The Economic Development Imperative of Welcoming
American Entrepreneurship:

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

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

*Based on 2011 data
Immigrant entrepreneurship rates are 2x the rate of U.S.-born nationally.
IMMIGRANTS POWER AMERICA'S MAIN STREETS

- Population: 13%
- Labor Force: 16%
- Business Owners: 18%
- Main Street Business Owners: 28%

IMMIGRANTS CRITICAL TO AMERICA’S HIGH-TECH STARTUP COMMUNITY

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

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

The Talent Equation:

America’s Future Is as a Nation of Immigrants
THE MEDIAN AGE OF THE U.S. WORKFORCE IS CLIMBING

IMMIGRANTS ARE MORE LIKELY TO BE WORKING AGE

New Hampshire Native and Foreign Born Population by Age, 2013

- Under 5 years: 5.2% Native, 0.5% Foreign born
- 5 to 17 years: 16.1% Native, 6.0% Foreign born
- 18 to 24 years: 9.7% Native, 9.4% Foreign born
- 25 to 44 years: 22.9% Native, 34.6% Foreign born
- 45 to 54 years: 16.3% Native, 17.0% Foreign born
- 55 to 64 years: 14.7% Native, 12.8% Foreign born
- 65 to 74 years: 8.8% Native, 10.0% Foreign born
- 75 to 84 years: 4.4% Native, 6.5% Foreign born
- 85 years and over: 1.9% Native, 3.3% Foreign born
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.
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.
- 45% of all new Ph.D.s in life, computer, and physical sciences.
- 40% of all new master degrees in computer and physical sciences, and engineering.
- 50% of all new Ph.D.s in engineering.

Source: “Recruiting the Tired, the Poor, and the Wretched Refuse,” Journal of Corporate Recruiting Leadership, September 2008, p. 18; "The Importance of International Students to America" July 2013 Brief by National Foundation for American Policy.
IMMIGRANTS CREATE JOBS FOR U.S. WORKERS

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

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

Source: Fiscal Policy Institute analysis of Census data.
Cities with Growth: Expanding Immigrant and U.S.-Born Population

Source: Fiscal Policy Institute analysis of Census data.
Cities with Growth: Expanding Immigrant Population Only

Source: Fiscal Policy Institute analysis of Census data.
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.
What is the case for New Hampshire?
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.

THE ECONOMIC BENEFITS OF IMMIGRATION, Diana Furchtgott-Roth, Senior Fellow, Manhattan Institute for Policy Research, February 2013
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.
<table>
<thead>
<tr>
<th>State</th>
<th>Foreign Born Population</th>
</tr>
</thead>
<tbody>
<tr>
<td>Massachusetts</td>
<td>15.6%</td>
</tr>
<tr>
<td>Connecticut</td>
<td>13.9%</td>
</tr>
<tr>
<td>Rhode Island</td>
<td>12.9%</td>
</tr>
<tr>
<td>New Hampshire</td>
<td>5.7%</td>
</tr>
<tr>
<td>Vermont</td>
<td>4.3%</td>
</tr>
<tr>
<td>Maine</td>
<td>3.4%</td>
</tr>
</tbody>
</table>

New Hampshire share of foreign born less than US, regional
New Hampshire’s Population Numbers Depend on Immigrants

<table>
<thead>
<tr>
<th>County</th>
<th>Foreign Born</th>
<th>Domestic Migration</th>
<th>Net Migration</th>
<th>2014 Residents</th>
</tr>
</thead>
<tbody>
<tr>
<td>Belknap County, New Hampshire</td>
<td>293</td>
<td>292</td>
<td>585</td>
<td>60,305</td>
</tr>
<tr>
<td>Carroll County, New Hampshire</td>
<td>81</td>
<td>82</td>
<td>163</td>
<td>47,399</td>
</tr>
<tr>
<td>Cheshire County, New Hampshire</td>
<td>157</td>
<td>-1,193</td>
<td>-1,036</td>
<td>76,115</td>
</tr>
<tr>
<td>Coos County, New Hampshire</td>
<td>77</td>
<td>-799</td>
<td>-722</td>
<td>31,653</td>
</tr>
<tr>
<td>Grafton County, New Hampshire</td>
<td>1,105</td>
<td>-475</td>
<td>630</td>
<td>89,658</td>
</tr>
<tr>
<td>Hillsborough County, New Hampshire</td>
<td>4,075</td>
<td>-5,413</td>
<td>-1,338</td>
<td>405,184</td>
</tr>
<tr>
<td>Merrimack County, New Hampshire</td>
<td>871</td>
<td>-530</td>
<td>341</td>
<td>147,171</td>
</tr>
<tr>
<td>Rockingham County, New Hampshire</td>
<td>844</td>
<td>2,937</td>
<td>3,781</td>
<td>300,621</td>
</tr>
<tr>
<td>Strafford County, New Hampshire</td>
<td>531</td>
<td>505</td>
<td>1,036</td>
<td>125,604</td>
</tr>
<tr>
<td>Sullivan County, New Hampshire</td>
<td>103</td>
<td>-530</td>
<td>-427</td>
<td>43,103</td>
</tr>
<tr>
<td></td>
<td>8,137</td>
<td>-5,124</td>
<td>3,013</td>
<td>1,326,813</td>
</tr>
</tbody>
</table>
New Hampshire’s Immigrants Are Concentrated in Manchester and Nashua

New Hampshire Percent of Foreign Born Population by Area

- Seacoast Region: 3.8%
- Salem/Rockingham West: 3.8%
- Greater Nashua: 8.9%
- Manchester City: 10.5%
- Outer Manchester City: 4.6%
- Western Hillsborough County: 3.7%
- Southwestern New Hampshire: 2.7%
- Concord and Central New Hampshire: 3.4%
- Strafford County: 4.0%
- Lakes Region: 2.9%
- Northern New Hampshire: 4.0%
New Hampshire’s Immigrants Are Critical to the Workforce

New Hampshire Native and Foreign Born Population by Age, 2013

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Immigrant Economic Development:

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

Strategies and Programs Designed to Foster Robust Economic Growth
GUIDE TO IMMIGRANT ECONOMIC DEVELOPMENT

WELCOMING AMERICA
Welcoming America announces the first-ever Guide to Immigrant Economic Development.

Chapters contain best practices, strategies, and models that can inform those working in the fields of traditional economic development as well as immigrant integration.

Check out the Guide to Immigrant Economic Development by visiting: www.welcomingamerica.org/guide-immigrant-economic-development
Professional Connector Program

Seeking local professionals to meet with skilled, new-to-St. Louis residents. Have a cup of coffee with three job-seeking newcomers, share your insight, and help them connect to other professionals.

Contact Jeri Peterson
St. Louis Regional Chamber
(314) 444-1165
jpeterson@stlregionalchamber.com

CONNECTORS

Seeking foreign-born and/or new-to-St. Louis professionals in search of career mentoring and networking. Participants must be proficient in English, live in the St. Louis region, and have a college degree and two-year valid work permit/visa.

enrollment
Visit www.stlmosaicproject.org
Select the Get Connected tab and complete an online application

PARTICIPANTS

GOAL:
Connect globally-minded professionals in the St. Louis bi-state region with foreign-born and newcomer job seekers. In addition to connecting “participants” with other local professionals, volunteer “connectors” meet with and share their industry knowledge and job-seeking advice. The Professional Connector Program is sponsored by St. Louis Mosaic Project and St. Louis Regional Chamber.

Immigrants are encouraged to complete the free, online Upwardly Global program to fully take advantage of this program - www.upwardlyglobal.org/job-seekers/online-training-programs

Betsy Cohen
(314) 615-8107ecohen@worldtradecenter-stl.com
www.stlmosaicproject.org

GOAL:
To be the fastest growing major metro for foreign-born by 2020.
“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
Find the Guide at welcomingamerica.org > learn > resources