

# The Economic Development Imperative of Welcoming

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Global Network

# American Entrepreneurship:

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**America Was  
(and Still Is Being)  
Built by Immigrants**

# THE 'NEW AMERICAN' FORTUNE 500:

MORE THAN 40% OF  
FORTUNE 500  
COMPANIES WERE  
FOUNDED BY  
IMMIGRANTS OR  
THEIR CHILDREN

23%

FOUNDED BY  
CHILDREN OF  
IMMIGRANTS

18%

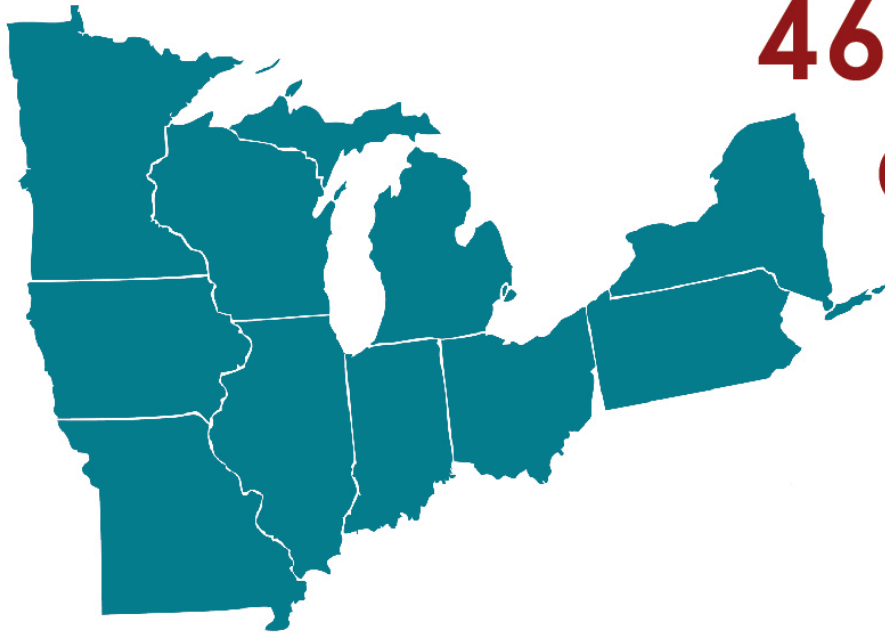
FOUNDED BY  
IMMIGRANTS

41%

"NEW AMERICAN"  
COMPANIES



SOURCE: Partnership Report, "The New American Fortune 500," June 2011.



**46% of Fortune 500  
companies\* in the  
Rust Belt were  
founded by  
NEW AMERICANS**

\*Based on 2011 data



Global Network



PARTNERSHIP FOR A  
**NEW AMERICAN  
ECONOMY**

# IMMIGRANT ENTREPRENEURSHIP RATES

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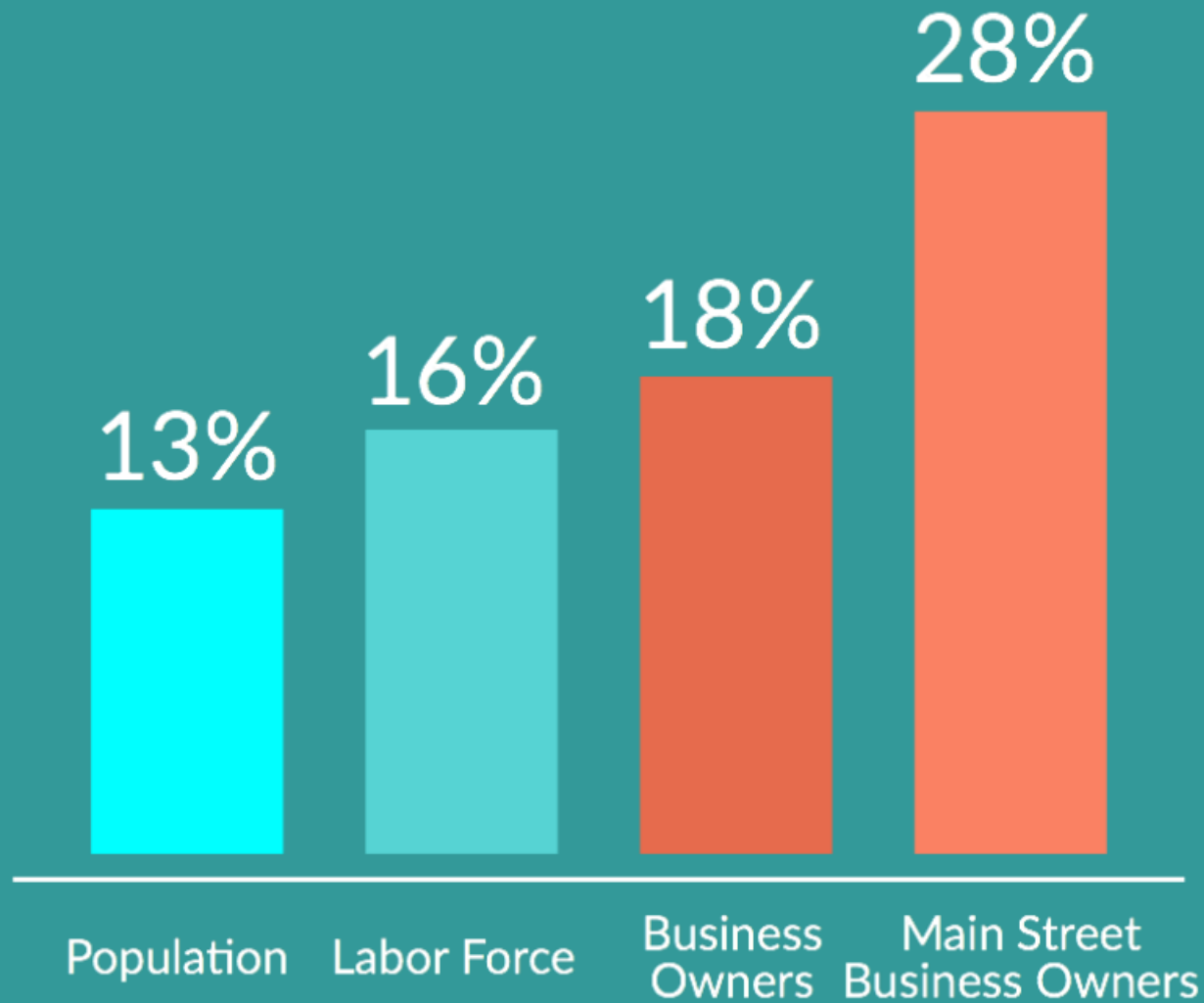


2x the rate of  
U.S.-born  
nationally



# IMMIGRANTS POWER AMERICA'S MAIN STREETS

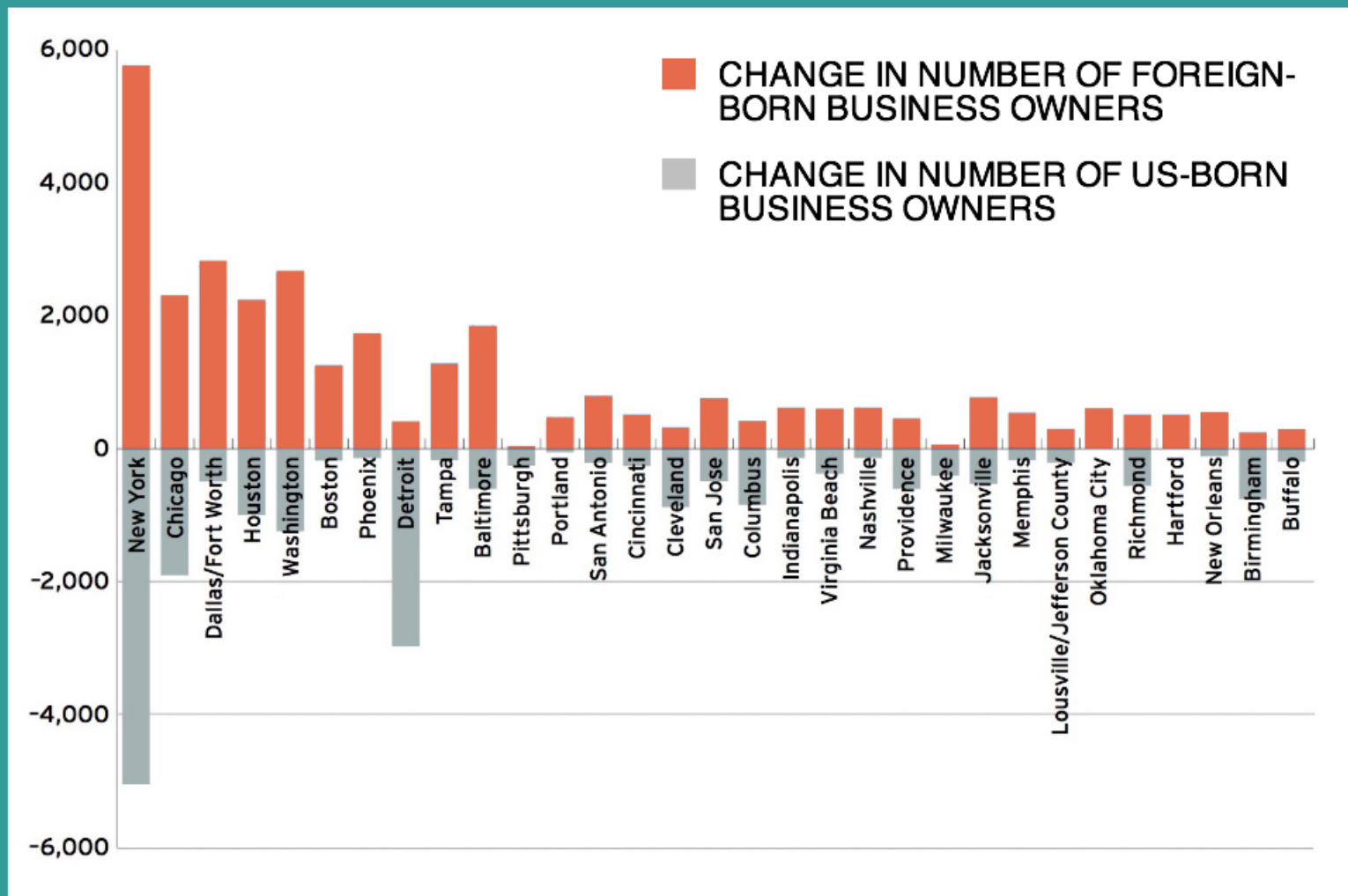
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Source: "Bringing Vitality to Main Street: How Immigrant Small Businesses Help Local Economies Grow"  
Fiscal Policy Institute (FPI) analysis of Americas Society/Council of The Americas (AS/COA) 2013 5-year data.

# IMMIGRANTS COMPRISED ALMOST ALL NET MAIN STREET BUSINESS GROWTH 2000-2013



Source: "Bringing Vitality to Main Street: How Immigrant Small Businesses Help Local Economies Grow" Fiscal Policy Institute (FPI) analysis of Americas Society/Council of The Americas (AS/COA) 2013 5-year data.

# IMMIGRANTS CRITICAL TO AMERICA'S HIGH-TECH STARTUP COMMUNITY

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25%

of all high-tech firms nationally



52%

of all high-tech firms in Silicon Valley

founded between 1995-2005  
have an immigrant founder



# IMMIGRANTS ACCOUNT FOR HIGHER PERCENTAGE OF **HIGH-EXPORT** COMPANIES

PERCENT OF TOTAL SALES EXPORTED OUTSIDE OF THE U.S	PERCENT OF FIRMS THAT ARE OWNED BY IMMIGRANTS
NONE	12.7%
LESS THAN 1%	11.1%
1% TO 4%	14.7%
5% TO 9%	17.1%
10% TO 19%	20.2%
20% TO 49%	35.1%
<b>50% TO 99%</b>	<b>50.5%</b>

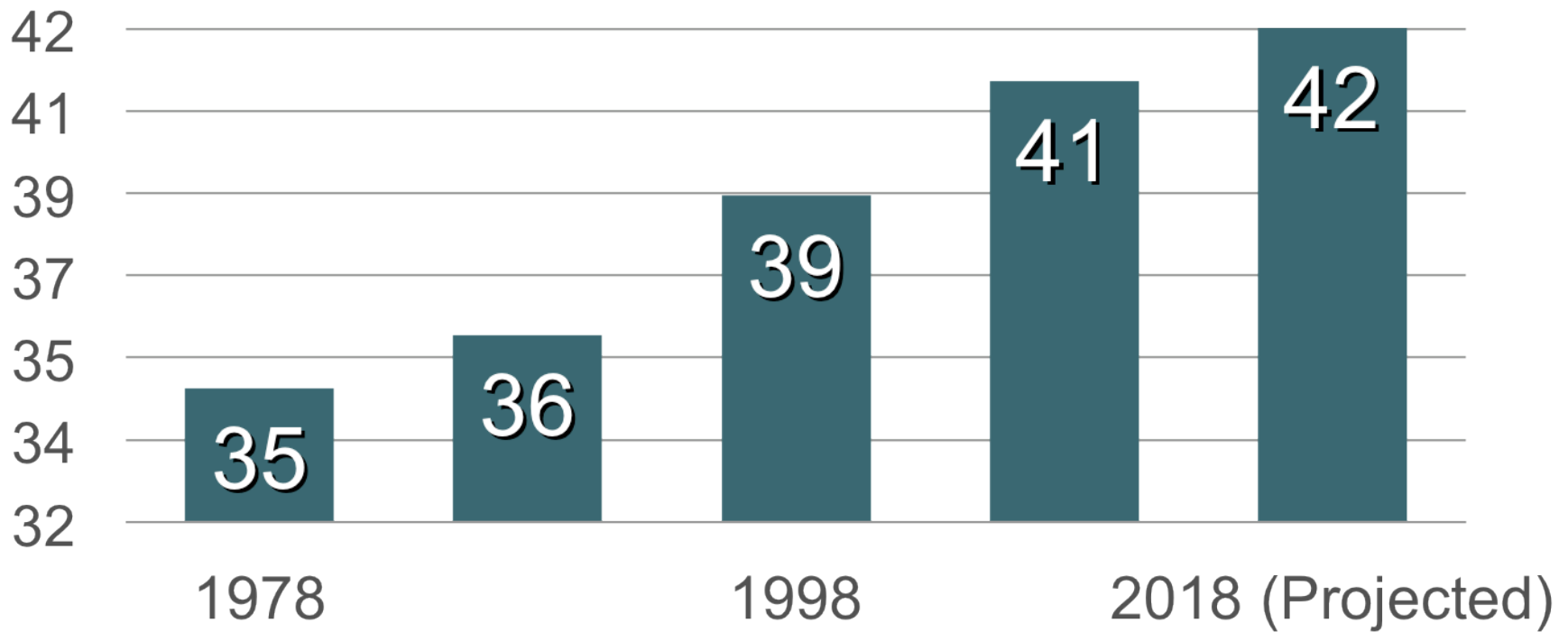
SOURCE: Partnership Reports, "Open for Business: How Immigrants are Driving Small Business Creation in the US" (2012) - SPECIAL TABULATIONS FROM THE SURVEY OF BUSINESS OWNERS (2007)

# The Talent Equation:

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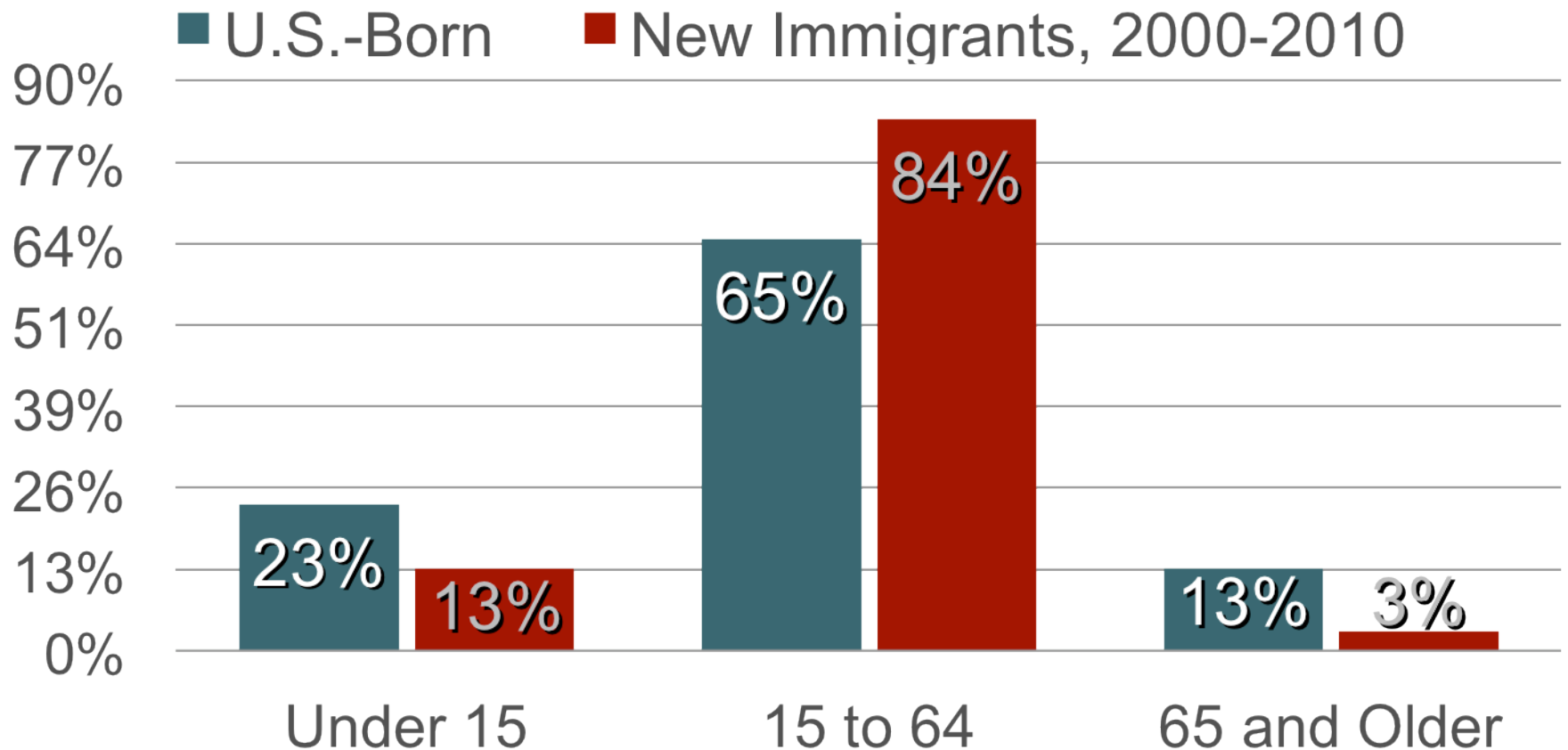
**America's Future Is as a  
Nation of Immigrants**

# THE MEDIAN AGE OF THE U.S. WORKFORCE IS CLIMBING



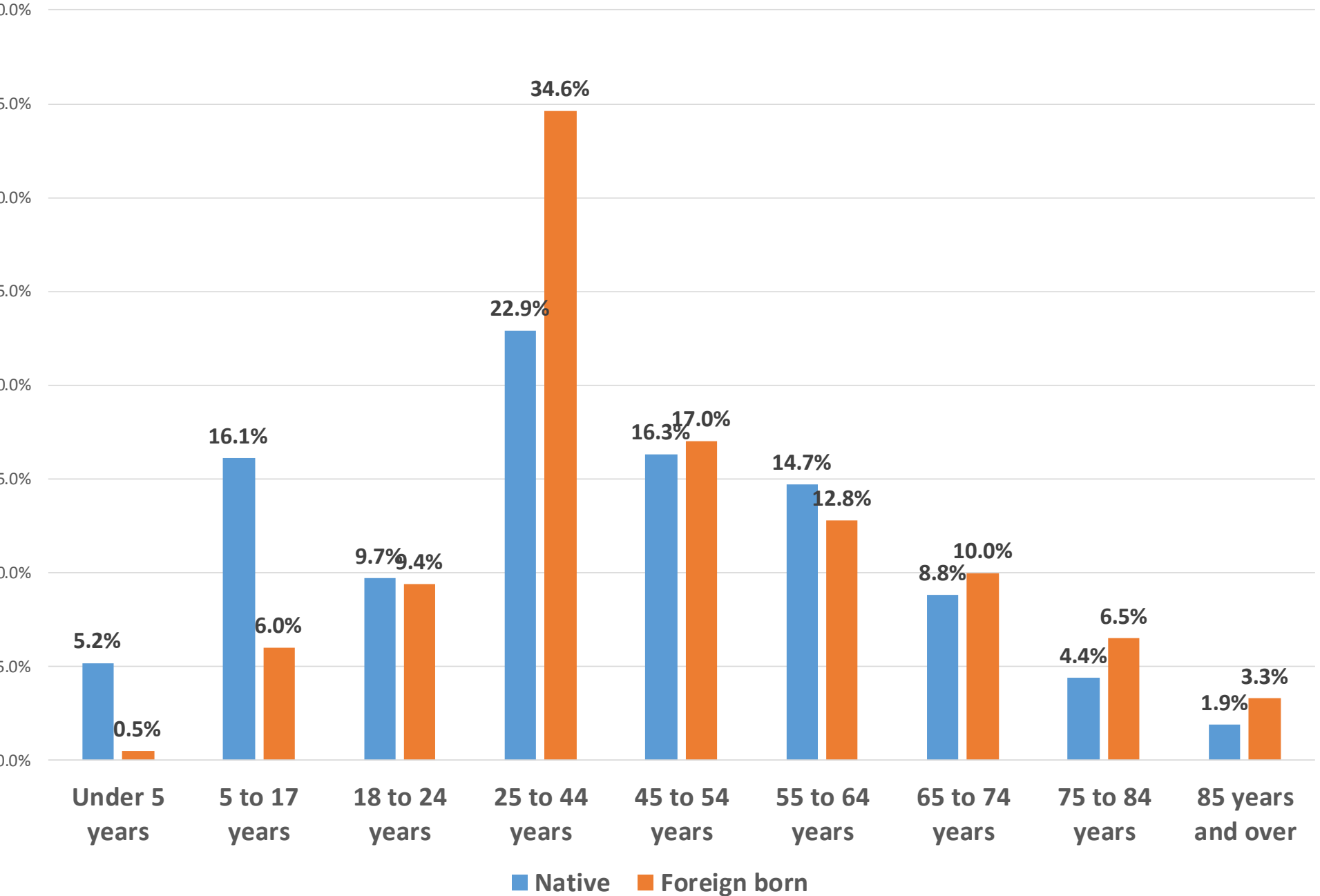
SOURCE: US Bureau of Labor Statistics

# IMMIGRANTS ARE MORE LIKELY TO BE WORKING AGE



SOURCE: US Census 2012 Statistical Abstract

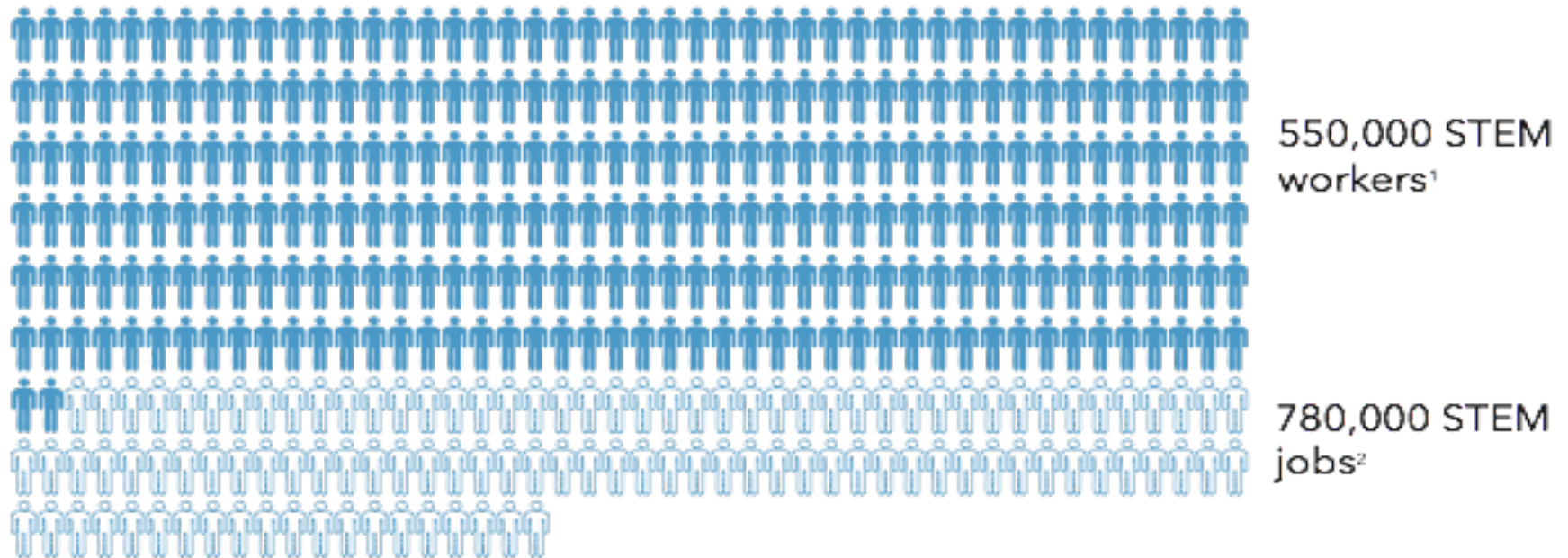
# New Hampshire Native and Foreign Born Population by Age, 2013





# IMMIGRANTS EXHIBIT STRONG FAMILY VALUES

- **24.4%** More Likely to Be Married  
(58.5% vs. 47.0%)
- **36.5%** More Likely to Give Birth in any  
Given Year Have Higher Birth Rates  
(70.3 per 1,000 vs. 51.5% per 1,000)
- **34.7%** Less Likely to Be Divorced (7.5%  
to 11.5%)

# By 2018, the U.S. will face a projected shortfall of 230,000 stem workers



 2,000 STEM DEGREE HOLDERS

 2,000 UNFILLED STEM POSITIONS

Sources: (1) Derived from Integrated Postsecondary Education Data System, Department of Education, 2009. (2) Help Wanted: A Projection of Jobs and their Education Requirements, The Georgetown Center on Education and the Workforce.

# STEM SKILLS AND DEGREES

- International students are **3 times** (**38% vs. 14%**) as likely to major in STEM fields
- Immigrants make up:
  - **50%** of all new U.S. Ph.D.s in engineering;
  - **45%** of all new U.S. Ph.D.s in life sciences, physical sciences, and computer sciences;
  - **40%** of all new U.S. master degrees in computer sciences, physical sciences, and engineering; and
  - **25%** of all practicing physicians



# International students are 3 times (38% vs. 14%) as likely to major in STEM fields

Immigrants make up:

**70%**

of graduate students enrolled in Master's or Ph.D. programs in electrical engineering

**50%**

of all new Ph.Ds in engineering

**45%**

of all new Ph.Ds in life, computer, and physical sciences

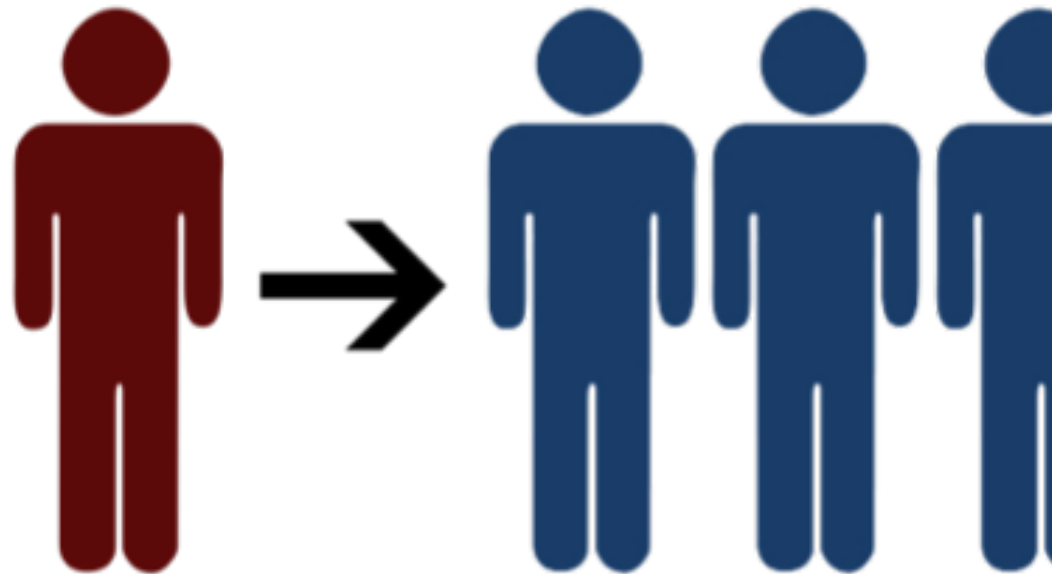
**40%**

of all new master degrees in computer and physical sciences, and engineering



# IMMIGRANTS CREATE JOBS FOR U.S. WORKERS

*Every Foreign STEM Worker With an Advanced U.S. Degree  
**Creates 2.62 American Jobs***



Source: Partnership and American Enterprise Institute Report  
"Immigration and American Jobs," December 2012.

# GOVERNING

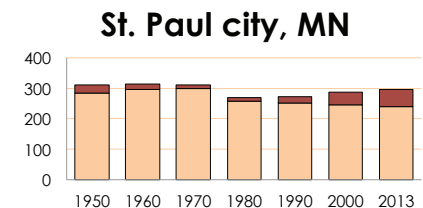
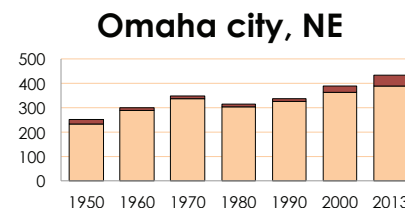
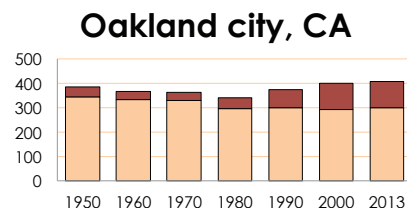
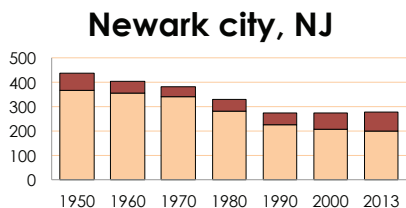
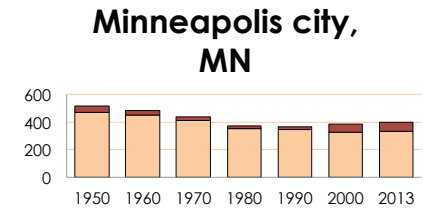
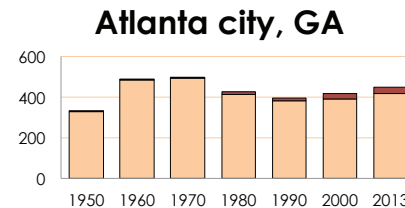
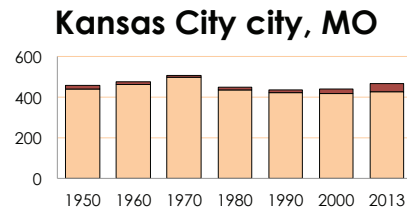
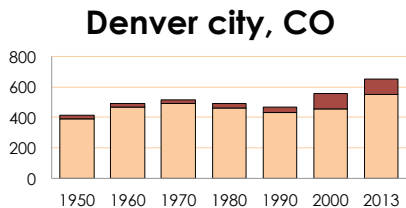
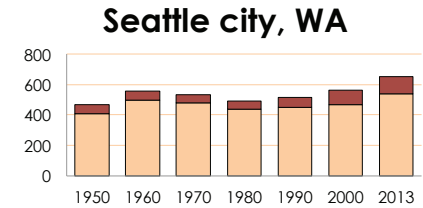
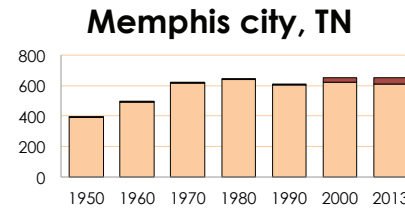
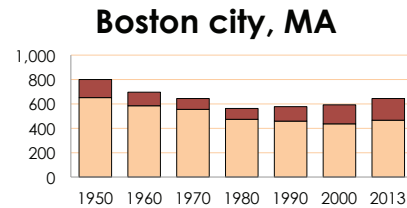
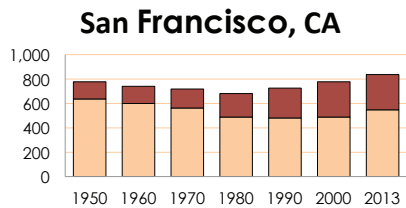
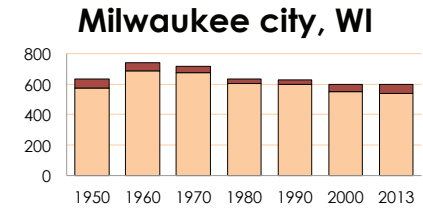
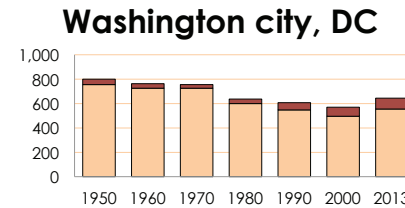
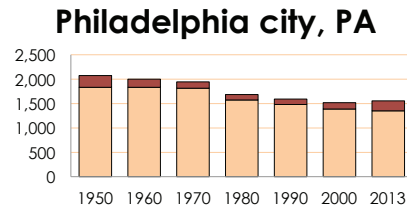
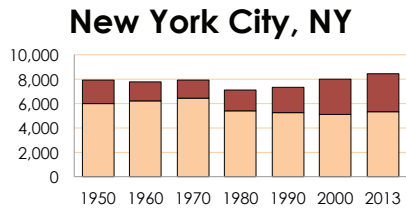
THE STATES AND LOCALITIES

## States Recognizing the Value of New Americans

MARCH 2015

Steve Tobocman of the nonprofit Global Detroit calls increased immigration “the single great urban revitalization strategy in modern day America.” And, he notes, “it’s one that doesn’t cost tax dollars.” Little wonder that in immigration, as in so many areas of public policy, real change is being forced beyond the halls of Congress.

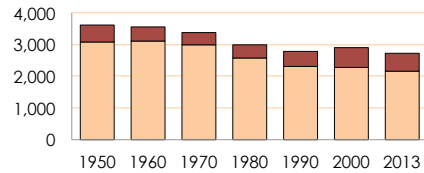
# Cities With Population “Rebound”- Immigrants Are a Part of the Story



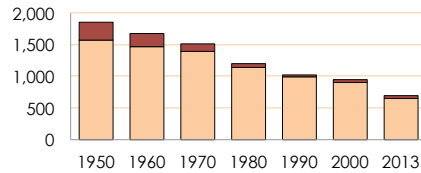
Source: Fiscal Policy Institute analysis of Census data.

# Cities with Population Decline

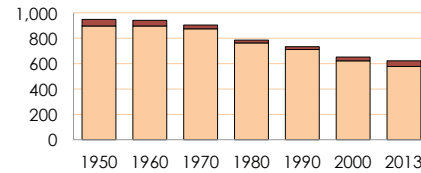
**Chicago city, IL**



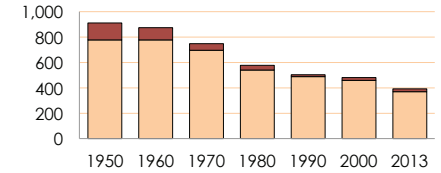
**Detroit city, MI**



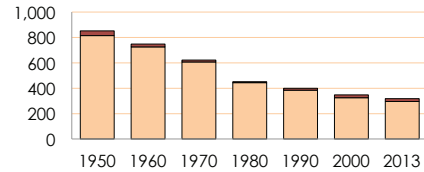
**Baltimore city, MD**



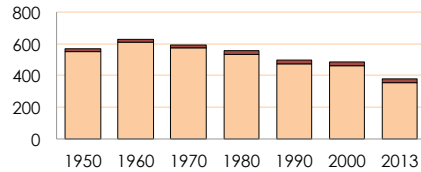
**Cleveland city, OH**



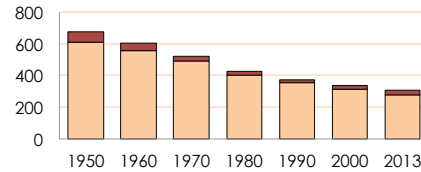
**St. Louis city, MO**



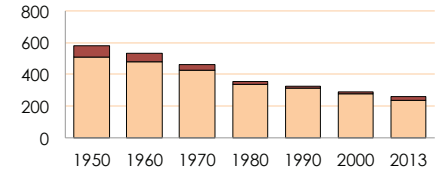
**New Orleans city, LA**



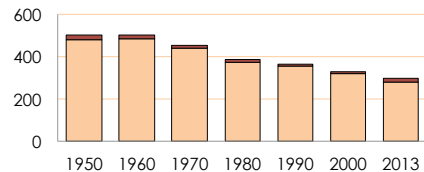
**Pittsburgh city, PA**



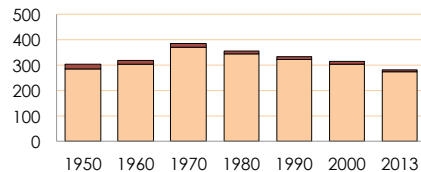
**Buffalo city, NY**



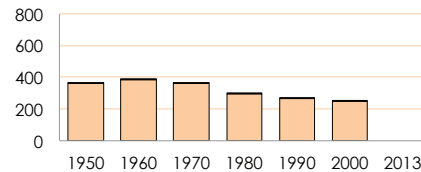
**Cincinnati city, OH**



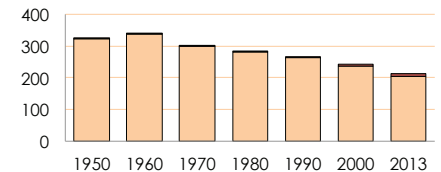
**Toledo city, OH**



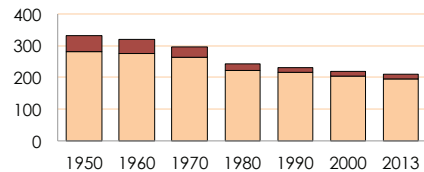
**Louisville city, KY**



**Birmingham city, AL**



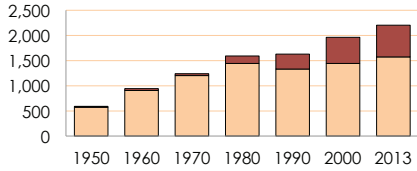
**Rochester city, NY**



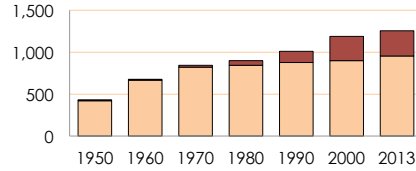
Source: Fiscal Policy Institute analysis of Census data.

# Cities with Growth: Expanding Immigrant and U.S.-Born Population

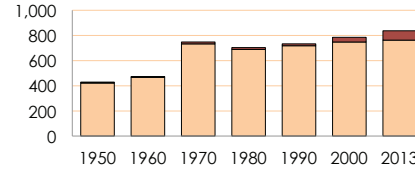
**Houston city, TX**



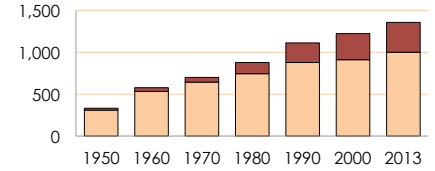
**Dallas city, TX**



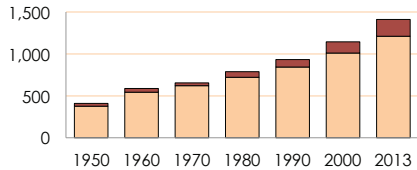
**Indianapolis city, IN**



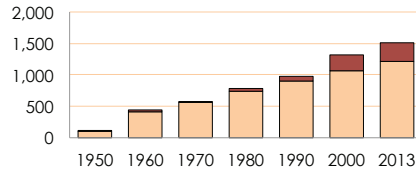
**San Diego city, CA**



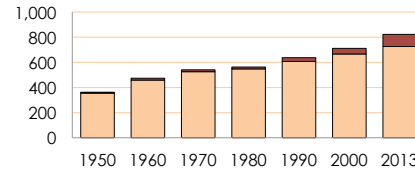
**San Antonio city, TX**



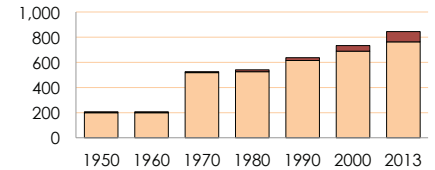
**Phoenix city, AZ**



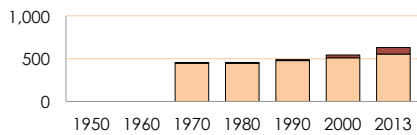
**Columbus city, OH**



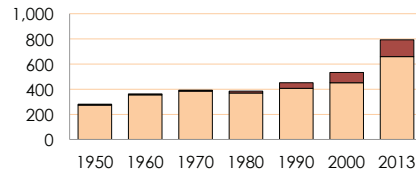
**Jacksonville city, FL**



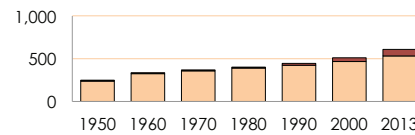
**Nashville-Davidson, TN**



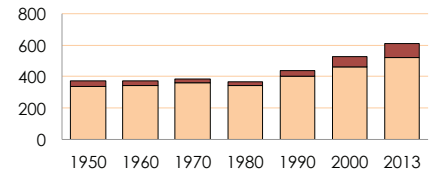
**Fort Worth city, TX**



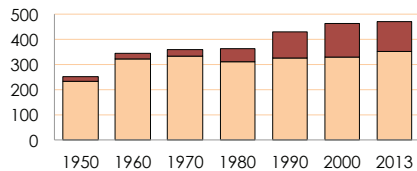
**Oklahoma City city, OK**



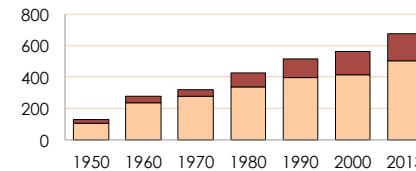
**Portland city, OR**



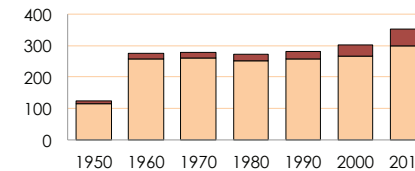
**Long Beach city, CA**



**El Paso city, TX**



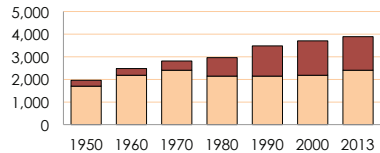
**Tampa city, FL**



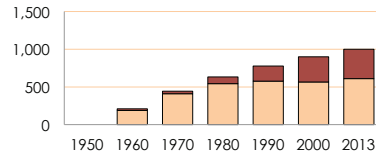
Source: Fiscal Policy Institute analysis of Census data.

# Cities with Growth: Expanding Immigrant Population Only

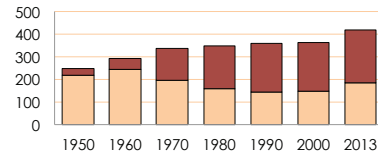
**Los Angeles city, CA**



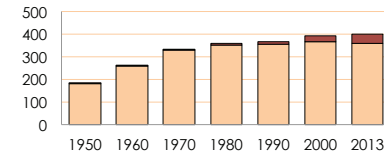
**San Jose city, CA**



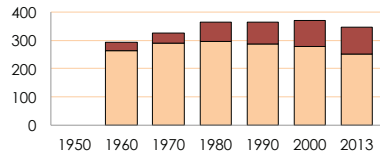
**Miami city, FL**



**Tulsa city, OK**



**Honolulu CDP, HI**



# Cities with Growth: Expanding U.S.-Born Population Only



# Cities with Growth: Expanding U.S.-Born Population Only

**There are none.**

# Cities with Growth: Expanding U.S.-Born Population Only

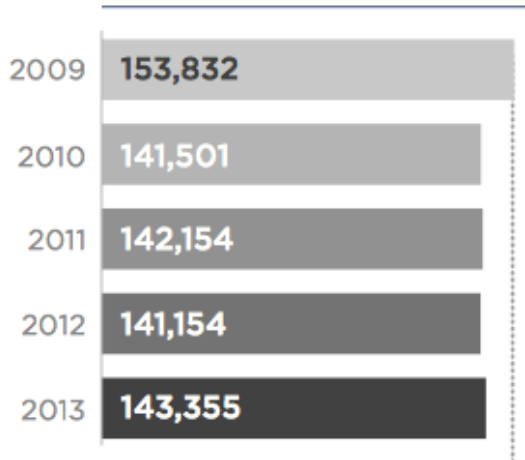
There are none.

*Among the 50 cities that had the largest population in 1970, none have seen growth in total population without also seeing significant growth in immigrant population.*

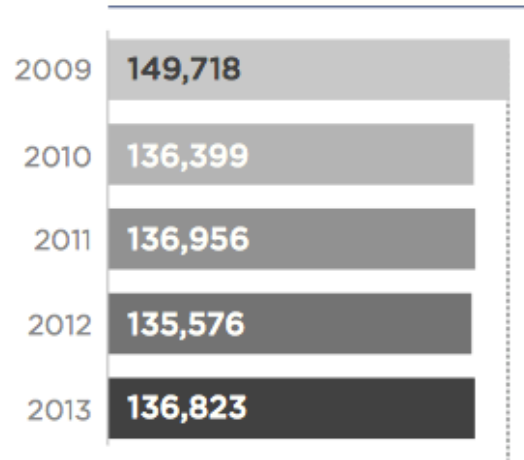
# Dayton Population Growth

While Dayton's total population fell between 2009-2013, the foreign-born population increased 58.8% over this period and Dayton began to reverse its population decline in 2013.

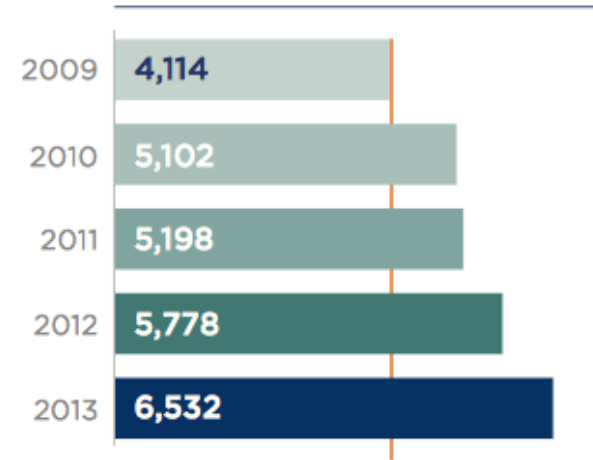
TOTAL POPULATION



NATIVE-BORN POPULATION



FOREIGN-BORN POPULATION



**What is the case for New Hampshire?**

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# Economic Impact of Immigrants in New Hampshire

Dennis Delay to  
Welcoming Economies Global Network  
Concord, NH

October 22, 2015

*“...to raise new ideas and improve policy debates through quality information and analysis on issues shaping New Hampshire’s future.”*

## Immigration Expands the Economy!

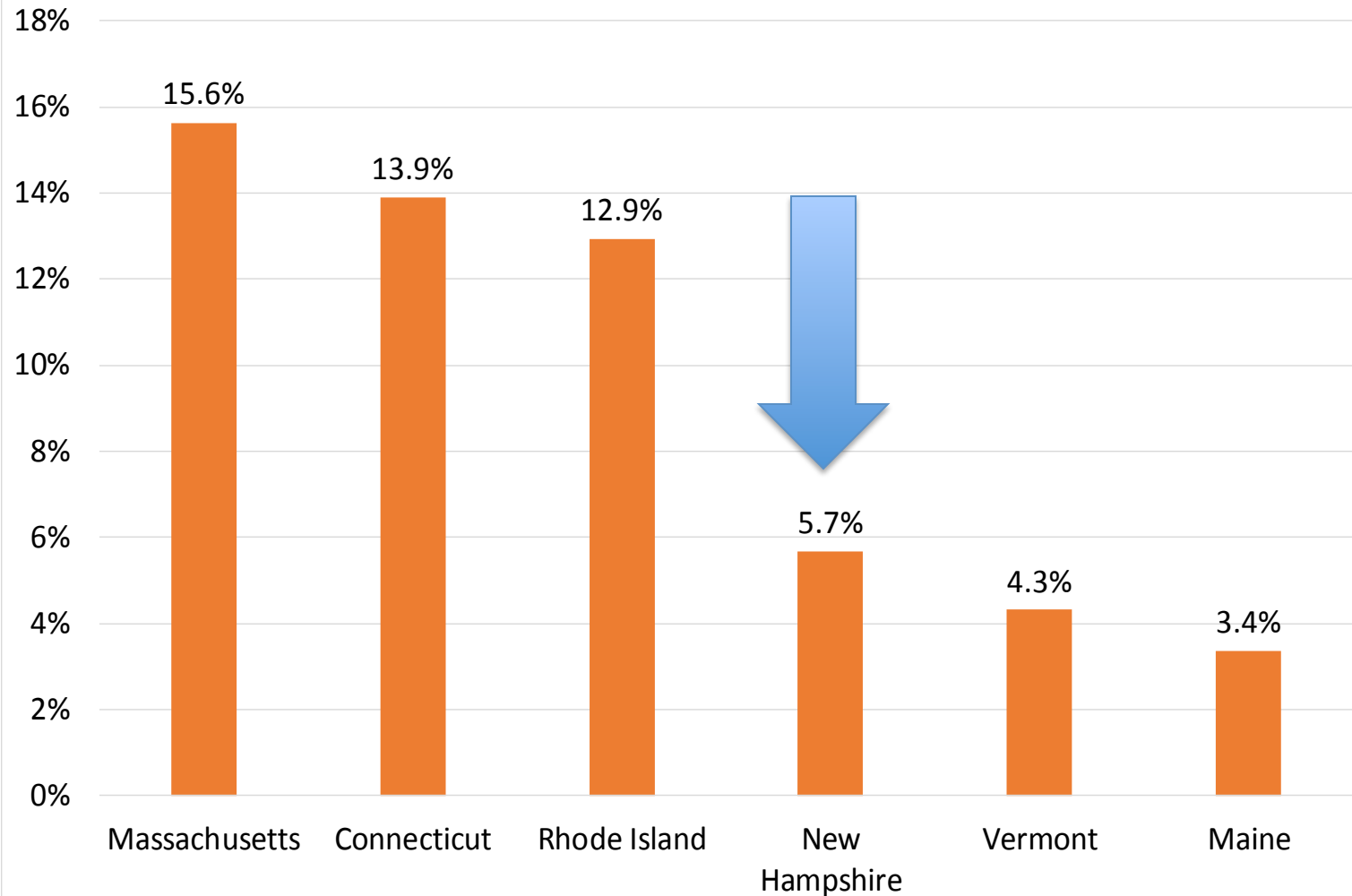
- The economy is not a pie, where one person's employment gain is another person's job loss.
- Immigrants increase economic efficiency by reducing labor shortages in low- and high-skilled markets because their educational backgrounds fill holes in the native-born labor market.
- Immigrants educational backgrounds typically complement, rather than displace, the skills of the native-born labor market.

## New Hampshire Foreign Born Include Many Highly-Educated

- Four out of ten of New Hampshire's foreign-born residents have a bachelor's degree or better, ranking New Hampshire among the top ten states in the country in the education level of foreign-born residents.
- Despite accounting for less than 6 percent of the state population, the foreign born account for nearly one in ten New Hampshire residents with a graduate or professional degree.

# New Hampshire share of foreign born less than US, regional

Foreign Born Population in New England States (2013)  
Percent of Total Population



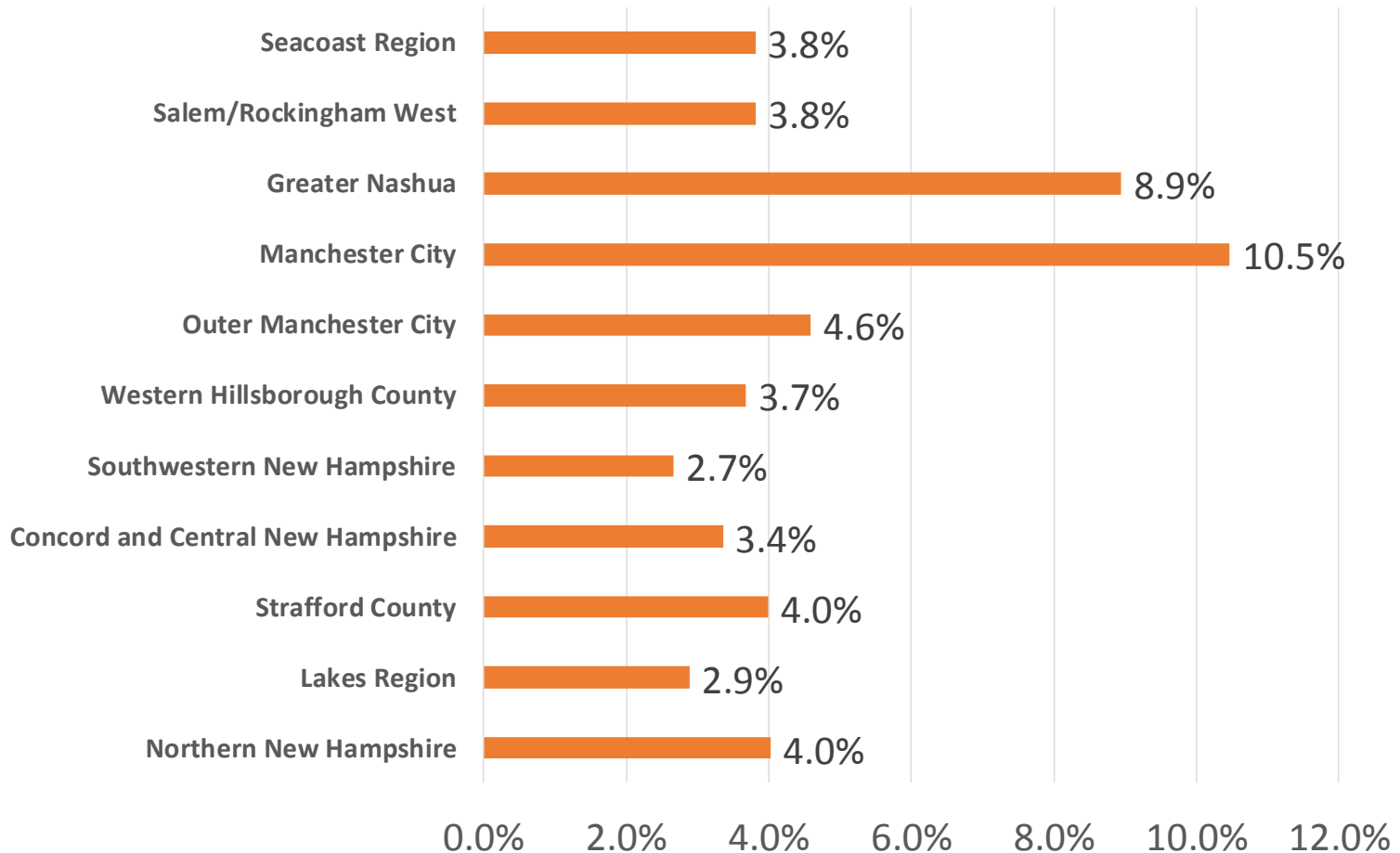


## New Hampshire's Population Numbers Depend on Immigrants

<b>New Hampshire County Net Migration from 2010 to 2014</b>				
<b>Census Estimates</b>			<b>Net</b>	<b>2014</b>
<b>County</b>	<b>Foreign Born</b>	<b>Domestic</b>	<b>Migration</b>	<b>Residents</b>
Belknap County, New Hampshire	293	292	585	60,305
Carroll County, New Hampshire	81	82	163	47,399
Cheshire County, New Hampshire	157	-1,193	-1,036	76,115
Coos County, New Hampshire	77	-799	-722	31,653
Grafton County, New Hampshire	1,105	-475	630	89,658
Hillsborough County, New Hampshire	4,075	-5,413	-1,338	405,184
Merrimack County, New Hampshire	871	-530	341	147,171
Rockingham County, New Hampshire	844	2,937	3,781	300,621
Strafford County, New Hampshire	531	505	1,036	125,604
Sullivan County, New Hampshire	103	-530	-427	43,103
	8,137	-5,124	3,013	1,326,813

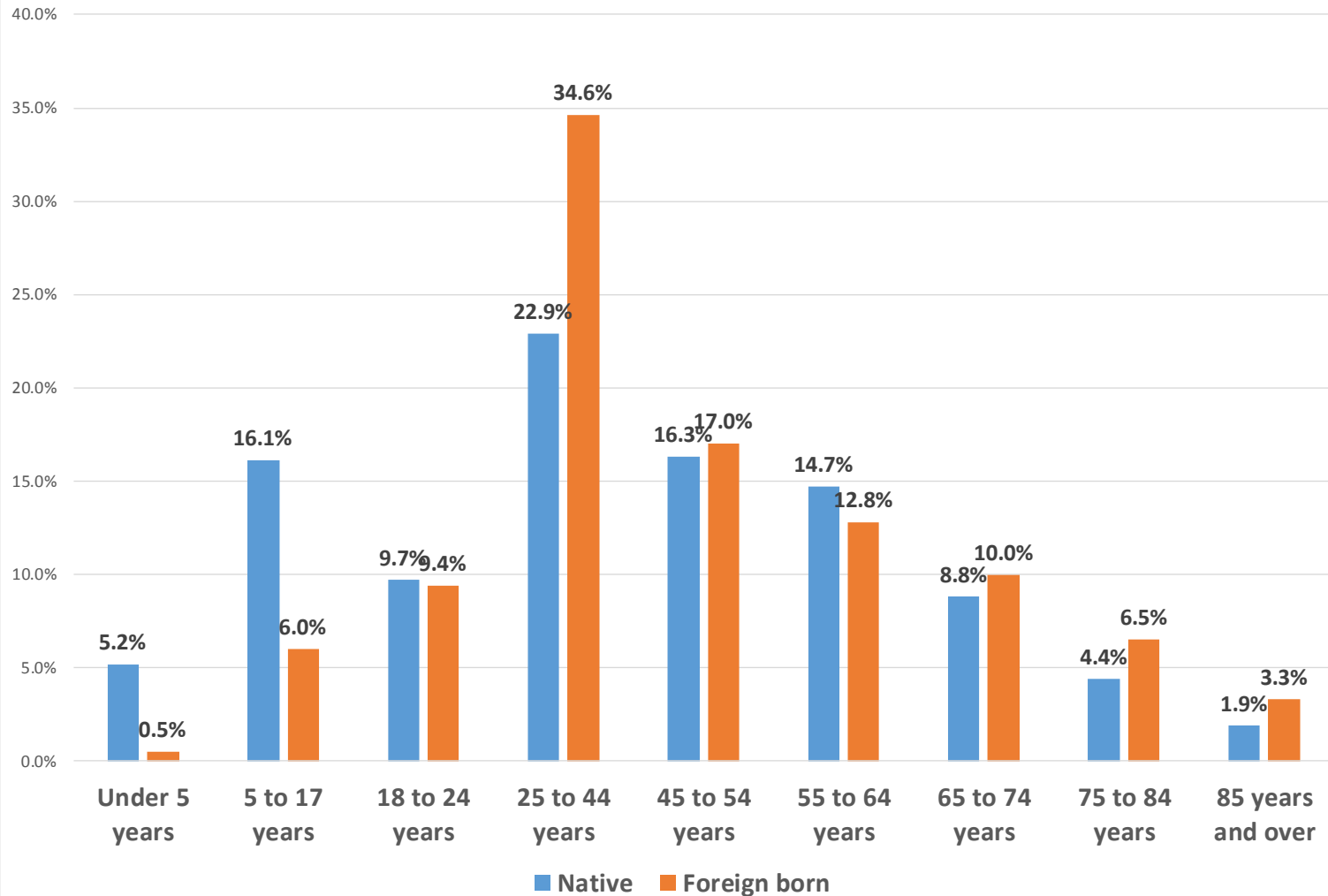
# New Hampshire's Immigrants Are Concentrated in Manchester and Nashua

New Hampshire Percent of Foreign Born Population by Area



# New Hampshire's Immigrants Are Critical to the Workforce

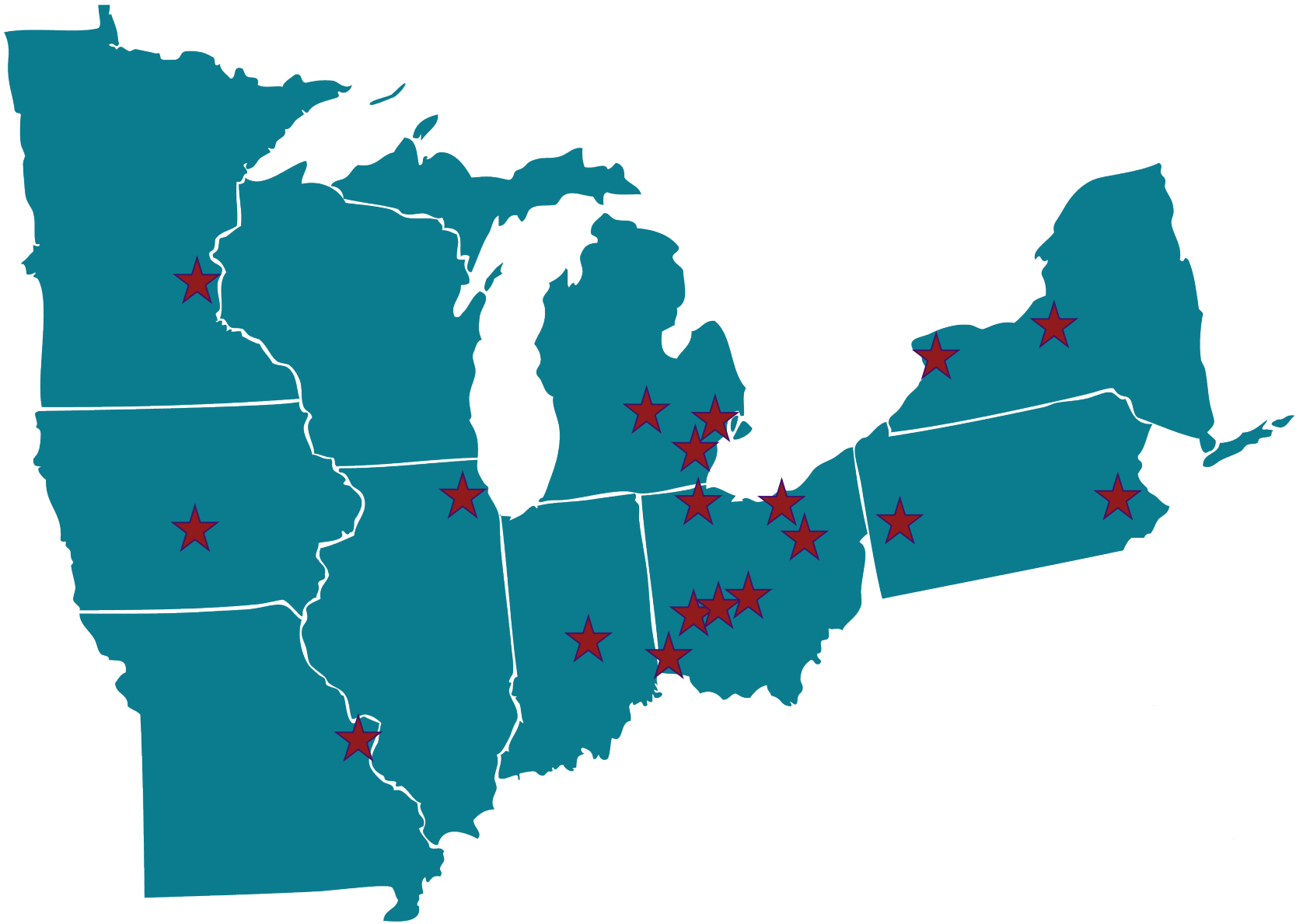
New Hampshire Native and Foreign Born Population by Age, 2013



# **Immigrant Economic Development:**

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**A Growing Movement of Cities,  
Chambers, Economic Development  
Agencies, and Other Leaders**



LEADING **RUST BELT** IMMIGRANT INNOVATION



A faint, light blue world map is visible in the background of the slide, centered behind the text.

# **Immigrant Economic Development:**

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**Strategies and Programs  
Designed to Foster  
Robust Economic Growth**

# GUIDE TO IMMIGRANT ECONOMIC DEVELOPMENT

WELCOMING AMERICA

## GUIDE TO ..... **IMMIGRANT** ECONOMIC DEVELOPMENT

*by Steve Tobocman*



.....  
WELCOMING  
AMERICA



.....  
🏠 *Building a Nation of Neighbors*



.....  
WELCOMING  
AMERICA



.....  
🏠 *Building a Nation of Neighbors*

inform those working in the fields of traditional economic development as well as immigrant integration.

Check out the Guide to Immigrant Economic Development at  
[www.welcomingamerica.org](http://www.welcomingamerica.org)

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WELCO  
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🏠 *Build*





# Welcoming Center *for* NEW PENNSYLVANIANS







welcome**TLC**

TOLEDO-LUCAS COUNTY





**“To immigrate is an  
entrepreneurial act”**

---

-Ed Roberts, Founder  
MIT Entrepreneurship Center

**“The richest regions are those with the highest proportion of immigrants.”**

---

-President's Commission on Immigration, 1953



“Dear America, please remember how you got to be the **wealthiest country in history**.

...the formula was very simple: build this really flexible, really open economy, tolerate creative destruction so dead capital is quickly redeployed to better ideas and companies,

Pour into it the most diverse, smart and energetic immigrants from every corner of the world and then stir and repeat, stir and repeat, stir and repeat.”

---

-Tom Friedman, “World Is Flat” Guy  
New York Times Editorial Writer and Author

# STEVE TOBOCMAN

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