

The Economic Case for Immigrant Inclusion

Changing the Narrative Around Immigration in the U.S.

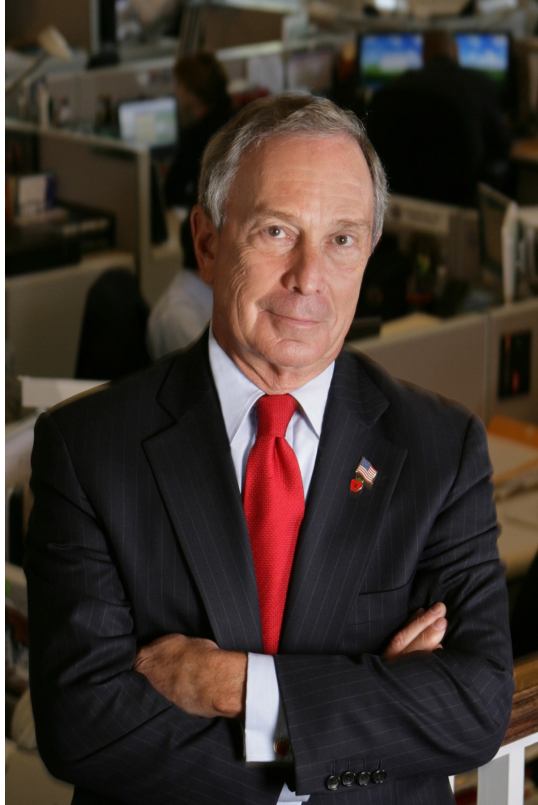
SEPTEMBER 19, 2019

Kate Brick

Director of State & Local Initiatives



Mayor Bloomberg on the U.S. Immigration System

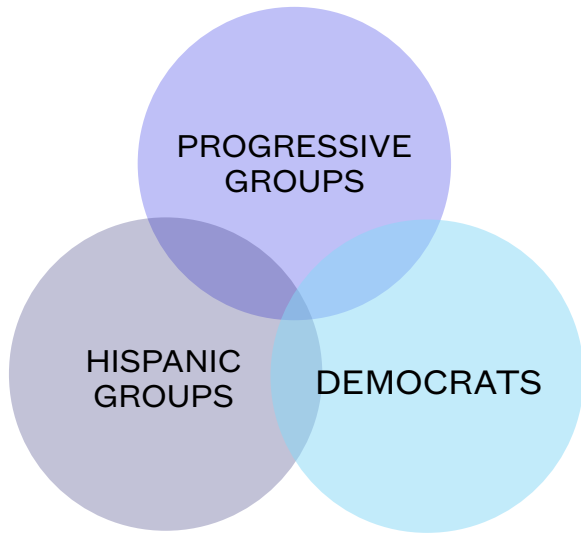


*“It’s what I call national suicide—and that’s not hyperbole. **Every day we fail to fix our broken immigration laws is a day that we inflict a wound on our economy.** Today, we may have turned away the next Albert Einstein or Sergey Brin. Tomorrow, we may turn away the next Levi Strauss or Jerry Yang.”*

—MAYOR MICHAEL BLOOMBERG
JUNE 15, 2011

We Entered A Fractured Policy Debate

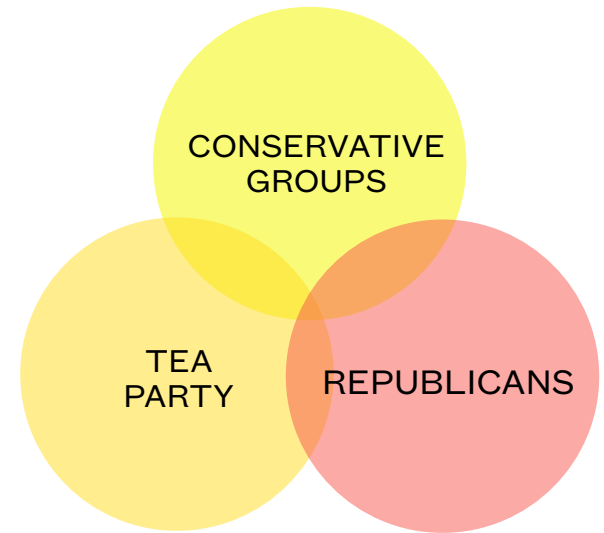
HUMANITARIAN ARGUMENTS FOR REFORM



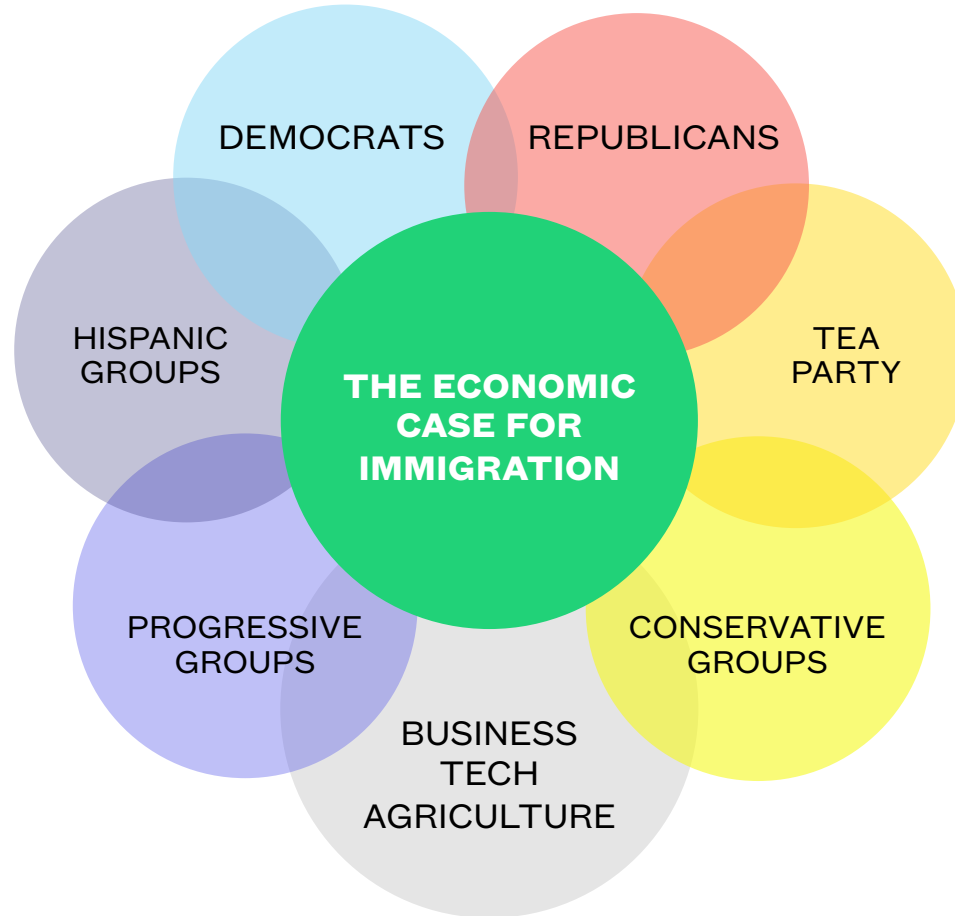
LARGELY ABSENT FROM DEBATE



NATIONAL SECURITY AND LAW & ORDER ARGUMENTS FOR REFORM



The New American Economy Hypothesis



About New American Economy

500 Republican, Independent, and Democratic mayors and CEOs in all 50 states agree:

Immigration is critical to America's economic success.

**RESEARCH ON THE
ECONOMIC IMPACT OF
IMMIGRATION**



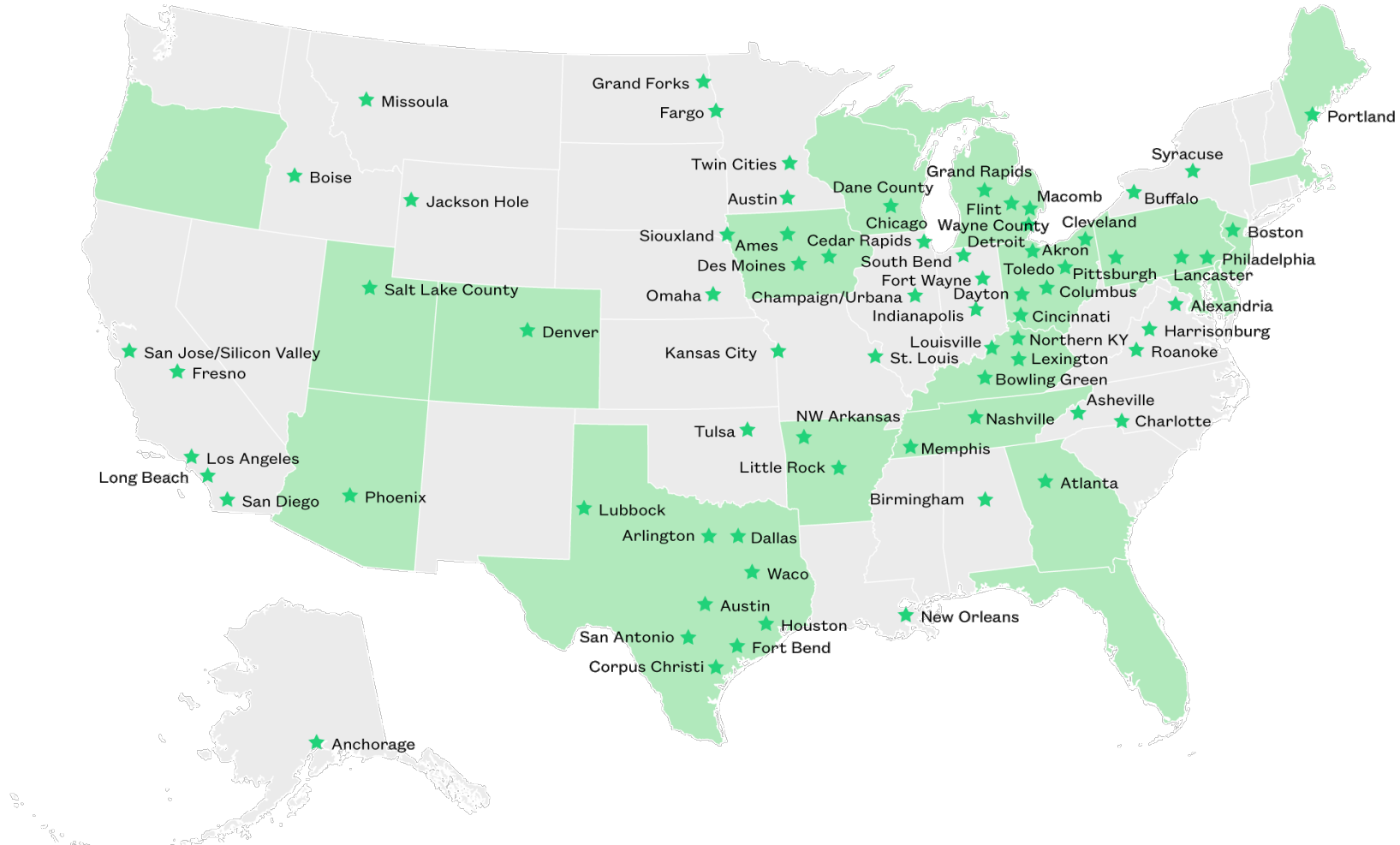
**ORGANIZING BUSINESS
LEADERS ACROSS
STATES & SECTORS**



**LOCAL
INTEGRATION &
INCLUSION PLANS**



NAE State & Local Initiatives working in more than 80 communities



A solid green vertical bar is located on the far left side of the image, extending from the top to the bottom.

**What is the
economic case?**

Zero.

**The Number of Major U.S. Metros
that Grew Without Immigrants, 1970-2013**

Source: Fiscal Policy Institute / Americas Society / Council of the Americas (2014)

Immigrants were responsible for...

28%
of the population growth in the U.S. from 2016-2017

Source (left): New American Economy, "Map the Impact" (2017)

- **Pittsburgh, PA**

Between 2000 and 2015, the foreign-born population increased by 35,000, **offsetting population decline** driven by the decline in the U.S.-born population.

- **Dallas, TX**

Immigrants were responsible for **40% of overall population growth** in the city from 2011 to 2016.

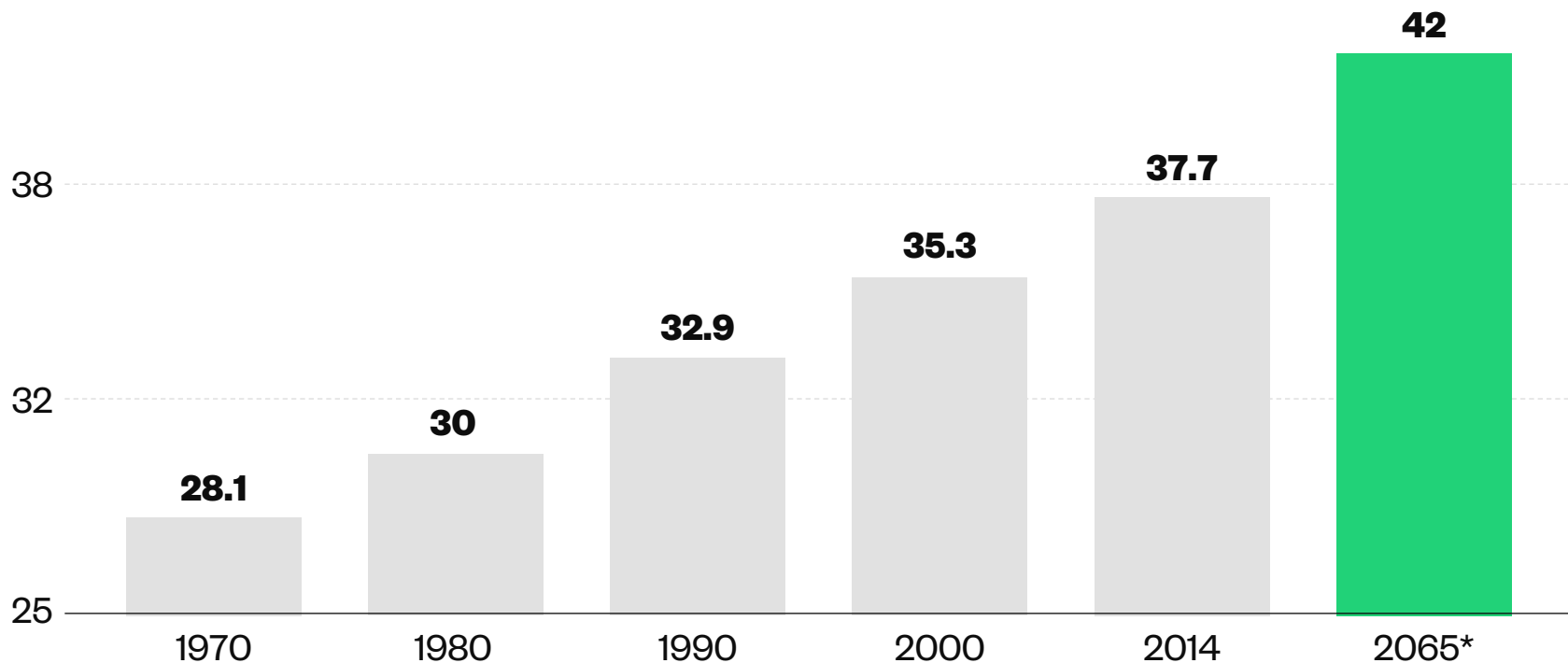
- **Bowling Green, KY**

The foreign-born share of the total population **nearly doubled** in Warren County from 5.8% in 2011 to 9.3% in 2016.

Source (right): New American Economy, "New Americans and a New Direction" (2017), "New Americans in Dallas" (2018); "New Americans in Warren County" (2018)

The Median Age of the U.S. is Climbing

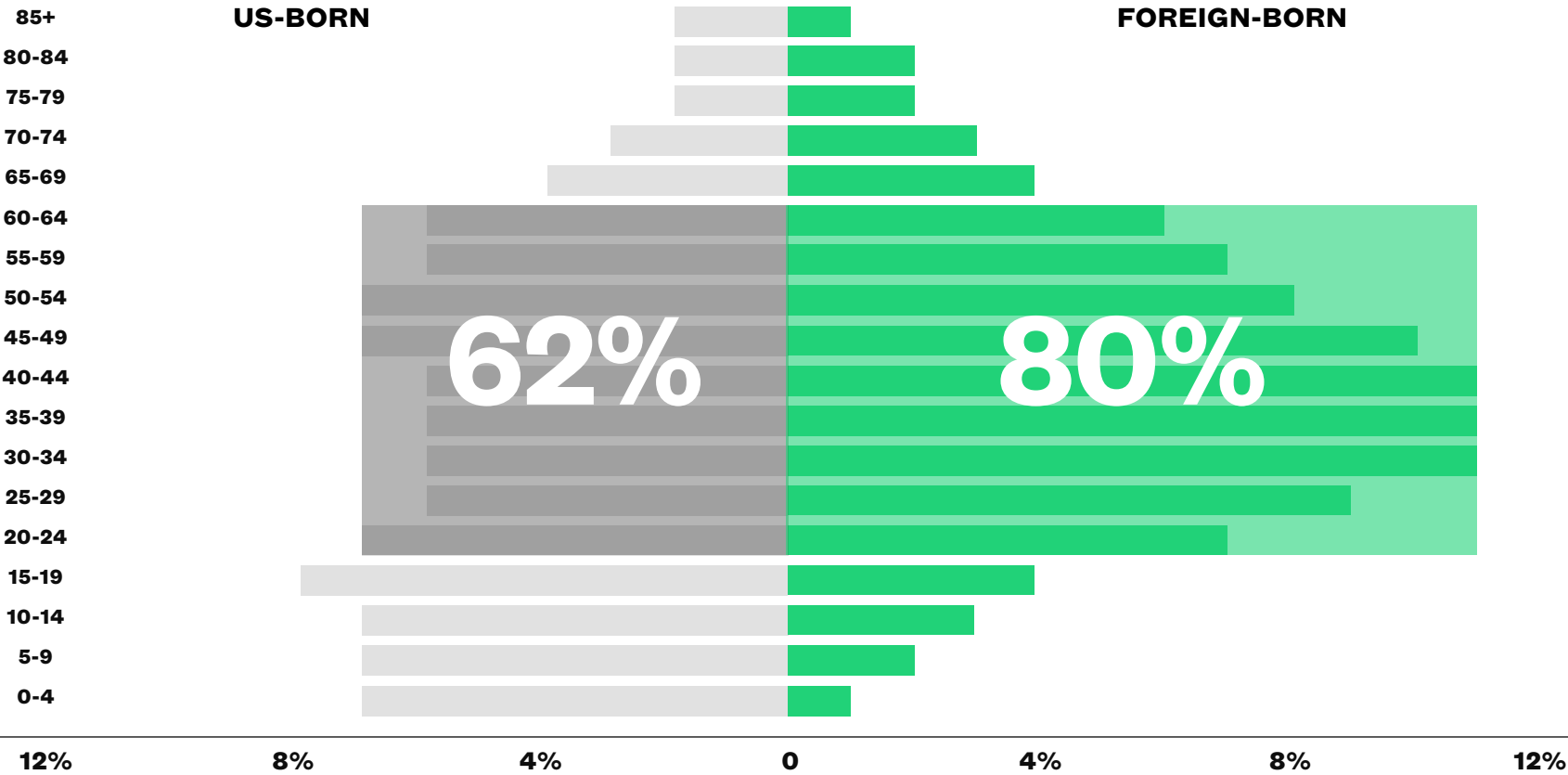
U.S. MEDIAN AGE, 1970—2065*



* Projection

Source: U.S. Census and Pew Research Center

Immigrants Are More Likely to be Working Age



Source: U.S. Census Bureau, American Community Survey, 2017 American Community Survey 1-Year Estimates

Immigrants are Helping Medicare Stay Afloat

From 1996-2011, immigrants contributed

\$182 billion

**more to Medicare than they
drew down.**

Source: New American Economy, "Staying Covered: How Immigrants Have Prolonged the Solvency of One of Medicare's Key Trust Funds and Subsidized Care for U.S. Seniors" (2014)

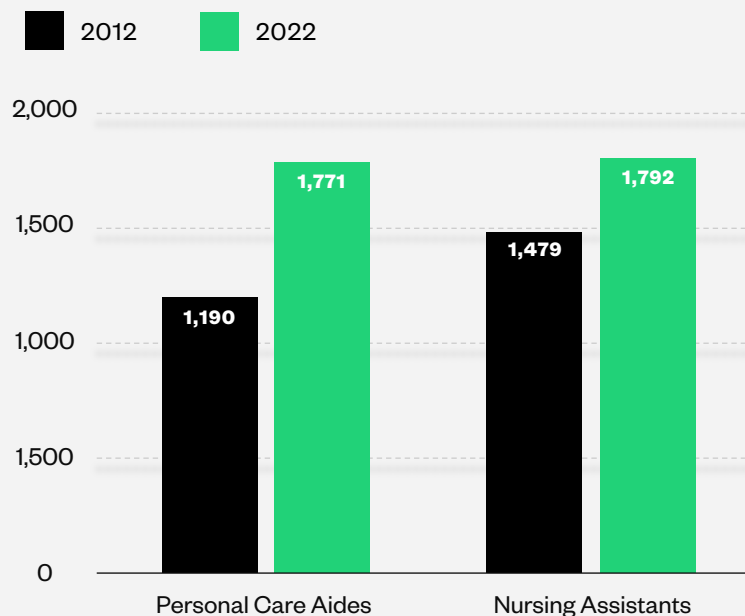
Aging Seniors Increase Demand for Health Care Professionals

By 2025, America will face a shortage of

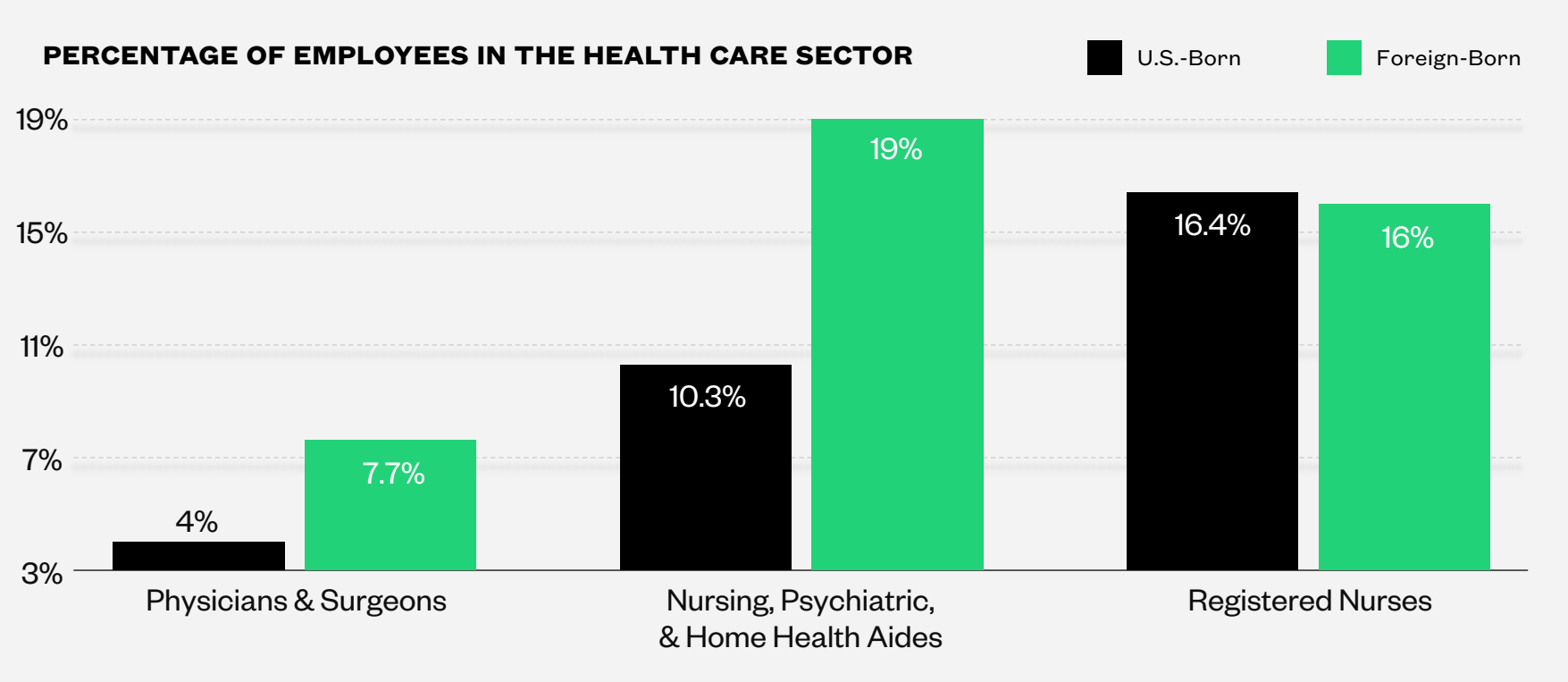
**46 to 90
thousand
doctors.**

By 2020, more than **1.3M** additional direct care workers will be needed.

**PROJECTED GROWTH IN DIRECT CARE JOBS,
2012-2022 (THOUSANDS)**



Immigrants are Twice as Likely to be Doctors and Home Health Aides



Source: New American Economy and The Brookings Institution, "Immigrant Workers in the U.S. Labor Force" (March 2012)

Over the Past 3 Decades...

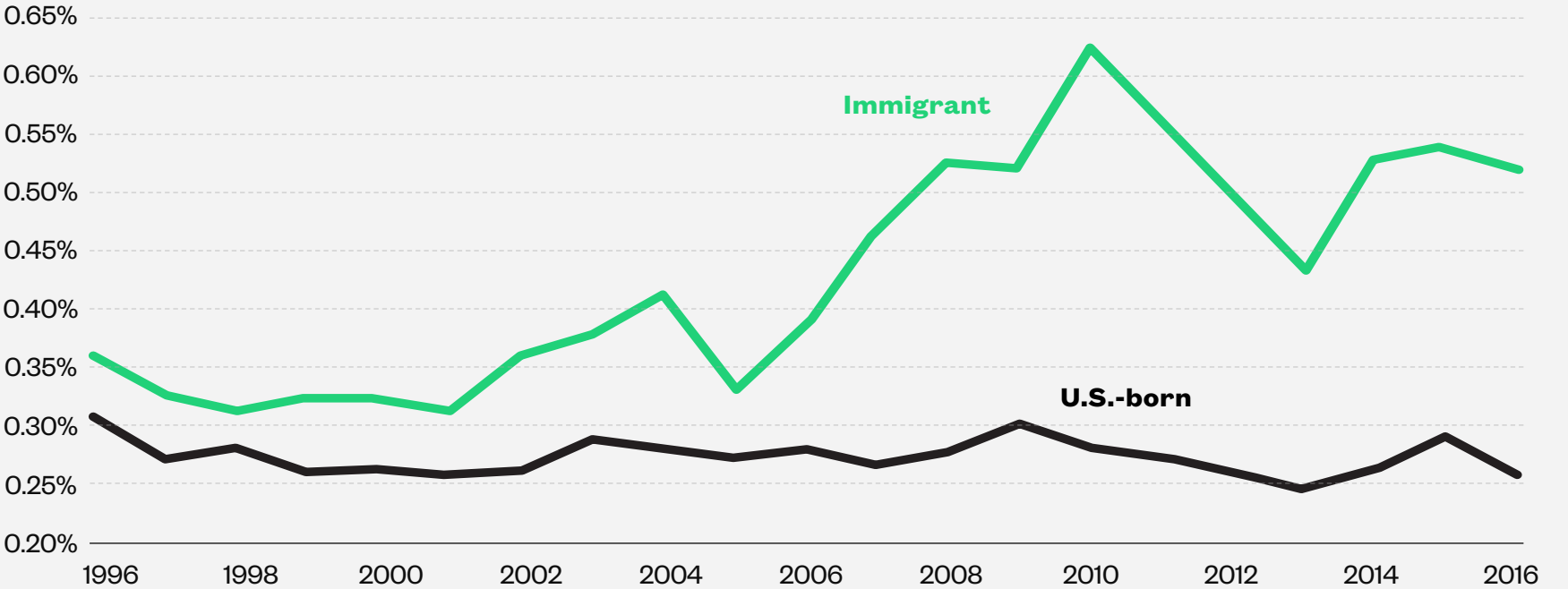
Startups were responsible for

all net job
growth in the
U.S. economy.

Source: Kauffman Foundation, "The Importance of Startups in Job Creation and Job Destruction" (2010)

Immigrant Entrepreneurs are Shouldering the Load

RATE OF NEW ENTREPRENEURS (MONTHLY AVERAGE)



Source: "2017 Kauffman Index of Startup Activity," Ewing Marion Kauffman Foundation

Immigrants Employ U.S.-Born Workers

1 in 5
entrepreneurs

are immigrants—3.2 million total.

They employ **8 million** Americans and generate **\$1.3 trillion** in sales.

The Economic Contributions of Refugees



REPORT JUNE 2017

From Struggle to Resilience

The Economic Impact of Refugees in America



- **Refugees have an entrepreneurship rate that outshines even that of other immigrants.** 13 percent of refugees were entrepreneurs in 2015, compared to just 11.5 percent of non-refugee immigrants and 9.0 percent of the U.S.-born population.
- **Refugees contribute meaningfully to our economy as earners and taxpayers.** In 2015, the almost 2.3 million U.S. refugees contributed \$20.9 billion in taxes. That left them with \$56.3 billion in disposable income to use at U.S. businesses.
- **While refugees receive assistance upon arriving in the United States, they see sharp income increases over time.** Refugees here under five years have a median household income of roughly \$22,000. That figure *triples* over time, growing far faster than other foreign-born groups. By the time a refugee has been in the country at least 25 years, their household income reaches \$67,000.
- **Even more so than other immigrants, refugees take steps to lay down roots and build lives in America.** More than 84 percent of refugees who have been in the country for 16 to 25 years have taken the step of becoming citizens, compared to roughly half of all immigrants in the country that long. Additionally, more than 57 percent of all likely refugee households own their homes.

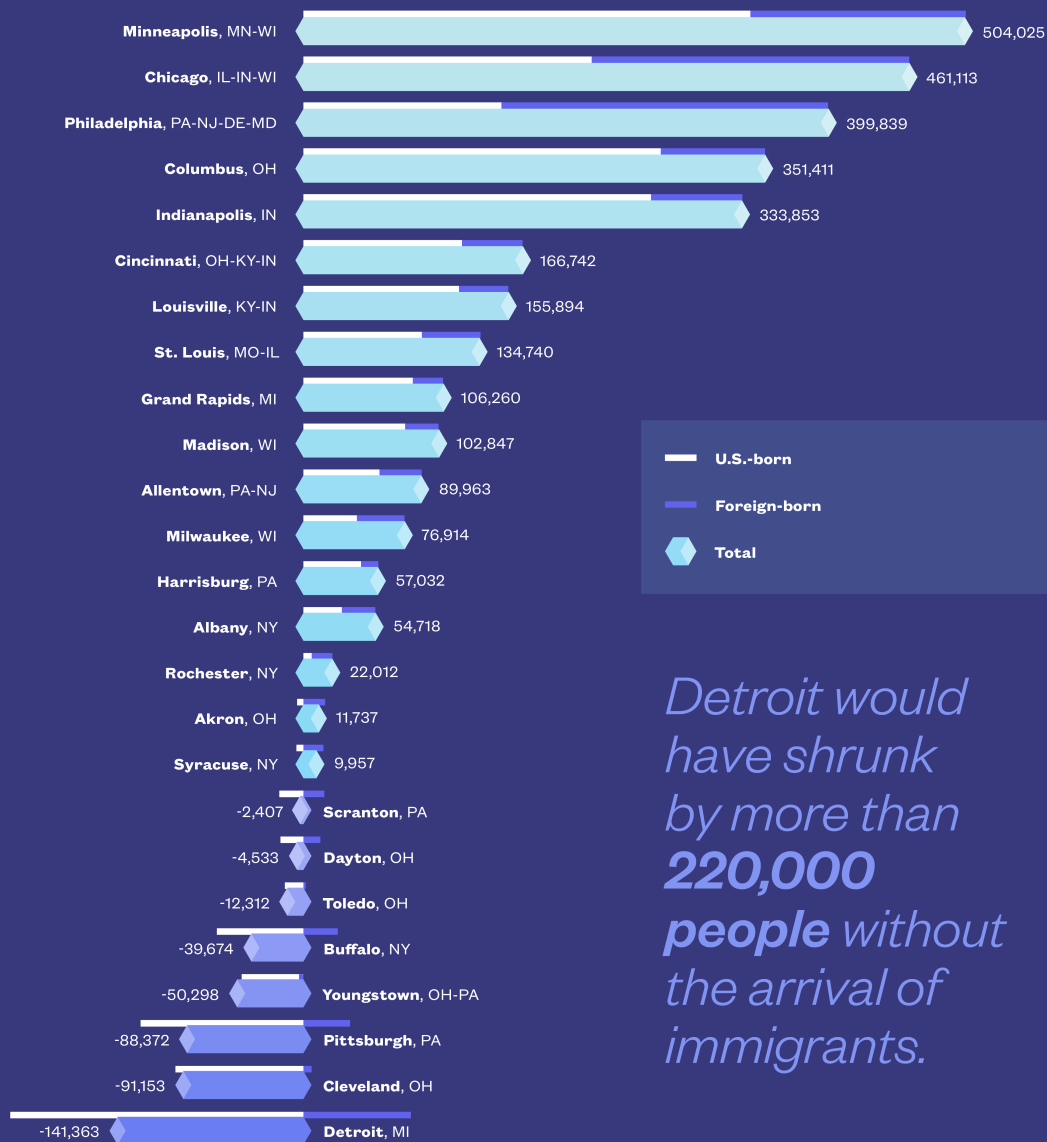
Making the Conversation Local...



POPULATION GROWTH: GREAT LAKES REGION

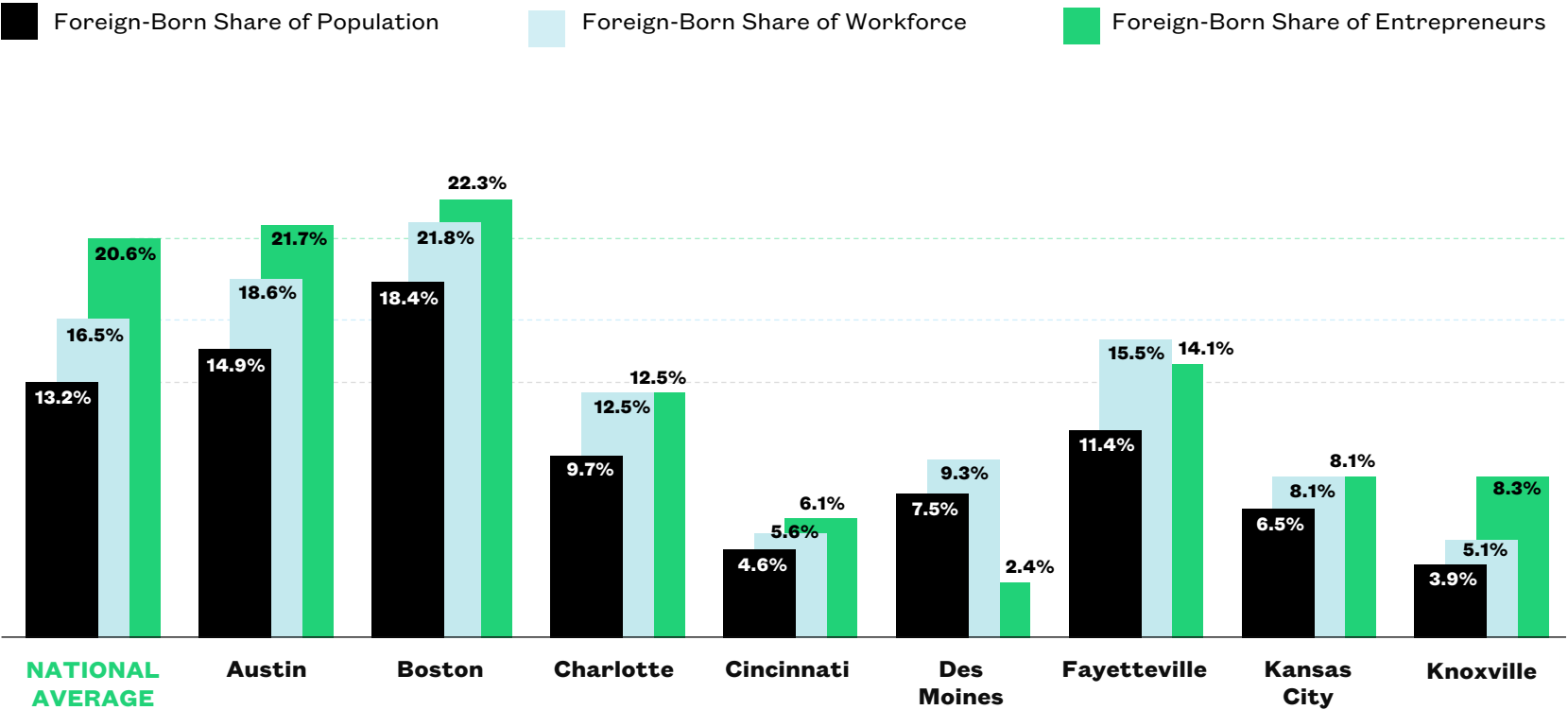
**Immigrants
accounted for half
of the regional
population growth,
2000-2015**

Source: *New American Economy, "New Americans and a New Direction: The Role of Immigrants in Reviving the Great Lakes Region" (2017)*



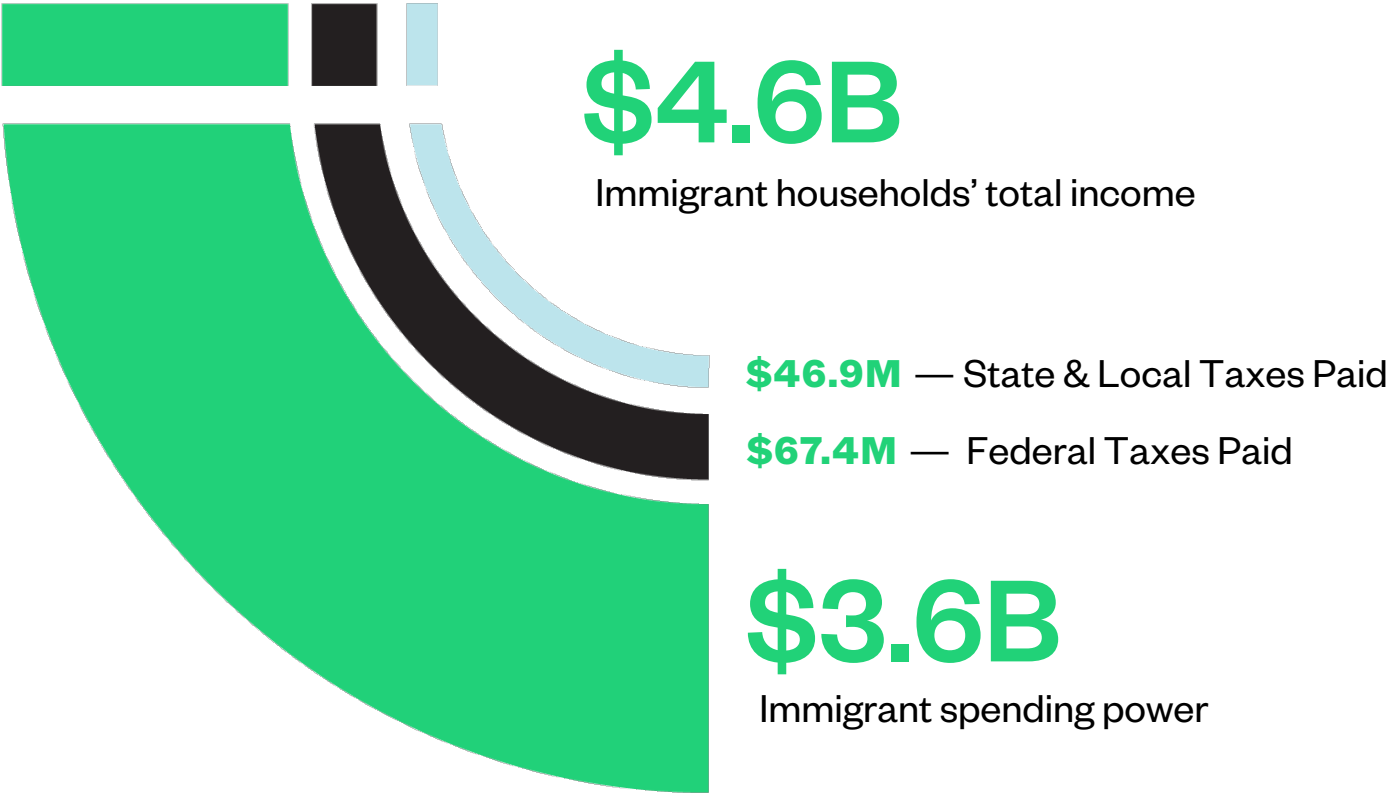
*Detroit would
have shrunk
by more than
220,000
people without
the arrival of
immigrants.*

Immigrants Punch Above Their Weight Across the U.S.



Source: New American Economy, Map the Impact (2017)

Spending Power & Tax Contributions in San Antonio



Source: New American Economy, "New Americans in San Antonio" (2019)

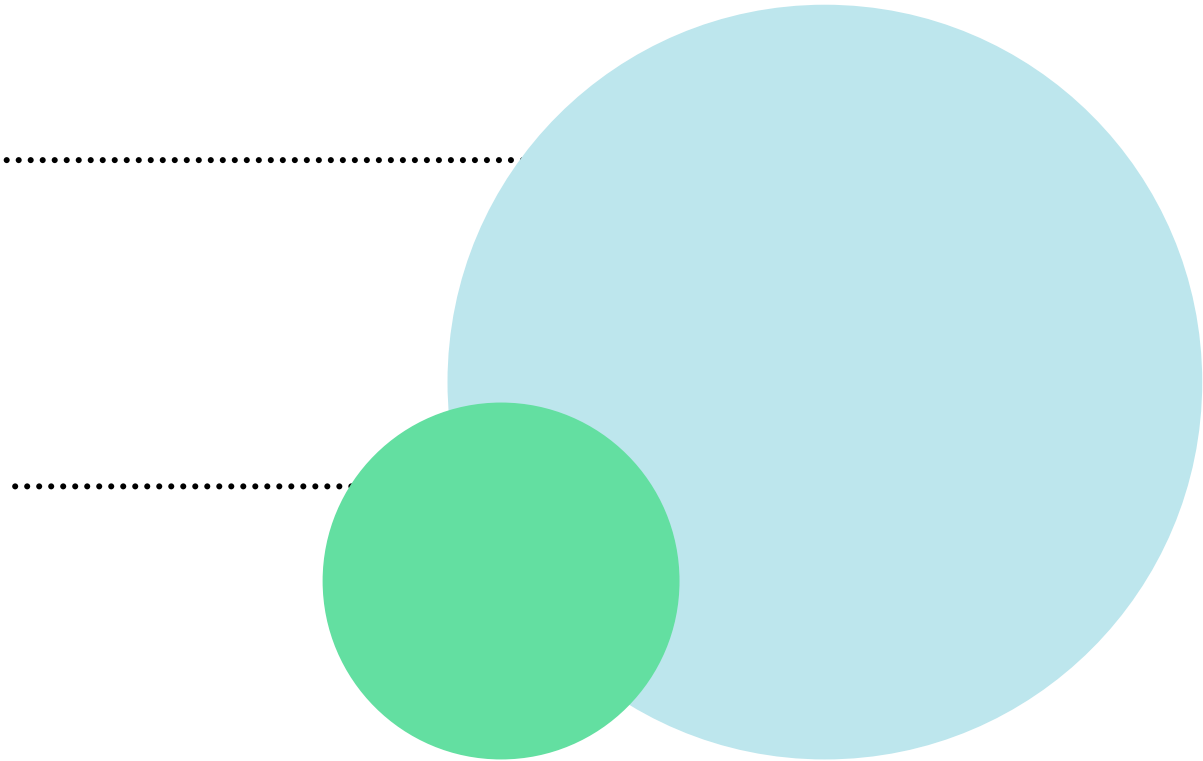
Immigrants contribute to Social Programs in San Antonio

\$531.7M

to Social Security in 2017

\$134.5M

to Medicare in 2017



Source: New American Economy, "New Americans in San Antonio" (2019)

...and shifting the narrative.



American Opportunity

How immigrants helped save the economy of Akron, Ohio

by Octavio Blanco @CNMoney

🕒 February 9, 2017: 8:21 AM ET

“Cities and states in the Rust Belt have been working for several years to attract foreign-born residents, aiming to boost dwindling populations and spur business growth.”

— The Wall Street Journal

“Many metro areas with large foreign-born populations have thriving local economies. And now local governments all over the U.S. are trying to replicate their successes.” — The Atlantic

THE WALL STREET JOURNAL.

The Atlantic

National Journal

The New York Times Magazine

“The New Melting Pots: Cities across the country are welcoming immigrants as a boon to the economy.”

— National Journal

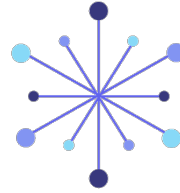
“[Immigrants in Central Ohio] work as doctors and engineers, open small businesses employing thousands...and frequently do the jobs that many other Americans will not, like meatpacking.” — The New York Times Magazine



GatewaysForGrowth.org



Engaging the Business Community through Chambers of Commerce



GLOBAL TALENT CHAMBER NETWORK

Economic Reports



Advocacy & Policy Analysis



Best Practices



State Compacts on Immigration and Business Coalitions



TEXANS *for*
ECONOMIC GROWTH



IOWA COMPACT
on IMMIGRATION



UTAH COMPACT
on IMMIGRATION



FLORIDA COMPACT
on IMMIGRATION



COLORADO COMPACT
on IMMIGRATION

Organizing Texas Business Leaders



More than 90 CEOs, businesses, & associations, including:

Amegy Bank of Texas
Austin Area Chamber of
Commerce
Austin Tech Alliance (ATA)
Austin Technology Council
Bestway Oilfield, Inc.
The Borderplex Alliance
Capital Factory
Chamberlin Roofing and
Waterproofing
Community Health Choice
Dallas Regional Chamber
El Paso Hispanic Chamber of
Commerce
Financial Casualty & Surety, Inc

Fort Bend Chamber of
Commerce
Greater Austin Hispanic
Chamber of Commerce
Greater Houston Partnership
(GHP)
Greater Irving-Las Colinas
Chamber of Commerce
GSD&M
Hendler Flores Law, PLLC
HMS Holdings Corp.
Houston Hispanic Chamber of
Commerce
IBC Bank
Lawn Management Company, Inc

Legacy Community Health
MAREK
McAllen Chamber of Commerce
North Dallas Chamber of
Commerce
North San Antonio Chamber of
Commerce
North Texas Commission
Plains Cotton Growers, Inc.
RGV Hispanic Chamber of
Commerce
San Antonio Chamber of
Commerce
San Antonio Hispanic Chamber
of Commerce

TAS Commercial Concrete
Tech Titans TechNet
Texas Association of Business
(TAB)
Texas Association of Dairymen
Texas Business Leadership
Council (TBLC)
Texas Cotton Ginners'
Association
Texas International Produce
Association
Texas Poultry Federation and
Affiliates
Texas Shrimp Association
TxSIP

Texas Business Coalition Advocacy

More than 90 CEOs, businesses, & associations speaking out



The Dallas Morning News

One goal is to head off bills that would punish immigrants and hurt the economy. There are proposals in the Texas House and Senate to end in-state tuition for high school graduates who don't have legal status. If enacted, Texas [could lose \\$400 million](#) in annual economic activity, one study found.

Another goal is to make a persuasive case on the economic value of immigration. The group wants the Texas delegation to push for more immigrants, not fewer.

“The reality is that everyone is starving for workers,” said [Eddie Aldrete](#), senior vice president at IBC Bank in San Antonio. “You either import enough human capital or create it. Right now, we’re not doing either.”

Chambers Advocate for Federal Reforms



50 Chambers of Commerce Call on Congress to Pass Bipartisan Legislation to Protect Dreamers



Commentary | Why protecting Dreamers protects our economy



San Diego Regional Chamber of Commerce president and chief executive officer Jerry Sanders supports legislation that protects Dreamers and helps the economy. (San Diego Union-Tribune file photo)

By **JERRY SANDERS**

NOVEMBER 29, 2017, 3:30 PM

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**What does success
look like?**

Lancaster Chamber Launches Employer Engagement Plan Lancaster, PA



RECOMMENDATIONS

- Create the Lancaster Immigrant Employer Network
- Leverage new and existing talent by increasing opportunities and training
- Advocate for immigration reforms
- Create a multi-media campaign to highlight the contributions of immigrants in Lancaster County
- Amplify the reach of messaging on the role of immigrants in the workforce



THE LANCASTER
CHAMBER
OF COMMERCE & INDUSTRY



Salt Lake County Creates Office for New Americans

MARCH 2016 – FEBRUARY 2017

- Launched Welcoming Task Force with Mayor and Chamber
- Released **new research** on immigrants' economic impact
- Provided technical assistance on **strategic plan**
- Provided **communications** and media support
- Created Office of New Americans



New Americans Task Force Welcoming Plan Proposed Actions

Our Vision

Building off Utah's proud tradition of welcoming newcomers, ensure that Salt Lake's New Americans' economic, social, and civic potential is maximized – making Salt Lake more vibrant, welcoming, and globally competitive.

Goals

1. Make Utah the most welcoming state
2. Ensure all Salt Lake residents live in safe, healthy, and connected communities
3. Maximize the economic potential of New Americans

GOAL 1 - MAKE UTAH THE MOST WELCOMING STATE

STRATEGY 1

Develop the infrastructure necessary to maximize the potential of the state's growing foreign-born population

- Create an Office of New Americans
- Develop a website and one-stop shop for information and resources for New Americans

STRATEGY 2

Develop a Welcoming Salt Lake campaign to highlight the contributions of New Americans

- Share success stories of New Americans
- Define the 'Welcoming' message through focus groups, surveys, and polling
- Build support and secure funding for a multi-media PR/communications 'Welcoming' campaign
- Partner with Governor's Office of Economic Development and others to brand and market Utah and Salt Lake's cultural diversity to the United States and the world

STRATEGY 3

Ensure Cultural Competency in Government

- Develop a cultural competency assessment, trainings, and tools for state and local government
- Convene stakeholder group to conduct inventory of existing cultural competency practices in local and state government

Des Moines Chamber Launches Talent Strategy

Des Moines, IA

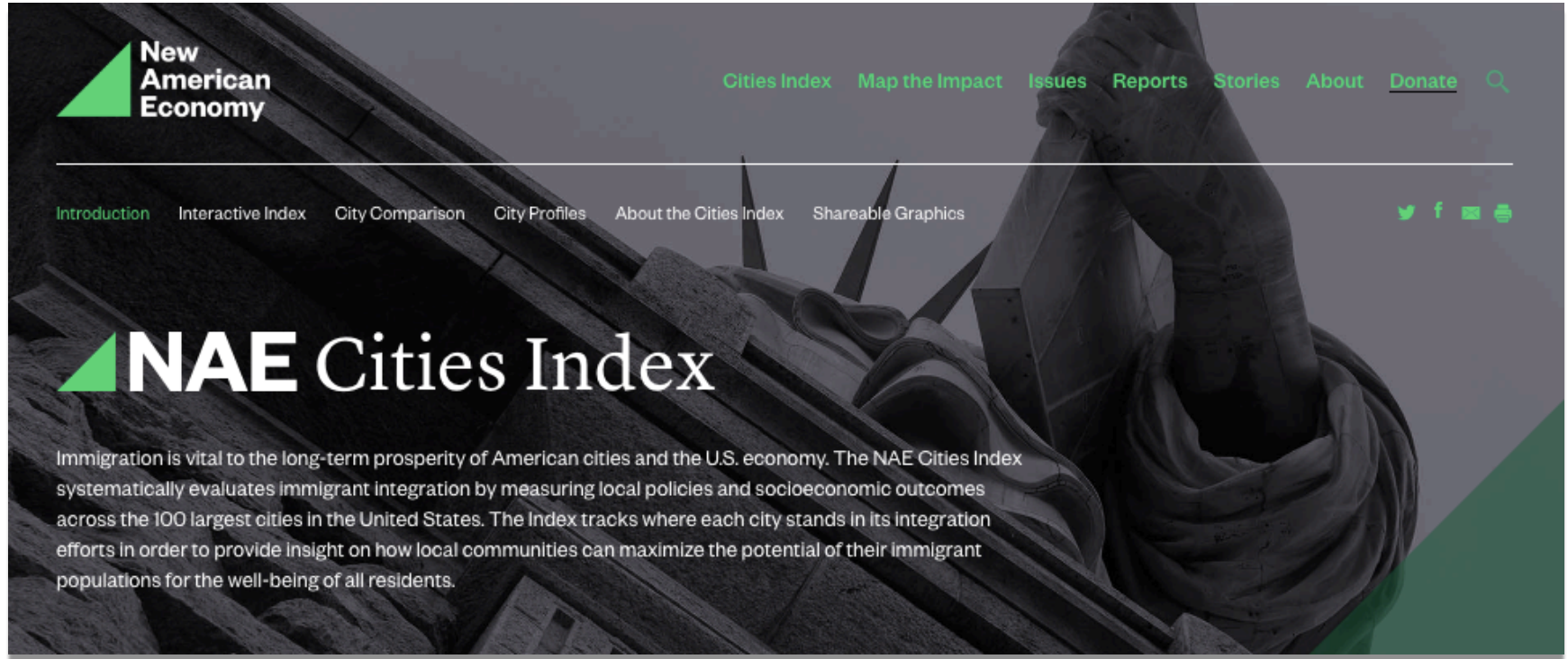


RECOMMENDATIONS

- Create a Central Iowa Welcoming Center
- Facilitate Community and Government Engagement with the Foreign-Born
- Identify and Promote the Use of Existing Resources
- Make More Effective Use and Increase Accessibility of Existing Resources to Support Skills Development
- Foster Integration of Highly Skilled Foreign-Born in the Workforce
- Support Foreign-Born Entrepreneurs
- Leverage the Educational and Workforce Assets of Foreign-Born Professionals
- Educate Employers
- Increase Availability of Language Acquisition and Civic Education Programs

Measurement & Evaluation

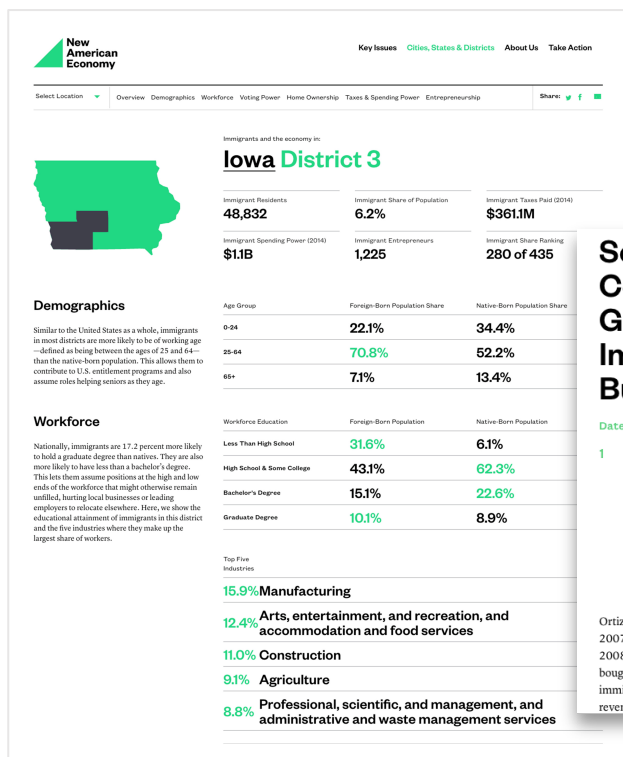
Immigrants' Economic Impact is Clear – How Do They Fare?



RESOURCES on the Economic Impact of Immigration

MapTheImpact.org

Immigration data + stories from all 50 states, all 435 districts, 100 U.S. cities

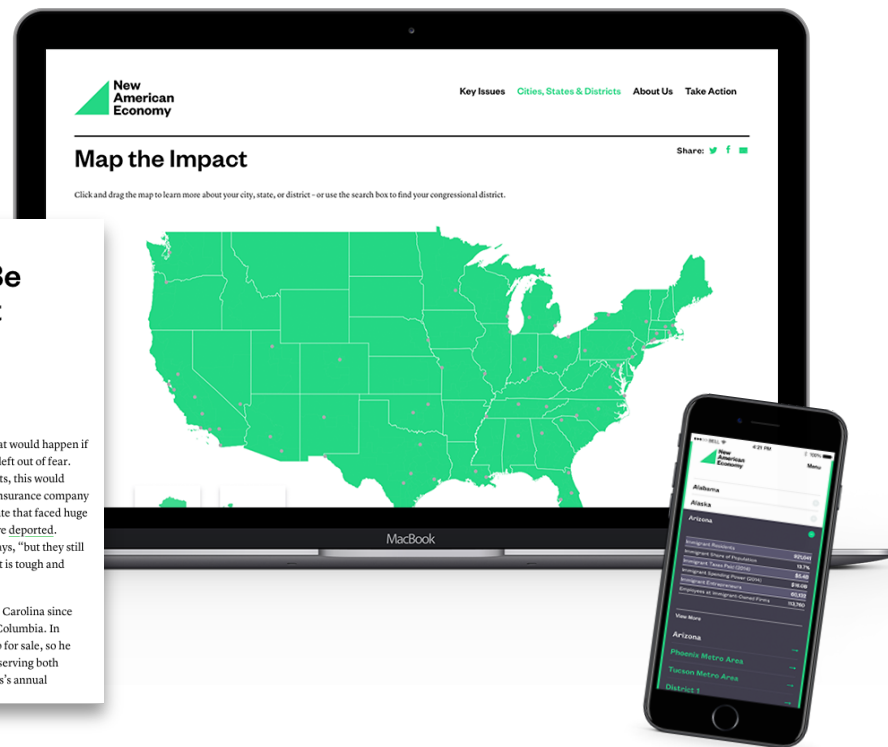


South Carolina Community Would Be Ghost Town Without Immigrants, Says Businessman

Date: June 29, 2017

1 Saluda businessman Hector Ortiz knows exactly what would happen if the town's foreign-born population was deported or left out of fear. "Without the immigrants to work at the poultry plants, this would become a ghost town," he says. Ortiz, who runs an insurance company in the town of 3,500, points to other plants in the state that faced huge losses after hundreds of undocumented workers were deported. "They offered incentives and raised the wage," he says, "but they still couldn't find enough people willing to do the work. It is tough and dangerous."

Ortiz, who is originally from Puerto Rico, has lived in South Carolina since 2007. Previously, he worked for a Spanish radio station in Columbia. In 2008, he learned that an insurance agency in Saluda was up for sale, so he bought the business and now has nine bilingual employees serving both immigrant and U.S.-born clients in two offices. The business's annual revenues are approximately \$420,000.



Thank you!

Kate Brick

kate@newamericaneconomy.org

