



## Foreign Direct Investment

OTI promotes Illinois as an excellent place to do business based on the State's unique transportation infrastructure and location, talented workforce, easy access to key markets, and our positive business climate. OTI overseas offices hold regular FDI outreach events as well as provide foreign companies with information on state services, including investment packages and site location services, and the availability and advantages of Illinois Foreign Trade Zones.

## FDI facts to know

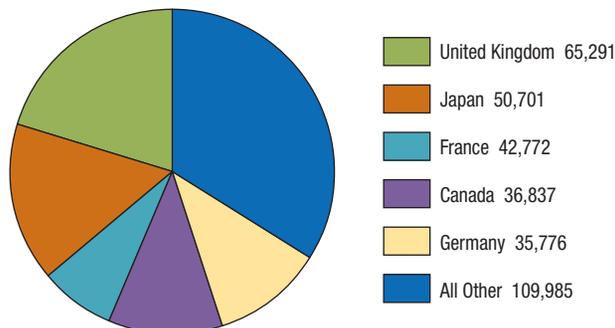
Illinois ranks #1 in the Midwest as a destination for foreign investment.

Illinois is home to nearly 1,600 foreign firms with 6,416 locations, employing 323,362 Illinois residents.

Site Selection magazine ranked Illinois and Chicago among the top 10 locations for new and expanded corporate facilities (2012). Illinois' rank among the states moved up to seventh and Chicago's rank is second in the metropolitan areas category.

Chicago recently named #1 U.S. city for foreign direct investment and U.S. "City of the Future" by Foreign Direct Investment Magazine.

## FDI Employment in Illinois by Country



## Sister State/City Agreements & Memorandums of Understanding

OTI helps facilitate sister-state/city agreements with foreign countries and entities, including Memorandums of Understanding, to formalize and foster trade, tourism, education, technology sharing and cultural exchanges.

## International Delegation Protocol

OTI serves as the official State of Illinois International Office, welcoming foreign delegations, developing international relationships and collaborating with organizations in the Chicago international community, including the 79 Consulates/Consuls General, more than 40 international/ethnic Chambers of Commerce and over 90 international trade organizations.



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## ILLINOIS OFFICE OF TRADE & INVESTMENT

Opening overseas markets  
for Illinois companies and  
promoting Illinois  
worldwide to attract  
foreign investment



<http://exports.illinois.gov>  
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Illinois Department of  
Commerce and Economic Opportunity  
**Office of Trade and Investment**

DCEO's mission is to raise Illinois' profile as a global business leader. To achieve this, Illinois has a network of professionals focused on improving Illinois' competitiveness in the global economy.

Illinois is a global economic powerhouse, with the 19th largest economy in the world. The Gross State Product (GSP) is over \$671 billion, and exports account for nearly 9.7% of GSP.

With headquarters in Chicago and foreign office around the world, DCEO's Office of Trade and Investment (OTI) provides services in the following areas:

- Exporting
- Foreign Direct Investment-Business Attraction
- Sister State/City Agreements and Memorandums of Understanding
- International Delegation Protocol

## Exporting

To meet Governor Quinn's goal of doubling exports by the end of 2014, we are eager to help small and medium-sized Illinois businesses begin to export or grow their market.

If you are new to exporting, the first stop you'll want to make is at an Illinois Small Business Development Center (SBDC) International Trade Center (ITC). With eleven locations around the state, they provide regional support for OTI programs and services, including:

- Individualized counseling and assessment sessions to determine company's exporting capabilities and interests
- Trade reference materials, international trade leads and International Certification opportunities
- Market research, analysis and options for the company to determine the best geographic market for its products
- Financial assistance for export ventures
- Customized lists of buyers, agents, distributors and other potential industry partners overseas
- Financial, legal and other industry experts as requested
- OTI overseas missions and individual company assistance in foreign markets

When you have identified your target market, you may wish to participate in an OTI Overseas Trade Show/Mission or an Individual Foreign Market Sales Mission. These programs provide Illinois companies with:

- Trade show booth space to exhibit products
- Optional service for matchmaking appointments to meet prospective pre-qualified partners, agents and distributors
- Briefing materials
- Interpreter services if required
- Ground transportation to programmed events
- Assistance with travel logistics

## Exporting facts to know

From 2008-2011, Illinois led the Midwest for exports and was the 5th highest exporting state.

Illinois exports totaled \$64.8 billion in 2011, up 29.5% over 2010.

Illinois' 2011 export growth was nearly double the average U.S. export growth of 16%.

Since 2009 through today, Illinois is on pace to meet or exceed the Governor's goal of doubling exports by the end of 2014.



Top 5 industries for Illinois' exports 2011	
Machinery, Except Electrical	\$17.83 billion
Chemicals	\$ 8.50 billion
Transportation Equipment	\$ 6.67 billion
Computer And Electronic Products	\$ 6.07 billion
All Agricultural And Related Products	\$ 6.06 billion

Top 5 countries for Illinois' exports 2011	
Canada	\$19.47 billion
Mexico	\$ 5.72 billion
China	\$ 3.89 billion
Australia	\$ 3.70 billion
Brazil	\$ 2.55 billion