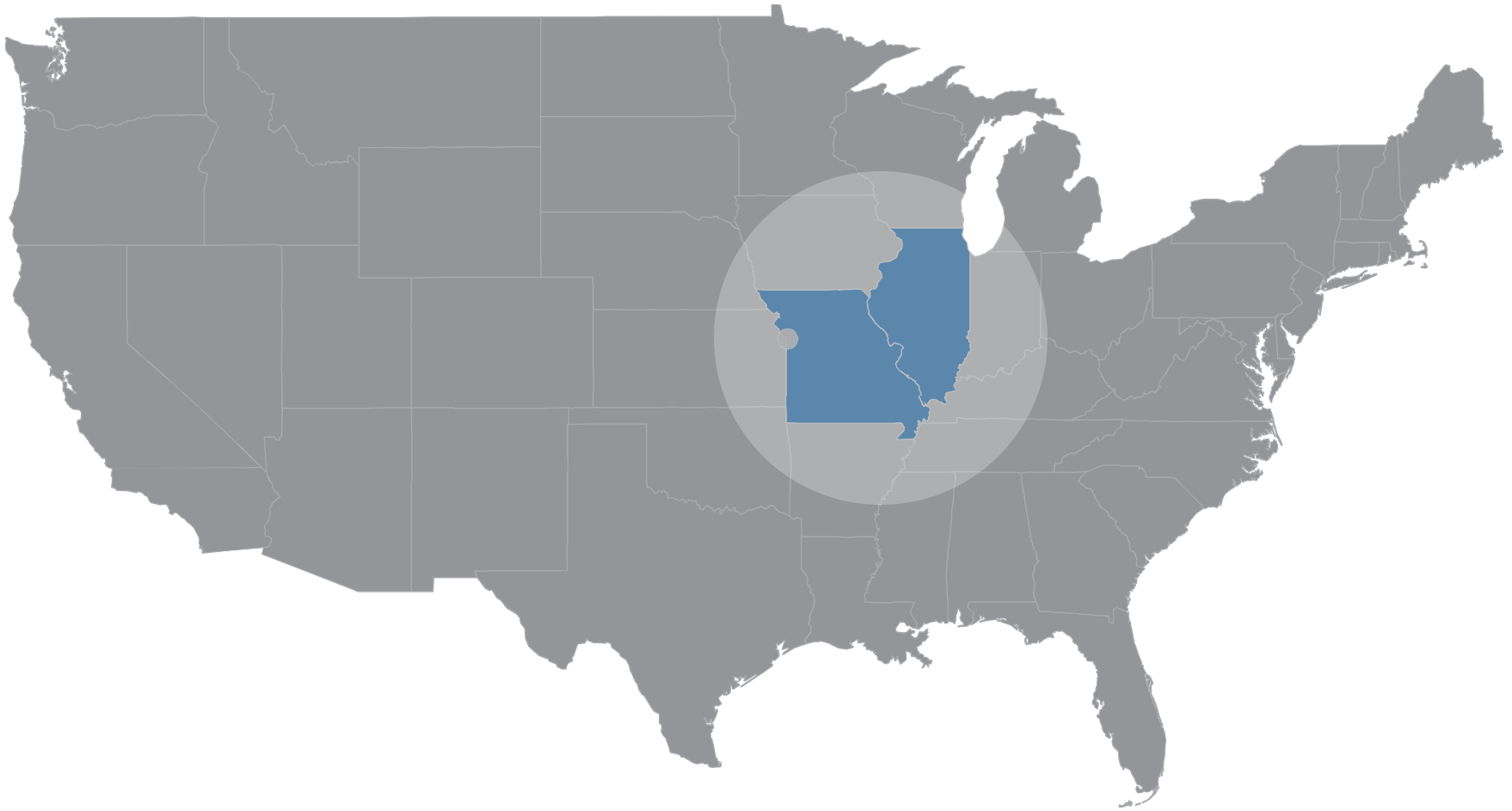


Southwestern Illinois America's Center for Transportation

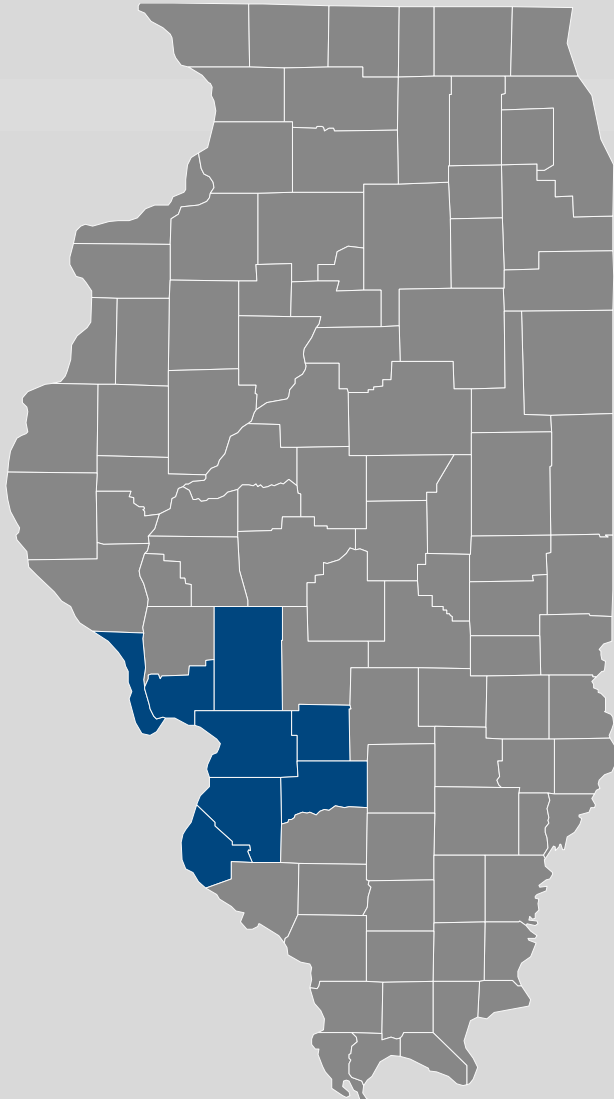


Uniting the Region for Growth

Location, Location, Location



Population Statistics



- 2nd largest population center in Illinois
- 1/4 of St. Louis MSA population

County	Population
Madison	266,209
St. Clair County	264,052
Macoupin	46,045
Clinton	37,786
Monroe	33,879
Jersey	22,372
Bond	16,950
Calhoun	4,899
Total	692,192₃

Source: US Census Bureau

Leadership Council Southwestern Illinois

Background



**LEADERSHIP
COUNCIL
SOUTHWESTERN
ILLINOIS**

“Uniting the region for growth”

- Support private companies and commerce of all sizes
- Formed in 1983 to be “One Voice” for Southwestern Illinois Business Community
- 5 pillars: **Business, Industry, Education, Labor, Government**
- 10 Committees: **Military Affairs/Scott AFB Task Force, Levee Issues Alliance, SITE – SWIL Transportation Enhancement, Labor Management, Public Policy, Economic Development, Marketing & Communication, Membership, Manufacturing Steering and Education**
- Not-for-Profit: 501(c)6 and 501(c)3 Foundation and Bi-Partisan “Working Together with Everyone”
- Over 223 Senior Leader Board Members, every member is a Board member
- Governed by a 17 member Executive Committee

Why Southwestern Illinois - Freight

Home to large domestic and international manufacturing, agriculture, and logistics companies:

- Amazon
- P&G
- Jet (General Dynamics)
- Dial
- Solvay Fluorides
- Veolia
- Unilever
- Hershey
- North Bay Produce
- Walgreens
- Kinder Morgan
- USF Holland
- Cargill
- SCF Marine and Grain Subsidiaries
- SEACOR Holdings
- Schneider National
- Bunge NA
- SuperValu
- World Wide Technology
- Cargill
- Boeing
- ADM
- Fed Ex
- Phillips 66
- Prairie State Generating
- West Star Aviation
- Kraft
- Louis Dreyfus
- and many more!

16M sq. ft. in industrial grade bulk warehouses since 1998 at Gateway and Lakeview Commerce Center, less than 1% vacancy



- More than 50% of the U.S. buying power can be found within a single day's drive.
- The existence of UPS and FedEx hubs make St. Louis an ideal location for e-commerce.
- Available, affordable land served by all multimodal capabilities.

Leadership Council Southwestern Illinois

Ongoing Priority Accomplishments

Grow multi-modal infrastructure capabilities and jobs in transportation/distribution and manufacturing verticals



SITE Multi-Modal
Priorities



Co-Sponsored
SWIL Regional
Freight Study with
IDOT



Foundation for the
new St. Louis
Regional Freight
District

Multi-Modal Freight Flows



Agriculture and
Food Processing

Corn
Wheat
Soybeans



Bulk and Energy

Coal
Petroleum
Steel
Recycled Metals



Finished Goods

Military Equipment

Source: 2015 Award Winning SWIL Freight Transportation Study by TransSystems with GKSF Global Research and Sponsored by IDOT and Leadership Council SWIL

Leadership Council Southwestern Illinois

Ongoing Priority Accomplishments

2016 Outstanding Local Government Achievement Award for Leadership in planning and Design Innovation

- American Bottoms Levee Project

- Alton, IL to south of Columbia, IL located in Madison, Monroe and St. Clair Counties
- 100 year level, 2017 expected full FEMA levee re-accreditation
- Removal of inaccurate maps – stopped ED
- 500 year level underway with \$86M surplus
- Over \$110M of new construction investment to enhance levee system protecting more than 156,000 people and 4,000 businesses and over 56,000 jobs
- Competitive Position Strategy!
- “SWIL is Open For Business!”



65 MILES OF LEVEES

Regional Impacts of Scott AFB



Scott Air Force Base Financial Impact

Expenditures	\$662,436,322
Payroll	\$2,394,451,257
Total	\$3,056,887,579

Scott Air Force Base Individuals Impacted

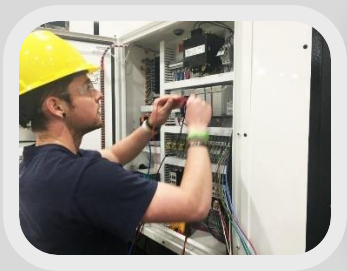
Personnel	56,865
Dependents	79,534
Total	136,399

- Largest employer in Southwestern Illinois
 - 5th largest in St. Louis region
 - Grew 40% in the last decade
 - Regional contractors
 - Missions critical to national defense – US TRANSCOM and US Surface Deployment and Distribution Command (SDDC)
 - Impacts over 40,339 jobs regionally, and 136,399 people economically impacted
 - Best place to live reported by Airforce Times and multiple Abilene Awards Winner
 - Ronda Sauget, Executive Director of Leadership Council Named 375th Wing Honorary Commander

Leadership Council Southwestern Illinois

Priority Focus

A Career that Pays in Southwestern Illinois



- **Manufacturing Steering Committee, Labor Management, and Economic Development Committees**
 - Manufacture/Craft Your Future Campaign to over 6,000 people
 - Business Outreach and Address Critical Issues
 - Steel, Ag, and Energy Industry Sub-Committee – Anti-Foreign Product Dumping and Tariff Enforcement Efforts and Workforce Needs Assessment
 - American Allied Safety Council
 - Grow Your Future

External Marketing & Communications Strategy

Objective

“Uniting the Region for Growth”

- Identifying business clustering
- Creating Economic Power Zones of significant revenue generation and job creation
- “Telling our Story”



Economic Impact of Midwest Corridor²

Large Companies & Defense Contractors



Midwest Corridor Direct Impact:

Jobs: 75,000

Earnings: \$3.315 billion

Revenue: \$6.323 billion

Midwest Corridor combined Direct & Indirect Impact:

Jobs: 215,560

Earnings: \$9.2 billion

Revenue: \$19 billion

Midwest Corridor jobs represent 29% of SWIL region total jobs and 6% of entire 16 County St. Louis MSA

External Marketing & Communications Strategy

Strategic Marketing Communications Partners

Presentations at Professional Meetings, Conferences, & Events

Industry Specific and Other Networking Events

STL CICI, STL Ag Club, STL Regional Freightway and STL Port Authority, STL Regional Chamber & STL Cyber City, STL T REX and Cortex, STL AFCIA, St. Louis World Trade Center, STL Municipal League, IL DCEO and InterSect Illinois, Multi-Modal Transportation, Business Clusters and Industry Partners, Bi-State, Ameren Illinois and Missouri Economic Development, Illinois Rail Association, Local and Regional Site Selectors and Real Estate Professionals – RASI Relators Association of SWIL, East West Council of Governments, Regional Business Council, Civic Progress

Work with STL Regional Chamber and other regional partners on Networking Lunch Meetings with Key Audiences – Economic Development, Commercial/Industry Real Estate, Development, Construction Firms, and Industry Conferences.

Presentations to DCEO Trade and International Trade International Embassy Representative – translated into 9 languages

- Chicago – Feb 14, 2017
- Dallas & Houston
- Atlanta – June 2017
- New York

External Marketing & Communications Strategy

Strategic Marketing Communications Partners

Presentations at Professional Meetings, Conferences, & Events

Working with our
Strategic Partners and
Supply Chain Networks

Presentations to key
strategic partners to drive
information and awareness
about SWIL

- Union Pacific Railroad
January 24, 2016
- Multi-Modal Leadership
Opportunities

Regional Bus Tours and
Networking Events

Morning – Madison County Manufacturing and
warehousing Sectors and Tours

Lunch – ED Presentation

Afternoon – St. Clair County Manufacturing and
warehousing Sectors and Tours

External Marketing & Communications Strategy

Economic Power Zones - Companies

Advanced and Light Manufacturing

- Sun Coke Energy - US Steel - Western Non-Wovens
- Jet Aviation (division of General Dynamics) - Metro East Industries - The Roho Group
- Icon Mechanical - Murphy Mechanical - Olin Corporation - Alton Steel
- PRI Recovery - Heidtman Steel - Siemens Manufacturing - ASF-Keystone
- Cope Plastics

Energy/Green Energy

- Phillips 66 - Exxon Mobile - Valero - Ameren Illinois - Waste Management LLC
- Dynegy Energy - Prairie State Energy Campus - Sitton Energy Solutions
- Ambit Energy - Center Ethanol - Abengoa Bioenergy - Green Plains Renewable Energy
- Millstadt Rendering Co - Ameren Illinois - SWIL Electric Coop - Monroe Co Coop

Agriculture/Food Processing

- ADM - Bunge NA - Cargill - Louis Dryfuss - CGS - Ingram Barge - Kuna Meat
- Holten Meat Co - Prairie Farms Dairy, Inc. - Kraft Foods - Hansen Meat Co.
- RALCORP

Chemical Industry and Medial Processing

- Afton Chemical - Progressive Recovery, INC - Vertex Chemical
- Air Products and Chemicals - Solvay Chemical - FlexSys-Eastman Chemical
- Mallinckrodt Pharma - ChemTrade Logistics

Evaluation of Forward and Backward Integration!

External Marketing & Communications Strategy

Economic Power Zones - Companies

Water and Wastewater Management

- Illinois American Water (4 locations)
- American Bottoms Regional Wastewater Treatment
- Tetra-Tech
- Veolia Environmental Services
- Teklab, Inc.

Warehouse/ Distribution/ Supply Chain

- Amazon - P&G - Hersey - Dial - Menasha - Unilever - Metro Supply Co. - Sysco
- Walgreens - USF Logistics - DB Schenker - OHL

Multi-Modal Transportation

- UP, CSX, CN, TRRA, BNSF, A&S, ... - America's Central, Port and Other Port Operations
- Multiple Trucking Firms – Stock Transport, Schneider National, Cassen's Transport, The Truck Centers, R&L Carriers, ...
- Airports - St. Louis Downtown, St. Louis Regional, St. Louis MidAmerica Regional and MidAmerica STL Airports
- River - SCF Marine/SeaCore Holding Corp & Ingram Barge
- Transit - Madison County Transit & Bi-State Development

Cyber Security/GIS/Dense Contractors/STEM

- Aegis Strategies - Lockheed Martin - Raytheon - Boeing - SRA - LMI - SuprTek - World Wide Technology – General Dynamics ...

Evaluation of Forward and Backward Integration!

External Marketing & Communications Strategy

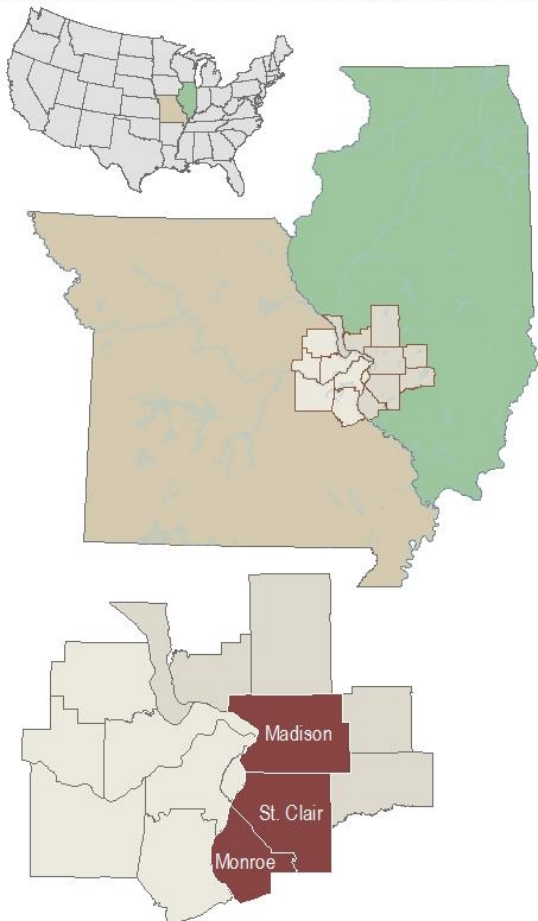
Economic Power Zones – Workforce Assessment and Career Pathing

Manufacture/Craft
your Future

Industrial/Commercial Site Locations

Prime Sites

Southwest Illinois Location and Industrial Assets



St. Louis Regional Chamber
One Metropolitan Square, Suite 1300 | St. Louis, MO 63102
phone 314.231.5555 | fax 314.206.3244
www.stregionalchamber.com



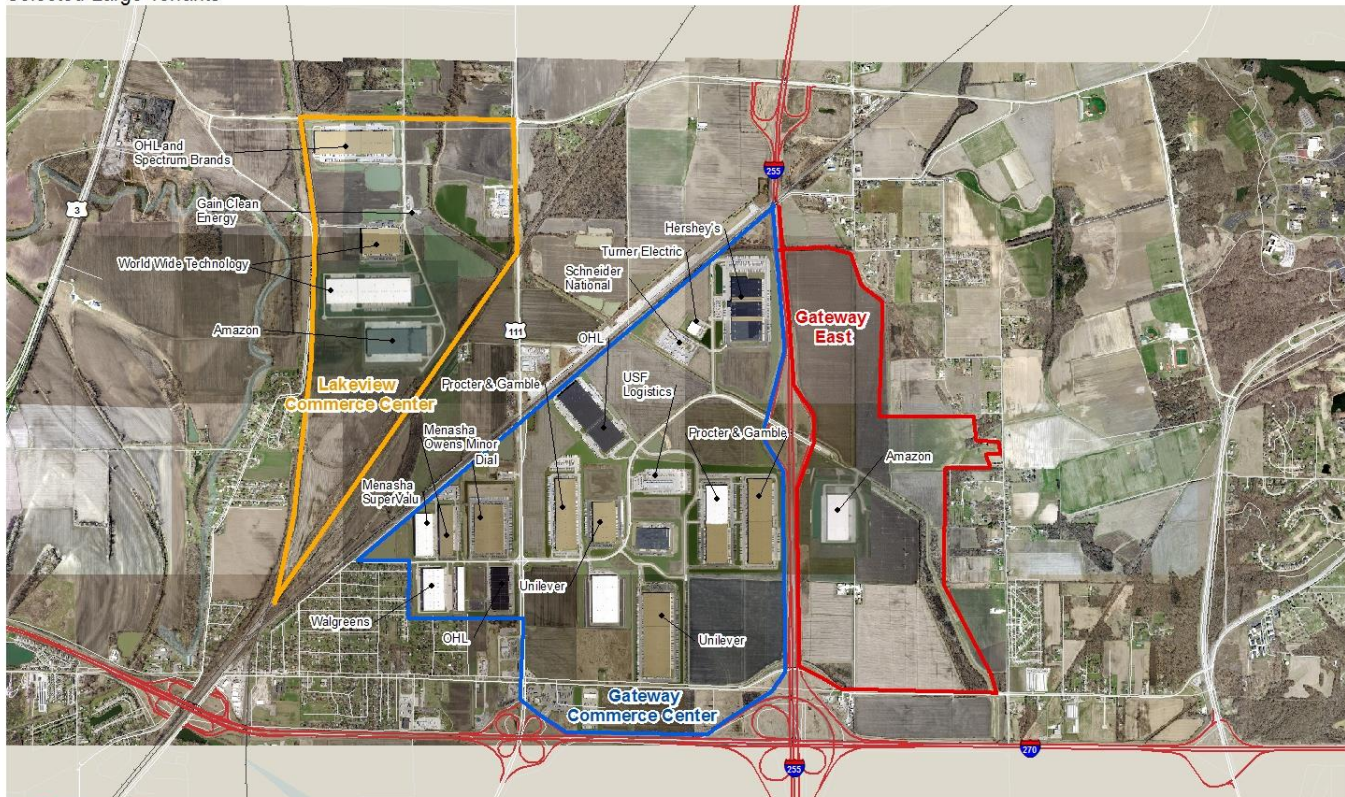
Industrial/Commercial Site Locations

Prime Sites

Gateway and Lakeview Commerce Center

Ranked as a top 10 hot spot for industrial real estate – Cushman & Wakefield

Southwestern Illinois Selected Industrial Assets - Lakeview Commerce Center, Gateway Commerce Center and Gateway East
Selected Large Tenants



St. Louis Regional Chamber
One Metropolitan Square, Suite 1300 | St. Louis, MO 63102
phone 314.231.5555 | fax 314.206.3244
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0 0.2 0.4 0.8 1.2 1.6 Miles



Updated: 1/23/2017

Industrial/Commercial Site Locations

Prime Sites

Sauget Business Park



And many, many other site developments ...!

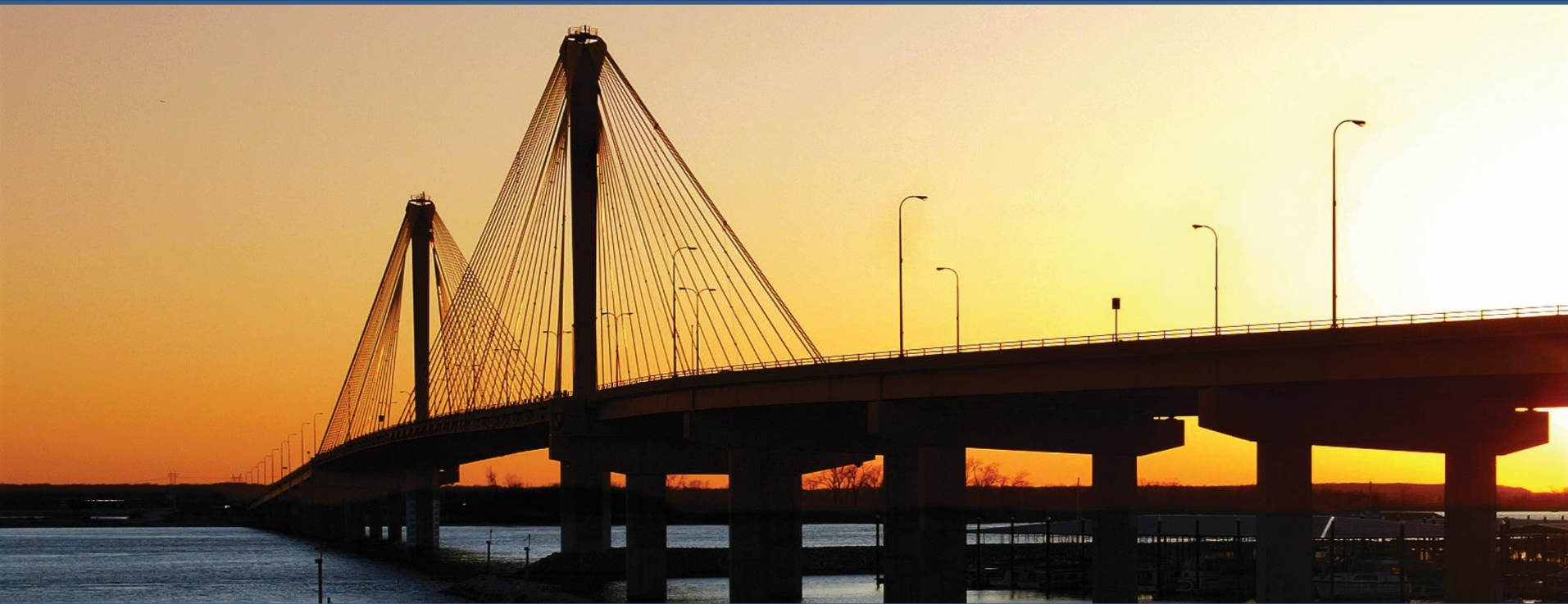
Industrial/Commercial Site Locations

Prime Sites

America's Central Port



Thank you!



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