The Illinois Manufacturers’ Association is **BOLDLY MOVING MAKERS FORWARD** and stands shoulder to shoulder with American manufacturers who are leading our nation forward as we recover and rebuild from the global pandemic that is reshaping the world around us. The IMA is proudly standing by your side every single day dealing with COVID-19, supply chain issues, health and safety regulations, and every issue impacting manufacturers.

Throughout the last year, as the world continued to deal with COVID-19, the IMA remained your source of timely and accurate information. Whether it was seminars on federal stimulus programs, ever changing mandates, or the President’s proposed ETS standard for employers, the IMA provided information allowing manufacturers to operate safely and in full compliance with rules and regulations.

Importantly, the IMA’s “essential manufacturing” language in the Governor’s Executive Order remained in place allowing companies to continue operating. Because Governor Pritzker’s Executive Order became a national model, our language was used in more than a dozen states. The IMA was honored by the American Society of Association Executives (ASAE) for our leadership during the pandemic as “One of 100 Associations Saving the World.”

During 2021, the IMA continued to showcase amazing and innovative manufacturing companies and careers with focused campaigns that included our “Made in Illinois” posters and “Makers Madness – The Coolest Thing Made in Illinois” presented by Comcast Business. Our 2021 Manufacturing Day activities and Makers Hiring promotions showcased wonderful careers as we strive to address the workforce challenge. The IMA Education Foundation embarked on a statewide tour with nine stops to bring together manufacturers, educators, and economic development officials in order to speak with one voice.

Our team worked from the White House to the State House to City Hall to affect public policy decisions including state and federal stimulus legislation. At the State Capitol, the IMA successfully championed a new incentive designed to create an ecosystem for EV manufacturers and supply chain companies. Over eighteen months, our team advocated for manufacturers in an energy debate, which was incredibly important because manufacturers consume one-third of all energy in the United States. We stopped a new workers’ compensation presumption on employers and saved the Manufacturers Purchase Credit from elimination.

Our 2021 Annual Report highlights a year that showcased amazing innovation and resiliency by our state’s manufacturers. Time and treasure are precious commodities, and we value your investment in the Illinois Manufacturers’ Association.

I’m very proud that the IMA is growing stronger every single day with your support and investment.

Best,

Mark Denzler
President & CEO
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Linda McGill-Boasmond, Chairwoman, Cedar Concepts Corporation
Greg Webb, Vice Chairman, Archer Daniels Midland Co.
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Brian Snell, BlueCross and BlueShield of Illinois
Dr. Cristobal Valdez, Richland Community College
*George A. Vincent, III, The HallStar Company (Retired)
Tom Walters, Caterpillar Inc.
Melissa Washington, Commonwealth Edison Co.
Tom Welge, Gilster-Mary Lee Corporation

*denotes former Board Chair
TABLE OF CONTENTS

Testimonials ........................................................................................................................................ 6
2021 Manufacturer of the Year ........................................................................................................ 7

ADVOCACY

Covid-19 Response .......................................................................................................................... 8
Legislative Wins ................................................................................................................................ 9
More Legislative Wins ................................................................................................................... 10
More Legislative Wins / Budget and Tax Hikes ........................................................................ 11
Energy .................................................................................................................................................. 12
Virtual DC Fly-In ................................................................................................................................ 13
Made in Illinois .................................................................................................................................... 14
MPAC .................................................................................................................................................. 15
National Guard Lunch Delivery ...................................................................................................... 16

GROWTH

Membership Metrics .......................................................................................................................... 17
Makers Madness .............................................................................................................................. 18
Workforce Policy Tour / Lynne Mohr Scholarship ...................................................................... 19
Manufacturing Day/Month / Manufacturing Training Academies Launched .......................... 20
Communications Engagement / BGCCIL Candy Delivery ......................................................... 21

INNOVATION

Annual Luncheon ............................................................................................................................. 22
Virtual Business Day ....................................................................................................................... 23
Programming .................................................................................................................................... 24
Membership Benefits ....................................................................................................................... 25
Thank You to Our Sponsors and Partners .................................................................................... 26
WHAT IMA MEMBERS ARE SAYING

Rivian (Normal):
"Rivian is proud to be a member of the Illinois Manufacturers Association ("IMA"). Mark Denzler and the team at IMA do an excellent job of supporting Illinois’ manufacturing industry – including new companies like Rivian. IMA ensures the best interests of Illinois members are well represented at all levels of government – both state and federal."

Dienes-Nitz Solutions (Erie):
“DNS is very pleased with IMA and feel that our membership has been worth our while! Small manufacturers have so much to worry about these days and we are glad, we have an organization like IMA to help us navigate through this difficult time.”

Chicago Glue Machine & Supply (Bensenville):
“I continue to be impressed with the work done on the behalf of Illinois businesses, conciseness, timeliness, and usefulness of the updates from IMA, thank you. I am happy with our decision to join and if this is an indication of the value of the IMA we can’t wait to get more involved.”

Matrix Plastic Products, Inc. (Wood Dale):
“We’re glad to support the IMA. I can’t imagine a business association doing more for their members than what the IMA has done over the last 18 months.”

ASK Products, Inc. (Aurora):
“IMA was active and successful in SO many issues that are critical to manufacturers. Maybe I am wrong, but, I cannot ever recall such a wide range of actions where the IMA showed leadership; and, where on critical matters, we were largely successful.”
At the 2021 Annual Luncheon, the IMA proudly presented the 2021 Barry L. MacLean Manufacturer of the Year award to Gilster-Mary Lee of Chester. “Gilster-Mary Lee embodies the best of the best in American manufacturing with its focus on workforce opportunities and community safety. I’m so proud to recognize Gilster-Mary Lee as the 2021 Barry L. MacLean Manufacturer of the Year in Illinois,” said Mark Denzler, IMA president & CEO. “With a history spanning more than 120 years, Gilster-Mary Lee is now a leading private-label food manufacturing company with more than 3,000 employees at thirteen facilities in three states. During the pandemic, they’ve provided incredible leadership with a partnership with the Autism Workforce, and have promoted COVID-19 vaccination throughout their community. Gilster-Mary Lee’s innovation, integrity, and investment in our communities is making the world a better place every single day.” The IMA’s annual award recognizes a company for their leadership in six core areas:

1. **Manufacturing Advocacy**: Serves as a strong voice for the manufacturing industry at the local, state, or national level.
2. **Operational Excellence**: Creates a profound and lasting impact on stakeholders, companies, markets, and suppliers within the manufacturing sector with a strong entrepreneurial spirit.
3. **Innovation & Technology**: Committed to innovation, Research & Development, transformative product development, or technological advances.
4. **Workforce Development & Diversity**: Focused on building the next generation of leaders through support of education and workforce development programs.
5. **Community Engagement**: Demonstrates long-term commitment to local community, charitable, and philanthropic efforts.
6. **Sustainability**: Supports sustainable methods of production and elimination of non-value added activities from operations.
Throughout 2021, as the global COVID-19 pandemic stubbornly persisted, the IMA continued to be a resource to our members and an effective advocate on their behalf. When vaccines, developed and produced by incredible manufacturers, were first available and in short supply, the IMA worked to ensure manufacturing workers were considered essential and eligible for shots. As the year progressed, the IMA continued to work on the pandemic and its challenges for our members. Whether it was seminars on federal stimulus programs, deciphering ever changing mandates, or the President’s proposed OSHA ETS standard mandating vaccination and testing for employers with 100 or more employees, the IMA provided information allowing manufacturers to operate safely and in full compliance with rules and regulations.
LEGISLATIVE WINS

REV Illinois
Through the strong advocacy of the IMA and IMA member companies, the Illinois Legislature passed bipartisan legislation creating a new incentive package for auto manufacturers, battery manufacturers, and other companies in the auto supply chain that focus on electric vehicles, components, and supplies. Known as the Reimagining Electric Vehicles (REV) in Illinois Act, this new law will position the State of Illinois to be more competitive as states across the country consider and offer incentives to companies in the growing electric vehicle, battery, and components market in an attempt to recruit companies to their respective states.

The legislation creates three tiers of refundable REV-EDGE incentives for new auto manufacturers, battery manufacturers, and other manufacturers in the EV supply chain. There are smaller incentives to offset job training costs along with exemptions for sales taxes paid on energy, building materials, and tangible property used or consumed in the manufacturing process.

Net Operating Losses Credit Extension
Through negotiations on the REV Illinois Act, the IMA successfully secured an increase in the Net Operating Loss carryforward from 12 years to 20 years. This is a big victory for any company that saw losses in the 2008-09 recession, COVID-19 recession, or anytime in the last twenty years if they have been unable to use them. For tax periods ending on or after December 31, 2021, and for any net loss incurred in a tax year ending on or after December 31, 2021 for which the statute of limitations has not run, entities claim the NOL credit over a 20-year period vs. a 12-year period.

Preserved Manufacturing & Equipment Exemption
The IMA successfully prevented a bill from moving forward that would have taken away manufacturing tax credits for companies that held certain permits with the Illinois EPA. The legislation would have prohibited companies located in environmental justice communities from receiving tax credits under the state's manufacturing, machinery, and equipment exemption if the company also had a major source permit with the Illinois EPA. Under the bill, even a company in good standing would have lost their tax credits.
MORE LEGISLATIVE WINS

Small Businesses Tax Cap
The IMA supported a bill that will bring much needed relief to small businesses in Illinois. The legislation, which was signed into law, allows pass-through entities, such as S-corporations and partnerships, to avoid the $10,000 cap on the State and Local Tax (SALT) deduction by permitting small business owners paying taxes through individual rates to opt-in and have the taxes run through the business itself. This new law will help countless businesses save thousands of dollars.

Environmental Justice
For over a year, the IMA has been the leading voice in Illinois calling for legislators, environmental groups, and business leaders to work together on the issue of environmental justice, or “EJ.” EJ is the principle that all people should be protected from environmental pollution and have the right to a clean and healthy environment; to achieve this goal, regulators must include manufacturers in the discussions on how to address the issue.

The IMA has been very active on the issue of environmental justice. In addition to meeting with both the Illinois EPA and U.S. EPA to ensure permits are being issued in a timely fashion, the IMA also testified a half dozen times in the last year in hearings in front of the Illinois House and Senate after numerous EJ bills were filed but did not advance. In the testimony, the IMA called for a more open process that included manufacturers.

BIPA Reform
The IMA lead the change this past year in advancing conversations to enact needed reforms to the state’s Biometric Illinois Privacy Act (BIPA). This law was enacted in Illinois over a decade ago in an effort to further regulate how employers may obtain a person’s or a customer’s biometric identifier or biometric information; since then, the law has become outdated for modern uses of biometric information by employers. The IMA was able to have several bipartisan pieces of legislation introduced that would modernize BIPA and protect employers using biometric identifies for security reasons and other purposes. While the issue will take time to cultivate in the legislature, through the IMA’s efforts, BIPA reform is one of the top discussions among legislative leaders and those in the Pritzker administration.

ETIP Job Training Program
The IMA worked with the Governor and lawmakers to successfully fund the Employer Training Investment Program that provides a grant of up to 50 percent of eligible job training costs for manufacturers. The IMA administers this program on behalf of the Department of Commerce & Economic Opportunity.
BUDGET AND TAX HIKES

In February of 2021, Governor JB Pritzker outlined his proposed FY22 budget totaling $41.6 billion that was predicated on nearly $1 billion in new taxes on Illinois employers and job creators, including the manufacturing sector. The tax hikes originally contained in the Governor’s budget address were created by eliminating important tax incentives, such as the Manufacturers Purchase Credit, that were passed by lawmakers and signed into law by Governor Pritzker only two years earlier as part of a budget agreement with Republican lawmakers.

The IMA organized opposition to many of the provisions found in the proposed budget package and was able to save the Manufacturers Purchase Credit and other pro-business incentives that are meant to spur the state’s economy. Legislators eventually passed a massive, 714-page budget, totaling more than $42.2 billion in spending for the fiscal year running from July 1, 2021, through June 30, 2022. The final budget did cap corporate Net Operating Loss deductions at $100,000 per year and re-established the Corporate Franchise Tax over the opposition of the IMA.

MORE LEGISLATIVE WINS

Forced Unionization
An initiative adamantly opposed by the IMA that would have forced petroleum refineries, petrochemical plants, chemical facilities, and ethanol plants to hire union labor and pay prevailing wages for any construction work failed to advance for the fourth year in a row thanks to the advocacy of the IMA and a coalition of business groups. While the legislation is limited to certain industries, it sets a dangerous precedent of forcing union labor and prevailing wages on private companies.

PFAS Food Packaging, Firefighter Foam
The IMA successfully lobbied legislators this year on several issues involving PFAS. The IMA was able to get removed from legislation proposed language that banned food packaging containing intentionally added PFAs from being made, sold or distributed in Illinois. In the same manner, the IMA negotiated a bill that would ban certain uses of firefighting foam containing PFAS to allow manufacturers to continue to use it as part of their fixed foam systems for years until an alternative is identified. PFAS-related legislation continues to be a major issue, and the IMA has established itself as the go-to group representing industry.
Illinois embarked on a nearly two-year process to reimagine the state’s energy landscape that culminated in passage of massive energy legislation this year. The IMA was one of few business organizations that were represented in the negotiations and the only organization exclusively representing the manufacturing industry. This was especially important because manufacturers consume one-third of all energy in the United States, and our nation is the leading energy producer in the world. Manufacturers have a great story when it comes to energy and the environment. Since 1990, no sector has reduced emissions more than the industrial sector. Over the last decade, manufacturers have increased output by 18 percent while reducing emissions by 21 percent according to the U.S. Energy Information Administration.

Manufacturers not only use new technology – they create it. These new technologies are making energy more affordable, reliable, and cleaner, but burdensome government regulations can impede Illinois’ energy advantage and place our companies at a disadvantage. Private sector solutions on carbon capture, low emission vehicles, new energy grids, and energy efficiency have reduced and will continue to reduce emissions.

The new law increases the Renewable Portfolio Standard (RPS), ensures the continuity of Illinois’ nuclear fleet, modernizes the rate formula, increases energy efficiency goals, incents the purchase of electric vehicles, and sets goals for the elimination of coal and gas.

The IMA worked to protect the competitive energy market while focusing on cost and reliability because manufacturers depend on safe, efficient, and low-cost energy. Illinois’ new law will create challenges in the form of higher costs and reliability concerns along with the promise of new technology incentives and reduced emissions.
In October, the IMA hosted our third Annual DC Fly-In, virtually, so members could meet with US Senator Dick Durbin and several members of Congress including Darin LaHood, Raja Krishnamoorthi, Rodney Davis, and Adam Kinzinger.
In partnership with BMO Harris Bank, the IMA presented our second annual “Made in Illinois” campaign, a fun promotion showcasing great companies and products made right here at home, featuring nearly 60 diverse products from across the entire state.
The IMA’s Political Action Committee, MPAC, continues to be an important tool where manufacturers collectively pool their resources to support manufacturing allies from both parties in the state legislature and impact campaigns for the Illinois General Assembly across the state. In an effort to have an even greater impact in the state and support those who support us, the MPAC Annual Golf Outing was reestablished after a several year hiatus and received fantastic reviews! The event was elevated by the beautiful late summer weather, a fantastic golf course at Klein Creek Golf Club in Winfield, Illinois, and in the comradery of the over 60 IMA members participating in the event. There were over 25 sponsors of this year’s MPAC Annual Golf Outing who helped make the day a great success.

While 2021 was a successful year for MPAC, there will be an even greater need for the IMA’s political arm in 2022. A new legislative map is shaping the 2022 election and every seat in the Illinois General Assembly will be on the ballot, which occurs only once every ten years. This unique, once-per-decade opportunity could allow for sweeping changes to Illinois’ political landscape. It is important that MPAC play a role in allowing legislators and candidates who support manufacturing have their voices heard.
When the Illinois' State Capitol was locked down in January in preparation for protests, Governor JB Pritzker called up 250 Illinois National Guard troops, under the leadership of Adjutant General Richard R. Neely, who worked alongside the Illinois State Police, Capitol Police, and local law enforcement in freezing temperatures to maintain peace. An additional 250 National Guard members were sent to Washington DC. The Illinois Manufacturers' Association bought lunch for these men and women in Illinois to express our appreciation for their commitment and sacrifice in serving our nation.

Thank you members of the Illinois National Guard and law enforcement!
GROWTH

MEMBERSHIP METRICS

At a time when the global pandemic has had a devastating impact on so many trade associations, the IMA has demonstrated its value to our members and manufacturing companies across Illinois. We are proud to have not accepted any federal stimulus funds, a reflection of our Association’s strong position and the steadfast commitment of our Board of Directors, members, and our staff.

Our strength is perhaps best reflected in our 97 percent membership retention rate, indicative of the comprehensive team effort by IMA staff to offer concierge-level service, incredible programming, leading workforce development initiatives, critical affinity relationships, and world-class advocacy to our members. In addition, IMA’s membership continues to grow, adding more than 80 new member companies in 2021 alone.

Membership is a team effort, and we need your help to continue growing. If you have a relationship with an Illinois manufacturing company that is not an IMA member, please consider introducing them to our team. Adding your network of suppliers, customers, and peers is an opportunity for our Association to continue to grow stronger.
In February, the IMA launched our second Annual Makers Madness contest where Illinoisans cast online ballots to determine “The Coolest Thing Made in Illinois.” More than 310 products were nominated with over 300,000 total votes cast to identify these top four products: Self-Regulating Traffic Signal Heater (Termico Technologies, Elk Grove Village), Blistex Lip Ointment (Blistex Inc., Oak Brook), Custom Tooling (Deco Manufacturing Company, Decatur), and the Accuchiller KSE Series Packaged Outdoor Chiller (Thermal Care, Inc., Niles).

In the end, Termico’s Self-Regulating Traffic Signal Heater was voted as our champion and is officially “The Coolest Thing Made in Illinois” in 2021.
Workforce Policy Tour

The Statewide Education & Workforce Policy Tour included nine stops in just over six weeks where the IMA Education Foundation met with educators, business advocacy groups, and local manufacturers to discuss the challenges they face and the successes they’ve had in education and workforce development. Through these discussions, we connected with over 150 people to identify education and policy solutions to the growing workforce crisis. Several workforce barriers can be solved through legislative changes, including financial incentives for Illinois employers that the IMA Education Foundation will pursue in the coming year. A full report discussing the findings of the tour will be released in early 2022.

Lynne Mohr Scholarship

Lynne Mohr, President of Brite-O-Matic and former member of the IMA Board of Directors, passed away in August of 2020. In honor of Lynne, the Mohr family partnered with the IMA Education Foundation to establish The Lynne Mohr Endowment, which will provide trade scholarships for Illinois students. Her cousin, George Mauer, biked 1,700 miles from Illinois to Montana raising almost $30,000 to perpetuate Lynne’s legacy of bolstering the manufacturing community and helping others. Three scholarship recipients were selected to receive the first year’s scholarship: David Mufata Ikiese, Thomas Miller, and Brenda Lang, all of Heartland Community College. The “Big Sky Highway Ride Home” will be an annual fundraiser where the IMA Education Foundation will be able to help more students who are studying the trades.
Manufacturing Month was celebrated both in-person and virtually in October of 2021, and the IMA Education Foundation worked to ensure students across Illinois were able to participate. We collected videos from IMA members showcasing what a job in manufacturing looks like today and why kids of all ages should consider a career in manufacturing. The videos were uploaded to the IMA Education Foundation webpage. We shared the videos via social media throughout the month of October and made sure, through our career and technical education teacher network, that the videos were also played in classrooms across Illinois.

New Manufacturing Training Academies Launched

The IMA’s vision of creating world-class training centers that focus on critically important skills needed in manufacturing came to fruition in April of 2021 when the Governor announced the two recipients of $15 million grant funding for advanced manufacturing academies. Numerous colleges across Illinois applied, and Heartland Community College (Bloomington) and Southwestern Illinois College (Metro East) were chosen as the sites for the two new manufacturing academies. The Heartland Academy will focus on electric vehicles and energy storage, including a partnership with Rivian. The SWIC Academy will be an Advanced Manufacturing Center welcoming students by 2022 with a focus on precision machining, industrial electricity, and welding, among others. It was a proud moment for all of the members of the IMA team that worked diligently to get this concept included in the five-year economic plan put forth by the Governor in 2019.
IMA Email Communications
200+ email updates on COVID since March 2020
1,061 total unique emails in 2021
2,240,000 total individual emails delivered in 2021
Open rates more than double the industry average

Facebook
Grew to 2,065 followers
Added 242 followers since January (13.3% increase)
Average 62 posts per month

Twitter
Grew to 1,752 followers
Added 136 followers since January (8.4% increase)
Average 130 posts per month
Consistent impressions average over 34.4k/month

LinkedIn
Grew to 4,313 followers
Added 1,111 followers since January (29% increase)
Average 59 posts per month

Boys & Girls Club of Central Illinois
The Illinois Manufacturers’ Association and our member companies partnered with the Boys & Girls Club of Central Illinois to make sure that kids could celebrate Halloween safely. Hundreds of pounds of candy were donated by IMA members and distributed across nearly two dozen locations across central Illinois. Manufacturers are wonderful community partners across Illinois.
The IMA’s Annual Luncheon was celebrated in-person in Chicago on December 3. Attendees learned about the incredible work being done by Illinois manufacturers in 2021 and heard an inspiring message from our first African-American Chair in IMA History, Linda McGill-Boasmond of Cedar Concepts Corporation.

Paul Zikopolous, an award-winning speaker, author, and VP of Technology Group Skills Vitality & Enablement at IBM, was the keynote speaker of the event. In addition, a series of virtual breakout sessions were conducted in the days leading up to the Annual Luncheon, covering energy, an economic forecast, supply chain, and workforce challenges.

Gilster-Mary Lee of Chester was honored as the 2021 Barry L. MacLean Manufacturer of the Year and seven IMA members were honored for milestone anniversaries.
Hundreds of manufacturing and retail leaders participated in the IMA’s Annual Business Day at the Capitol in May. While the event was virtual because of COVID restrictions, participants had the opportunity to hear remarks from all four of the legislative leaders including House Speaker Emanuel “Chris” Welch, Senate President Don Harmon, House Republican Leader Jim Durkin, and Senate Republican Leader Dan McConchie. Morning breakout sessions focused on the massive energy debate and property tax reform proposals that will impact the business community. Finally, the IMA issued a call to action and encouraged manufacturers to reach out to their elected officials on a variety of topics including proposed tax hikes, Biometric Information Privacy Act reform, energy, and unemployment insurance. Thank you to all of our great sponsors and attendees!
PROGRAMMING

The IMA continued to offer our members timely and accurate information as we move through the pandemic, and we also began to re-integrate non-COVID topics as well, providing opportunities for professional development, peer sharing and support, and employee skills training. We’ve heard from members that the virtual format allows more participation from around the state.

- **77 Programs** offered to **3,500 participants**
- **3,000+ Webinar Attendees**
- Participation increased **10-fold**

In addition, we launched our bi-monthly **HR Forum**, and became a SHRM Re-Certification Provider so that member HR professionals can earn PDCs. We created a **Safety Series** where we held 10 programs about effectively working with OSHA, especially during the pandemic. Our Executive Forum ran every other month with an educational presentation on C-Suite topics, and our bi-monthly CFO Happy Hour offered members an informative and fun way to share ideas and discuss common issues. Our **Diversity Series** showcased what manufacturers are doing in the DE&I space. We also continued the **Healthy Manufacturers Certificate** in partnership with **IMEC** for the second year, providing intense training and developing a company-wide safety plan to reassure employees, customers, and vendors that stringent best practices are in place. **Anti-Sexual Harassment Training** recordings and materials were provided in both English and Spanish to use for employee training at sites as a member benefit. **Women in Illinois Manufacturing (WILMC)** learned about initiatives across the state where young girls are learning about careers in STEM fields and manufacturing in particular. And **Next Wave** helped develop young leaders in manufacturing.

We also continued our active programming, monthly, on a wide variety of topics designed for all levels of employees: Environmental Conference, Accessing ERTC and PPP, Marketing Plans, Sales, Regional Roundtables, Economic and Industry Trends, Industry 4.0, Automation, a two-series Tax Conference, and more.
MEMBER BENEFITS

The IMA offers several purchasing partners for products and services manufacturers use every day. Our most utilized programs save our members thousands of dollars every year. We continually look for ideal partners to bring vital offerings to IMA members that will impact the bottom line and add value to an IMA membership.

Purchasing Partnerships

**Constellation Energy** – The IMA has partnered with Constellation Energy for almost 30 years to assist members in energy efficiency and price savings for electricity and natural gas.

**Aramark Uniform Services** – Since 2010, IMA members have been able to access Aramark’s uniform, dust control, and janitorial needs at exclusive IMA pricing.

**Association Health Plan (AHP)** – Now concluding its third year of enrollment, the AHP has helped many manufacturers with 50 or less employees save on healthcare coverage or even offer it for the first time!

**CARES Act Employee Retention Tax Credit** – To assist members with this tax credit, available during the COVID pandemic, IMA partners with Synergi Partners to maximize a company’s credit eligibility.

**First Communications** – To manage all of your networking/telecom needs.

**Heritage-Crystal Clean** – Having a clean production floor has never been more critical. This program offers premium services at competitive prices to ensure a clean work environment and safe disposal of industrial waste.

**IMA Ship & Save** – Members can save substantially on LTL shipments.

**Manufacturers Marketplace** – In partnership with the NAM, the national marketplace is the perfect platform for manufacturers to source new suppliers and be found by potential customers. Enrollment in this program is offered at an 80% discount for IMA members.
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Women’s Business Development Center
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BOLDLY MOVING MAKERS FORWARD

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