



ILLINOIS
MANUFACTURERS'
ASSOCIATION

Manufacturing matters in Illinois! For more than two hundred years, innovative and ingenious Illinois manufacturers have made the world a better place to live by creating life-saving products, building our infrastructure, transporting people and products around the globe and into space, feeding the world, powering our homes and businesses, developing pioneering technology and communication, and providing for our nation's defense.

Today's modern manufacturing sector is high-tech, diverse, innovative, sustainable, and moving at the speed of light. Our members employ 592,000 women and men on shop floors, producing \$304 billion in economic output – the single largest share of the Illinois economy. Manufacturers are the innovators and entrepreneurs, dreamers and leaders of America.

The Illinois Manufacturers' Association is marching forward, side-by-side with industry to address challenges and shape the future. A powerful and respected leader from the White House to the Governor's Office, Congress to the General Assembly, and City Halls across the state, the IMA is the unifying voice and champion of manufacturing in Illinois.

We are solving problems and getting results by using cutting-edge tools and technology. In 2019 the IMA saved manufacturers more than \$300 million by extending the Research & Development credit, eliminating the franchise tax, and enacting a new Manufacturers Purchase Credit. Our Education Foundation is a world-renowned organization working to implement best-in-class solutions to develop the next generation manufacturing workforce. The IMA is delivering a real dollar return for manufacturers who invest in our mission.

In an era of social media, instant messaging, and terabyte requirements, staying ahead of the demand put upon today's manufacturers requires rapid responses and forward-thinking vision. Every new company that joins the Illinois Manufacturers' Association makes our voice louder and stronger.

The IMA is **Boldly Moving Makers Forward** and we invite you to join us.



Regards,

A handwritten signature in black ink, appearing to read 'Mark Denzler', written over a white background.

Mark Denzler
President & CEO



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“The IMA is extremely responsive and very attuned to the needs of Illinois manufacturers of all sizes and in all parts of the state. Our membership dollars have generated a very strong return, and we are proud to be associated with the IMA.”

Tom Welge
Vice President & General Counsel
Gilster-Mary Lee Corporation



leadership

Where We Came From

In 1893, seven companies met at the Medinah Temple in Chicago to create the Illinois Manufacturers' Association—the first state manufacturing trade association in the United States—with a goal of influencing various laws and regulations at the State Capitol. We're very proud that those seven companies are all still members of the IMA more than 120 years later because they understood then, and still recognize, that Illinois manufacturers are a critical cog in our economy that need to speak with a single voice.

Our state's proud manufacturing heritage was borne of ideals, dreams and American ingenuity. Whether it was the Civil War, the Industrial Revolution, or the advent of the assembly line, Illinois manufacturing played a key role in most major historical events of our nation's history.

Among the notable Illinois inventions are the steel plow that allowed farmers to break the rich Illinois soil...while the Ferris Wheel and Cracker Jack debuted at the 1893 World's Fair. The refrigerated rail car was designed and manufactured in Illinois so that strawberries could be shipped by rail. Demand for George Pullman's sleeping car skyrocketed when it was attached to the funeral train carrying President Abraham Lincoln's body home.

Where We Are

Today, Illinois manufacturing companies produce combines and farm equipment, bulldozers and mining equipment, steel, White House china, Skittles, components for the Mars Rover, and even macaroni & cheese. Illinois manufacturers contribute the single largest share of the state's economy and continue to be the economic engine for Illinois.

The Illinois Manufacturers' Association is the only association in Illinois dedicated exclusively to manufacturing. We are the oldest and one of the largest manufacturing associations in the nation, representing nearly 4,000 companies and facilities that employ nearly 600,000 workers from Cairo to Rockford, Danville to Moline. Our member companies reflect all sizes and sectors, from the Fortune 50 to small, family-owned businesses that serve as the backbone of every community in Illinois.

Where We're Going

The IMA's promise is to be a trusted champion for makers across Illinois. We are a bold advocate to shape policy that helps industry grow. As a valued resource, we provide information and knowledge that elevates the industry and keeps it on the cutting edge. As a reliable partner and proactive leader, we empower 4,000 members in every corner of the state and curate a diverse 21st century workforce through best-in-class programs and training. As a unified force, we boldly move makers forward in Illinois and beyond.

Growth Agenda:

Establish a strong manufacturing climate in Illinois

- Fight for a balanced budget and true pension reform
- Enact real and meaningful reforms to the Workers' Compensation system
- Ensure a level playing field in the court system with fair, common sense reforms
- Modernize and invest in world class infrastructure that moves people and products
- Reduce health care costs for both patients and providers
- Eliminate regulations that increase costs and reduce employer flexibility
- Create a fair Unemployment Insurance system

Develop a tax system that promotes manufacturing

- Create a modern and permanent Research & Development incentive
- Eliminate the state's sales tax on electricity and natural gas
- Preserve a low and flat income tax system
- Incent the location of manufacturing machinery and equipment in the state
- Maintain the confidentiality of private tax records

Champion strong energy policies

- Embrace an "all of the above" approach to energy production
- Grow hydraulic fracturing in southern Illinois
- Streamline permitting processes at the EPA
- Promote self-directing programs that increase efficiency and reduce energy usage
- Oppose carbon taxes and EPA regulations that disadvantage manufacturing

Create a 21st Century Workforce

- Establish a pipeline of qualified workers
- Lead STEM (Science, Technology, Engineering & Math) Exchange for Manufacturing
- Implement stackable credential programs in community colleges
- Administer job training programs
- Support initiatives to transition U.S. veterans and military personnel into manufacturing jobs

“The Illinois Manufacturers' Association is the collective voice of manufacturing in Illinois, representing thousands of companies and nearly 600,000 workers. The Association works collaboratively to create a strong economic climate that will attract good manufacturing jobs and investment in our state.”

David Arch
Chairman
Blistex Inc.



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www.ima-net.org

“The Illinois Manufacturers’ Association is the leading business organization in Illinois and ensures that manufacturers have a strong presence and clear voice at the State Capitol.”

Renee Togher
President
Azteca Foods

empower



“As a global company that both manufactures and exports out of Illinois, we are proud to partner with such a respected and influential organization as the **Illinois Manufacturers' Association**. They have earned our trust over years of advocacy on behalf of Illinois employers.”

Kathryn Karol
VP, Global Gov't and Corporate Affairs
Caterpillar Inc.



What We Do

A powerful and respected advocate, the Illinois Manufacturers' Association is the unifying voice of manufacturers at the State Capitol where laws and regulations can impact the bottom line.

Whether it's tax policy, environmental regulations, health care reform, or labor law, the IMA's innovative and effective team of experts is on the front line every single day. We're proud to be honored by The American Society of Association Executives for our successful legislative advocacy.

Our successes are boldly moving makers forward in Illinois.

In 2019, the IMA's strong advocacy reduced taxes on employers by more than \$700 million.

The IMA has also...

- Successfully championed a \$45 billion infrastructure program to build and replace Illinois' aging infrastructure.
- Enacted a new Manufacturers Purchase Credit eliminating sales tax on consumables used in the manufacturing process saving \$40 million.
- Trained more than 10,000 manufacturing workers through the Employer Training Investment Program to build a world-class workforce.
- Created a new \$3,500 apprenticeship tax credit to offset education expenses incurred by a manufacturer.
- Saved employers more than \$400 million by eliminating a 0.3 percent unemployment insurance tax that would have cost businesses \$38 per employee.
- Modernized the Telecommunications Act to allow for deployment of new 5G technology.
- Stopped efforts to require unionization in manufacturing facilities.
- Defeated efforts by the Cook County Assessor to shift higher property taxes on commercial and industrial taxpayers.

Manufacturers are addressing challenges and envisioning the future. As the most influential and respected voice of manufacturing in Illinois, the IMA is your champion.

Membership Benefit Programs

The IMA combines the buying power of its collective membership to offer low group rates on a wide range of important services. Best of all, the savings on the IMA Benefit Programs extend beyond IMA member companies to include the member companies' employees and their families. These programs include energy services offered by Constellation, Intelligent Energy Management Solutions; discounts on parts cleaning, industrial waste, used oil collection, and vacuum services needs offered by Crystal Clean, uniforms and dust control products by Aramark Uniform Services, and office supplies through OfficeMax.

Employer Training Investment Program

The IMA administers numerous state grants for the Employer Training Investment Program (ETIP), a competitive application program for Illinois-based manufacturers and service companies to upgrade the skills of their workers in order to remain current in new technologies and business practices. Participation in the program enables companies to remain competitive, expand into new markets and introduce more efficient technologies into their operations. ETIP grants may reimburse Illinois companies for up to 50 percent of the eligible cost of training their employees.

IMA Education Foundation

Manufacturing STEM Learning Exchange

Since 2011, the IMA Education Foundation has been the voice of business in Illinois' efforts to create an education system that meets the needs of a rapidly changing 21st Century Workforce. Working alongside top thought leaders in the field of secondary and post-secondary education, the Foundation has become a recognized authority in promoting career and technical education that lead to careers in manufacturing. More recently, the Foundation has led efforts across the state to promote Manufacturing Month in Illinois, a formal strategy to open the doors and welcome students to learn about the wide array of careers available in manufacturing. Since its beginning in 2012, Manufacturing Month has grown to more than 250 events during the month of October.

Apprenticeships Come to IMA Members

Manufacturers have long admired the European education system for its holistic approach to preparing a skilled workforce through apprenticeships. The IMA, partnering with the German-American Chamber of Commerce of the Midwest and more than a dozen community colleges, launched the ICATT Apprenticeship Program focusing on high-quality apprenticeships in multiple in-demand occupations like Industrial Maintenance Technician, Mechatronics Technician, CNC Operator-Programmer, Logistician and several other occupations. Fueled by federal apprenticeship grants, eligible manufacturers can receive financial support to offset the costs of implementing an effective apprenticeship program. In addition, the IMA Education Foundation led the effort to secure passage of legislation establishing a state tax credit for employers who have registered apprentices and pay the tuition for related technical instruction. Contact the IMA for more details on this exceptional value added benefit of your IMA membership.

Dream It Do It Illinois

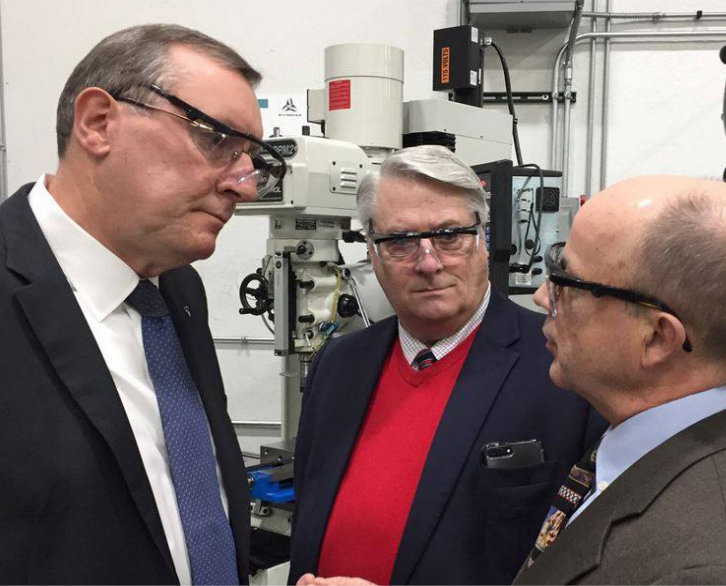
The IMA Education Foundation is proud to be part of the Dream It Do It network. Go to www.DreamItDoItIL.com to learn about the great careers you can have in manufacturing. Whether you're a student, parent or teacher you'll be able to find out that careers in manufacturing are rewarding and high paying, too. Employers can also access a number of tools in our specialized sections, and teachers can access a number of great resources for use in the classroom.

A smiling male worker wearing a yellow hard hat and a grey work shirt is working on industrial machinery. He is looking up at the camera while holding a green metal beam. The background shows various industrial components and wires.

promote

“What I appreciate most about the **Illinois Manufacturers' Association** is their focus and vision. They're focused on the issues that matter most to Illinois manufacturers, and they have a vision for creating and maintaining a positive business climate in the state.”

Greg Webb
Vice President, State Government Relations
Archer Daniels Midland Company (ADM)



“The IMA does vital work in addressing the critical economic, policy, and environmental challenges facing Illinois manufacturers. John Deere is proud to be a founding member.”

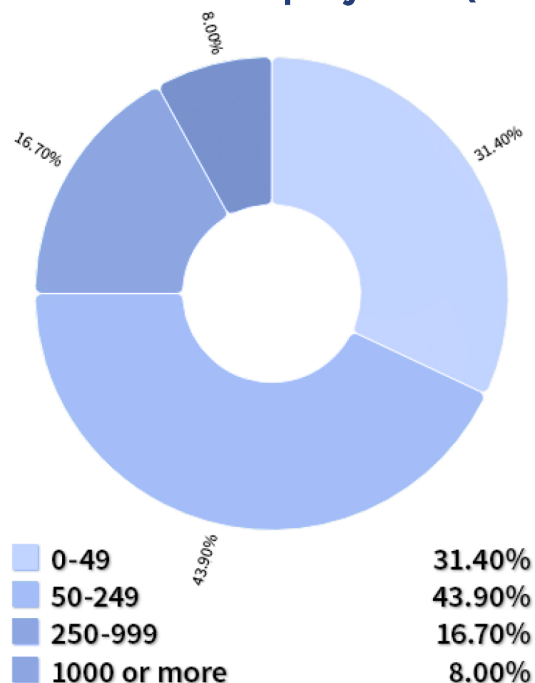
Samuel R. Allen
Chairman
Deere & Company



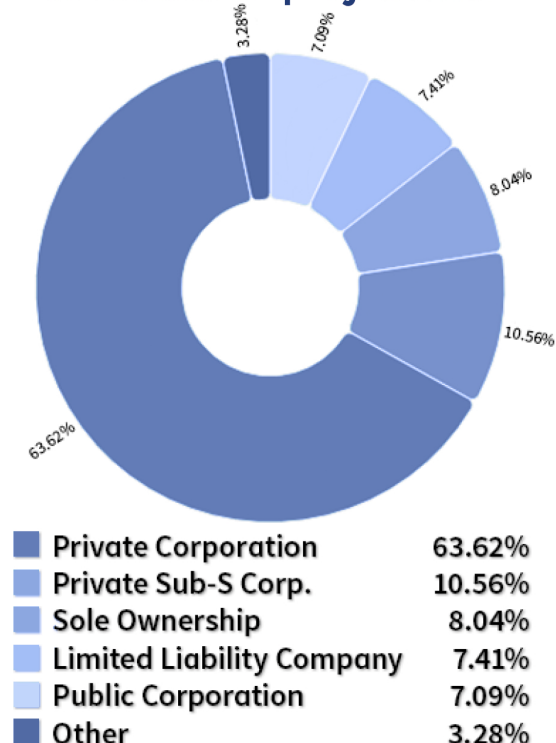
strengthen

IMA Member Demographics

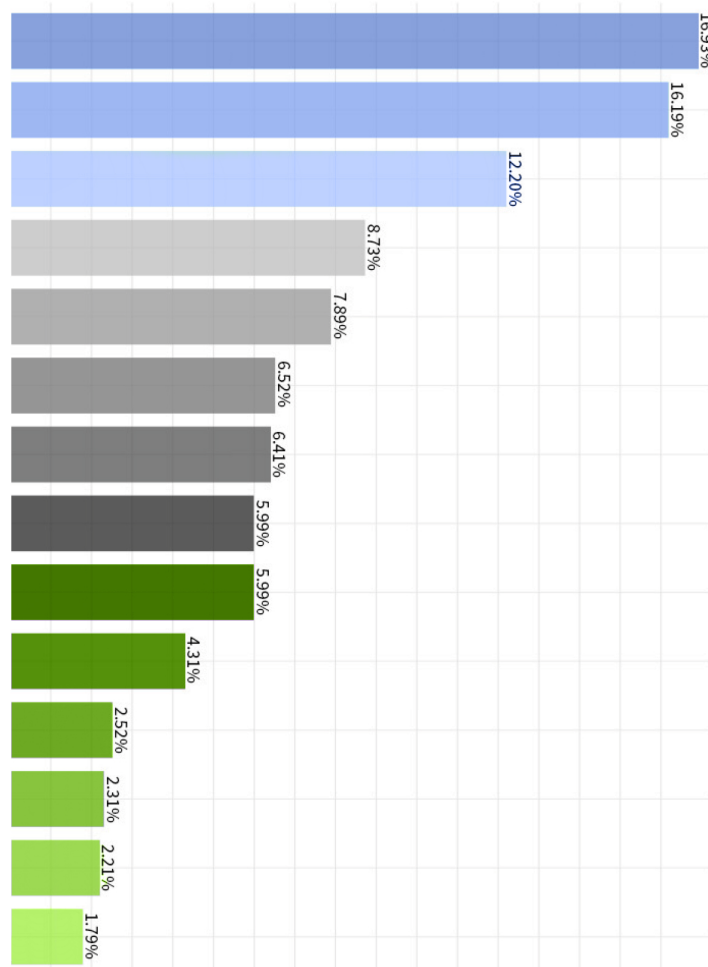
IMA Membership by Size (FTE)



IMA Membership by Ownership



IMA Membership by Industry



Heavy Equipment	16.93%
Fabricated Metal	16.19%
Food/Beverage	12.20%
Chemical	8.73%
Other	7.89%
Paper	6.52%
Plastics	6.41%
Steel	5.99%
Electronics	5.99%
Transportation Equipment	4.31%
Petroleum/Energy	2.52%
Wholesale Durable Goods	2.31%
Printing	2.21%
Wholesale Non-Durable Goods	1.79%

Get Involved

It's an exciting time to be a part of the Illinois Manufacturers' Association! For more than 125 years, the Illinois Manufacturers' Association has strengthened the business climate for manufacturers. The IMA provides a **wide range of opportunities for members to network** with one another, share best practices and learn from experts. Opportunities for engagement coupled with valuable membership resources give your company the **tools you need for success**.

Manufacturing Day at the Capitol: Hundreds of manufacturers visit the State Capitol for a luncheon, speakers, and personal visits with lawmakers and elected officials.

IMA Annual Luncheon: Celebrate Illinois manufacturing with over four hundred manufacturing leaders, industry experts and key officials.

Legislative & Business Roundtables: Meaningful discussions with lawmakers and area manufacturers covering key issues that impact our sector.

Manufacturers Environmental Group: Provides briefings and updates on key environmental issues while making recommendations for policy changes. The Annual IMA Environmental Conference offers the latest on trending environmental issues and legislative proposals.

Women in Illinois Manufacturing Council: Designed for any woman working in or with manufacturing, this group provides statewide opportunities to build a network of accomplished women as they share their career experience and pathways to success.

Next Wave in Manufacturing Leadership: This group provides opportunities to develop leadership skills, build strong networks of like-minded individuals and learn organizational best practices impacting the entire manufacturing enterprise.

Conferences: In-depth programs to stay up to date on critical components of a successful manufacturing enterprise, such as; Workplace Safety, Taxes, Workers' Compensation, Automation, and Salary Trends.

IMA Communications: Members receive a daily Morning Digest featuring key news clips, a weekly newsletter with the latest labor, tax policy, health and HR updates, breaking Legislative Alerts, and the quarterly Illinois Manufacturer magazine.

The Illinois Manufacturers' Association represents nearly 4,000 member companies and facilities. Our membership team is second to none and looks forward to connecting you with the resources you need to run a successful company.



Cindy Tomei, CAE
Vice President, Membership Growth & Engagement

Cindy Tomei

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“ The **Illinois Manufacturers’ Association** works diligently to advocate for manufacturers at the local, state and federal levels. The association serves as **the voice for all businesses**, big and small, that might otherwise not have their concerns heard by their elected officials.”

Linda Boasmond
President
Cedar Concepts Corporation



BOLDLY MOVING MAKERS FORWARD

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