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## How one of Chicago's oldest professions keeps creating jobs

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employment 2012

### SEPTEMBER REPORT NUMBER OF CORE FREIGHT JOBS (2011)

#### Select a freight industry level

NUMBER OF CORE FREIGHT JOBS

NUMBER OF FREIGHT SUPPLY JOBS

NUMBER OF FREIGHT CUSTOMER JOBS

CHANGE IN CORE FREIGHT JOBS

CHANGE IN FREIGHT SUPPLY JOBS

CHANGE IN FREIGHT CUSTOMER JOBS

Note: Figures pertain to Cook, DuPage, Kane, Kendall, Lake, McHenry and Will counties.

Source: Chicago Metropolitan Agency for Planning

If you've been reading Crain's, you've seen a lot of mention of **Coyote Logistics**. The Chicago-based shipping firm more than doubled its employees to 1,000 in the past year and expects revenue to grow from \$585 million last year to nearly \$1 billion in 2012.

The company is already the fastest-growing in the Chicago area, according to **Crain's Fast 50 list** and growth like that sets them up to repeat next year.

Echo Global Logistics is another perennial Fast 50 firm. The industry itself is booming here. In terms of trends, this is partially due to cost-cutting and outsourcing, leading to growth in third-party firms. It's also due to the rise of what John Kasarda and Greg Lindsay refer to in their book about airport-centric cities, "Aerotropolis," as the "instant economy." As companies such as Amazon and Zappos help drive ecommerce sales, all those products need to get to gratification-hungry consumers, leading to expansion of overnight shipping channels. Chicago is **geographically and historically** well-situated to benefit.

The **Chicago Metropolitan Agency for Planning** (CMAP) recently issued a report and launched a new website taking a deep-dive into the not necessarily glamorous business of moving goods from point A to point B. CMAP's drill down looks at freight as a "cluster" and examines not only the logistics companies themselves but also how those companies affect other sectors in the region including suppliers, customers and support industries. It adds up. According to the report, a quarter of the region's jobs are related to the freight industry and "between a quarter and a third of all freight tonnage in the U.S. originates, terminates, or passes through the Chicago region."

The result, as you can see above, is a growing employment ecosystem built on a foundation from one of Chicago's oldest and most important industries.