

WHAT IMA MEMBERS ARE SAYING



AM Transport (Olney):

"In a world of sensational news and information overload, the Illinois Manufacturers Association is my go-to resource for Illinois updates that affect manufacturing and the business climate at large. Their coverage of the pandemic was essential to helping us navigate the ever-changing protocols. The educational opportunities, networking, and other resources are second to none. Every manufacturer in Illinois can benefit from this fantastic organization!"

Atkins Group (Urbana):

"IMA is an outstanding organization for manufacturers in Illinois. Actively engaged and ready to support members in prompt fashion. Keeps members aware of upcoming legislation and potential barriers to manufacturing. While our manufacturers are busy in the day to day battles, IMA is our reliable watchdog on numerous fronts."

Contemporary Controls (Downers Grove):

"IMA was indispensable during the recent pandemic by providing timely information based on guidelines from Centers for Disease Control and Prevention (CDC), Occupational Safety and Health Agency (OSHA), and World Health Organization (WHO) so we could remain open and maintain a healthy workplace. IMA also effectively summarizes state legislative news that impacts the manufacturing sector."

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."

Envirox (Danville):

"The IMA continues to provide the right resources at the right time, whether that's free legal webinars, daily news briefings on relevant industry updates or providing members with annual required sexual harassment trainings, the IMA continues to provide value."

The Illinois Manufacturers' Association is **BOLDLY MOVING MAKERS FORWARD** and proudly stands shoulder to shoulder with American manufacturers who are leading our state and nation forward

This 2022 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.

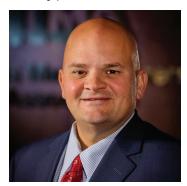
We've been honored in the last year by our colleagues across the nation who awarded the IMA team with the inaugural COSMA Leadership Award as the most outstanding state manufacturing association. In addition, we're proud to have been named by the American Society of Association Executives named the IMA as "One of 100 Associations Saving the World." These awards reflect a great IMA team, Board of Directors, and active membership and are especially meaningful because the recognition comes from our peers.

Throughout the last year, the IMA remained your source of timely and accurate information. Whether it was seminars on new labor laws or HR rules, our Workers' Compensation, Environment, or Tax Conferences, or the popular Executive Forum and CFO Roundtables, the IMA provided information allowing manufacturers to operate safely and in full compliance with rules and regulations. Our Women in Manufacturing series and Next Wave offered great networking opportunities for women and emerging leaders.

During 2022, 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. We celebrated Manufacturing Month in October with an inaugural Makers on the Move statewide bus tour with our partners at the Illinois Manufacturing Excellence Center. The tour included 21 stops and 2,100 miles over eight days to showcase wonderful careers as we strive to address the workforce challenge. Earlier in the year, the IMA Education Foundation conducted a statewide tour with eight stops to bring together manufacturers, educators, and economic development officials to speak with one voice.

Our team worked from the White House to the State House to City Hall to affect public policy decisions with a special focus on education and workforce development. At the State Capitol, the IMA successfully created two brand new Manufacturing Academies that opened on the campuses of Heartland Community College and Southwestern Illinois College. The IMA led an effort to require all schools to once again, offer Career & Technical Education for students starting in 2025, and we passed laws for apprenticeship tax credits and dual credit programs. There is no doubt that the IMA is leading industry efforts to create a world-class workforce system.

I'm very proud that the IMA is evolving and standing by your side every single day.



Best,

Mark Denzler
President & CFO

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Melissa Washington, Commonwealth Edison Co.

Tom Welge, Gilster-Mary Lee Corporation



TABLE OF CONTENTS



2022 Manufacturer of the Year	4
ADVOCACY	
Legislative Wins	5
More Legislative Wins	6
More Legislative Wins	
More Legislative Wins / State's FY 2023 Budget	
DC Fly-In	
Manufacturing Matters Made in Illinois	
MPAC	
Membership	14 16 17 18
INNOVATION	
Annual Luncheon	
Business Day	
Programming	
Membership Benefits	24

2022 MANUFACTURER OF THE YEAR:



At the 2022 Annual Luncheon, the IMA proudly presented the 2022 Barry L. MacLean Manufacturer of the Year award to The Will Group of Chicago. "I'm thrilled to honor The Will Group as the 2022 Manufacturer of the Year in Illinois for their amazing leadership in developing the next generation workforce for manufacturing and aerospace while investing in underserved areas that need economic development," said Mark Denzler, president & CEO of the Illinois Manufacturers' Association. "'Where There's a Will, There's a Way,' is the company's philosophy and they are empowering success by investing in their workforce and changing neighborhoods. This wonderful family-owned company is also honoring the legacy of the Tuskegee Airmen by transforming the lives of at-risk youth with aviation career education and career path opportunities."

- **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.

"What an incredible honor. This award would not be possible without my team who have made this milestone a reality," said Stephen L. Davis, Founder and Chairman of the The Will Group. "As a company, our top priority is providing jobs to local residents. We believe that creating manufacturing jobs with good pay, good benefits, and good working conditions is the key to growing the global middle class and aggregate demand that is needed to power the economy. By creating this social capital, the community begins to change, it creates an ecosystem in which we can be proud. These manufacturing jobs are not only a driver of economic growth—they are also the vehicle through which economic growth is broadly shared to raise living standards city-wide."

ADVOCACY



LEGISLATIVE WINS



MICRO Act

After leading the charge in the REV Act to boost the elective vehicle industry, the IMA built off this success and introduced the Manufacturing Illinois Chips for Real Opportunity (MICRO) Act that provides tiered tax incentives for manufacturers of semiconductors, microchips, or semiconductor or microchip component parts, in an effort to grow the industry in Illinois. The IMA introduced the MICRO Act as the national and global economy faced multiple supply chain crises caused by the coronavirus pandemic, creating a nation-wide shortage of microchips. Through the strong advocacy of the IMA, legislators passed the MICRO Act in a bipartisan manner and put Illinois on the map of states to consider when locating or growing this industry in the United States.

MORE LEGISLATIVE WINS

Unemployment Insurance

The global pandemic and resulting government-mandated shutdowns resulted in a skyrocketing unemployment rate and created a nearly \$5 billion debt in Illinois' Unemployment Insurance (UI) Trust Fund. For more than a year, the IMA and business community engaged in negotiations with labor representatives under the auspices of the Governor's office and legislature about how best to eliminate the debt. Under federal law, the UI system is funded exclusively by employer taxes.

The final agreement required Illinois to allocate \$4 billion in federal American Rescue Plan Act (ARPA) dollars to eliminate the remaining debt in the Trust Fund with changes to the formula over the next five years leading to an anticipated \$1.7 billion surplus that will weather any predicted economic downturn.

Actions championed by the IMA saved Illinois employers billions of dollars. Without the use of federal dollars, Illinois businesses would have been forced to pay higher taxes to eliminate the \$4 billion debt. If no changes had been made, Illinois employers would have also paid an additional \$900 million in higher taxes over the next five years.

Leadership by the IMA and business community saved employers almost \$5 billion.

Environmental Justice

For several years, 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 which is the principle that all people should be protected from environmental pollution and have the right to a clean and healthy environment.

This past year, the IMA met with countless legislators, including the leaders of the four legislative caucuses, held meetings with the U.S. EPA and Illinois EPA, met with environmental groups, and founded a business group coalition focused solely on the issue. These efforts have been successful in stopping legislation that would push overburdensome permitting laws onto manufacturers while also hurting the communities those manufacturers call home.

Manufacturing facilities are sustainable. According to the Energy Information Agency, the industrial sector has and continues to reduce air emissions by more than any other sector since 1990. Manufacturers support common sense regulations that balance economic development and environmental protection. However, politically motivated laws that threaten the ability of manufacturers to operate or expand cannot be tolerated.

MORE LEGISLATIVE WINS

CTE Expansion

The IMA Education Foundation successfully championed legislation this session requiring all school districts to implement Career & Technical Education (CTE) programming starting in 2025. It's important that every student is exposed to these pathways of study. CTE programming affords students the opportunity to participate in state-approved career pathways that are developed with significant involvement of local employers. By requiring school districts to implement the state-approved specific framework and pathway endorsements, this initiative elevates the CTE programming and allows every student the opportunity to explore manufacturing careers.



Right to Repair

The IMA continues to be the leading voice in Springfield fighting against Right-to-Repair laws in Illinois. Once again, the IMA led the coalition that defeated right-to-repair legislation from advancing in the Illinois General Assembly. Right-to-Repair is based on the premise that manufacturers should be forced to provide their products' confidential source coding and proprietary technology information to customers and independent repair shops. This would risk intellectual property rights while jeopardizing safety and emission requirements along with product warranties, especially if the "right to repair" was seen as a "right to modify" manufactured products.

Despite efforts dating back to 2018 to force manufacturers to provide their product's proprietary information, the pressure brought by the IMA, manufacturers, and other business groups kept the issue from materializing.

MORE LEGISLATIVE WINS

Extended Producer Responsibility

The IMA successfully prevented numerous bills involving extended producer responsibilities (EPR) for various products from moving forward and unfairly penalizing companies for making products the consumers demand. EPR is a policy approach under which producers are given a significant responsibility – financial and/or physical – for the treatment or disposal of post-consumer products. This past session alone, legislation was introduced that would have created an EPR style program for carpet, paint, beverage containers, solar panels, wind turbines, packaging, prescription drugs, and more. Through the advocacy of the IMA, only the programs agreed to by industry advanced.

Research and Development Tax Credit

The IMA made significant gains this year in advancing legislation that would modernize and make permanent the state's Research and Development (R&D) Tax Credit. The IMA presented an initiative that would modernize the state's research and development tax credit by providing that the increase in research and development activities shall be based on an increase over 50 percent (instead of 100 percent) of the average of the qualifying expenditures for each year in the base period. While the IMA has called for an update to the R&D credit for years, this session the IMA partnered with the American Cancer Society, and the Senate Revenue Committee held a subject matter hearing on the topic where leaders gave positive feedback on how to move the initiative forward.

STATE'S FY 2023 BUDGET

With billions of dollars from the federal American Rescue Plan Act (ARPA) and record revenue increases, the Illinois budget process was much easier than in past years where difficult spending decisions were needed. This year, Democrats had excess revenue and were able to pass a budget with many one-time tax breaks for Illinois families that will occur in the middle of an election year. Total revenue in the FY23 budget totals \$46.543 billion in revenue against \$46.541 billion in spending. Illinois has recognized a record \$4.6 billion in increased general revenue over the past year with the Governor's Office of Management & Budget revising their revenue projections upward on three separate occasions.

The IMA played a critical role in getting funding for the state's Unemployment Insurance Tax Fund (\$4 billion), a marketing campaign geared towards manufacturing jobs (\$7 million), new job training dollars (\$38 million) and an expansion of the EDGE tax credits by five years.

DC FLY-IN



On September 14 and 15, IMA members, directors, and staff, visited Washington DC to discuss federal policies that impact our local and state economies, like a pending nationwide rail strike, tax reform, regulatory relief, energy, health care, infrastructure investment, trade, and immigration.

The IMA delegation had a White House briefing on trade and national manufacturing policies, met with workforce leaders from the US Department of Education, and discussed energy policy with the National Association of Manufacturers. The IMA group also met with Illinois elected officials including U.S. Senator Richard Durbin, and Representatives Mike Bost, Rodney Davis, Darin LaHood, Mike Quigley, Bill Foster, and Raja Krishnamoorthi.





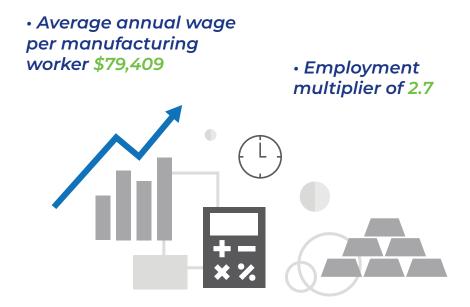


MANUFACTURING MATTERS

The Illinois Manufacturers' Association commissioned an updated analysis of the economic impact of manufacturing in Illinois to document the positive impact of manufacturing in and for Illinois.

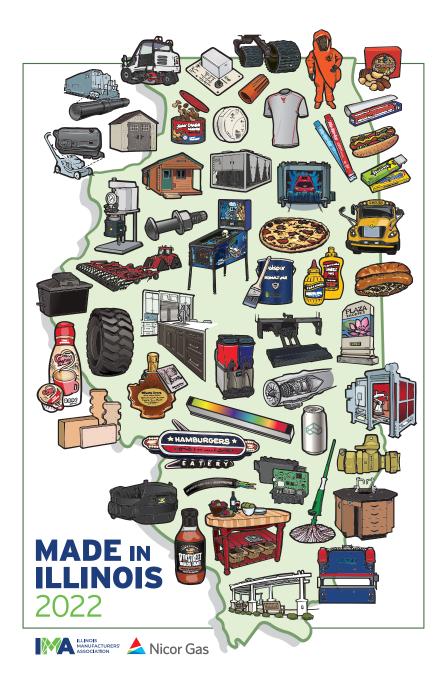
Manufacturing is integral to the story of Illinois and our nation, as demonstrated by the \$580 billion in total economic impact, the largest single share of our state's economy, and the 662,000 women and men directly employed in manufacturing. In addition, manufacturing's jobs multiplier of 2.7 means almost 30 percent of all Illinois jobs are directly or indirectly supported by manufacturing. Manufacturing makes the world a better place to live every single day and are the innovators and entrepreneurs, the builders and producers, and the dreamers and leaders of America. We are the solution to many of the challenges facing our state and nation if the right policies are put into place.

www.ima-net.org/2022economicanalysis/



 Total wages and benefits for Illinois residents between \$142 billion and \$150 billion annually

MADE IN ILLINOIS



Sponsored by Nicor Gas, the IMA presented our third annual "Made in Illinois" campaign, a fun promotion showcasing great manufacturers making things right here at home, featuring nearly 60 diverse and interesting products from across our entire state.

MPAC

The IMA's Manufacturers Political Action Committee (MPAC) is 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. Never has the importance of MPAC been clearer than the 2022 General Election. With new legislative districts drawn throughout the state, every seat in the Illinois General Assembly was on the ballot along with the Governor's Office, every constitutional officer, and every congressional seat. This unique opportunity allowed candidates who support manufacturing to be heard in areas where they were previously drowned out, and MPAC helped those voices and messages be heard. Thanks to MPAC, over three dozen legislators and candidates were given additional support to share their pro-manufacturing messages.

The 2022 Annual MPAC Golf Outing was a huge success just one year after the event was brought back to support MPAC. This year's outing nearly doubled the amount of sponsorship funds from the previous year. Once again, fantastic weather and the amazing Klein Creek Golf Club in Winfield, Illinois, impressed all those in attendance.



GROWTH



MEMBERSHIP

The global pandemic devastated many trade associations, but the IMA stepped up when our members needed us and repeatedly demonstrated the value of timely, accurate information and persistent advocacy on behalf of manufacturing and business.

Our strength is perhaps best reflected in our third straight year of record membership metrics. The IMA's membership continues to grow, adding more than 100 new member companies in 2022 alone after similar growth in 2020 and 2021. And when the industry average for member retention is around 88 percent, our 95 percent retention rate is 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.

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 those companies to utilize our selection of services, and for our Association to continue to grow stronger.





COMCAST BUSINESS

In 2022, the IMA conducted our third annual Makers Madness contest, presented by Comcast Business, where Illinoisans can cast online ballots to determine "The Coolest Thing Made in Illinois." More than 400 products were nominated, and more than 200,000 votes were cast to identify these top four products: Fruit by the Foot made by General Mills in Belvidere; the Orion Spacecraft Capsule's Aft Bulkhead, Barrel and Tunnel made by Ingersoll Machine Tools Inc., in Rockford; Custom Blazed Diffraction Gratings manufactured by Inprentus Precision Optics in Champaign; and the RIT Electric Truck made by Rivian in Bloomington.



The winner of this year's contest – the RIT electric truck made by Rivian – was crowned by Gov. JB Pritzker during a special awards ceremony at the Governor's Mansion in Springfield. Manufactured in Normal, the RIT is the first all-electric truck in production, featuring four motors, with one powering each wheel. It also boasts eight driving modes and up to 400 miles of range. The RIT combines off-road capabilities with the driving style of a sports car, with acceleration from 0 to 60 MPH in as quick as three seconds and a towing capacity of up to 11,000 pounds.

STRATEGIC PARTNERSHIP WITH



Plan. Implement. Excel.

On the heels of the global pandemic in which American and Illinois manufacturers led our nation forward through an economic and health crisis, the IMA and Illinois Manufacturing Excellence Center (IMEC) announced a historic formal strategic partnership this Spring that will strengthen and build upon Illinois' rich manufacturing legacy and position the industry for future growth.

The strategic partnership has created an opportunity for the two organizations to work collaboratively and purposefully in the areas of leadership, productivity, customer engagement, operations, cybersecurity, automation, supply chain, and workforce development. In 2022, IMEC and IMA partnered on almost 40 programs, including the inaugural Makers on the Move bus tour to showcase manufacturing career pathways to the next generation of Illinoisans. More broadly, the partnership has provided opportunities for IMA members to access IMEC expertise, and for IMEC clients to access IMA's array of services.

Created in 1997, IMEC is dedicated to helping small and medium sized manufacturers in Illinois to be more globally competitive by consulting with them and providing comprehensive and objective technical assistance, assessment tools, and resources for Leadership, Strategy, Customer Engagement, Operations, and Workforce. IMEC serves as the state's U.S. Department of Commerce National Institute of Standards and Technology (NIST) Manufacturing Extension Partnership (MEP) center. The MEP National Network is a unique public-private partnership that delivers comprehensive, proven solutions to U.S. manufacturers, fueling growth and advancing U.S. manufacturing.

https://www.imec.org/



Moving Makers Forward: A Manufacturing Workforce Solutions Summit



In partnership with IMEC, the IMA hosted our first annual Moving Makers Forward summit on Wednesday, June 8th at the Bone Student Center on the campus of Illinois State University in Bloomington, IL. Over 100 attendees listened to a powerful keynote presentation by Rebekah Kowalski of Manpower as well as four

panels featuring manufacturers, local economic development councils, educators, and a variety of recruitment experts. The panelists covered topics from diving deep into the current worker shortage, building a regional talent pipeline, legislative proposals that assist with the expansion of career exploration, and company culture that provided attendees with real solutions to try when addressing their own local workforce crisis.



Manufacturing Jobs Campaign

In an effort to address workforce shortages, the IMA introduced legislation that created a statewide marketing campaign within the Illinois Department of Commerce and Economic Opportunity to connect the manufacturing sector to potential employees. The Governor and law-makers approved \$7 million for the manufacturing jobs marketing campaign. Of the \$7 million, \$2 million is dedicated to electric vehicle manufacturing and supply chain jobs.



Lynne Mohr Scholarship



Lynne Mohr, former President of Brite-O-Matic, served on the IMA Board of Directors prior to her retirement. Lynne passed away in August of 2020. In honor of her legacy, the Mohr family reached out to the IMA Education Foundation for assistance in establishing an endowment in her name for scholarships allocated to students looking to become future tradesmen.

The Big Sky Highway Ride Home raised \$30,000 last year to establish the endowment in Lynne's name. This year, Lynne's cousin, George Mauer, once again biked (this time across the north Atlantic) to raise another \$16,000 for the endowment. Applications for this year's scholarship closed on Wednesday, November 30th. Those applications will be reviewed in mid-December with the Mohr family and members of the IMA Education Foundation Board of Directors to select a winner that will be announced in early January for the \$1,000 scholarship.

Scaling Transformative Advanced Manufacturing Pathways Grant (STAMP)

In partnership with the Education Systems Center of Northern Illinois University (EdSystems), the IMA applied for a grant from the Illinois Department of Commerce and Economic Opportunity titled "Scaling Transformative Advance Manufacturing Pathways" or STAMP. The IMA was notified in mid-April that we would be receiving \$500,000 in grant funding to expand advanced manufacturing programs within K-12 schools and community colleges, with significant involvement of regional manufacturers, that will lead students into manufacturing careers. The regions throughout the state that will receive funding to expand programing include the Northwest suburbs of Chicago, the Quad Cities, Peoria, Chicago Public Schools, Sauk Valley, Elgin, Rockford, Western Cook County, Northwestern Cook County, and Belvidere. These regions were identified by EdSystems and the IMA to pilot this 2-year grant program.

Heading into 2023, the IMA will support the work of the grant by brining employers to the table to coordinate career exploration activities for students in the participating regions. Career exploration activities include job shadowing, internships, field trips, and other work-based learning opportunities. Additionally, the IMA Education Foundation supported a scholarship line within the STAMP grant application in the amount of \$30,000 over the 2-year period of the grant.

17



EDUCATIONFOUNDATION

Manufacturing Day / Month



Manufacturing Month featured a variety of activities to help provide career exploration experiences for students across the entire state in 2022. The IMA partnered with Boeing to host a showing of "Top Gun: Maverick" for Springfield School District 186 students including an introduction by retired U.S. Navy Pilot and former real-life TOPGUN instructor Capt. Kevin "Proton" McLaughlin.

McLaughlin graduated from the elite Navy Fighter Weapons School, known as TOPGUN, in 1998 and was its commanding officer from 2012-2013. He served as an advisor on the movie during initial planning stages, before joining Boeing as liaison to the Navy. Nearly 150 students from three Springfield high schools attended the event at a local AMC Theater in Springfield, that aimed to provide a greater appreciation for the many education components of a career in aviation, including an understanding of physics, weather, and engineering.

ETIP

The IMA successfully advocated for the Employer Training Investment Program in the state budget. The Governor and General Assembly allocated record funding for the industrial job training program, part of which is administered by the Illinois Manufacturers' Association. In 2022, 107 manufacturing companies and 18,479 employees benefited from ETIP grant funds that are used to reimburse up to 50 percent of job training costs.

Investing in human capital is extremely important to address the workforce challenge. The ETIP grant continues to be a valuable tool for manufacturers to ensure that their workforce is fully trained to be successful.





EDUCATIONFOUNDATION

Makers on the Move

The IMA, in partnership with the Illinois Manufacturing Excellence Center (IMEC), embarked on the inaugural "Makers on the Move" bus tour that took us on a 2,100-mile journey across Illinois with twenty stops over 8 days to showcase our amazing manufacturing sector as part of Manufacturing Month. Kicking off on Manufacturing Day, the tour made stops at manufacturers, community colleges, and high schools celebrating modern manufacturing and encouraging more students to explore careers in manufacturing. A special thanks to our sponsors Novelis, Walmart, and Comcast Business for helping make this year's tour an overwhelming success.















COMMUNICATIONS AND ENGAGEMENT



IMA Email Communications

900+ total unique email communications in 2022 2,500,000 + total individual emails delivered in 2022 Open rates and clicks more than double the industry average



Facebook

Grew to 2,532 total followers Added 467 followers since January (22.6% increase) Averaged 68 posts per month



Twitter

Grew to 1,908 total followers Added 156 followers since January (8.9% increase) Averaged 158 posts per month



LinkedIn

Grew to 6,300 total followers Added 1,987 followers since January (46% increase) Averaged 66 posts per month

Major projects for our communications and social media efforts:

- MICRO Act (incentives for microchip production)
- Workforce Development (expanding career & technical education, workforce summit)
- Makers Madness 2022
- 2022 Business Day
- Big Sky Ride Home Fundraising Event
- Lynne Mohr & Jim Nelson Scholarships
- Unemployment Insurance Deficit

- Future of Work Taskforce
- IMA/IMEC Partnership
- COSMA Leadership Award
- 2022 Manufacturing Matters Economic Tour
- Manufacturing Month: Makers on the Move Bus Tour
- Boeing Top Gun Event
- Creators Wanted, in partnership with National Association of Manufacturers
- Manufacturer of the Year
- IMA Annual Meeting

INNOVATION



2022 ANNUAL LUNCHEON



The IMA's Annual Luncheon was celebrated at the JW Marriott in Chicago on December 2 with more than 500 business leaders from across Illinois. Attendees participated in virtual breakout sessions leading up to the event, covering energy markets, economic conditions, and workforce challenges and solutions.

Our Luncheon guests learned about the incredible work being done by Illinois manufacturers in 2022 from President and CEO Mark Denzler and heard a data-driven and solutions-oriented keynote address from Gene Seroka, Executive Director of the Port of Los Angeles, the nation's business port. In addition to an inspiring message from IMA Board of Directors Chair, Greg Webb, of Archer Daniels Midland Company.

The 2022 Barry L. MacLean Manufacturer of the Year was awarded to The Will Group of Chicago. Legacy awards were given to companies celebrating milestone anniversaries of service to our Association, and both company and individual champions were recognized in this year's Manufacturing Miles competition.

BUSINESS DAY 2022









Nearly four hundred business leaders convened in Springfield on Wednesday, March 30, for the IMA's Annual Business Day at the Capitol, in partnership with the Illinois Retail Merchants Association. Job creators gathered at the Capitol to demonstrate the importance of business and industry. This was the largest gathering of job creators and the first in-person lobby day since the start of the global pandemic.

Keynote speakers for the luncheon were Senate President Don Harmon, House Speaker Emanuel "Chris" Welch, Senate GOP Leader Dan McConchie, and House GOP Leader Jim Durkin. Attendees also participated in discussions about the state budget and media relations. Manufacturing leaders visited lawmakers at the Capitol to address key issues being considered by the General Assembly. The IMA Board met with the four legislative leaders individually.



In the evening, the IMA's gala reception featured a "who's who" of elected officials including State Treasurer Mike Frerichs, dozens of state legislators, and many key staff members from across the state.

PROGRAMMING

We increased program topics to offer programs at various levels – working to "deepen" the IMA connection to all levels of employees from shop floor to C-Suite - including sales & marketing, accounting, HR and OSHA safety trainings.

- 65 Programs offered in 2022
- · 3,500 in-person attendees
- · 3,100+ virtual attendees

We returned to in-person for some events – and expanded virtual options to support members from around the state who appreciate the efficiency of that platform. To help virtual attendees keep the "community" feel, we've added networking segments to many virtual events, offering members a chance to fully participate rather than just listen to a lecture.

- Launched the first Annual Workforce Solutions Summit in Bloomington, a high energy event with over 100 manufacturers and educators attending.
- Continued to offer quality topics for our bi-monthly Exec Forum & CFO Happy Hour events
- Doubled the number of HR education programs (with SHRM credit)
- Held 9 OSHA Safety Trainings & Safety Month activities and on cyber-security
- Conferences included: Workers Compensation, Environmental and the Tax Conference, bringing the latest information and solutions to manufacturing professionals in that space
- The Women in IL Manufacturing group really built momentum, as hundreds of women met to develop skills and build their professional network
- Explored Energy challenges and solutions with programs by Constellation and a tour at Argonne National Laboratory
- Provided trainings that helped members with payroll expenses: Accessing ERTC, How to apply for an ETIP Grant and provided state-required Anti-harassment Training for our members to use with their employees at no cost
- Also new in 2022 Offered CE credit for the Tax Conference and now sponsor a Certificate of Origin to assist our members who ship internationally

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. 2022 featured enormous energy market volatility. IMA members can use Constellation's array of services to help address any energy challenges.

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 fourth year of enrollment, the AHP has helped many manufacturers with 75 or less employees save on healthcare coverage and ancillary benefits.

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.

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.

CONNEX 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.

THANK YOU, **SPONSORS & PARTNERS**

Abbott

AbbVie

ADM

AM Transport

Ameren American Airlines

American Fuel & Petrochemical Manufacturers

American Petroleum Institute

American World Trade Chamber of Commerce

Amundsen Davis, LLC

Archer Daniels Midland Company

Argonne National Laboratory

Assurance Agency, LTD

Aurora Metals Division, L.L.C.

Azteca

Azteca Foods, Inc.

Bank of America

Barnes & Thornburg LLP

BlueCross and BlueShield of Illinois

BNSF Railway

Break-Through Results, Inc

Bunn-O-Matic

Caterpillar Inc.

Cedar Concepts Corporation

CITGO Petroleum Corporation

 $CNI\Delta$

CohnReznick

College of Lake County Comcast Business

ComEd

Conn Maciel Carey Constellation

Coronet Cyber Security

CSL Behring

Cushman & Wakefield Inc

Dart Container Corp

Daubert Chemical Co

DCC Marketing

Deere & Company

Diageo North America Earth Friendly Products

EMC Insurance

Enbridge

EnRich at Richland College

Equitable

ExxonMobil Corporation

Falex Corp

Ferrara Candy Company

First American Equipment Financing

Ford Motor Company

Franklin Display Group

G & A Partners

Gallagher Benefit Services, Inc.

Genentech

German American Chamber of Commerce of the Mid-

west, Inc. - GACC Midwest

Gilster-Mary Lee Corporation

Greensfelder, Hemker & Gale, P.C.

Harper Community College HeplerBroom LLC

Heritage-Crystal Clean, Inc.

Ice Miller

Illinois American Water

Illinois DCEO

Illinois Manufacturing Excellence Center (IMEC)

Illinois Retail Merchants Association

Indian Consulate

Ingersoll Machine Tool

International Paper Jackson Lewis

Jefferson County EDC

LP Management Services

Mac Strategies Group, Inc.

MacLean-Fogg Molson Coors

Morton Industries

Motorola Solutions, Inc.

National Safety Apparel, Inc. Newport Group

Nicor Gas

NRG

Nucor Corporation

Nyhan, Bambrick Kinzie & Lowry

Onken's Incorporated

Peoples Gas & North Shore Gas

Pharmaceutical Care Management Association (PCMA)

Philippi-Hagenbuch, Inc.

Phoenix Packaging

Richland County Development Corp

R.J. Reynolds

Rockford Area EDC

RSM US LLP

Schaumburg Business Association

Semblex Corporation

Serafin & Associates, Inc. Sikich, LLP

Silbrico

Simple Machines Marketing

SmithAmundsen, LLC

Smith and Richardson Inc.

Southern Glazer's Wine & Spirits

Stanley Machining

State Farm

Stericlycle

SWD Inc.

Synergi Partners T/CCI Manufacturing LLC

The Boeing Company

The Libman Company

The Lion Electric Co. USA Inc.

The Standfast Group

Trim-Tex Inc.

United Scrap Metal, Inc. US Chamber of Commerce

Valley Industrial Association

Vaughan Manufacturing

Vistra WalMart

Weber-Stephen Products LLC

Wells Fargo Commercial Bank





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