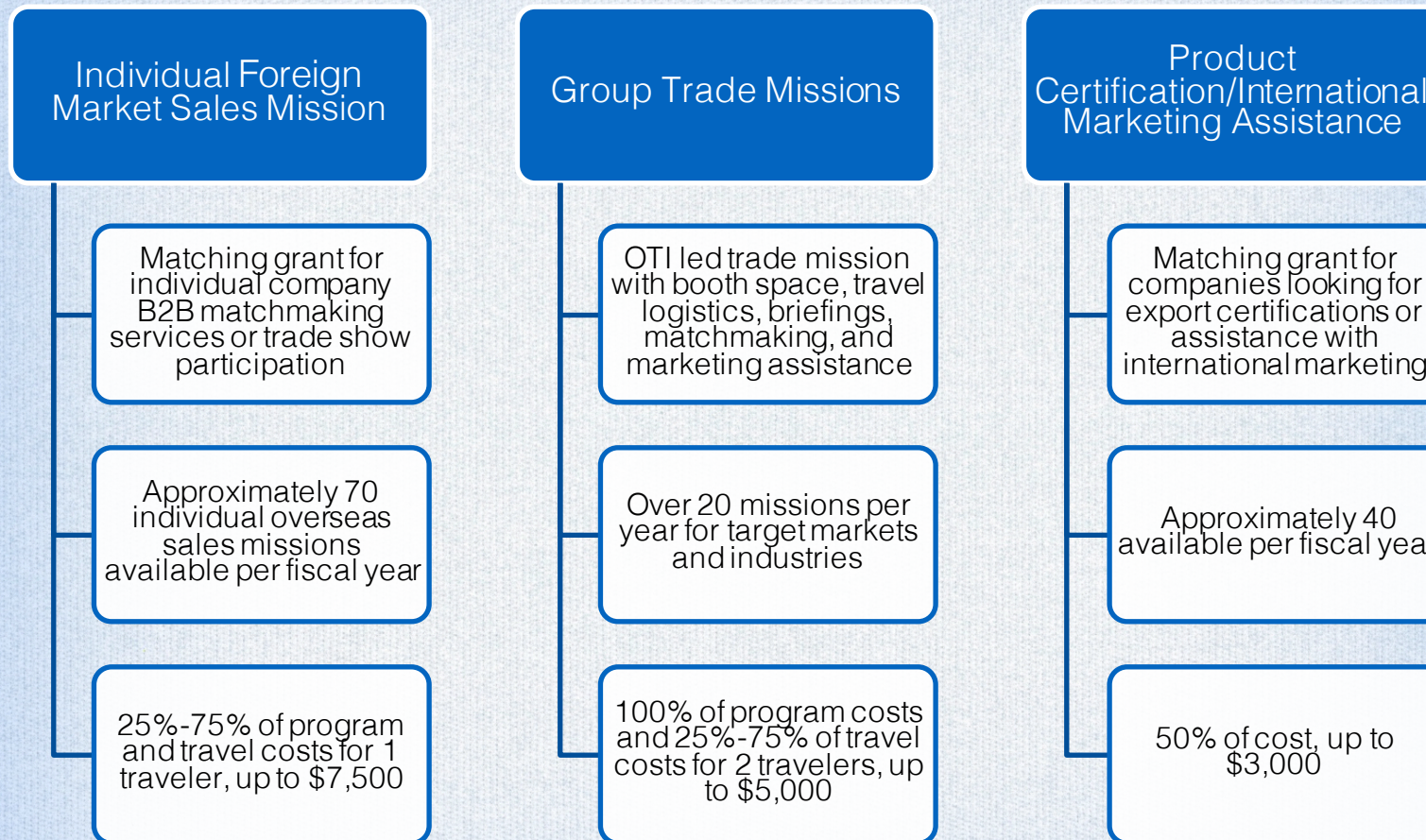
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ISTEP Assistance

Financial & Technical Support to Exporters



*Companies may participate in two group trade or individual foreign market sales missions per fiscal year

A STATE OF ILLINOIS PROGRAM THAT FITS YOUR NEEDS





2015-2016 Group Trade Missions

Trade Show	Location	Date
Medical Chennai	Chennai, India	July 31 – August 2, 2015
Aquatech India	New Delhi, India	August 11-13, 2015
AIMEX 2015	Sydney, Australia	September 1-4, 2015
WATEC Trade Show	Tel Aviv, Israel	October 13-15, 2015
Eco Expo Asia	Hong Kong, China	October 28-31, 2015
MEDICA	Dusseldorf, Germany	November 16-19, 2015
Tanzania Int'l Trade Exhibition and Matchmaking in Kenya	Dar es Salaam, Tanzania	November 20-22, 2015
Arab Health	Dubai, UAE	January 25-28, 2016
Mobile World Congress 2016	Barcelona, Spain	February 22-25, 2016
Medical Japan	Osaka, Japan	February 24, 26, 2016
Restaurants Canada	Toronto, Canada	February 28 – March 1, 2016
Asia Water 2016	Kuala Lumpur, Malaysia	April 6-8, 2016
EXPOMIN 2016 Trade Show	Santiago, Chile	April 25-29, 2016
Africa Health and Matchmaking in South Africa and Lusaka	Johannesburg, South Africa	April 27 – May 7, 2016
FABTECH Mexico	Mexico City, Mexico	May 3-5, 2016

WHERE TO GO?





Past Missions to Africa (2011 to 2014)

Trade Show	Location	Year
Promote Exhibition	Yaoundé, Cameroon	2011 and 2014
Kenya & Nigeria Infrastructure Show 2012	Nairobi, Kenya and Lagos, Nigeria	2012
Matchmaking Mission 2013	Addis Ababa, Ethiopia & Accra, Ghana	2013
Professional Beauty Trade Show	Johannesburg and Cape Town, South Africa	2013 and 2014
Medic West Africa 2013	Lagos, Nigeria	2013
ChemExpo Africa 2013	Johannesburg, South Africa	2013
Tanzania Trade Show and Matchmaking in Kenya 2014	Dar es Salaam, Tanzania and Nairobi, Kenya	2014

WHERE TO GO?

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ILLINOIS: PROMOTING SME's



COLLABORATION WITH THE COMMUNITY



Eligibility Requirements

Profitable Illinois companies that have been in business for at least one year, must have:

- Fewer than 500 employees
- At least \$250,000 in annual revenue
- Understanding of the costs associated with exporting
- Products and/or services containing at least 51% U.S. and 25% Illinois content
- A sound strategy for exporting and is export ready

CAN MY COMPANY PARTICIPATE IN THE ISTEP PROGRAM?

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Success Metrics

- From July 2014 to June 2015, OTI supported 219 company trade missions
- These missions generated \$4.76 million in on-site sales revenue
- **In total, OTI has assisted over 400 Illinois companies;** helping to expand their global footprint
- 30% of companies are rural, woman, minority, or veteran-owned
- **ISTEP supported sales missions have totaled over \$100 million in actual sales revenue** for participating companies

WOW, SIGN ME UP

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Testimonials

DCEO-OTI facilitated an opportunity for us to explore a new international market that we would not have had the resources to do on our own. They were extremely helpful in providing resources, exhibit space and logistics. Without the assistance of DCEO-OTI we would not have traveled to Colombia for the International Trade Show Bogota. During the trade show we met several potential customers including one with an immediate requirement. Within 60 days this turned into a \$55,000 order and shortly there after we received additional orders totaling over \$300,0000.

Rockford Manufacturing Group – South Beloit

Mary Ma recommended our participation in an ISTEP seminar at Governor's State University in 2013. Since then DCEO-OTI and the OTI foreign office have provided us with great assistance in our efforts to expand our exports to Europe and Asia. Margo Markopoulos has been particularly helpful to our company. She has taken the time to meet with me face-to-face and has recommended helpful ideas for developing our exporting efforts further.

Shamrock Structures – Woodridge

Grant funding for the trip made it possible to travel to China. As a result of this trip we were able to negotiate a final agreement with a customer for a project valued at approximately \$5,000,000.

Transco Products Inc. – Chicago

Through the ISTEP grant, we were able to get face-to-face in an emerging market, allowing us to grow our business in Chile. The STEP grant financing helped defray the cost which we might normally not have spent to exhibit at EXPOMIN.

Tuxco – Gurnee

OUR CLIENTS SPEAK ABOUT THEIR SUCCESS

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Senior International Trade Specialist

Africa and the Middle East



Sam Ntum

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OFFICE OF TRADE AND INVESTMENT - WHERE BIG DREAMS ARE REALIZED

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Questions?

For more information on the Office of Trade and Investment

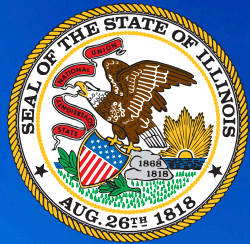
- Visit our website at exports.illinois.gov or fdi.illinois.gov
- Visit your local International Trade Center for a consultation

OFFICE OF TRADE AND INVESTMENT - WHERE BIG DREAMS ARE REALIZED

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THANK YOU



Illinois
Department of Commerce
& Economic Opportunity
Bruce Rauner, Governor