

# A BETTER ILLINOIS

# JOBS



*Produced in Illinois,  
Marketed to the world*



**BILL BRADY**  
GOVERNOR

JASON PLUMMER FOR LIEUTENANT GOVERNOR

## ***Executive Summary***

Illinois is in an economic crisis and Bill Brady is the only candidate in the race for Governor with a comprehensive job creation plan to put Illinoisans back to work and make a clean break from past practices that have resulted in the loss of 442,600 jobs in the past decade.<sup>1</sup> In spite of an unemployment rate greater than 10 percent that exceeds the U.S. rate, Illinois' current chief executive officer continues to threaten job creators with higher taxes and more government regulation.

Numerous studies confirm what Illinoisans already know – our state is struggling to compete in the world economy because poor political decisions have stagnated growth, increased debt, and created a business climate that repels job creators.

- Illinois' job growth and business climate ranks 46<sup>th</sup> worst in the nation according to CEO Magazine.<sup>2</sup>
- Illinois tumbled seven spots in just the last year in the State Business Tax Climate Index according to the nonpartisan Tax Foundation.<sup>3</sup>
- Illinois ranks 48<sup>th</sup> nationally in economic performance according to the 2009 Alec-Laffer State Competitiveness Index.<sup>4</sup>
- Illinois had 752,600 unemployed people in April 2010.<sup>5</sup>
- A CNBC study on the “Top Business States in 2009” concluded that the cost of doing business in Illinois is higher than in every one of our neighboring states.<sup>6</sup>

Illinois is even struggling to hold its own in the Midwest where it has long been an economic powerhouse. From June 2009 to June 2010, Illinois lost 24,400 non-farm jobs while many of our neighboring states including Indiana, Kentucky, Iowa and Michigan actually gained jobs.<sup>7</sup> The Brady Administration will address many of the factors such as Workers' Compensation costs, tort laws, and Unemployment Insurance taxes that make Illinois less attractive than our neighboring states.

---

<sup>1</sup> Illinois Economy at a Glance. (n.d.). Retrieved August 29, 2010, from <http://www.bls.gov/eag/eag.il.htm>

<sup>2</sup> US Best and Worst States For Business - 2009, CHIEF EXECUTIVE. (n.d.). Retrieved August 29, 2010, from <http://www.chiefexecutive.net/media/usbestandworststates/2009/USBestWorstState.aspx?state=illinois>

<sup>3</sup> <http://www.taxfoundation.org/files/bp59.pdf>

<sup>4</sup> [http://www.alec.org/am/pdf/tax/09RSPS/26969\\_REPORT\\_full.pdf](http://www.alec.org/am/pdf/tax/09RSPS/26969_REPORT_full.pdf)

<sup>5</sup> Illinois Department of Employment Security, News Release, May 20, 2010

<sup>6</sup> America's Top States for Business 2009 - Overall Rankings - CNBC. (n.d.). Retrieved August 29, 2010, from <http://www.cnbc.com/id/31765926/>

<sup>7</sup> Illinois Economy at a Glance. (n.d.). Retrieved August 29, 2010, from <http://www.bls.gov/eag/eag.il.htm>

Illinois ranks very poorly in a number of economic factors including:

- Unemployment Insurance Taxes - 5<sup>th</sup> worst<sup>8</sup>
- Gas Taxes – 3<sup>rd</sup> highest nationally<sup>9</sup>
- Public Employee Salaries – 7<sup>th</sup> highest nationally<sup>10</sup>
- Pension Deficit per Capita – Highest in the nation<sup>11</sup>
- Net Migration – 3<sup>rd</sup> highest nationally<sup>12</sup>
- Tort Liability – 4<sup>th</sup> worst nationally<sup>13</sup>

Illinois is at a crossroads and the voters have a very clear choice at the polls. Illinoisans can continue on the current road of higher taxes, more borrowing and less personal responsibility or they can make a break from the politics and policies of the past and put Illinois back to work.

A home builder and entrepreneur, Bill Brady will bring a fresh mindset to the state’s top office with the leadership skills to accomplish the mission of developing a comprehensive and long-term strategy for stimulating the economy, creating jobs and balancing the state’s budget. Bill Brady will serve as the state’s “chief economic development officer” and will personally engage in all aspects of job creation including business recruitment and retention.

The four cornerstones of the Brady Better Illinois: Jobs Plan begin with the fundamentals:

- Create a stable tax climate to help jumpstart the economy;
- Engage in long-term strategic planning;
- Create a fair playing field to once again make Illinois competitive; and
- Restore accountability and transparency to the state budget process.

Key elements of these cornerstones include reforming the tax code to eliminate barriers to competitiveness and relieve individuals of onerous taxes, such as the estate tax; developing and implementing a strategic plan to guide state government rather than living year-to-year; putting the state’s fiscal house in order by taking a long-hard look at the relationship between programs and funding, taking politics out of the equation; and bringing business and labor to the table to work together to improve the job climate for the good of all of Illinois.

---

<sup>8</sup> <http://www.taxfoundation.org/files/bp59.pdf>

<sup>9</sup> States scramble to ease pain at the pump. (n.d.). Retrieved August 29, 2010, from <http://www.stateline.org/live/details/story?contentId=311383>

<sup>10</sup> State-by-state chart: Workers compensation - Sunday, May 17, 2009 | 1:55 a.m. - Las Vegas Sun. (n.d.). Retrieved August 29, 2010, from <http://www.lasvegassun.com/news/2009/may/17/workers-compensation/>

<sup>11</sup> #50 Illinois - Forbes.com. (n.d.). Retrieved August 29, 2010, from [http://www.forbes.com/lists/2010/44/debt-10\\_Illinois\\_090044.html](http://www.forbes.com/lists/2010/44/debt-10_Illinois_090044.html)

<sup>12</sup> [http://www.alec.org/am/pdf/tax/09RSPS/26969\\_REPORT\\_full.pdf](http://www.alec.org/am/pdf/tax/09RSPS/26969_REPORT_full.pdf)

<sup>13</sup> [http://www.pacificresearch.org/docLib/20100525\\_Tort\\_Liability\\_Index\\_2010.pdf](http://www.pacificresearch.org/docLib/20100525_Tort_Liability_Index_2010.pdf)

# A BETTER ILLINOIS: JOBS

**Illinois faces a \$13 billion deficit.** A deficit that is expected to grow – expected. We are in serious trouble.

In 2002 Illinois voted in a single party to run our state. The Blagojevich/Quinn Administration slashed and eliminated programs that help small business, that strengthen manufacturing and that build upon existing agriculture and agri-business success. Dollars were not reinvested for job creation and bureaucratic red tape served only to cut off the circulation of businesses' hands. Businesses had no reason to stay and so they did not.

Over the last decade, Illinois plunged to third from the bottom of the 50 states in job growth according to the Bureau of Labor Statistics. The inflation-adjusted average annual wage for Illinois workers plummeted \$6,000 (University of Illinois' Regional Economics Applications Laboratory). The current recession wiped out almost 350,000 Illinois jobs, leaving the state with higher unemployment than all but one of its neighbors. Illinois had 752,600 unemployed people in April 2010 (Illinois Department of Employment Security, May 20, 2010.) That means there are more unemployed people in our state than who live in Lake County, IL. (US Census Bureau, <http://quickfacts.census.gov/qfd/states/17/17097.html>). That is shameful.

**We can do better.** Located at the hub of the nation's transportation infrastructure, Illinois has all the right tools to lead the nation in job creation – top research universities, an innovative agri-business climate, a well-educated workforce and a fierce tradition of entrepreneurship. And under a Brady Administration, we will do better.

We have to be smart and approach job creation and economic development strategically. We cannot afford large, across-the-board tax cuts that would irresponsibly add to our state's out of control deficit. Such an action would surely push our economy over the edge.

History has shown that marginal tax cuts do create added revenue (see for example, Civic Report 20 | What New York Has Gained From Tax Cuts. (n.d.). Retrieved August 28, 2010, from [http://www.manhattan-institute.org/html/cr\\_20.htm](http://www.manhattan-institute.org/html/cr_20.htm)). It also shows that there is a lag time before new revenues are received. To jumpstart Illinois' economy a

## The Impact of Anti-Jobs Policies Are Personal and Real

- Personal bankruptcy filings from 2006-2009 in the **Chicago region** counties increased exponentially:
  - ✓ Cook +163%,
  - ✓ DuPage +249%,
  - ✓ Kane +266%,
  - ✓ Lake +190%,
  - ✓ McHenry +240%, and
  - ✓ Will +191%.
- In the Chicago region there were 41,602 foreclosure filings in the second half of 2009, compared to 31,679 in the second half of 2008.
- 1 out of every 7 Illinois households has zero or negative net worth.
- Illinoisans' average debt from all sources is now more than \$11,300.

(Source: "2009 Report on Illinois Poverty", Heartland Alliance Mid-America Institute on Poverty.)

Brady Administration will seek to quickly enact targeted tax cuts that are affordable and will stimulate key economic sectors to create new jobs.

---

## ***Jumpstart Tax Credit***

A Brady Administration will seek immediate approval for a two-year, \$3,750 tax credit to businesses for every new job they create, \$2,500 in the first year and \$1,250 in the second year. Every new job yields an estimated \$4,346 in tax revenue (The Tax Foundation - Illinois' State and Local Tax Burden, 1977-2008. (n.d.). Retrieved August 28, 2010, from <http://www.taxfoundation.org/taxdata/show/452.htm>). For businesses employing 50 or more, this will be a carry forward credit, while businesses employing fewer than 50 may monetize the credit on a quarterly or annual basis. In both cases, however, the credit may only be earned for full quarters of employment.

As the economy strengthens, our state will reap additional revenues each year that will further bolster Illinois' fiscal outlook. This job creation credit will help attract investment to Illinois and quickly create new jobs to get Illinois' unemployed back to work. This is the first step toward creating jobs for the more than 700,000 men and women who are looking for work.

By making Illinois a business positive state and making a clean break from pay-to-play and the failed policies of tax and spend and raise taxes again, the state can work to add new jobs every month during a Brady Administration. This focus on job creation can lead to the employment of almost 650,000 workers and will bring more than \$2.8 billion in new tax revenues to state and local governments – about the same amount as Gov. Quinn's 33 percent tax increase.

---

## ***Taxes and Tax Credits***

Building or relocating a business is a long-term commitment. When you start your small business, you commit your life to building your dream. When a bigger business builds a facility, it commits to a 20-year or 40-year or more life-span. The business needs to be confident that key tax provisions will not sunset after five years. Further, the business needs to be confident that the state will have a balanced budget and live up to its obligations and that there will be a sound capital plan and transportation program. The state needs to show that it is willing to work hard and invest in itself before it can expect a business to do the same.

Illinois employers are worried about their potential tax liability if they choose to locate or expand in Illinois. In the past few years alone, job creators have been threatened with a Gross Receipts Tax, a 67 percent income tax hike supported by the Quinn administration, an expansion of the sales tax, Gross Profits Tax on petroleum products, and new taxes imposed on an employer's personnel and payroll.

As a businessperson Bill Brady understands that market costs and relative prices are impacted by government taxation and regulation. Studies clearly demonstrate that productivity declines as tax rates increase. Therefore, a Brady Administration will work toward creating a fair tax system that does not impose barriers that undermine innovation and entrepreneurship such as the Chicago sales tax which is the highest in the nation.

A Brady Administration will:

- **Oppose efforts to amend the Illinois Constitution to create a graduated income tax** that penalizes productive members of society. A graduated income tax will have a disproportionate impact on more than 80 percent of Illinois businesses – primarily small and medium-sized companies – that create most of the new jobs and pay taxes under the individual tax rate.
- **Repeal the Estate Tax** that unfairly burdens farmers and small businesses. As part of the 2003 Illinois tax law change, Illinois capped its exemption at \$2 million. Up until 2009, the Illinois exemption matched the Federal exemption. In 2009 the federal exemption increased to \$3.5 million, but the Illinois exemption remained at \$2 million. The practical effect of this is that some estates no longer subject to Federal Estate Tax will remain subject to Illinois Estate Tax due to the lower exemption. Estate taxes could consume 53 percent, 45 percent, 16 percent or none of it, depending on whether the federal and/or Illinois estate taxes -- which both lapsed on Jan. 1, 2010 -- are reinstated retroactively. From an estate planning perspective, in some situations this may have the unintended effect of either triggering unnecessary state estate tax or reducing the amount sheltered from Federal Estate Tax for married couples doing estate tax planning. All too often, family farms and businesses have to be sold because the inheritors cannot afford the tax bill.
- **Eliminate the state's sales tax on gasoline** which will put money back in the pockets of consumers and reduce such business costs as transportation and shipping. Illinois consumers pay the fourth highest state surcharge on fuel in the United States according to the Illinois Policy Institute. With a total tax burden of 57 cents per gallon and nearly two-thirds of Illinoisans living within forty-five minutes of the state border, many Illinois residents and consumers are crossing state borders to purchase fuel and other products resulting in decreased tax revenue.
- **Reinstate the Illinois Modernization and Retooling Program** to help manufacturers reinvest in their plants and facilities to improve their competitiveness and stem the tide of lost manufacturing jobs. The state can participate with local lending institutions in a loan guarantee program with amounts ranging from \$10,000 to \$750,000, or 25% of the total project, whichever is less. Existing Illinois manufacturing companies that employ less than 500 full-time workers, and are retooling, upgrading their equipment, or expanding their business are eligible for this program. Examples of eligible projects include: acquisition and development of land, building costs, fixtures, machinery, new and used equipment.

- **Oppose a Gross Receipts Tax**, which would make goods manufactured in Illinois more expensive and less able to compete with goods produced elsewhere. And a Brady Administration will stand up for Illinois' taxpayers by fighting against any attempt on the part of the federal government to impose the regressive Value Added Tax or National Sales Tax.
- **Make permanent a modernized Research & Development Tax Credit (R & D Credit)** that will dovetail with the federal program making it easier for employers to access. Research & Development is critical to many of the growing industries in Illinois including high-tech, green jobs, pharmaceutical, manufacturing and health care. According to the U.S. Commerce Department's Manufacturing Council, the R & D Credit "is the single most important source of technological advancement leading to higher productivity."
- **Create a Manufacturing Energy Tax Credit** to offset the cost of energy actually used in production. Manufacturing in Illinois contributes the single largest share – 12.4 percent or \$78 billion – of the State's Gross Domestic Product. This industrial sector directly employs 571,000 workers and the multiplier effect leads to additional jobs and investment.
- **Improve the Economic Development For a Growing Economy Tax Credit Program (EDGE) tax credit by making it refundable** so that it provides an immediate impact allowing for more investment and job creation. More than a decade ago, Illinois created the EDGE tax credit to offer a special tax incentive to encourage companies to locate or expand operations in Illinois when there is active consideration of a competing location in another State. The program can provide tax credits to qualifying companies, equal to the amount of state income taxes withheld from the salaries of employees in the newly created jobs. The non-refundable credits can be used against corporate income taxes to be paid over a period not to exceed 10 years. To qualify a company must provide documentation that attests to the fact of competition among a competing state, and agree to make an investment of at least \$5 million in capital improvements and create a minimum of 25 new full time jobs in Illinois. For a company with 100 or fewer employees, the company must agree to make a capital investment of \$1million and create at least 5 new full time jobs in Illinois.

---

## ***Economic Development Strategic Plan***

In tandem with targeted tax cuts, a Brady Administration will implement key reforms and initiatives to offer relief from costly regulation and litigation. Illinois faces a severe competitive disadvantage when it comes to job creation and attracting investment to the state because of both the cost of doing business and Illinois' reputation. Pay-to-play politics in Illinois have been on the front page of every newspaper in the country during the past several years leading companies to steer clear. At the same time, higher than average business costs caused many companies to locate elsewhere. As the state's chief executive officer, Governor Bill Brady will

make job creation a top priority and will make sure that Illinois is once again “open for business.”

## **Re-Tooling the Department of Commerce and Economic Opportunity**

A Brady Administration will re-tool the current Department of Commerce and Economic Opportunity to improve its economic opportunity focus and give it clarity of purpose. As part of re-tooling the department, all needed program responsibilities not related to economic opportunity will be removed to other, more appropriate agencies.

The broad reason for the department’s existence is **to improve the economic well-being and quality of life for all Illinoisans, and the department needs to begin accomplishing that mission.**

In a Brady Administration, the new Department of Economic Opportunity (DEO) will not be the lead agency; it will be the **only** agency responsible for economic development. Staffed by economic development professionals with strict performance goals and customer service requirements, the new department will be most visible in its work developing recruitment, retention and tourism marketing programs – very important tactical activities. The department’s work, however, will focus around the strategic definition of economic development: the implementation of a set of long-term strategies that develop Illinois’ capacity for economic growth and strength. In other words, Illinois’ ability to recruit and retain good jobs depends on very fundamental work to make the state a good place in which to live, work and invest.

## **Economic Ambassador and Jobs Ombudsman**

Pay-to-play politics and job-killing tax and spend policies have earned Illinois a reputation as a hostile state in which to do business. We need to turn-around the world’s perception of Illinois. As Illinois’ Economic Ambassador, Bill Brady will personally work with his Department of Economic Opportunity Director to create a dedicated team of professionals within the department dedicated to selling Illinois’ positive attributes to new and existing businesses.

Bill Brady will appoint a Jobs Ombudsman as a member of the department’s executive management team who will be responsible for working with new and existing employers to assist them in navigating the regulatory forest of state and local regulations. The Ombudsman will be an advocate for job creators and will help change the state’s culture and reputation for being hostile to business.

## **Council of Economic Advisors**

A Brady Administration will immediately **appoint a Council of Economic Advisors** comprised of 12 of the best and brightest minds from business and academia. The Council will serve a key role in leading Illinois back to prosperity by writing the Economic Development Strategic Plan and coordinating the reorganization of the failed Department of Commerce & Economic Opportunity to create an effective economic development agency.

### **Border Community Task Force**

Illinois faces a competitive disadvantage in its border communities. Illinois' neighboring states thrive off the regressive economic policies in place at the state level. The continued climb in state budget deficits provides an extremely high level of uncertainty, forcing many job creators to explore more stable economic locations. The **Border Community Task Force, led by Jason Plummer**, will travel Illinois' borders to discover which policies have made our state less attractive and formulate a plan to make Illinois the most desirable economic environment in the Midwest.

### **Rail Splitters**

Under the direction of the **Council of Economic Advisors**, a team of economic development experts will create state-local tactical economic development plans to address special issues preventing economic recovery. The **Rail Splitters** will focus on local areas that historically lag in economic recovery. The goal will be to operationalize an action plan with stakeholder buy-in addressing short-term issues to create a bedrock foundation for future generations.

---

## **Governor's Office of Management and Budget**

A Brady Administration will conduct a comprehensive financial and programmatic audit, employ zero-based budgeting, work to eliminate fraud, waste, abuse, and mismanagement, prioritize our state programs and reconstruct a budget to a maximum of 90 percent of current spending to ensure the highest level of government services to our citizens within existing revenues. Those programs that are answering a critical need and meeting their mission should be preserved; others may need to be reduced, restructured or eliminated. We must also restore the integrity of our special state funds and our capital funds, including the Road Fund. We must hold the line on new spending to give our normal revenue growth a chance to catch up through a rejuvenated economy and environment that encourages business investment and job growth.

### **Competitive Analysis**

**All state fees and the tax burden by employment sector will be analyzed and reviewed for competitiveness** with neighboring states. Any fee or tax found to be a significant anti-competition factor will be rolled back and made competitive, including those imposed by the Blagojevich/Quinn Administration. No longer will Illinois' anti-business policies be allowed to serve as the economic development plan for its neighboring states. The **Office of Performance Review** will actively monitor the policies and actions of neighboring states and maintain a continuous comparison of Illinois' economic development competitiveness.

### **New Spending Initiatives**

**No new spending initiative or program expansion** will be allowed without a linked funding source and measurable outcomes. The state's budget must be balanced and spending

must be stabilized. Any program activity important enough to be included in the budget is also important enough to fund properly. Further, when an agency seeks budget authority, it makes a contract with the People that it will meet its performance expectations or it will be discontinued. All new spending initiatives and program expansions that do not have a linked funding source will have to be vetoed. Illinois has a spending problem that must be addressed and the first step is admitting the problem.

## **Illinois Capital Improvement Plan**

Under a Brady Administration, the state will bring back a true annual unified planning process that details what Illinois' capital needs are, the schedule by which all needs will be addressed, the bonding method to be used, and the sources of funding to pay the bonds.

A Brady Administration will create a **new Illinois Capital Improvement Plan (ICIP)** that will detail Illinois' capital needs, schedule of projects to address needs, the bonding method and sources of funding to finance the bonds. The comprehensive plan will include (1) Road Program, (2) Capital Building Program, (3) School Construction Program, (4) Technology Development Program, and (5) General Infrastructure Program (airports, energy, broadband, rail, and waterways). The **Office of Management and Budget** will have the lead position and will coordinate the annual ICIP. The needs assessment will consider and detail where practicable the inventory, age, condition, use, sources of financing, past investment, maintenance history, trends in condition, financing and investment, and projected dollar amount of need for the budget year as well as for the 5<sup>th</sup>, 10<sup>th</sup>, 20<sup>th</sup> and 50<sup>th</sup> budget out-years. The ICIP will be published as a supplement to the annual budget document and will be continuously available on the Web for historical analysis.

## **Property Tax Relief**

As Illinois grows revenues through increased economic opportunities and the state's budget situation is stabilized, a Brady Administration will implement a property tax relief program for homeowners, senior citizens and businesses by allocating 10 percent of natural state revenue growth to reduce local educational tax levies. The Brady Property Tax Relief Act will thus increase the state's share of funding for elementary and secondary education without increasing taxes.

---

## ***Create a Fair Playing Field***

### **Medical Malpractice**

Illinois' tort system is a major impediment for job creators. According to the Institute for Legal Reform, an affiliate of the U.S. Chamber of Commerce, Illinois ranks 45<sup>th</sup> worst in the nation when it comes to legal fairness. Two counties in the state, Cook and Madison, also earned dubious distinctions for being two of the worst court jurisdictions. A Brady Administration will fight to **impose reasonable caps on medical malpractice awards** that meet judicial

scrutiny by capping non-economic damages at \$500,000 and stopping doctors from moving out-of-state.

### ***Tort Reform***

A Brady Administration will also fight **to enact a package of sensible tort reform measures including Class Action Reform and prohibit venue shopping, impose new expert witness standards, reform product liability laws, and create new standards in Asbestos Cases.** In 2009, a review by the Illinois Civil Justice League of the more than 800 asbestos cases filed in Madison County found that only 11 percent of the plaintiffs had a connection to Illinois.

When a defendant loses a case in court, they should have the ability to appeal the decision without having to sell major assets or risk bankruptcy. A Brady Administration will lead an effort to allow Illinois to join 43 other states that **place a cap on the maximum size of appeal bond** which will provide fiscal security while preserving the right of the defendant to appeal the court's decision.

### ***Workers' Comp***

The high cost of Workers' Compensation is one of the most expensive and frustrating intrinsic costs for businesses. It is often cited as the single most anti-business factor when evaluating Illinois' business climate. A Brady Administration will support providing Workers' Compensation for injured workers, but believes the system can be improved to reduce costs while ensuring workers get the quality care they deserve. In Illinois last year, Workers' Compensation rates increased by nearly 14 percent while more than 30 states saw their rates decrease. Costs of Workers' Compensation in Illinois are nearly double those in Indiana and higher than every neighboring state. A Brady Administration will work with business and labor to effect **significant changes of the Workers' Compensation system** including the requirement that the workplace be the primary cause of the injury and the use of American Medical Association standards.

---

## Industry-Specific Programs

### Agriculture

Agriculture is Illinois' leading industry. We rank second nationally in terms of agricultural exports and generate \$9 billion annually from almost 76,000 farms according to the Illinois Department of Agriculture. A Brady Administration strongly **supports the Vision for Illinois Agriculture** developed by the University of Illinois in concert with farmers and our agri-business companies. To help the agricultural sector and food manufacturers, a Brady Administration will use trade offices to help develop new markets, host bi-annual trade missions in Illinois with the state's top trade and investment partners, work to improve important Illinois Council on Food and Agricultural Research (CFAR) funding at our universities, and will work with the President, congressional delegation, and U.S. Army Corps of Engineers to rebuild our system of locks and dams on waterways. The Administration will improve the permitting process at the EPA and support the use of ethanol and other bio-fuels.

#### Fast Facts

- In 2009, there were 75,800 farms utilizing almost 27 million acres or 75% of Illinois' total land area.
- About 1.5 million Illinois workers are employed in the food and fiber system, ranking it as one of the top states in dependency on agriculture.
- Illinois ranks 2<sup>nd</sup> among the states in producing corn and soybeans, and 3<sup>rd</sup> in producing potatoes (summer).

(Source: Illinois Dept. of Agriculture, [http://www.nass.usda.gov/Statistics\\_by\\_State/Illinois/Publications/Farmfacts/farmfact.pdf](http://www.nass.usda.gov/Statistics_by_State/Illinois/Publications/Farmfacts/farmfact.pdf), March 2010.)

### Main Street Small Business

Main Street is everything. Sometimes it's big stores and global franchises. Most times it's a clothing consignment shop, a barber or hair stylist, a corner hardware store or a coffee shop.

Main Street isn't just small business, it's super-small business. According to the Illinois Department of Employment Security 64 percent of small businesses have fewer than five employees. Fewer than five.

No one believes these businesses are too big to fail, and neither do the owners. These small storefront businesses aren't looking for handouts, they want to survive and grow if they can.

A Brady Administration will work with Illinois' congressional delegation to place a five-year moratorium on federal payroll taxes for super-small businesses. The federal government can use stimulus money to make the contributions super-small businesses would have made. This will help Illinois' super-small businesses keep their current employees, hire more and stem the loss of state and local revenues.

A Brady Administration will create a volunteer "Main Street Small Business Advisory Board" to work with Main Street businesses and coordinate state resources. The Board will be responsible for designing Illinois' new Small Business Express program to make Illinois the easiest place for a small business to open up shop and start creating jobs.

## Tourism

A Brady Administration will **actively promote Illinois as a tourism destination**. An important sector of the Illinois economy, tourism employs more than 300,000 people and generates \$28 billion every year. According to economic studies, every dollar invested in travel and tourism results in an additional nine dollars in economic activity. Building on his strong support of the McCormick Place reform plan, a Governor Brady will work with the Mayor of Chicago to save and expand the base of trade shows. A Brady Administration understands that tourism provides a real dollar return on investment due to Illinois' extraordinarily varied attractions and cultural institutions.

## Higher Education Campus-Marketplace Partnerships

There is no denying that Illinois' college campuses are the incubators of innovation. Reduced state support for higher education hurts families, jeopardizes the middle class and destroys the business environment by reducing the quality of Illinois' workforce.

A Brady Administration will work with colleges and universities to improve funding and foster new opportunities for them to forge public-private partnerships to create jobs and keep the best and brightest working here in Illinois. Brady's Campus-Marketplace Partnerships program will provide new ways for higher education to partner with entrepreneurs to leverage resources and funding to create the next generation of jobs for Illinois.

## Waterways

Illinois' waterways are vital to our economy. A Brady Administration will **strongly oppose any effort to close – either permanently or temporarily – the Chicago Area Waterways System**. This engineering marvel is the only path that connects the Great Lakes with the Mississippi River and Gulf of Mexico, which is critical for Illinois and U.S. commerce. The Port of Chicago is the 5<sup>th</sup> busiest port in the United States with more than \$29 billion worth of goods (chemicals, steel, aggregate, grain, road salt, etc.) flowing through annually. Further, the design prevents flooding in the City of Chicago and stops the waste from entering the Great Lakes. **Recognizing the importance of our waterways, Jason Plummer will lead a Brady Administration initiative in addressing the threats of flooding, Asian Carp, and the need to balance Illinois' interests with our neighbors.**

## Coal

There is a large supply of coal in Illinois. Geological surveys show that the energy stored in Illinois' known deposits of coal is greater than the energy stored in the oil reserves of Saudi Arabia. This is truly a local energy source waiting to be tapped.

Our coal sector has been experiencing downward trends in both employment and production in recent decades. Our coal industry has experienced significant competition from other sources of coal in the eastern and western United States that contain less sulfur than Illinois coal – making Illinois coal more expensive to process because of Clean Air Act regulations.

Illinois coal has upward opportunities though and could serve as a major element in Illinois' economic development planning. Illinois coal is spread over a vast area of central and southern Illinois, and the economic benefits derived from the production of this resource would be felt in those parts of the state historically in the most need of development opportunities.

A clean coal portfolio in Illinois has the potential to create thousands of jobs. A report by Geoffrey J.D. Hewings of Regional Economics Applications Laboratory, Institute of Government and Public Affairs at University of Illinois, titled "Economic Assessment of a Proposed Strategy for Illinois as a Primary Energy Manufacturing Center" indicated that over a 30-year period, even a conservative approach to clean coal project development would create 6,500 to 12,300 construction jobs per year and support 6,200 to 8,200 operations jobs per year (depending on the scenario). Clean coal projects using Illinois coal will have a "ripple" effect throughout Illinois' economy. The outcomes suggest that if more innovative use of Illinois coal became part of Illinois' energy portfolio, it would have a "ripple" effect throughout the Illinois economy that using imported sources would not produce.