



TTN Presentation

Chicago | May 2023

In Brief | IDL Ventures Innovation Ecosystem Position

IDL foster, facilitates, and supports the international collaboration of global innovation hubs.



*IDL Fund - Bridge round strategy | Emerging country startups expanding to the U.S. | 2x valuation in 6-12 months

IDL 2023 Expansion | TEP

International Talent Exchange and Retention Program (TEP)

IDL sponsors U.S. visas/waivers on behalf of U.S. employers + immigrant entrepreneurs.



Program Framework



Simple
3 steps



Transparent

Business model (retainer with 3 pre-defined costs) + fixed compensation % (if applicable)



Efficient
1 – 4 months

Current US Employer-Immigrant Hiring Process



TEP - Pioneer Immigrant-Hiring Process



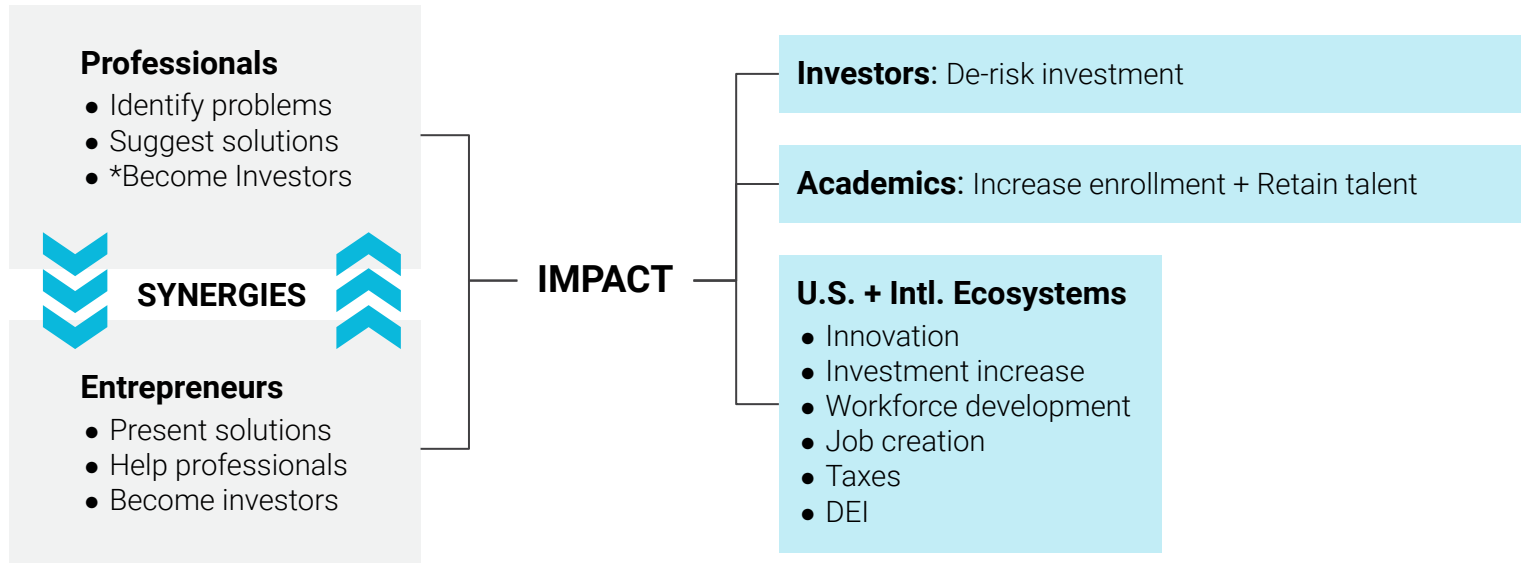
Employer Tax Benefit Strategy

- **Retainer** is paid as donation to the Illinois Hispanic Chamber of Commerce (IHCC) as donation;
- **Employee hiring:** IDL re-passes hiring tax benefits

HR Platforms



TEP Program's Community Building



**Tax incentives for investors*

US Immigrant Facts - 2022 U.S. Immigrant Market

~45.27M immigrants in the US



Workforce Participation Rate*

66.4%

Foreign-Born

(48% Latin | 25% Asian)

62.8%

US-Born



Entrepreneurship

25%

New Founders

(Pay higher wages)



Education

~1M

Students

(40% Graduate | 40% STEM)

\$1.3T spending power + **\$405.5B** in taxes **YEARLY**

* The workforce participation rate is calculated by dividing the number of people working and those actively seeking work by the number of non-institutionalized, working-age (16-65) civilians.

Sources: [Department of State](#), DHS, U.S. Census through [USA Facts](#), [The Immigrant Learning Center](#)

– Proprietary Information –

TEP | Ecosystem Traction and Expansion (March–May 2023)

Global

IDL's Intl. Hub in Brazil
50 farms + 150 corps.

MoU with
32
Countries

Gov.-related entities

Academics

4

key Universities

THE UNIVERSITY OF
CHICAGO

Northwestern
University

PURDUE
UNIVERSITY

I UNIVERSITY OF
ILLINOIS
URBANA-CHAMPAIGN

Entrepreneurship

10+

VC Funds (local + intl) interested
in co-investing with IDL and
partner with TEP

10

intl. entrepreneurs

Self-sustainable fund to enable
larger number of talents

Employers

Healthcare
(2 hospital networks)

Construction
(5 companies)

Hospitality
(IL Rest. Association)

Tech

1 Chamber of Commerce
(1,000 companies)

**2 IL cities economic
development agencies**
(Chicago + Peoria)



"AIC is honored to support this revolutionary program."
Lisa Murray - Exchange Program Director



Sample Cases

TEP + IDL | Case Samples - Global and Academics

IDL Intl. Hub | 50 farms + 150 companies (agriculture, healthcare, manufacturing, and logistics)



I-MMAS - University of Illinois

Illinois Mexican and Mexican-American Students Initiative

TEP Impact

1. Democratize the process for Mexican students that wouldn't qualify for F-1 visas;
2. Provide financial stability through jobs + students complete their degrees in the U.S.
3. Self-sustainable fund (ISA)
 - ROI: Corporate clients access skilled talent + lowered wages.



University of Chicago

UoC offered to develop the AI model for TEP, to help understand and predict data points on immigration, taxes, etc

TEP Impact

Global mentors for Accelerators
Increase enrollment from foreign startups to accelerators.

TEP + IDL | Case Samples - International Relations



Chilean Trade Agency

TEP Impact

1. Help Chilean entrepreneurs;
2. Workforce development exchange programs;
3. Attract foreign direct investment through the promotion of Chilean talent.

TEP + IDL | Case Samples - Employers / Sector

Healthcare



15 Hospitals + Clinics (WI, MN, ND)

TEP Impact

1. Short-Term: Access skilled intl. talent pool (technicians, etc);
2. Mid-Term: Intl. nurses equivalency training;
3. Long-Term: Intl. physicians equivalency training and residence.

Construction



Chicago Architecture company

TEP Impact

1. Retain current H1b denied assets;
2. Access intl. talent pool.

Hospitality - Restaurants



TEP Impact

Assist member companies (25,000) to hire primary intl. Chefs + Sous Chefs.

Technology + Training



TEP Impact

Training entry-level intl. Talent pool and helping them access jobs.

TEP | Case Samples - Entrepreneurship

Startups



Biotechnology

TEP Impact

1. Market expansion;
2. Investment support and access.

Venture Capital Investment



MHUB

Accelerator

TEP Impact

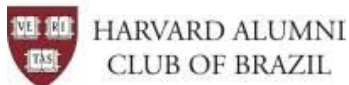
1. Increase dealflow (lost 2 deals for visa bottleneck);
2. Support member companies with talent access.



Venture Capital

TEP Impact

1. Increase dealflow;
2. Softlanding support to intl. assets (Mongolian startups).



Angel Investors

TEP Impact

1. U.S. market expansion and exit for Brazilian assets - co-investment;
2. Increase dealflow (Co-investment with IDL's portfolio + attraction + U.S.)

TEP | Case Samples - City Economic Development



P33 (created by Penny Pritzker) is committed to reclaiming Chicago's position as the World's Brightest Spot for technological discovery and development.

TEP Impact

Professional - Employers + Talent

Aggregate to H1B connect - increase talent pool + jobs + taxes



Entrepreneurship - Innovation + Talent

Add intl. Entrepreneurs to Techrise - increase innovation + dealflow



Intl. Tax Strategy

Help Program's Feasibility and Attractiveness

- Develop network with trusted partners to support intl. Tax strategies for:
 - Entrepreneurs;
 - Employers;
 - Gov. policies.
- Tool development to facilitate trade

TEP Funding

Help Increase Access to Talent and Employers

- Fundraising for TEP ISA Workforce Development Fund (worldwide nationalities) - Ex: I-MMAS (Yr 1):
 - \$4.8m (100% refundable and considered donation)
 - 600 beneficiaries (\$8k retainer coverage)
 - \$2.4m+ in U.S. taxes (assuming avrg. \$40k salary)
 - *Employer ROI: ~50%
(\$0 in tuition + ~50% wage savings YoY)
- Assistance in development TEP Entrepreneur Impact Fund Wabash Heartland IN Network (WHIN) fund model:
 - Retainer coverage (\$18k)
 - 2x fund repayment through rev. sharing.

**Mid-level engineer salary in Chicago: \$80K*