



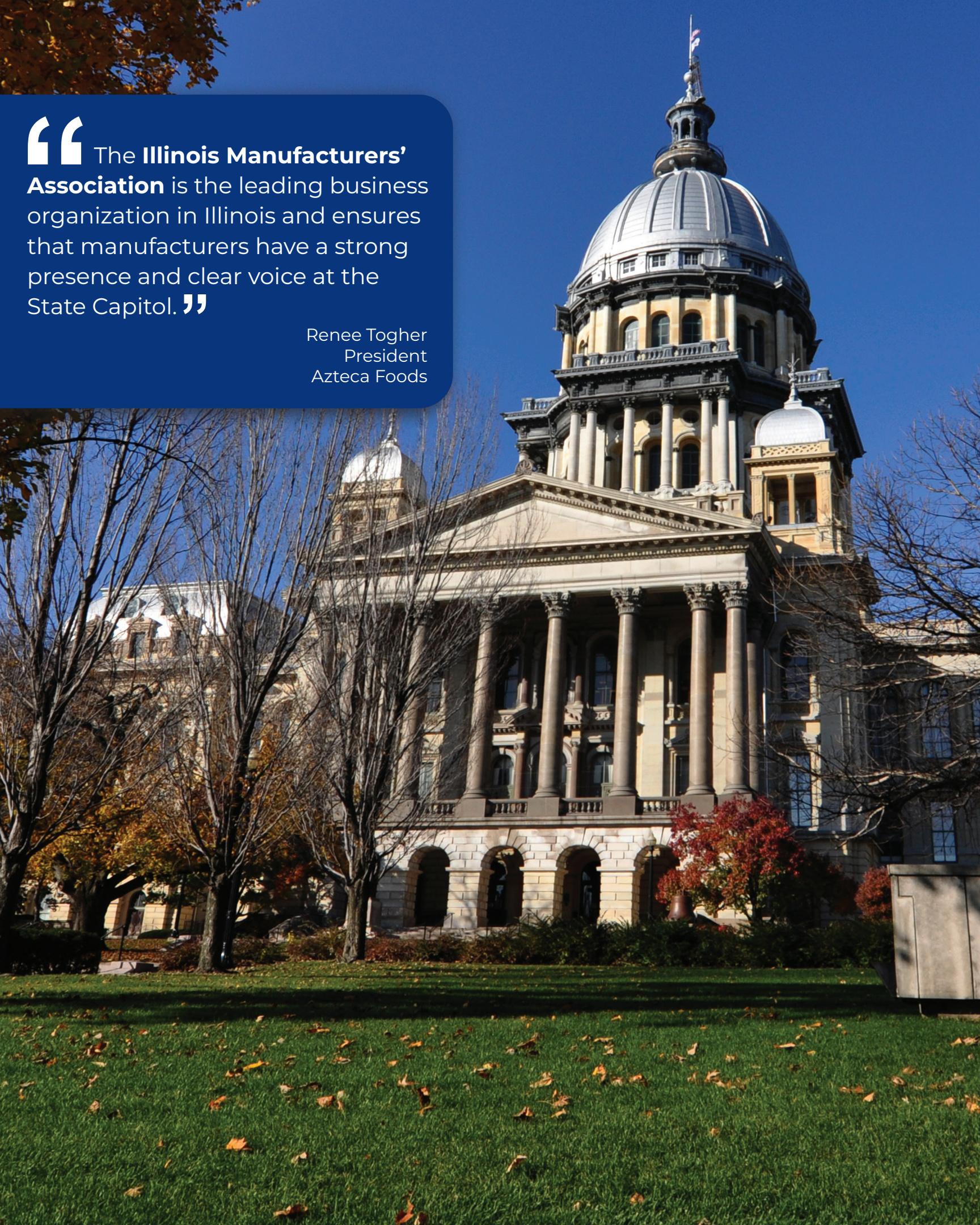
ILLINOIS
MANUFACTURERS'
ASSOCIATION



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“ 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



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 650,000 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 doers in 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've been recognized by COSMA in their inaugural award as "the best state manufacturing association in the United States" and the American Society of Association Executives named the IMA as "One of 100 Associations Saving the World."

The IMA is solving problems and getting results by using cutting-edge tools and technology. In the past few years, the IMA has saved businesses billions of dollars by negotiating an unemployment insurance agreement using federal ARPA dollars to prevent higher taxes on employers. Manufacturers saw \$300 million in additional incentives when the IMA successfully extended the Research & Development credit, reduced the franchise tax, and enacted a new and permanent 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 demands 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.

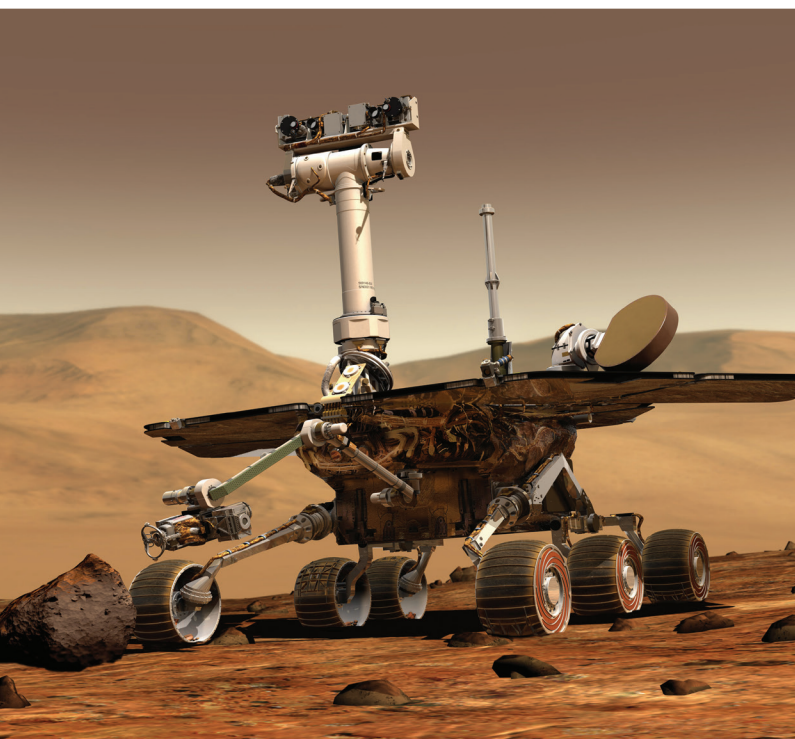
The IMA is **BOLDLY MOVING MAKERS FORWARD** and we invite you to join us.



Regards,

A handwritten signature in black ink, appearing to read 'Mark Denzler'.

Mark Denzler
President & CEO



“ 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
President & CEO
Gilster-Mary Lee Corporation

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 130 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, food and beverages, 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 650,000 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.

What We Do

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

Whether it's economic development, tax policy, environmental regulations, health care reform, or employment law, the IMA's effective and highly respected team of experts is on the front line every single day fighting for Illinois manufacturers and employers to improve the business climate in Illinois.

In recent years, we are proud to have been honored by our peers in other states as the inaugural recipient of the COSMA Leadership Award as the "best state manufacturing association" in the United States, and also to be honored for our pandemic-related work by the American Society of Association Executives as one of 100 "Associations That Will Save The World."

Our successes are **BOLDLY MOVING MAKERS FORWARD** in Illinois.

In recent years, the IMA's strong advocacy have saved Illinois employers billions in taxes, unemployment insurance, and workers compensation costs alone.

Other recent wins by the IMA include:

- Five-year extension of the Research & Development tax credit.
- Creation of a new Manufacturers Purchase Credit to exempt consumables (oils, fuel, coolants, etc.) from state and local sales taxes.
- Enacted a new apprenticeship tax credit and dual credit programs to help manufacturers fund the next wave of workers.
- Passed a new law so that all high schools will have to offer Career & Technical Education in school and enacted a new apprenticeship tax credit.
- Worked in a coalition to successfully pass a new Illinois tax incentives for data centers, electric vehicle manufacturers and their suppliers, and semiconductor manufacturers and their suppliers.
- Initiated creation of two brand new Manufacturing Academies offering best-in-class training which will include one at Heartland (EV focus) and Southwest Illinois College (advanced manufacturing).

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

DON'T TAKE OUR WORD FOR IT



“ I was privileged to be Chair of the **IMA** at a time when the pandemic created the greatest health and economic challenges in generations. This network demonstrated how we can share knowledge, strategies and best practices to understand, adjust and meet the essential expectations that were needed at that time. Being a part of the **IMA** is just good business. ”

Linda Boasmond
President
Cedar Concepts

“ It's hard to explain the full breadth of what the **IMA** does to support manufacturers. I don't think there's any other organization like it in the country. When we moved our facility within Chicago, the IMA team was an invaluable resource to help us get questions answered and make connections with the right people to help us move through the process. I couldn't recommend the **IMA** more. ”

Toby Bielenberg
Executive VP of Operations
American Safety Apparel





“ As the owner of Pioneer Service Inc. and M&M Quality Grinding, I value my memberships with the Illinois Manufacturers' Association, an influential advocate in the manufacturing sector. The **IMA**, recognized from the White House to local governments across Illinois, actively addresses challenges and shapes the future, serving as a powerful, unified voice for the state's manufacturing industry. ”

Aneesa Muthana
CEO/Co-Owner
Pioneer Service & M&M Quality Grinding



“ The **IMA** has been one of the most valuable organizations that got us through these first 10 years! I feel the advocacy and information from **IMA**

kept us safe and open during COVID.

As a retired school teacher, I really knew very little about manufacturing when my husband and I start this little company to save 32 jobs in the Rockford area, but I love manufacturing now! We always take advantage of great free/low cost programs such as Manufacturing Miles and are so proud to be on the Made in Illinois poster. ”

Kathy Crandall
CEO/Co-Owner
Crandall Stats and Sensors, Inc.



“ In an ever-changing world with new laws, policies and regulations, the **IMA** is the first to get us important updates, as well as lobby on our behalf. Whenever I reach out to the **IMA**, I receive some of the fastest replies, and always trust in the information I receive.

I suggest every manufacturer in the state of Illinois join this organization – the value far exceeded the price! ”

Megan Parsons
VP of Human Resources
The Libman Company





BOLDLY MOVING MAKERS FORWARD

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