



**ILLINOIS  
CHAMBER**

**INTERNATIONAL  
BUSINESS COUNCIL**

**STRONGER BUSINESS  
STRONGER ILLINOIS**

# INTERNATIONAL BUSINESS COUNCIL

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The Illinois Chamber of Commerce launched the International Business Council (IBC) initiative in May 2013 to take a leadership role in international trade and increase Illinois business' import-export trading capabilities. Since then, the IBC has helped companies access, develop and implement international growth strategies and designed a "soft landing" strategy to bring foreign-based business to Illinois.

## **ILLINOIS IS GLOBAL**

With 80% of the world's purchasing power and 95% of its customers outside our borders, the global opportunities for Illinois companies to expand their customer base into international markets are vast. As the Chamber understands this is critical to its members and the future economic health of the state, the IBC works towards securing these opportunities for our companies through expanded partnerships, promotion of trade agreements, and a stable legislative environment that facilitates the movement of money, people and goods in the global economy.

## **TRADE SERVICES**

The IBC offers customized outbound and inbound trade services to develop and implement company-specific global strategies. Making Global Local and A.C.E. programs provide member companies select access to trade and investment leads as well as to large scale procurement opportunities through IBC's exclusive partnership with the U.S. Trade and Development Agency (USTDA) and special connections with selected countries. The IBC Soft Landing Program facilitates foreign companies' establishment and presence in Illinois through our Doing Business in U.S. mentorship program, FDI support and industry referrals, and marketing programs.

## **ADVOCACY**

The IBC provides a forum for members to better understand, develop and promote constructive federal, state and local public policies that are key to the advancement of international commerce. With a strong pro-trade agenda, the IBC has delivered ongoing support to multiple international initiatives to include immigration reform, Trade Promotion Authority, Trans Pacific (TPP) and Transatlantic Trade and Investment Partnerships

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It has been a pleasure to work with the international business council of the Illinois chamber of commerce to develop relationships with the diplomatic and foreign trade community here in Chicago. We look forward to promoting the continued growth and development of the international business community in the city of Chicago and state of Illinois.

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— Robert Schofield  
Managing Director, The Langham

(TTIP), reauthorization of the Export Import Bank's lending authority, and expanding Illinois-Cuba trade relationships. IBC's most successful forum is The Langham Briefs: a series of country-focused economic talks on trade and investment with international high-level officials and executives.

## CONNECTIVITY

IBC's exclusive partnership with the U.S. Trade and Development Agency (USTDA) to introduce foreign buyers to U.S. solutions made in Illinois is an example of how building key partnerships is crucial to open new markets. In a similar manner, IBC's strategic relationship with individual countries provides exclusive access to import, export and investment opportunities and information on market entry, industry practices, procurement and FDI incentives.

As a result of these national and international partnerships with government agencies and business organizations, IBC helps members to enlarge their professional networks, establish and/or strengthen their presence abroad, and foster general trade and international commerce.



## GLOBAL PARTNERS

*The IBC global network of partner organizations include:*

- U.S. Trade And Development Agency (USTDA)
- U.S. Chamber of Commerce, International Division
- U.S. Global Leadership Coalition
- America-German Chambers of Commerce
- Chicago International Trade Commissioner's Association
- UK Trade & Investment
- Enterprise Ireland
- Hong Kong Trade Development Council
- Promexico
- Trade Commission Of Brazil
- Illinois Cuba Working Group
- Illinois Dept. of Commerce & Economic Opportunity
- Illinois Soybean Association
- ProEcuador
- WorldChicago
- mHub
- CEO Roundtable
- Consulate of India & US – India Importers' Council
- Council of Supply Chain Management Professionals
- Whiteside County
- Select Chicago
- Global Trade Review

## OTHER COUNCILS

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**THE EMPLOYMENT LAW COUNCIL** effectively represents Illinois business on employment law topics such as workers' compensation, unemployment insurance, and other management/employee issues. It also pursues public policy actions that advance the interests and viewpoints of employers, and assists in creating a political climate conducive to improving Illinois' ability to create and retain jobs.

**THE ENERGY COUNCIL** encourages the development and availability of all kinds of energy and conservation measures in an environmentally-responsible and cost-effective way. Illinois needs policies that promote the continued expansion of energy production in the state, allow for development of energy resources, and the development of infrastructure to meet the state's and nation's increasing energy demands.

**THE HEALTHCARE COUNCIL** develops and takes actions to achieve affordable, accessible, efficient, and high-quality healthcare for the employers and residents of our state. The council represents employers in seeking market-based approaches to help them provide affordable, quality healthcare coverage for their employees, and works closely with providers to help strengthen Illinois' healthcare system.

**THE INFRASTRUCTURE COUNCIL** focuses on public systems that are essential to Illinois business; roads and bridges, railways (freight and public transit), shipping via waterways and airports. The council is seeking new members to initiate efforts for water supply and treatment, utilities, pipelines, power generation, power distribution systems and communications networks. All of these systems impact the civic, social, and economic future of the people and employers of Illinois.

**THE TAX INSTITUTE** is an operating division of the Illinois Chamber of Commerce. The council's mission is to aggressively and pro-actively promote the interests of the Illinois business community by advocating pro-business tax policies at the federal, state, and local level that will enable Illinois businesses to grow and prosper.

**THE TECHNOLOGY AND INNOVATION COUNCIL** seeks to aggressively and proactively promote the interests of the Illinois technology community by advocating for public policy that fosters innovation and promotes economic growth. The council seeks to promote workforce development policies, advocate for world-class technology infrastructure, avoid overregulation on the industry and support innovators access to the capital they need to grow.

**WWW.ILCHAMBER.ORG**

**CAPITAL CITY**

215 East Adams Street  
Springfield, IL 62701  
217-522-5512

**CHICAGO**

70 West Madison, Suite 200  
Chicago, IL 60602  
312-983-7100