The Immigrant–Friendly City
Growing the Economy by Welcoming Immigrants!

Richard Herman
Cleveland

Global Great Lakes Network
Detroit, June 6, 2013
Can Immigrants Help Rebuild the Rust Belt Economy?
MICHIGAN

- Over last 10 years, lost 790,000 jobs
- Detroit: over last 60 years, lost 50% of population (1.8 million to 900,000)
- Percentage of immigrants dropped from 30% to 10%

OHIO

- Over last 10 years, lost 525,000 jobs
- Cleveland: over last 60 years, lost 60% of population (950,000 to 396,000) (17% in 10 yrs)
- Percentage of immigrants dropped from 30% to 5%
A New Urban Movement: Welcoming Immigrants to Spur Economic Growth

Global Philly

Baltimore

Global DETROIT

Global CLEVELAND

Chicago Mayor’s Office for New Americans

Welcoming America

Welcome Dayton

Immigrant friendly city

Building a Nation of Neighbors
The Immigrant Friendly City

- Improving the Lives of Immigrants While Promoting City’s Growth and Cultural Vitality
The Immigrant Friendly City

- Our Growth
  - Immigrant-Owned Businesses
  - Human Capital

- Our Youth
  - Children of Immigrants
  - Parents and Schools

- Our Communities
  - Public Safety
  - Access to Services
  - Civic Engagement
MUTUAL RESPECT

» R-E-S-P-E-C-T
“The richest regions are those with the highest proportion of immigrants.”

President’s Commission on Immigration, 1953
Millions of Unfilled Jobs in the Great Recession

- 3.6 million open jobs according to U.S. Dept. of Labor
Immigrants largely compliment, not displace, American-born workforce.

Immigrant workers usually work in high-skilled or lower skilled jobs, where U.S. has a shortage of workers.
How About Undocumented Workers & Lower Skilled Jobs?

- Undocumented Workers Negatively Impact U.S. Worker Wages by 0.15% --- less than 2/10 of 1%
  U.S. Federal Reserve Bank, Atlanta

- Each Lower-Skilled, Non-Ag Worker in Shortage Occupation creates 4.6 American Jobs.
  Partnership New American Economy
Where do jobs come from?
ALL net job creation in America over last 25 years comes from STARTUPS — creating 40 million new jobs

New Firms add an average of 3 million jobs in first year

Older companies lost 1 million jobs annually

— Kauffman Foundation
When it comes to job growth, STARTUP companies aren’t everything........
they’re the ONLY THING!
So WHO are behind the startups in America?
we welcome the job-creators
USA: Immigrants Driving the New Economy and Urban Revitalization

* Immigrants twice as likely as native-born to start a business;

* Immigrants founded more than 50% of the high-tech companies in Silicon Valley;

* Immigrants are more likely to earn an advanced degree, invent something, be awarded a U.S. patent;
28% of U.S. small businesses started in 2011 were founded by immigrants.

www.renewoureconomy.org
40% of Fortune 500 companies were funded by an immigrant or child of an immigrant.

These companies employ 10 million people worldwide, and generate $4,200,000,000,000 in revenue per year.

2011 study by Partnership for a New American Economy
Immigrant-Founded Companies

Google

Goya

Levi's

AT&T

Pfizer

Budweiser

LinkedIn

Sun Microsystems

DuPont

Procter & Gamble

Intel

Garmin

eBay

PayPal

YouTube

Dow

US Steel

Compiled by Richard Herman,
ImmigrantInc.com
7 of 10 most valuable brands in the world were created by U.S. immigrants or children of U.S. immigrants

- Ford
- GE
- AT&T
- Boeing
- Disney
- Apple
- Hertz
- Pfizer
- Google
- Budweiser
- McDonald’s
- IBM
- Kraft
- Procter & Gamble
- Levi’s
- Bank of America
- Intel
- Home Depot
- U.S. Steel
- Dow
- UPS
- Estee Lauder
- DuPont
- Heinz
60% of Top 25 Tech Companies Founded By 1st & 2nd Generation Americans = 1.2MM Employees, 2012

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Initial Public Market Cap ($MM)</th>
<th>Later Public Market Cap ($MM)</th>
<th>Total # Employees</th>
<th>2nd-Gen Founder / Co-Founder</th>
<th>Generation</th>
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<tr>
<td>1</td>
<td>Apple</td>
<td>986,602</td>
<td>986,602</td>
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<td>2nd-Gen, China</td>
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<td>703,585</td>
<td>50,861</td>
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<td>406,246</td>
<td>Herman Hollerith</td>
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<td>72,754</td>
<td>54,000</td>
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<td>5</td>
<td>Oracle</td>
<td>172,044</td>
<td>37,230</td>
<td>113,000</td>
<td>Larry Ellison / Bill Moller</td>
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<td>6</td>
<td>Amazon.com</td>
<td>110,521</td>
<td>61,095</td>
<td>80,000</td>
<td>Jeff Bezos</td>
<td>2nd-Gen, Canada</td>
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<tr>
<td>7</td>
<td>Cisco</td>
<td>105,731</td>
<td>21,154</td>
<td>97,000</td>
<td>*</td>
<td>2nd-Gen, China</td>
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<td>8</td>
<td>Intel</td>
<td>65,721</td>
<td>53,944</td>
<td>65,000</td>
<td>*</td>
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<tr>
<td>9</td>
<td>eBay</td>
<td>45,207</td>
<td>34,025</td>
<td>36,500</td>
<td>Pierre Omidyar</td>
<td>1st-Gen, France</td>
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<tr>
<td>10</td>
<td>Facebook</td>
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<td>3,020</td>
<td>3,020</td>
<td>*</td>
<td>1st-Gen, Brazil</td>
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<tr>
<td>11</td>
<td>HP</td>
<td>36,587</td>
<td>21,154</td>
<td>80,000</td>
<td>Roger Maris</td>
<td>2nd-Gen, Italy</td>
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<tr>
<td>12</td>
<td>Hewlett-Packard</td>
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<td>188,507</td>
<td>104,000</td>
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<td>Texas Instruments</td>
<td>38,756</td>
<td>33,009</td>
<td>36,351</td>
<td>*</td>
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<td>2,084</td>
<td>7,000</td>
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<td>1st-Gen, Switzerland</td>
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<td>16</td>
<td>Automatic Data Processing</td>
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<td>5,000</td>
<td>12,000</td>
<td>Henry Tack</td>
<td>2nd-Gen, Poland</td>
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<tr>
<td>17</td>
<td>salesforce.com</td>
<td>25,046</td>
<td>3,050</td>
<td>9,000</td>
<td>*</td>
<td>1st-Gen, Chile</td>
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<tr>
<td>18</td>
<td>Dell</td>
<td>25,063</td>
<td>56,062</td>
<td>111,300</td>
<td>*</td>
<td>1st-Gen, Switzerland</td>
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<tr>
<td>19</td>
<td>Xerox</td>
<td>18,088</td>
<td>4,007</td>
<td>11,700</td>
<td>*</td>
<td>1st-Gen, Taiwan</td>
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<tr>
<td>20</td>
<td>Cognizant Technology</td>
<td>23,648</td>
<td>7,385</td>
<td>136,700</td>
<td>Francisco Duce / Kumara Mahalakshmi</td>
<td>1st-Gen, India / 2nd-Gen, Sri Lanka</td>
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<tr>
<td>21</td>
<td>Adobe Systems</td>
<td>20,548</td>
<td>4,375</td>
<td>11,144</td>
<td>*</td>
<td>2nd-Gen, Sweden</td>
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<tr>
<td>22</td>
<td>Broadcom</td>
<td>12,731</td>
<td>8,005</td>
<td>11,300</td>
<td>Henry Samuel</td>
<td>2nd-Gen, Poland</td>
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<tr>
<td>23</td>
<td>Intel</td>
<td>12,203</td>
<td>4,150</td>
<td>5,000</td>
<td>*</td>
<td>2nd-Gen, Poland</td>
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<td>24</td>
<td>LinkedIn</td>
<td>10,307</td>
<td>592</td>
<td>5,000</td>
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<td>2nd-Gen, Germany / 1st-Gen, France</td>
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<td>25</td>
<td>Salesforce</td>
<td>9,078</td>
<td>6,890</td>
<td>20,900</td>
<td>*</td>
<td>2nd-Gen, Germany / 1st-Gen, France</td>
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</tbody>
</table>

Total Founded by 2nd or 3rd-Gen Immigrants: $1,190,899 / $22,046 / 1,151,885

Note: Paul Allen (from Hungary) is not a co-founder of Intel. He joined as CEO on Sunday it was incorporated.

Latino-Owned Business in USA

- 2.8 Million Businesses
- $400 Billion in Annual Revenue
- $65 Billion in Payroll
- 2.2 Million Employees

Molina Healthcare
Brightstar
MasTec
Crossland Construction Company, Inc.
• 13,740 Asian owned businesses had sales of $5.1 billion, and employed 42,955 people
• 7,109 Latino owned businesses had sales of $1.3 billion and employed 11,348 people
• 2009 purchasing power of Ohio’s Latino’s totaled $6.6 billion (increasing 334% since 1990)
• Asian buying power totaled $6.9 billion (increase of 270% since 1990)
* Immigrants filing patents at twice rate of American-born.

* Immigrant patent filings: 72% Qualcomm, 65% Merck, 64% GE, 60% Cisco
“To immigrate is an entrepreneurial act”

--Ed Roberts, Founder
MIT Entrepreneurship Center
Research in Sweden demonstrates that a 10 percent increase in immigrant population was linked to a 6 percent increase in bilateral trade with the immigrants’ home country.
10% of Fortune 100 CEOs Are Immigrants

Despite coming from demographic that comprises 1.5% of U.S. population
### Foreign Students in Ohio, National Rank and Economic Impact

<table>
<thead>
<tr>
<th></th>
<th>Rank in US</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>FOREIGN STUDENTS IN OH</td>
<td>#8</td>
<td>24,709</td>
</tr>
<tr>
<td></td>
<td>+10.5%</td>
<td></td>
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<tr>
<td>ESTIMATED FOREIGN STUDENTS EXPENDITURE IN OH (in millions of dollars)</td>
<td>$662</td>
<td></td>
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</table>

Percent of Foreign Student’s in STEM Fields of Study: **36.1%**
Percent of U.S. Undergraduate Student’s in STEM Fields of Study: **13.7%**

### OH Institutions with Foreign Students

<table>
<thead>
<tr>
<th>Institution</th>
<th>City</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ohio State University</td>
<td>Columbus</td>
<td>6082</td>
</tr>
<tr>
<td>CWRU</td>
<td>Cleveland</td>
<td>1559</td>
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<tr>
<td>CSU</td>
<td>Cleveland</td>
<td>1500</td>
</tr>
<tr>
<td>Tri-C</td>
<td>Cleveland</td>
<td>288</td>
</tr>
</tbody>
</table>
For every 100 international students who stay after earning U.S. advanced degrees in science, technology, engineering or math a CREATE 262 JOBS IN AMERICA
$1.5 trillion added to GDP in next 10 years

....If we legalize the 11 million undocumented persons in U.S.

UCLA, 2010
Immigrants have created millions of jobs for Americans, and will create millions more…. if we let them --- in advanced manufacturing, clean energy, biotech, advanced materials, exports….
Isn’t “Immigrant” a Dirty Word?
CAUTION

PROHIBIDO
BLAME THEM FOR EVERYTHING

IMMIGRANTS
COMING TO TAKE YOUR JOBS AND WIVES
TO DESTROY YOUR WAY OF LIFE AND SPOIL YOUR KIDS
TO GIVE YOU DISEASES AND CREATE EVIL IN GENERAL
THEY WILL DO IT AND EVERYTHING ELSE AS WELL
DIRTY REFUGEES FROM
HELL
Papist immigrants are wrecking our economy with their fecundity! We must erect a wall of brass around the country for the exclusion of Catholics!

Chinese immigrants aren't assimilating... and if we let too many in, they'll undermine our economy!

1780

I call of brass... it's copper from James I, the first king of the House of Hanover!

1850

Now I've got nothing against Jews... but the Jews are coming in huge numbers! The economy can't take it!

1920

We've got nothing against Mexicans... but they refuse to assimilate! They're ruining our economy!

Now

We should erect a wall.

History marches on; nativism marches in place.
Number of Shows Including Discussion of Illegal Immigration in 2007

- Lou Dobbs Tonight: 182
- O'Reilly Factor: 146
- Glenn Beck: 74
Proportions of Discussions on Illegal Immigration Mentioning Crime in 2007

- Lou Dobbs Tonight: 52%
- O'Reilly Factor: 45%
- Glenn Beck: 39%
San Diego, Phoenix, El Paso, and Austin

Immigrant Incarceration Rates are one-fifth the incarceration rates of people born in the U.S.
We don’t talk about immigrants as the Dream-Keeper, the Job-Creator, the Bedrock of Family-Values, the ENGINE that makes America work!
A New Urban Movement: Welcoming Immigrants to Spur Economic Growth

Global Philly

Baltimore

Global CLEVELAND

Global DETROIT

Chicago Mayor’s Office for New Americans

WELCOMING AMERICA

Building a Nation of Neighbors

WELCOME DAYTON

Immigrant Friendly City
It’s important that we understand WHY so many Americans fear and loathe the new immigrants.
America’s Demographics Are A–Changin’

* Last decade, 85% of population increase from racial & ethnic minorities

* 1 out of 7 new marriages are interracial
* Young whites (under 18) are the minority in 10 states, including Arizona

* By 2021, the majority of children 4 and under will be minority

* By 2042, the majority of all Americans will be minority
“I am concerned by the majority’s attempt to manufacture tension between African–Americans and immigrant communities. It seems as though they would like for our communities to think about immigration in terms of ‘us versus them,’ and I reject that notion.”

March 1, 2011, Rep. Emanuel Cleaver (D–MO), Congressional Black Caucus
it’s all connected
John Sibley Butler, Director of Entrepreneurship, University of Texas, Austin
What Does the New Economy Crave?

HYPERCONNECTIVITY
Putting Out the Welcome Mat

– Building the “Intercultural City”

– Abandoning practice of segregated diversity

Our Future Is in the “Mix”
We Are All Immigrants
Nearly 2/3 of America is an immigrant, a child or grandchild of an immigrant, or married to an immigrant.
some came to these shores voluntarily........some did not
It’s in our DNA
we are strivers and survivors
Key to Success:

“think like an immigrant”

Omid Kordestani
“IMMIGRANT, INC” ——— A CULTURE

- Family
- Education
- Entrepreneurship
- Self-Reliance
- Thrift
- Love of Country & the Dream
After decades of out-migration, Philly shows population increase for first time in 60 years --- in large part due to influx of immigrants between 2000 and 2010.

Philly enjoys an ecosystem that welcomes & connects immigrants, revitalizing neighborhoods.
• **PLANS:** All relevant sectors, such as government, business, non-profit, and others are engaged to work together to create a welcoming community climate that supports long-term inclusion and intercultural collaboration.

• **COMMITS:** Commitments are made to institutionalize strategies that ensure the ongoing inclusion and long-term economic and social integration of African Americans, Latinos, and Immigrants.

• **BUILDS COMMUNITY:** American-born minorities and Immigrants are engaged to find common ground and shared leadership.

• **COMMUNICATES:** Messages of unity and shared values permeate the community through the media, through the voice of leaders, and among residents.

• **SUSTAINS:** Policies and practices are considered in order to ensure that interactions between Immigrants and U.S. born minorities remain positive ones and the community’s economic vitality remains strong.
Good Luck