



2019



# COMMUNITY PARTNER PACKAGES





# SELECT CHICAGO



## WHO WE ARE

SelectChicago® is a program designed to attract foreign direct investment (FDI) to the greater Chicago area. Foreign Direct Investment is a process which allows for foreign companies to invest in the United States. SelectChicago® helps to facilitate public/private partnerships to accomplish local economic development objectives. This includes commercial, industrial, and residential development. FDI is first and foremost, a way to infuse vitality to the local economy and bring jobs with a future to your community. SelectChicago® became an official spin-off of the U.S. Department of Commercial SelectUSA program in 2016.

## OUR PHILOSOPHY

In the eyes of a foreign investor, all suburbs are considered “Chicago”. Therefore, SelectChicago® is a partnership across all participating Chicago area communities in order to attract attention on a global scale. Further, SelectChicago® communities commit to sharing the global spotlight and are supportive of all FDI achievements. When one community receives foreign investment, other communities will benefit, because we are all “Chicago”. SelectChicago® provides its member communities with the know how and opportunity to attract more foreign direct investment (FDI) into the region.

## Attracting Foreign Direct Investment

Foreign Direct Investment (FDI) is, first and foremost, a way to infuse vitality to the local economy. It also creates opportunities for foreign businesses and entrepreneurs to bring a product or service to the U.S. market. A foreign merger or acquisition of an existing local company can also be a way to retain jobs in an area and sustain a community economically.

In 2017, Conde Nast named Chicago the “Best Big City” in the United States. It is no secret to those of us who live and work in the surrounding area that we have some of the best food, culture and amenities in the world. The United States has the largest number of investors from across the globe, and FDI in the US is growing. Foreign investors want to learn more about the entire midwest region they call “Chicago”.

SelectChicago® provides SelectChicago® communities with the know-how to incorporate FDI into ongoing economic development strategies and practices; the training in order to showcase their projects to an international audience and proven methodologies to create long term relationships with foreign investors as well as the regional organizations that represent them.

SelectChicago® is the best way for Chicago area municipalities, economic development organizations (EDOs), and public-private partnerships to attract international investment at the local level.

## SelectChicago® Helps to Facilitate Great FDI Relationships

The basis of every successful FDI project is great relationships. The U.S. Department of Commerce created SelectUSA as a way to make international investment in the U.S. easier, by bringing vetted foreign delegations to meet and connect with U.S. entities and opening doors for U.S. delegations to tour international enterprises and their cities. Since 2016, SelectChicago® has represented Chicagoland municipalities, local business and EDOs at the annual SelectUSA Investment Summit in Washington D.C. SelectChicago® became an official spin-off of SelectUSA in 2016.

The SelectChicago® FDI Conference is the place to showcase FDI projects and network with potential investors. Our SelectChicago® 101 and 201 Workshops help guide SelectChicago® communities’ FDI projects from conception to completion.

## Participate in SelectChicago®

Chicago continues to be a growing hub for international investment and partnership, with over 90 international trade and investment organizations and more than 40 international Chambers of Commerce. SelectChicago® has the FDI platform, the reputation and the relationships for bringing foreign investment to Chicago area communities.

## Find out what over 25 Chicagoland Featured Communities already know. SelectChicago® offers:

- **Expertise:** SelectChicago® offers two, half-day workshops, FDI 101 in February and FDI 201 in April for everything you need to know about FDI and the opportunity to network.
- **Connection:** The 2018 SelectChicago® FDI Conference had 115 participants; 26 SelectChicago® communities began new or strengthened relationships with international chambers of commerce, trade consulates, and foreign investors.
- **Exposure:** The 2019 SelectChicago® FDI Conference in August offers select communities an opportunity to be a Showcase Tour destination for foreign delegations attending the conference as well as offering “practice tours” organized by SelectChicago® to help position communities to receive an international delegation.
- **Travel:** The SelectChicago® Team frequently participates in SelectUSA organized tours of destinations around the world.

Ask Michael Edgar or Caryn Kahn about levels of participation by emailing:

**[michael@selectchicago.org](mailto:michael@selectchicago.org) or [caryn@selectchicago.org](mailto:caryn@selectchicago.org)**

Visit **[www.selectchicago.org](http://www.selectchicago.org)** for more about SelectChicago® and other programs to promote economic development in the Chicagoland region.



# SPONSORSHIP PACKAGES

# 2019



## SELECT CHICAGO

### FOREIGN DIRECT INVESTMENT CONFERENCE AUGUST 7, 2019

<p><b>SPONSOR</b> (1 AVAILABLE) <b>\$25,000</b></p>	<ul style="list-style-type: none"> <li>+ Registration + Exhibitor Reception (5 tickets)</li> <li>+ Exclusive sponsorship of the exhibitor reception on August 7, 2019</li> <li>+ Exclusive "Thank You" email blast with information about your firm to all registrants</li> <li>+ Speaking opportunity during summit luncheon</li> <li>+ Opportunity for a one-minute video to be played during the opening session</li> <li>+ Verbal recognition by SelectChicago® Program Director at the Welcome Reception and Summit</li> <li>+ Company profile and sponsorship recognition in the SelectChicago® program</li> <li>+ Summit Sponsor designation and premier logo placement on SelectChicago® website and digital marketing materials</li> <li>+ Title sponsor designation on SelectChicago® printed materials</li> <li>+ Premier logo visibility at all sessions</li> <li>+ Exhibitor table</li> </ul>
<p><b>CORPORATE SPONSOR</b> (15 AVAILABLE) <b>\$10,000</b></p>	<ul style="list-style-type: none"> <li>+ Registration + Exhibitor Reception (3 tickets)</li> <li>+ Verbal recognition by SelectChicago® Program Director at the Welcome Reception</li> <li>+ Logo visibility on Title Sponsor slide in summit sponsor slide show throughout the event</li> <li>+ Marketing banner showcasing only your firm's and SelectChicago® logo throughout the reception venue</li> <li>+ Title sponsor designation on SelectChicago® website and digital marketing materials</li> <li>+ Title sponsor designation on SelectChicago® printed materials</li> <li>+ Exhibitor table</li> </ul>
<p><b>SHOWCASE TOUR SPONSOR</b> (6 AVAILABLE) <b>\$7,500</b></p>	<ul style="list-style-type: none"> <li>+ Registration + Exhibitor Reception (2 tickets)</li> <li>+ Verbal recognition by SelectChicago® Program Director at the Welcome Reception</li> <li>+ Two seats on the exclusive showcase tour</li> <li>+ Logo visibility on Reception Sponsor slide in summit sponsor slide show throughout the summit</li> <li>+ Reception Sponsor designation on SelectChicago® website and digital marketing materials</li> <li>+ Company profile and sponsorship recognition in the SelectChicago® program</li> </ul>
<p><b>PREMIER SPONSOR</b> (10 AVAILABLE) <b>\$5,000</b></p>	<ul style="list-style-type: none"> <li>+ Registration + Exhibitor Reception (2 tickets)</li> <li>+ Logo visibility on shared slide in summit sponsor slide show</li> <li>+ Premiere sponsor designation on SelectChicago® website and digital marketing materials</li> </ul>
<p><b>\$2,500</b></p>	<ul style="list-style-type: none"> <li>+ Media Sponsor</li> </ul>

Need more information? Contact us at [marketing@selectchicago.org](mailto:marketing@selectchicago.org) or (847) 440-2021

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## SELECT CHICAGO

FOREIGN DIRECT DEVELOPMENT  
TRAINING & PROGRAMMING

<p><b>FDI 101</b> <b>Workshop</b> <b>FEBRUARY 2019</b> <b>\$2,000</b></p>	<ul style="list-style-type: none"> <li>+ Registration + Exhibitor Reception (2 tickets)</li> <li>+ Logo visibility on shared slide in workshop sponsor slide show</li> <li>+ Premiere sponsor designation on SelectChicago® website and digital marketing materials</li> </ul>
<p><b>\$500</b></p>	<ul style="list-style-type: none"> <li>+ Media Sponsor</li> </ul>
<p><b>FDI 201</b> <b>Workshop</b> <b>APRIL 2019</b> <b>\$1,500</b></p>	<ul style="list-style-type: none"> <li>+ Registration + Exhibitor Reception (2 tickets)</li> <li>+ Logo visibility on shared slide in workshop sponsor slide show</li> <li>+ Premiere sponsor designation on SelectChicago® website and digital marketing materials</li> </ul>
<p><b>\$500</b></p>	<ul style="list-style-type: none"> <li>+ Media Sponsor</li> </ul>
<p><b>SELECTUSA</b> <b>JUNE 2019</b> <b>\$7,500</b></p>	<ul style="list-style-type: none"> <li>+ Logo visibility on shared slide in SelectChicago® booth slide show</li> <li>+ Premiere sponsor designation on SelectChicago® website and digital marketing materials</li> <li>+ Printed collateral to be offered</li> </ul>
<p><b>SelectChicago®</b> <b>ONLINE</b> <b>OPPORTUNITY</b> <b>PORTFOLIO</b> <b>\$5,000</b></p>	<ul style="list-style-type: none"> <li>+ Logo visibility on shared slide in summit sponsor slide show</li> <li>+ Premiere sponsor designation on SelectChicago® website and digital marketing materials</li> </ul>

“

Working together with our area-wide economic development partners to expand FDI potential within the region is an important reason why Skokie supports SelectChicago. Strengthening our connections with international businesses considering the Midwest and the site selectors, consul generals and chamber organizations already located here in Chicago has been another key benefit. Finally, including Skokie’s available properties in the SelectChicago® Online Opportunity Portfolio has been a cost-effective way to promote our most promising locales to outside investors.

**Leslie Murphy / Economic Development Specialist**  
Village of Skokie

**Need more information? Contact us at [marketing@selectchicago.org](mailto:marketing@selectchicago.org) or (847) 440-2021**

REV 2-19-19



# BECOME A COMMUNITY PARTNER

<p>Annual Investment SelectChicago® Community <b>\$500</b></p>	<p>Annual Investment SelectChicago® Steering Committee <b>\$1,500</b> LIMITED TO 10 COMMUNITIES</p>
<p><b>Online Portfolio of Opportunities (Deal Book)</b></p> <ul style="list-style-type: none"> <li>• Online &amp; Hard copy</li> <li>• Brought and showcased at SelectUSA 2019, located in Washington, DC (June 2019)</li> <li>• List up to 10 projects</li> <li>• Materials submitted by 3-15-2019</li> </ul>	<p><b>Online Portfolio of Opportunities (Deal Book)</b></p> <ul style="list-style-type: none"> <li>• Online &amp; Hard copy</li> <li>• Brought and showcased at SelectUSA 2019, located in Washington, DC (June 2019)</li> <li>• List up to 10 projects</li> <li>• Materials submitted by 3-15-2019</li> </ul>
<p><b>Ability to apply for a Practice Tour</b></p> <ul style="list-style-type: none"> <li>• Getting ready for an International Delegation Visit to your town               <ol style="list-style-type: none"> <li>1. Staging of tour</li> <li>2. Practice run</li> <li>3. Review of your Community assets</li> <li>4. Strategic advice on how to put best foot forward</li> <li>5. Looking at projects that help the community ‘move the needle’</li> </ol> </li> </ul> <p><i>*Additional fee for a Practice Tour \$1,000</i></p>	<p><b>Ability to apply for a Practice Tour</b></p> <ul style="list-style-type: none"> <li>• Getting ready for an International Delegation Visit to your town               <ol style="list-style-type: none"> <li>1. Staging of tour</li> <li>2. Practice run</li> <li>3. Review of your Community assets</li> <li>4. Strategic advice on how to put best foot forward</li> <li>5. Looking at projects that help the community ‘move the needle’</li> </ol> </li> </ul> <p><b>*Practice Tour included</b></p>
	<p><b>PRIORITY TO BE SELECTED FOR A SHOWCASE TOUR</b> ★</p>
<p><b>Ability to participate in International Delegation Visits</b></p> <ul style="list-style-type: none"> <li>• Included in the selection of locations for receiving an International Delegation Visit separate from the SelectChicago® FDI Conference*</li> <li>• Works the same way as the SelectUSA’s Single Location Program in foreign countries, but in reverse.</li> </ul> <p><b>*Must have participated in the Practice Tour program to be shortlisted</b></p>	<p><b>Ability to participate in International Delegation Visits</b></p> <ul style="list-style-type: none"> <li>• Included in the selection of locations for receiving an International Delegation Visit separate from the SelectChicago® FDI Conference*</li> <li>• Works the same way as the SelectUSA’s Single Location Program in foreign countries, but in reverse.</li> </ul> <p><b>*Must have participated in the Practice Tour program or hosted prior tours to be shortlisted</b></p>
	<p><b>PRIORITY SCHEDULING</b> ★</p>
<p><b>SelectChicago® Municipal Training Events (FDI 101, 201)</b></p> <ul style="list-style-type: none"> <li>• <b>FDI 101 (2) tickets</b> <ul style="list-style-type: none"> <li>• FDI basics</li> <li>• February 2019 (working date 2-28-2019)</li> </ul> </li> <li>• <b>FDI 201 (2) tickets</b> <ul style="list-style-type: none"> <li>• FDI as part of your Business Attraction and Retention Program</li> <li>• April 2019 (working date 4-11-2019)</li> </ul> </li> </ul>	<p><b>SelectChicago® Municipal Training Events (FDI 101, 201)</b></p> <ul style="list-style-type: none"> <li>• <b>FDI 101 (2) tickets</b> <ul style="list-style-type: none"> <li>• FDI basics</li> <li>• February 2019 (working date 2-28-2019)</li> </ul> </li> <li>• <b>FDI 201 (2) tickets</b> <ul style="list-style-type: none"> <li>• FDI as part of your Business Attraction and Retention Program</li> <li>• April 2019 (working date 4-11-2019)</li> </ul> </li> </ul>



**Annual Investment  
SelectChicago® Community  
\$500**

**Annual Investment  
SelectChicago® Steering Committee  
\$1,500 LIMITED TO 10 COMMUNITIES**

**(2) Tickets to 2019 SelectChicago® FDI Conference on August 7, 2019**

- Community Tours will be on 8-8-2019
- Tickets for ITAGC Boat Cruise reception are an additional \$100 each

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- Included (2) tickets for ITAGC Boat Cruise reception - additional tickets are \$100 each

**Ability to participate in Municipal Think Tank Service**

- One site per visit
- See brochure
- For additional fee have SelectChicago® develop site based collateral for Deal book

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**PRIORITY SCHEDULING** ★

**In development for 2020 - Outbound International Tour**

- In collaboration with the SelectUSA SLP program
- Community estimated portion of budget to be \$15,000 plus travel for Community Delegation and SelectChicago® team
- Mayor's and EDO for outbound visit to US Embassy of choice
  1. Should fit with designated cluster
  2. Develop local ties and more bilateral communication

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  1. Should fit with designated cluster
  2. Develop local ties and more bilateral communication

**Additional benefits include:**

- + Name on left-side of SelectChicago® letterhead
- + Name and logo on all promotional and marketing materials
- + Recognition and speaking opportunities at all events



SelectChicago® is a crucial component within Chicagoland's economic development toolbox. It provides a channel for communities and other business development entities from around the region to collaborate, rather than compete, and invite foreign direct investment that will help collectively grow our local economies. Arlington Heights prides itself in being at the forefront of progressive economic development efforts, which is why we are supporting SelectChicago® as a way to enhance the Chicago region's position in the world market.

**Michael Mertes / Business Development Coordinator**

Department of Planning and Community Development / Village of Arlington Heights

### **Municipal Think Tank Services**

Utilizing the best practices from our Business Incubator, SelectChicago® Consulting and our in house real estate development team, GWDC is able to offer communities our “Municipal Think Tank Service.” Similar to ULI’s TAP program, when a municipality has a potential site for development, GWDC staff and appropriate ‘subject matter experts’ will meet with the municipal team, review the site, and offer a constructive discussion and options for what can be done with the sites.

The intent of the Think Tank service program is to strengthen the capacity of municipal economic development staff by providing timely assistance for an immediate issue. The advisors provide this service free of charge to participants as a service to the community.

### **Process:**

1. GWDC’s panel asks the municipal staff to detail their concepts and desires for the community along with providing any pertinent background on the subject parcels. Next, municipal staff will detail any current issues confronting the subject parcel, along with any efforts to overcome those barriers. The entire group will enter into a directed brainstorming session of concepts, gaining fresh insight as they discuss innovative solutions for complex land use and real estate development challenges.
2. GWDC’s panel will then meet independently of the municipal staff to review the initial consultation, discuss the situation, and recommend possible solutions or tactics to overcome the issues confronting the project.
3. Final recommendations for overcoming obstacles are provided to the municipality. Recommendations are solution-based and are meant to be practical, actionable steps the municipal staff may take to overcome the problem. A second meeting of the full group may be recommended at this stage.

### **Next steps...**

Recommendation options include encouraging the municipality to develop an RFP for the subject parcel, work directly with the municipality to develop a concept sketch and project budget to attract an outside developer to take on the project, or the GWDC and municipality entering into a Joint Venture to execute the project as a “developer of last resort.” Service fees for the development of a development strategy suitable for an RFP range from \$2,000 to \$15,000 depending on the scope of the project.

### **Getting the most from your meeting**

The following items will ensure the GWDC will be able to provide the most useful recommendations in the least amount of time. Please have copies ready before the consultation begins for all persons engaged in the process.

**Plat of Survey or site plan.** If available, a Plat of Survey indicating property lines, easements and all existing structures on the property, will aid in planning discussions. If a Plat of Survey is not available, please include any site plans or aerial views.

**Local restrictions / form based codes (if applicable).** Include relevant zoning information for the site, including allowable and conditional uses, setbacks, parking requirements, landscaping requirements, exterior appearance requirements and / or review process, which may affect the approval process. Also include relevant sections of the municipality’s Comprehensive Plan, if applicable, or any overlay districts. Note that projects may be developed under the municipality’s PUD process.

**Additional information.** Any other pertinent information such as listing documents, known environmental, flood plain, or infrastructure information will assist in the process. Also include information on any previous or current interested parties for site or surrounding area parcels.



## GWDC MISSION

GWDC, the parent company of SelectChicago®, fosters economic development in challenged communities by supporting, incubating, or creating core businesses, pursuing catalytic real estate development projects and attracting foreign direct investment at the local level.



### GWDC is a 501c3 not for profit economic development corporation

- Profits go back into programs.
- 990 is published through GuideStar and is open for public review.
- As an independent economic development corporation, we can work across state and local boundaries.



### Michael Edgar President and Co-Founder GWDC

Michael Edgar is the President & Board Chair of the GWDC. In addition to leading the GWDC executive team, Michael is also President of Design Studio, C, Ltd. (“DSC”) a local architectural firm servicing the small business market where he has worked on over 900 projects in the GWDC service area. Michael received his Bachelor’s Degree of Architecture from the University of Southern California and holds a Master’s of Architecture from the University of Houston’s Sasakawa International Center for Space Architecture (SICSA). He is a licensed architect in the states of IL, WI, and FL.



### Caryn Kahn Communications Director for GWDC Program Director for SelectChicago®

Caryn M. Kahn is a Board Member of the GWDC. She has a broad marketing background that focuses on real estate, financial transactions and events. Ms. Kahn assists the GWDC with event planning, marketing materials and partner relationships. Ms. Kahn received her BBA degree from The George Washington University in Washington, DC.



### Shai Lothan CEO and Director of Real Estate Development GWDC

Shai has more than 30 years of real estate experience in the construction, investment, and development fields. A graduate of the University of Denver, where he received training in real estate and economics, his diverse client and project list includes restaurants, not-for-profit organizations and related institutional uses, government entities, and large corporations. Projects include the Residences at Cherry Creek, Townline Center, Lakehurst Shopping Center, and Pilsen Park Shopping Center, as well as many residential apartments, condominiums and single-family homes in the Chicagoland area.

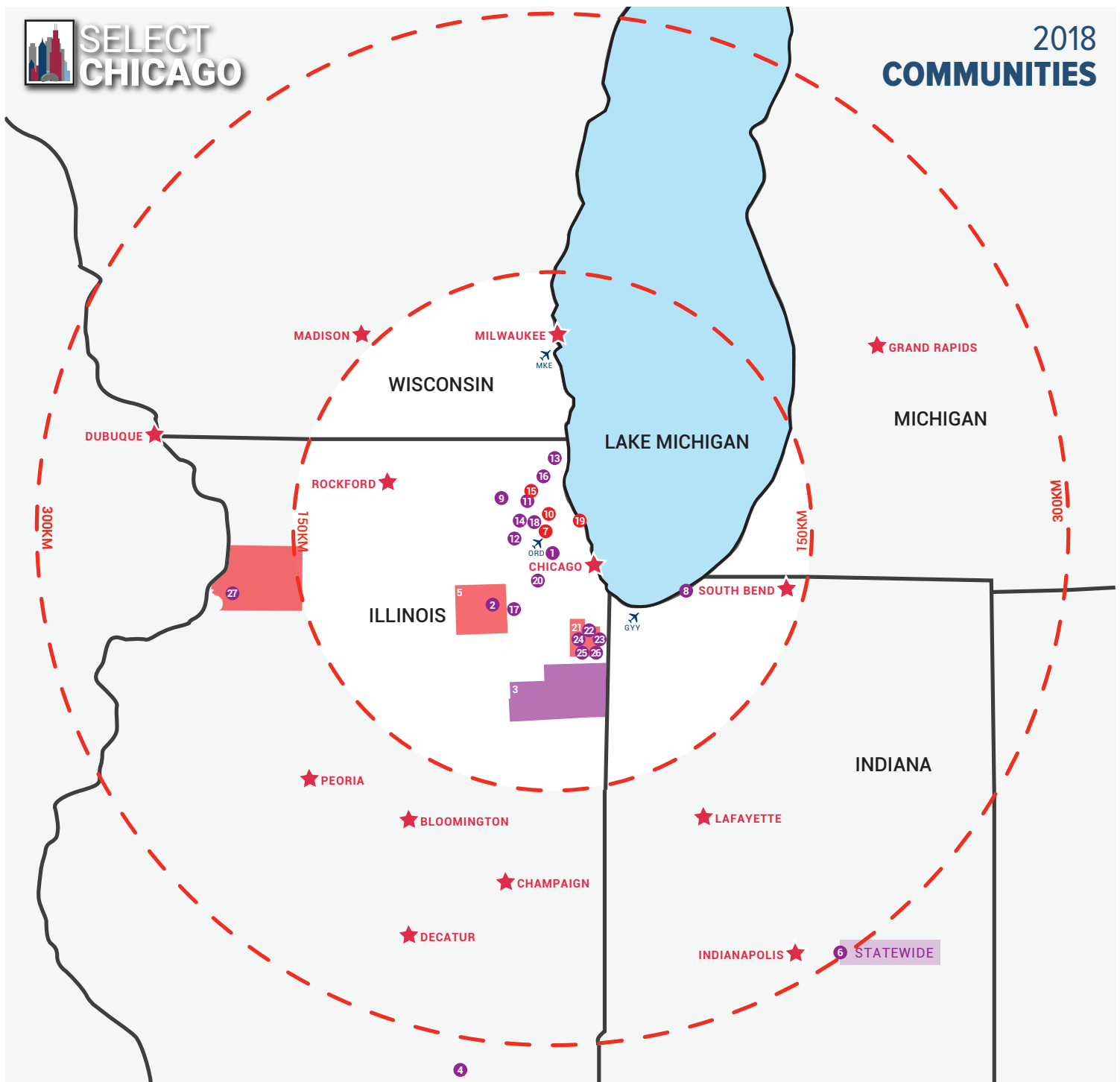


### Subject Matter Experts

As needed for the project.

13 N. Genesee Street, Waukegan, IL 60085  
P: (847) 440-2021 F: (847) 996-0117 [www.greaterwaukegan.org](http://www.greaterwaukegan.org)  
*The GWDC is a 501c3 Economic Development Not for Profit Corporation*

REV 2-19-19



### MAP LEGEND

- |   |   |
|---|---|
| <ul style="list-style-type: none"> <li>1 City of Elmhurst, Illinois</li> <li>2 Coal City, Illinois</li> <li>3 Economic Alliance of Kankakee County, Illinois</li> <li>4 Effingham Regional Growth Alliance, Illinois</li> <li>5 Grundy County Economic Development Council, Illinois</li> <li>6 Indiana Economic Development Corporation, Indiana</li> <li>7 Elk Grove Village, Illinois</li> <li>8 Michigan City, Indiana</li> <li>9 Village of Algonquin, Illinois</li> <li>10 Village of Arlington Heights, Illinois</li> <li>11 Village of Barrington, Illinois</li> <li>12 Village of Bartlett, Illinois</li> <li>13 Village of Gurnee, Illinois</li> <li>14 Village of Hoffman Estates, Illinois</li> </ul> | <ul style="list-style-type: none"> <li>15 Village of Lake Zurich, Illinois</li> <li>16 Village of Mundelein, Illinois</li> <li>17 Village of Plainfield, Illinois</li> <li>18 Village of Schaumburg, Illinois</li> <li>19 Village of Skokie, Illinois</li> <li>20 Village of Woodridge, Illinois</li> <li>21 <i>Will/Cook I-57 Enterprise Zone, IL</i></li> <li>22 Village of Matteson, Illinois</li> <li>23 Village of Park Forest, Illinois</li> <li>24 Village of Richton Park, Illinois</li> <li>25 Village of Monee, Illinois</li> <li>26 Village of University Park, Illinois</li> <li>27 Whiteside County</li> </ul> |
|---|---|

- SelectChicago® Showcase Community
- SelectChicago® Community