

Markets and Resources in Illinois

Located at the industrial and geographic heart of the nation, Illinois companies are able to ship and receive finished goods, semi-finished products or resources without high transport fees and expenses or costly delays. More than one-fifth of the Gross National Product is produced in the Midwest and nearly half of all the goods and services created in the U.S. are produced within one day's drive of the state line. In short, Illinois is a convenient and cost-effective location for growing companies.

Illinois has the resources needed to help manufacturers achieve their goals. In 2001*, about 18,000 manufacturing companies operated in the state, generating a gross output of \$73.4 billion and 15.7 percent of the gross state product. Major industries concentrated in Illinois include primary and secondary metals, industrial and farm equipment, electric equipment and appliances, electronic components, food processing, and printing. Illinois ranks first among the states in the production of construction machinery, cookies, candy, service industry machines and environmental controls. The state is also a leader in the production of farm machinery, cereals, magazines, plastic products and machine tool products. For manufacturers, it's important to know that Illinois companies can supply almost any sub-assembly component or finished product.

According to the Annual Survey of Manufactures, Illinois companies purchased \$105 billion in materials in 2001* -- 5.0 percent of such purchases nationwide. The five Great Lakes region states as a whole accounted for approximately 25 percent of the purchases nationwide.

The survey ranks Illinois as number four among the states -- second among the Great Lakes states -- in terms of value of manufacturing shipments. Cook County ranks number two in the nation in terms of value of manufacturing shipments.

Illinois is also a retailer's dream. Approximately 12.8 percent of all U.S. retail sales are made in Illinois and its neighboring states. Illinois ranks sixth among the

states in percent of national retail sales (4.1 percent). The Chicago area, where 3.3 percent of all U.S. retail sales are made, is ranked third among metropolitan statistical areas in this category.

Illinois personal income grew by 2.8 percent in 2001*, surpassing \$412 billion and representing 4.7 percent of the U.S. total. Per capita income of \$33,023 in 2001 was twelfth among the states and exceeded the U.S. average of \$30,472.

* Most recent statistics available as of Update.

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Illinois Gross State Product, 2003

Finance, Insurance and Real Estate	22%
Services	21%
Trade	18%
Manufacturing	16%
Wholesale	9%
Retail	9%
Transportation, Communications and Public Utilities	8%
Government	9%
Construction	4%
Agriculture	1%
Mining	>1%

Source: Global Insight, updated: March 2004