



Opportunity

“Focus on success...Study the problem carefully and decide before the window of opportunity closes.”

—CHARLIE ROBINSON

President

*Robinson's #1 Ribs and Robinson's Barbecue
Sauce Company, Oak Park, IL*

Charlie Robinson knows that seizing opportunity is the key to success. Working as an ice cream distributor, he took the chance to compete for the winning title at the 1982 Chicago Ribfest, and defeated 400 other competitors with his delicious recipe for barbecue sauce. Today, Charlie owns three restaurants, a sauce company, a spice company, and meets an international demand for his bottled barbecue sauce, all while remaining actively involved in several community organizations.

A cornerstone of careers, community, and the state's economy, restaurants offer countless opportunities to the people of Illinois. In fact, nine out of 10 salaried employees at Illinois restaurants today started as hourly employees—just like Charlie did.

Illinois restaurants are all about opportunity.

Just ask Charlie Robinson.

ILLINOIS RESTAURANT FACTS

- The foodservice industry is the #1 retail employer in Illinois—over 362,000 people are employed in the restaurant industry.
- Every dollar spent in an eating and drinking establishment generates an additional \$1.39 of sales for other industries in Illinois.
- Eating and drinking places employ more minority managers than any other industry.
- One out of every four retail outlets in Illinois is an eating or drinking establishment.

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