



ELK GROVE VILLAGE BUSINESS PARK
COMPETITIVE ANALYSIS

FEBRUARY 2020



INTRODUCTION

SB Friedman Development Advisors was engaged by Elk Grove Village to conduct a competitive analysis of the Elk Grove Village Business Park (the “Business Park”). Our analysis, presented on the following pages, evaluates the competitive advantages of the Business Park in terms of its:

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ELK GROVE VILLAGE BUSINESS PARK IS THE
LARGEST CONTIGUOUS INDUSTRIAL PARK
IN NORTH AMERICA

64M

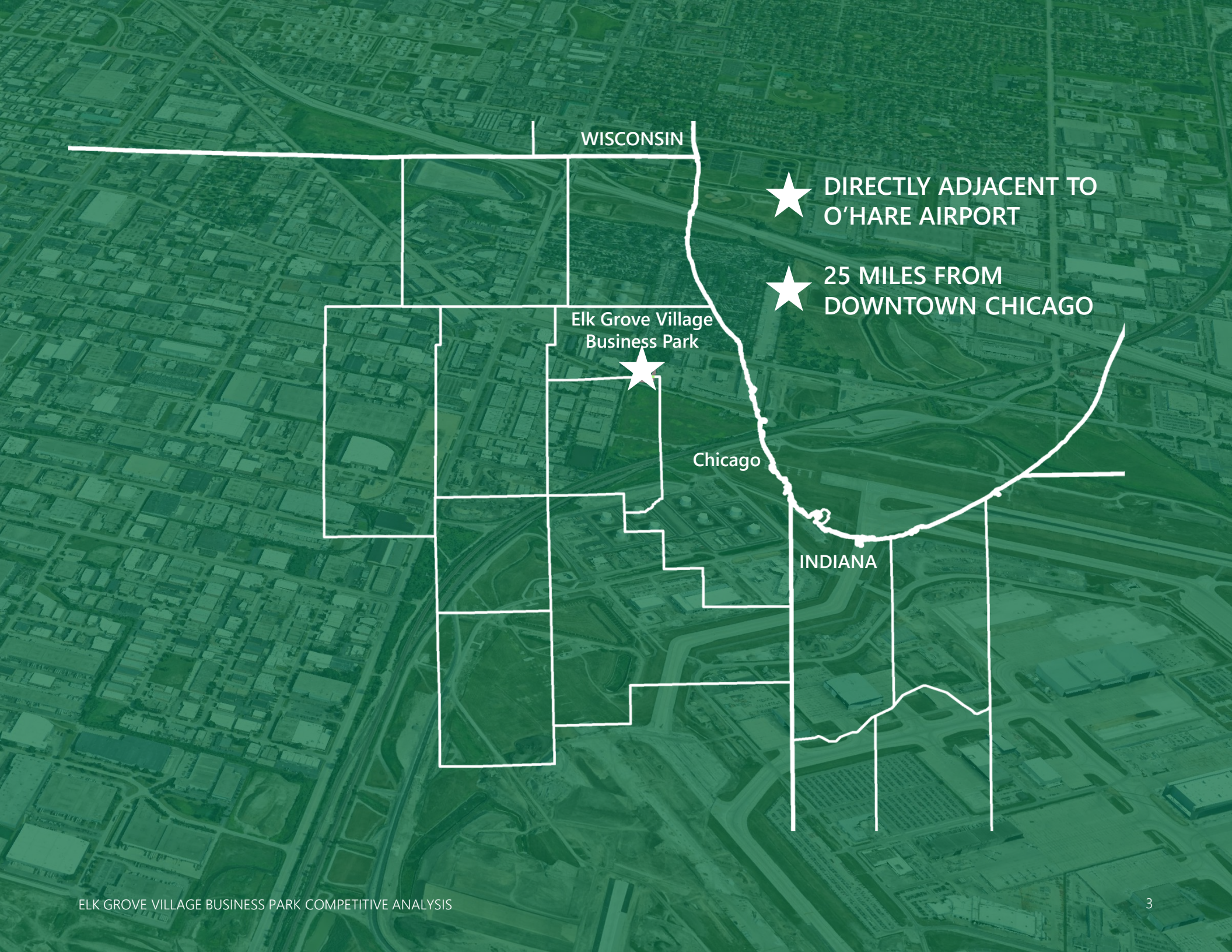
SQUARE FEET
OF SPACE

3,600

BUSINESSES

400

MANUFACTURERS



WISCONSIN

★ DIRECTLY ADJACENT TO
O'HARE AIRPORT

★ 25 MILES FROM
DOWNTOWN CHICAGO

Elk Grove Village
Business Park


Chicago

INDIANA

COMPETITIVE ADVANTAGE:

REAL ESTATE, BUSINESS AND EMPLOYMENT MIX

The Business Park includes a healthy diversity of real estate offerings and business types, with a strong emphasis on smaller-scale, affordable real estate that accommodates specialty businesses. The manufacturing cluster comprises approximately 20% of Business Park businesses, with particularly strong specialties in metal and paper manufacturing. Of the top 15 manufacturing and distribution industries within the Business Park, all represent a larger share of the local economy as compared to their industry national averages.

An aerial photograph of a dense urban or industrial area, overlaid with a semi-transparent green filter. The image shows a grid of streets, numerous buildings of varying sizes, and some open spaces. The text is centered in the middle of the image.

THE DIVERSITY OF BUILDINGS AND COMPANIES REPRESENTED IN ELK GROVE VILLAGE PROVIDES AN ECOSYSTEM WHERE A VARIETY OF BUSINESSES CAN THRIVE, INCLUDING SMALLER, SPECIALTY BUSINESSES.

REAL ESTATE MIX

The Business Park has experienced several waves of development, resulting in a diversity of building types and price points.

Spaces range from small shop and multi-tenant spaces to buildings with large, modern floorplates. This allows the Business Park to accommodate businesses in all stages of the lifecycle. The density of smaller, affordable space is unmatched in the Chicago regional market. These spaces provide opportunities for start-up businesses and the makers class. For businesses searching for a modern, highly amenitized environment, the recently developed Elk Grove Technology Park provides rentable space and developable land.

Interviewed businesses stated that Elk Grove Village is a well-respected address for business. Real estate has historically performed well, even during challenging economic environments nationally.

KEY CHARACTERISTICS OF THE BUILDING SUPPLY



Source: CoStar

REPRESENTATIVE REAL ESTATE PRODUCT



Image source: CoStar

BUSINESS AND EMPLOYMENT MIX

There are approximately 3,600 businesses within the Business Park.

Key industry sectors include:

- **Manufacturing**, particularly small-scale and specialty products in metals, paper/printing and food;
- **Wholesale Trade**, including a large cluster of industrial equipment suppliers; and
- **Transportation and Warehousing**, given Elk Grove Village's centralized location within the Chicago region.

Since 2012, employment growth has been largely within Construction, Transportation and Warehousing.

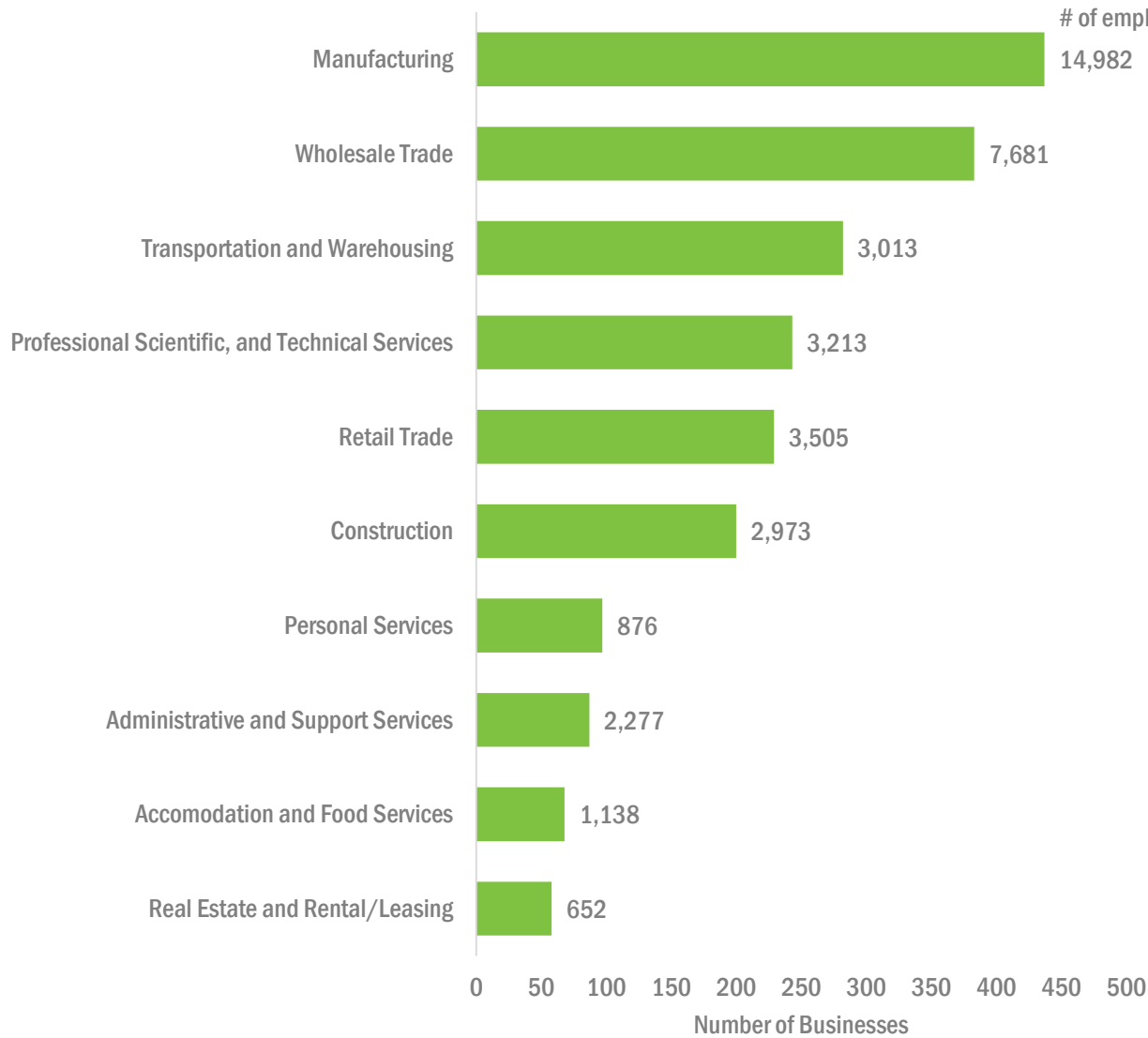
Interviewed business owners identified that both the diversity of businesses and clustering of similar businesses are major competitive advantages. Businesses range from locally-owned shops to multinational corporations. The Transportation and Warehousing cluster offers a competitive advantage to businesses in the Manufacturing and Wholesale Trade sectors, allowing easier and more cost-effective access to freight businesses.

Overall, ±55,000 people are employed in Elk Grove Village, with ±45,000 people employed in the Business Park. Approximately 60% of Business Park employees are within the top 3 industry sectors:

- 15,000 employees in Manufacturing;
- 8,000 employees in Wholesale Trade; and
- 3,000 employees in Transportation and Warehousing.

Nearly 96% of the Elk Grove Village workforce commutes from other communities. Overall, ±60% of Business Park employees live within a 35-minute drive time.

TOP 10 INDUSTRY SECTORS BY BUSINESS COUNT



of employees
14,982

Top 10 Manufacturing Sub-Industries, by Business Count

- Fabricated Metal Product Manufacturing
- Printing and Related Support Activities
- Miscellaneous Manufacturing
- Machinery Manufacturing
- Computer and Electronic Part Manufacturing
- Plastics and Rubber Products Manufacturing
- Food Manufacturing
- Chemical Manufacturing
- Furniture and Related Product Manufacturing
- Paper Manufacturing

Source: InfoGroup, LEHD, SB Friedman

INDUSTRY CLUSTERS

Strong Manufacturing & Distribution industry clusters have developed within the Business Park.

The concentration of these business can be demonstrated through each industries' Location Quotient (LQ), which is a measure of how a particular industry's share of local employment compares to that of the nation.

Each of the top 15 industries (outlined to the right) have a larger share of the local economy than those industries' share of the national economy. The concentration of paper manufacturing, printing, general manufacturing, metal manufacturing, electrical equipment and transportation employment is particularly high, represented in the Business Park at over 5 times the national average. High LQs are typically indicative of high-export businesses.

During interviews, businesses within these industries reported several advantages of the clusters, including:

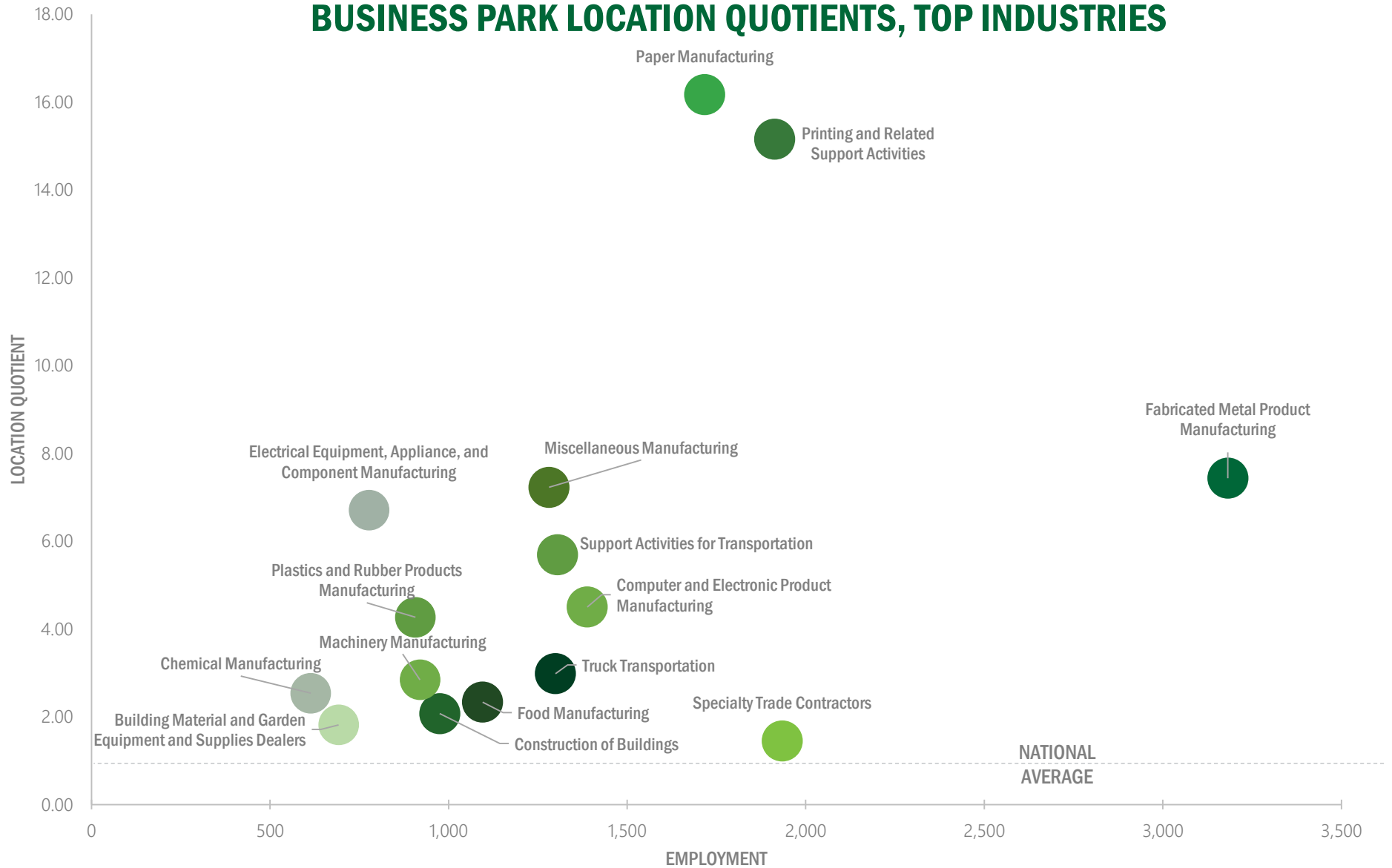
- Local access to specialty products or skillsets within each industry;
- A synergistic ecosystem by which business owners can refer business to other businesses within their industry, thereby growing the customer base; and
- Increased demand for supply chain businesses.

TOP 15 INDUSTRY SECTORS BY NUMBER OF EMPLOYEES

1. Fabricated Metal Product Manufacturing
2. Specialty Trade Contractors
3. Printing & Related Support Activities
4. Paper Manufacturing
5. Computer & Electronic Product Manufacturing
6. Support Activities for Transportation
7. Truck Transportation
8. Miscellaneous Manufacturing
9. Food Manufacturing
10. Construction of Buildings
11. Machinery Manufacturing
12. Plastics & Rubber Products Manufacturing
13. Electrical Equipment, Appliance, & Component Manufacturing
14. Building Material & Garden Equipment & Supplies Dealers
15. Chemical Manufacturing

Source: Bureau of Labor Statistics, Esri Business Analyst, SB Friedman

BUSINESS PARK LOCATION QUOTIENTS, TOP INDUSTRIES



Source: Bureau of Labor Statistics, Esri Business Analyst, SB Friedman

COMPETITIVE ADVANTAGE:

ACCESS TO TRANSPORTATION NETWORKS AND THE MOVEMENT OF FREIGHT

The Business Park is located adjacent to a wealth of transportation options which greatly enhance its accessibility and visibility. Existing and proposed highway systems, as well as the Business Park's proximity to O'Hare International Airport, broaden access to markets, customers and the workforce. The unique, localized rail system within the Business Park provides direct access to all six Class 1 railroads that transect the Chicago region and allows for direct rail access to all regions of the country.

An aerial photograph of a city grid, likely Chicago, with a semi-transparent green overlay. The grid consists of numerous rectangular blocks and streets. A prominent diagonal road or highway runs from the bottom right towards the top right. In the bottom right corner, there is a large, irregularly shaped area that appears to be a park or a large open space, possibly a stadium or arena site. The overall image has a high-contrast, slightly desaturated green color scheme.

**PROXIMITY TO PASSENGER AND FREIGHT
TRANSPORTATION SYSTEMS IS UNMATCHED
IN THE CHICAGO REGION.**

ACCESS TO PASSENGER TRANSPORTATION

Transportation is multimodal and unmatched in suburban Chicago in terms of accessibility to an industrial area.

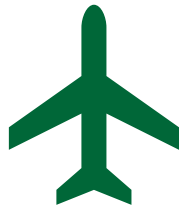


Highway Access. The Business Park is adjacent to:

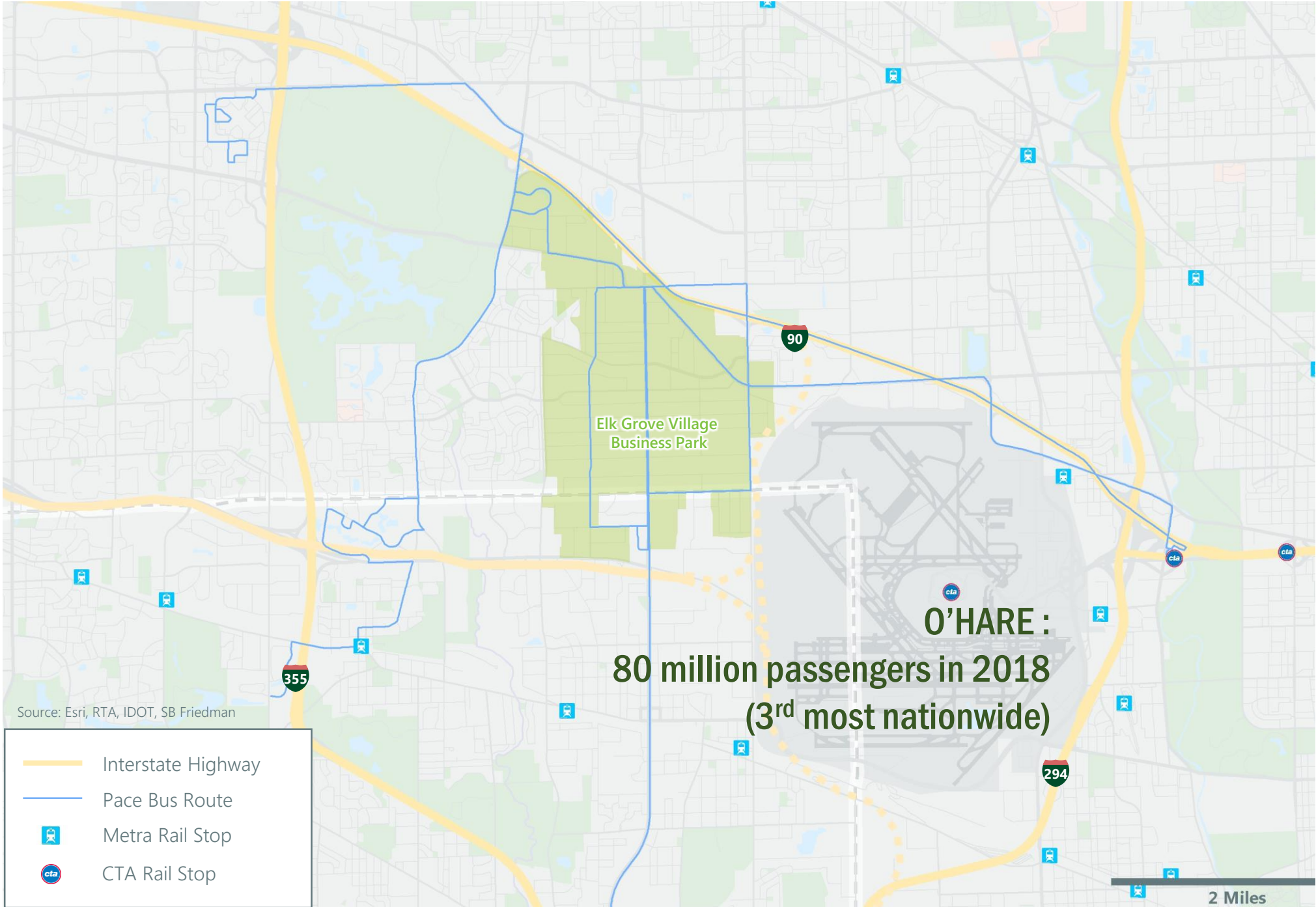
- Interstate 90, with major interchanges at Arlington Heights Road and Elmhurst Road, and direct access to the Chicago Loop. $\pm 142,700$ vehicles per day travel I-90.
- Illinois Route 390 (Elgin-O’Hare Tollway), with access at York, Busse and Wood Dale Roads. $\pm 26,900$ vehicles per day travel IL-390.



Public Transportation Access. The Business Park is served by multiple bus routes with connections to Chicago Transit Authority (CTA) “L” and Metra commuter rail stations, as well as nearby commercial areas and residential neighborhoods.



O’Hare International Airport Access. Passenger terminals are within a 15-minute drive of the Business Park. O’Hare was the third-busiest airport in the world, in terms of passengers in 2018. One business owner noted that the proximity to O’Hare creates more opportunities for client interaction as they pass through the airport to other destinations.



**O'HARE :
80 million passengers in 2018
(3rd most nationwide)**

Source: Esri, RTA, IDOT, SB Friedman

- Interstate Highway
- Pace Bus Route
- Metra Rail Stop
- CTA Rail Stop

2 Miles

ACCESS TO PASSENGER TRANSPORTATION

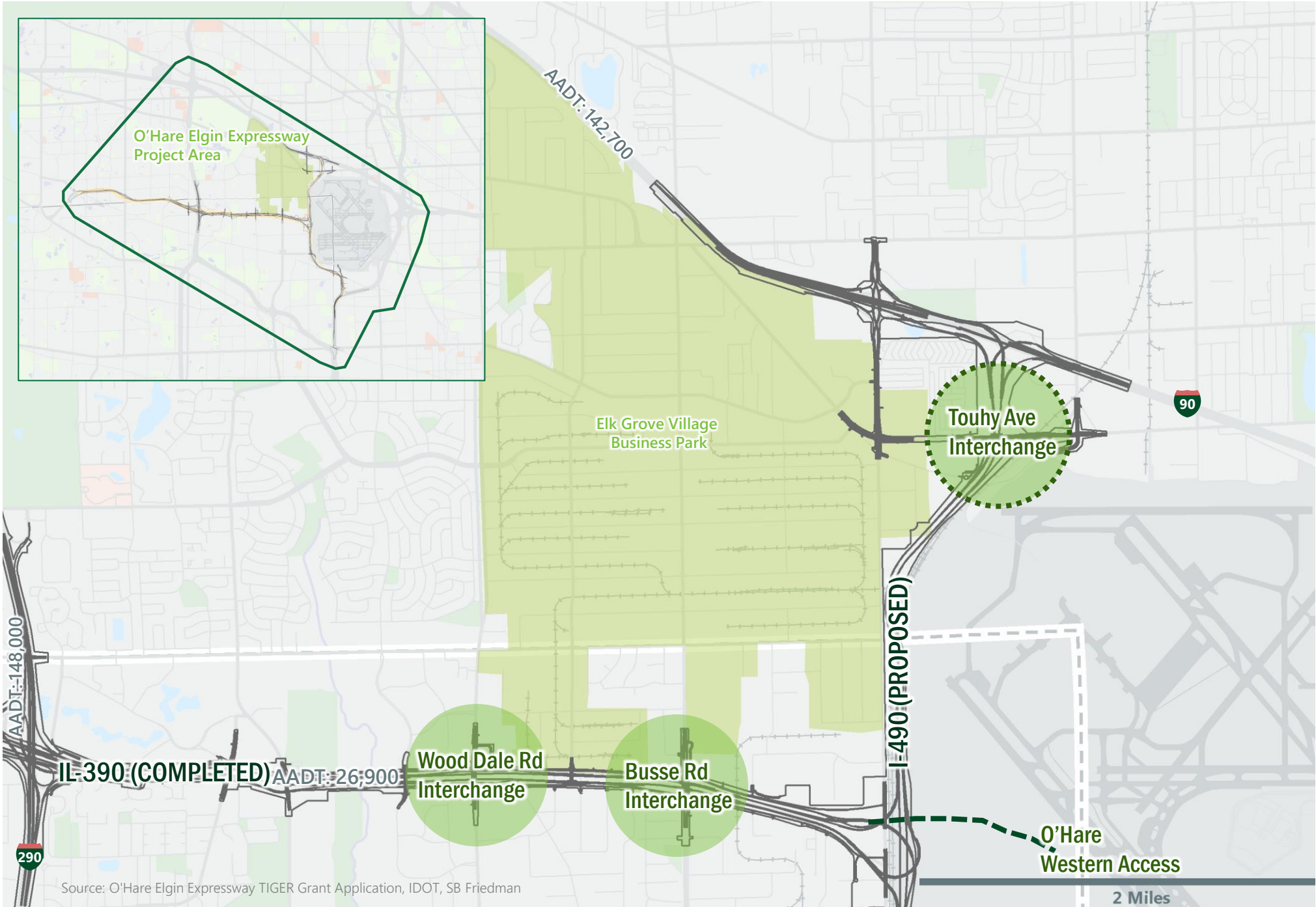
Highway access will be further enhanced by the construction of the Elgin-O'Hare Western Access Project, portions of which are complete and under construction.

The Business Park is located immediately adjacent to one of the Chicago region's largest highway construction projects, which includes two key components:

- **Interstate-490 Tollway**, which is currently under construction along the eastern edge of the Business Park and western edge of O'Hare, and will connect I-90 and I-294; and
- **Illinois-390 (Elgin-O'Hare Tollway)**, located along the southern edge of the Business Park, which is largely complete and connects the future I-490 with I-290, I-355 and points west. Extension of IL-390 east into a new western terminal at O'Hare is planned; however, no timeline has been set.

The improvements will enhance the accessibility and visibility of the Business Park. Three new interchanges (two existing and one proposed) provide direct access to the new highway system. Interviewed business owners and commercial real estate brokers agreed that the improvements will enhance the competitiveness of the Business Park and that the proposed future access into O'Hare would be a significant gamechanger.

The transportation improvements are projected by the Illinois Department of Transportation (IDOT) to accommodate three times as many vehicles per day as local roads carry now and would save drivers approximately 10 minutes per one-hour trip.



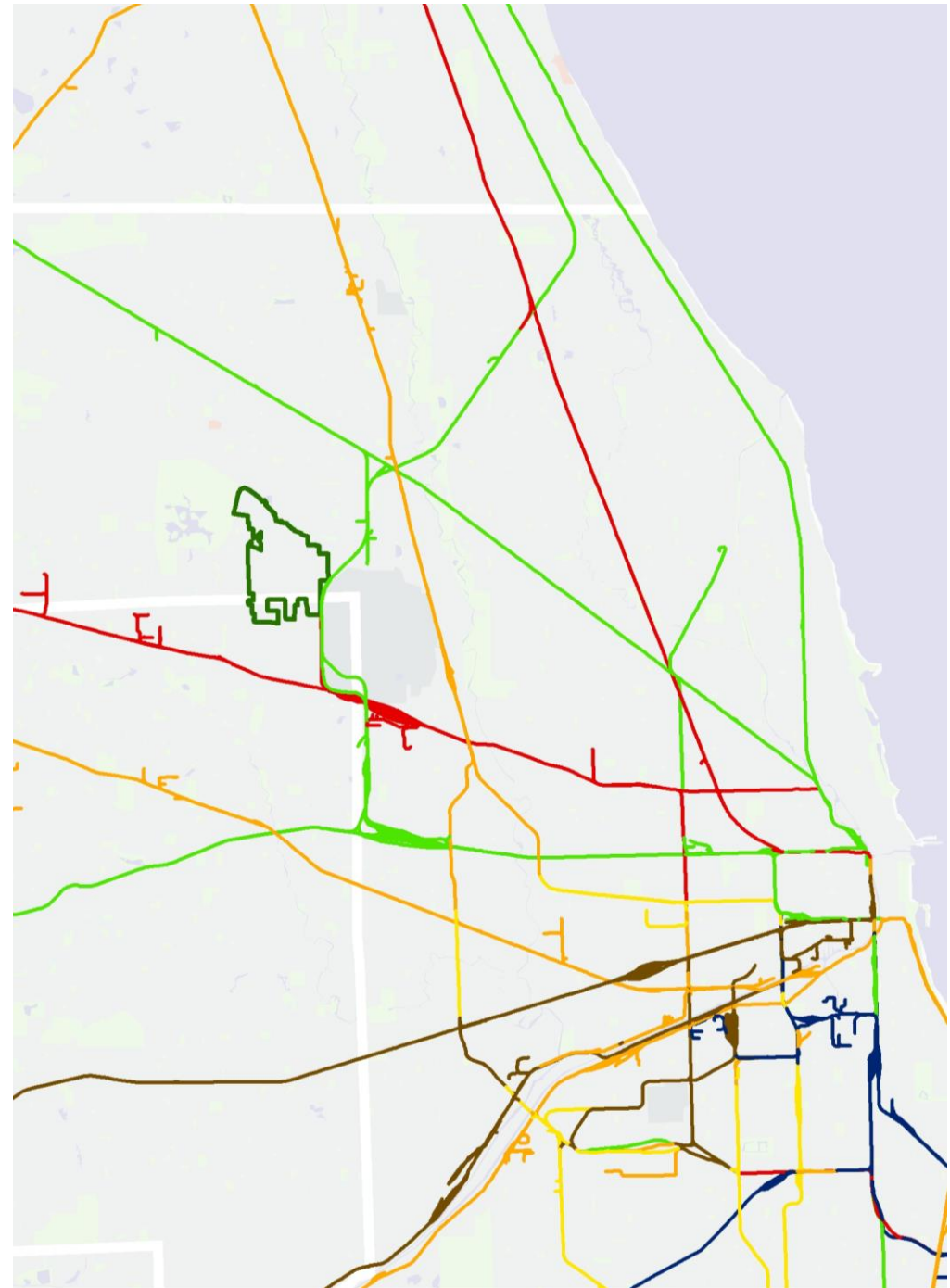
ACCESS TO FREIGHT TRANSPORTATION

The Chicago region is the hub of the national railroad network.

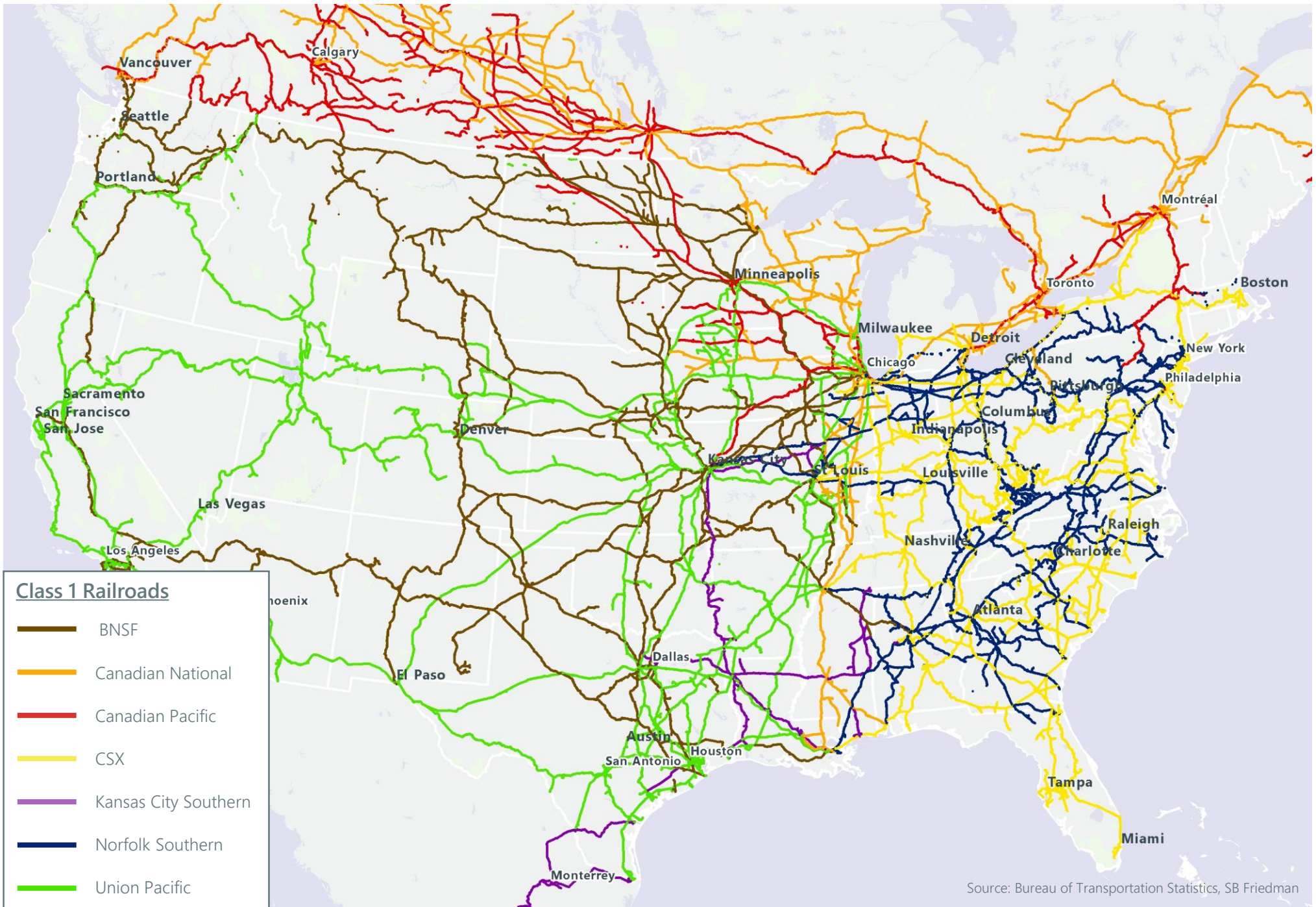
Six (6) of 7 Class 1 railroads pass through the Chicago region, with each serving a distinct part of the United States and Canada.

The Business Park's location allows for direct rail shipment to the entire United States and parts of Canada, significantly improving a business' access to customers and the supply chain.

The presence of 6 of 7 Class 1 railroads allows shipments to occur without multiple coupling points (transfers between carriers), which can be costly.



Source: Bureau of Transportation Statistics, SB Friedman



Source: Bureau of Transportation Statistics, SB Friedman

ACCESS TO FREIGHT TRANSPORTATION

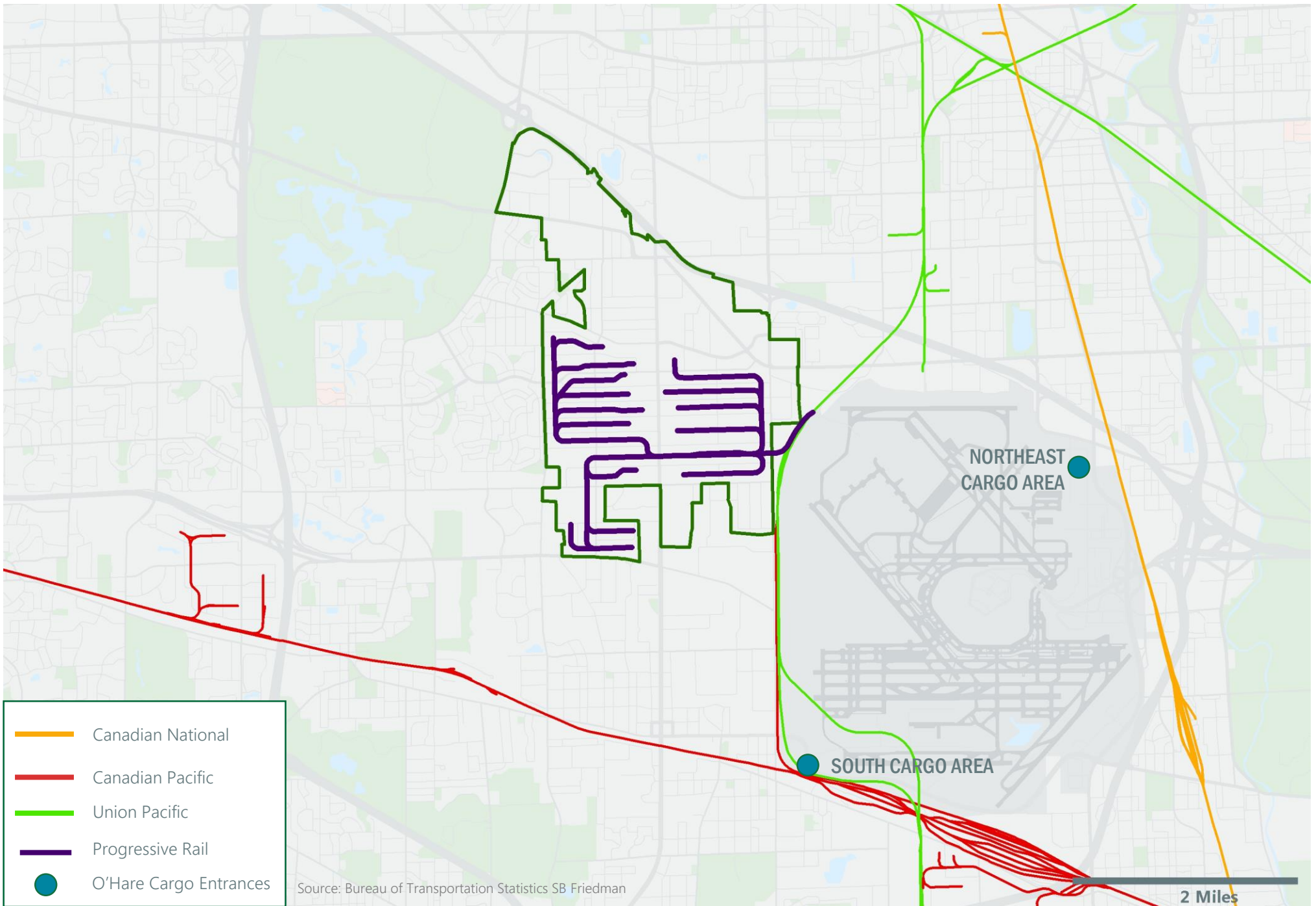
The Business Park is also served by localized rail, which is a key differentiator amongst competitive locations in the Chicago region.

The Business Park is the best-connected, rail-served location in suburban Chicago. Approximately 35% of businesses are directly served by the localized Progressive Rail system, which transports freight shipments from the Business Park to the Class 1 railroads. Transloading, which is currently being implemented by Progressive Rail, will allow businesses in the Business Park to be rail-served without being rail-adjacent.

Rail infrastructure within the Business Park is distinctive and unavailable in other modern parks. Transloading and service by a local rail service allows for higher-velocity inventory offloading capabilities, which ultimately reduces space needs for companies.

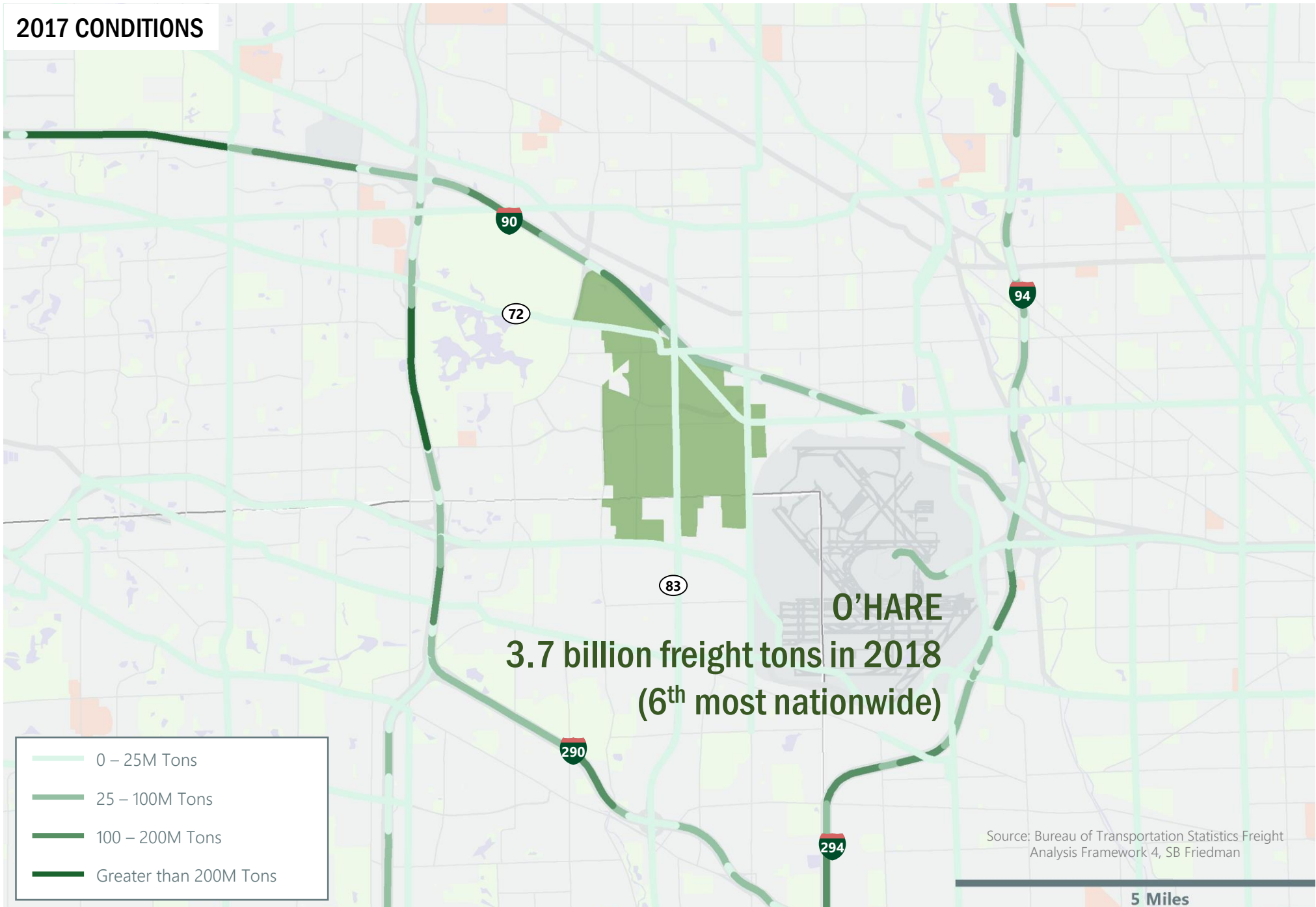
The adjacent Interstate Highway System, Illinois Tollway System and O'Hare International Airport are also major movers of freight.

Freight movements via the highway systems and airport are presented on the following page. Interstates 90, 94, 290 and 294 are all major freight routes. These routes are projected to have the highest growth in freight movements in the Chicago region through 2040. O'Hare International Airport was the 6th busiest airport in the United States, in terms of freight shipments, in 2018. Freight access to O'Hare is largely through the southern airport entrance, which is a 10-minute drive from the Business Park.

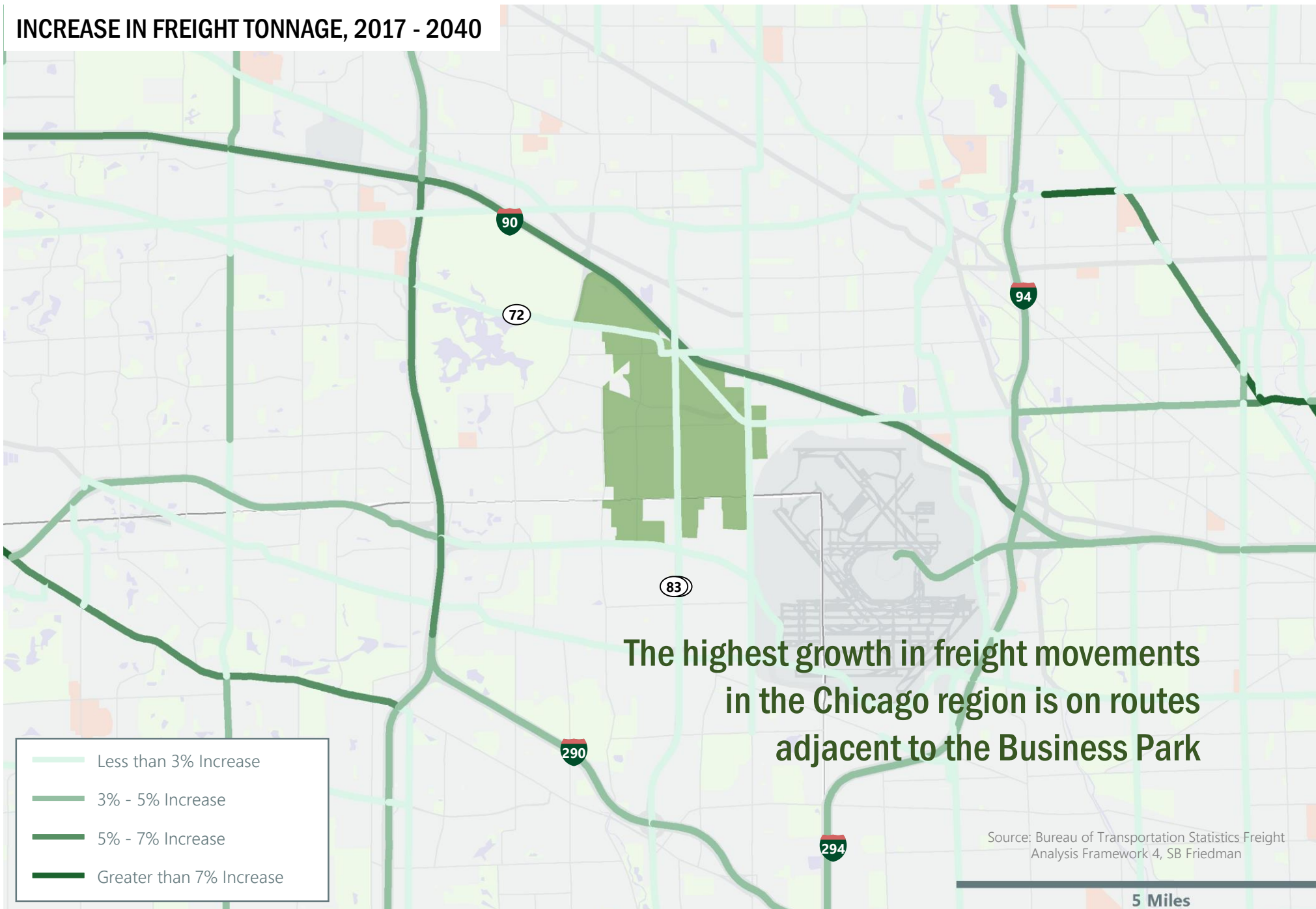


REGIONAL MOVEMENT OF FREIGHT

2017 CONDITIONS



INCREASE IN FREIGHT TONNAGE, 2017 - 2040



The highest growth in freight movements in the Chicago region is on routes adjacent to the Business Park

- Less than 3% Increase
- 3% - 5% Increase
- 5% - 7% Increase
- Greater than 7% Increase

Source: Bureau of Transportation Statistics Freight Analysis Framework 4, SB Friedman

REGIONAL MOVEMENT OF FREIGHT

The top commodities shipped in the Chicago region are electronic equipment, machinery, mixed freight and precision instruments.

Business Park businesses are largely in alignment with the top commodities shipped through the Chicago region. The value of these top commodities is largely projected to remain the same through 2040, though the value shipped is projected to grow significantly. Therefore, access to key transportation networks is critical.

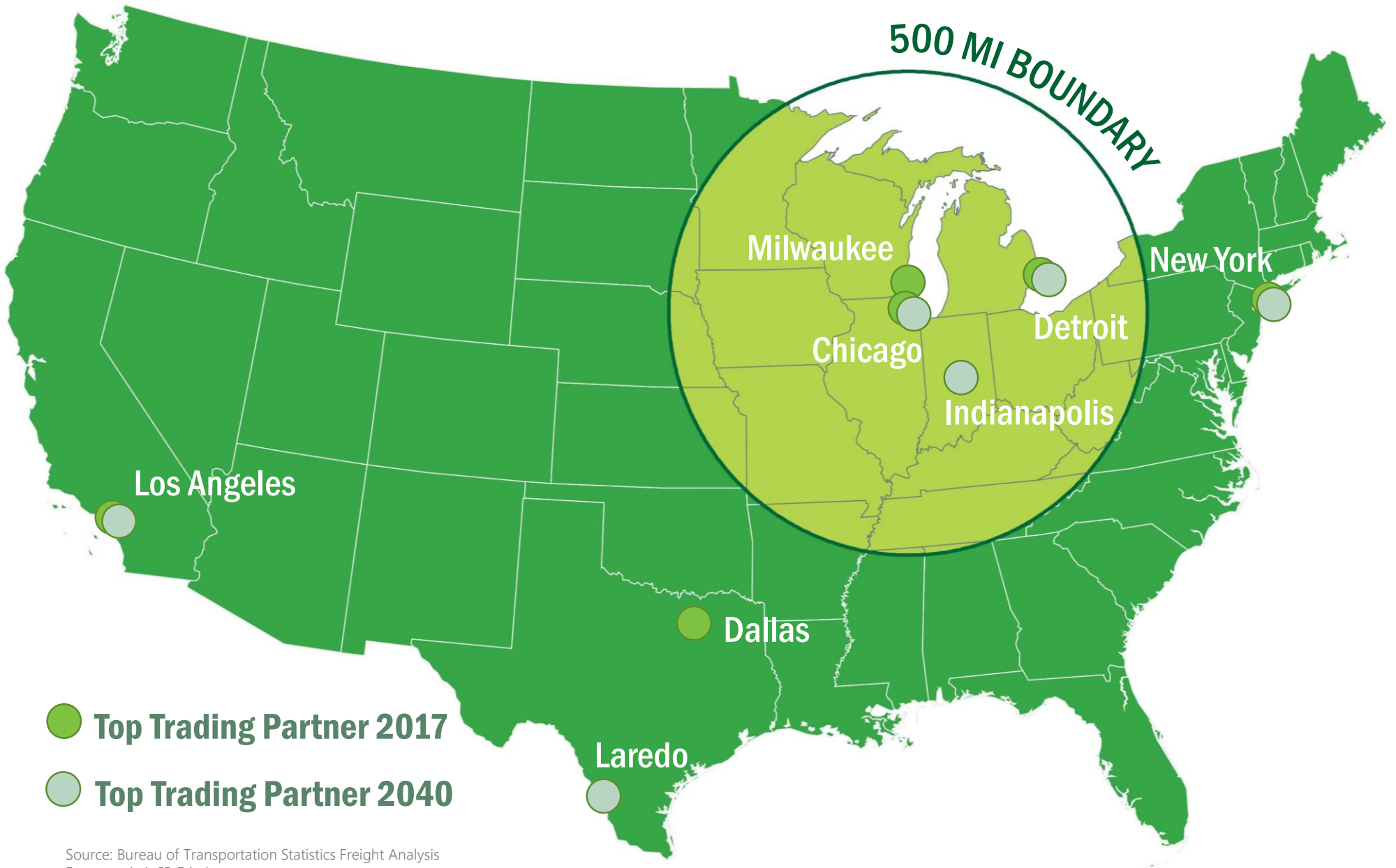
The Chicago region's top trading partners are largely located in the Midwest, signifying the importance of access to the highway system. However, California, New York and Texas are also top trading partners, which signifies the importance of access to rail and airport freight systems.

Elk Grove Village is immediately adjacent to each mode of freight transportation.

GROWTH IN TOP COMMODITIES, 2017 TO 2040

Commodity	2017 Value	2040 Value	% Growth	# of Existing Businesses in Elk Grove Village
Electronic Equipment	\$144 B	\$458 B	218%	±40
Machinery	\$77 B	\$191 B	147%	±177
Mixed Freight	\$70 B	\$97 B	39%	
Precision Instruments	\$34 B	\$130 B	285%	±200

Source: Bureau of Transportation Statistics Freight Analysis Framework 4, SB Friedman



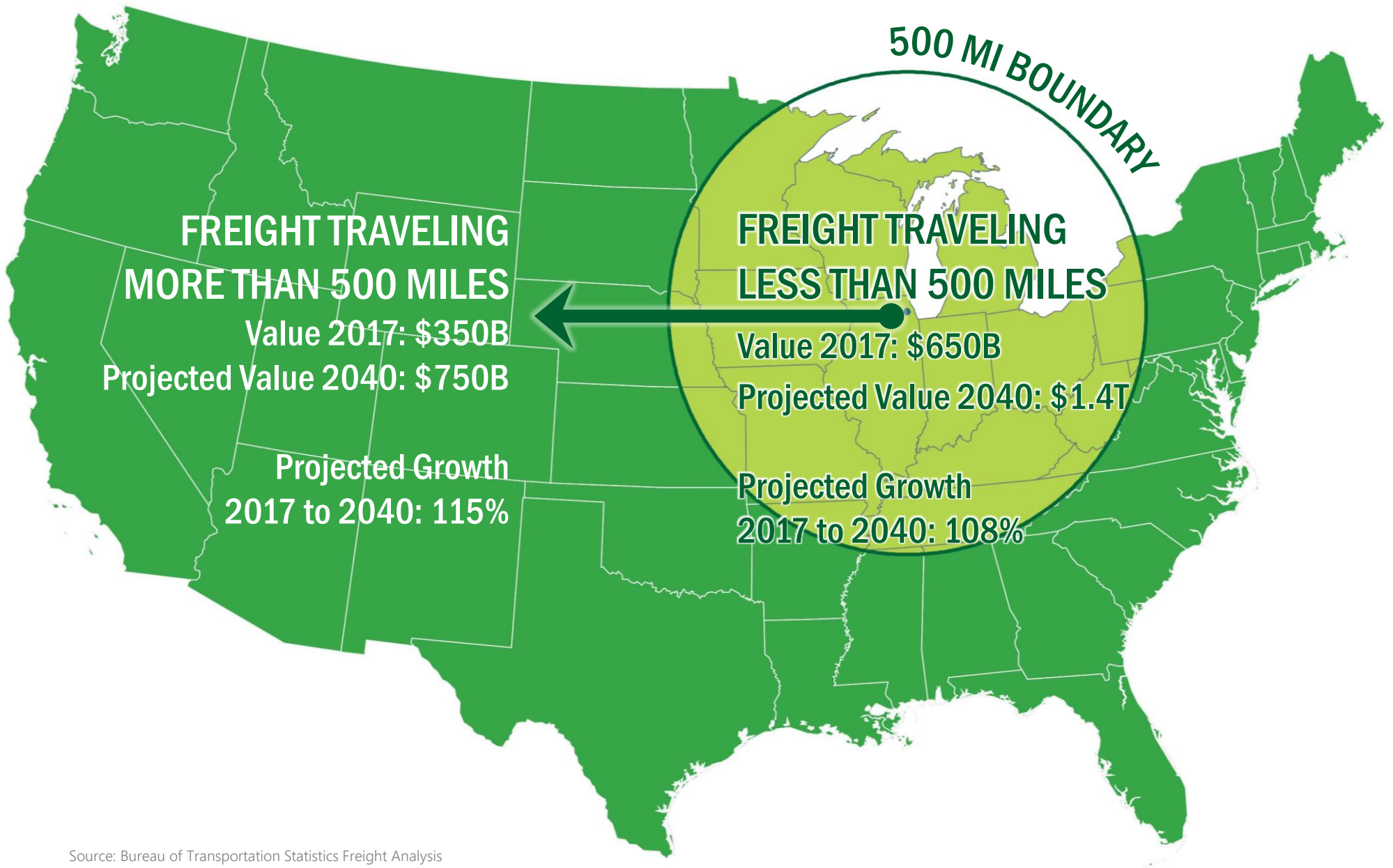
Source: Bureau of Transportation Statistics Freight Analysis Framework 4, SB Friedman

REGIONAL MOVEMENT OF FREIGHT

The Business Park's proximity to highway, rail and air freight systems will continue to be important in the future as freight movements are projected to increase.

For freight movements beyond 500 miles, rail and air freight systems are more competitive. The Chicago region's trade outside of 500 miles is projected to increase by 115% through 2040. By value, there is projected to be a corresponding 400% increase in the value of goods shipped through the air and 150% increase in the value of goods shipped via rail.

The projected freight increases by both mode and commodity are aligned with the Business Park's strengths in business clusters and locational assets, allowing Elk Grove Village businesses to capitalize on future growth.



Source: Bureau of Transportation Statistics Freight Analysis Framework 4, SB Friedman

COMPETITIVE ADVANTAGE:

ACCESS TO THE SUPPLY CHAIN, REGIONAL ECONOMY AND LABOR MARKET

The location of the Business Park at the center of a robust economy allows for unparalleled access to supply chain goods and people. The strong manufacturing sector within the Business Park is fueled by and contributes to a healthy supply chain network either within or in close proximity to the Business Park, including truck transportation, metal manufacturing and industrial equipment businesses. Nearby transportation options provide access to a large, highly-skilled labor pool that is poised to grow with proposed transportation improvements.

An aerial photograph of a dense urban or industrial area, overlaid with a semi-transparent green filter. The image shows a grid of streets, numerous buildings, and some open spaces. The text is centered in the middle of the image.

**ACCESS TO A LARGE VOLUME OF PEOPLE AND
GOODS HELPS FOSTER A THRIVING, LOCALIZED
BUSINESS PARK ENVIRONMENT.**

ACCESS TO THE SUPPLY CHAIN

The supply chain for the Business Park's top sectors is largely composed of truck transportation, metal manufacturing and industrial equipment businesses.

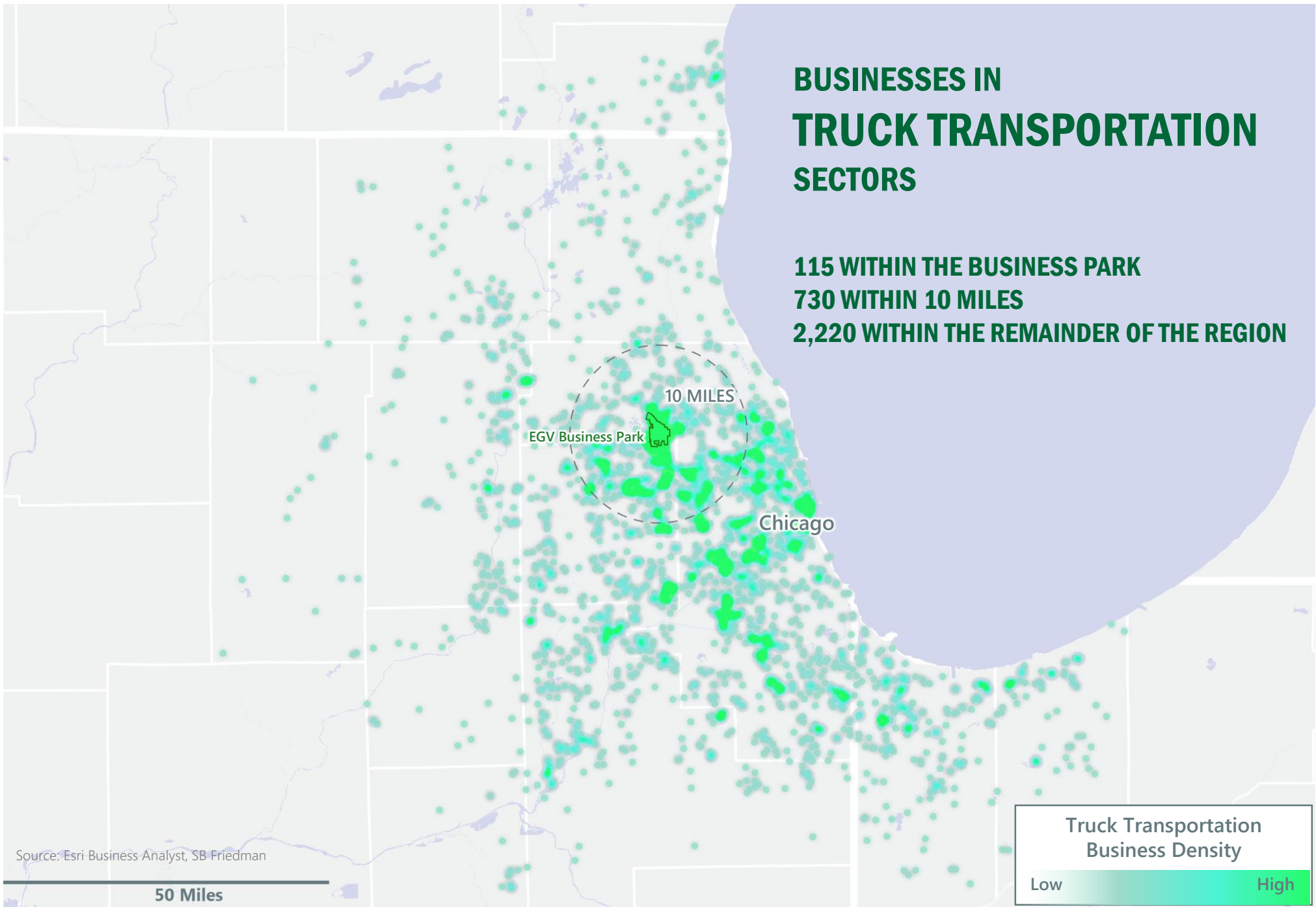
Strong industry clusters are present in the Business Park, particularly in paper manufacturing, printing, general manufacturing, metal manufacturing, and electrical equipment sectors. This concentration of similar industries leads to demand for skilled labor and supply chain businesses. To demonstrate access to the supply chain, SB Friedman analyzed the location and density of manufacturing supply chain businesses within:

- 1) The Chicago-Naperville, IL-IN-WI Combined Statistical Area (the "Region").
- 2) 10 miles of the Business Park; and
- 3) In the Business Park proper.

The following pages present the number of businesses within each geography. Each component of the supply chain is well-represented both within and nearby the Business Park, with a higher density of businesses relative to the rest of the Chicago region.

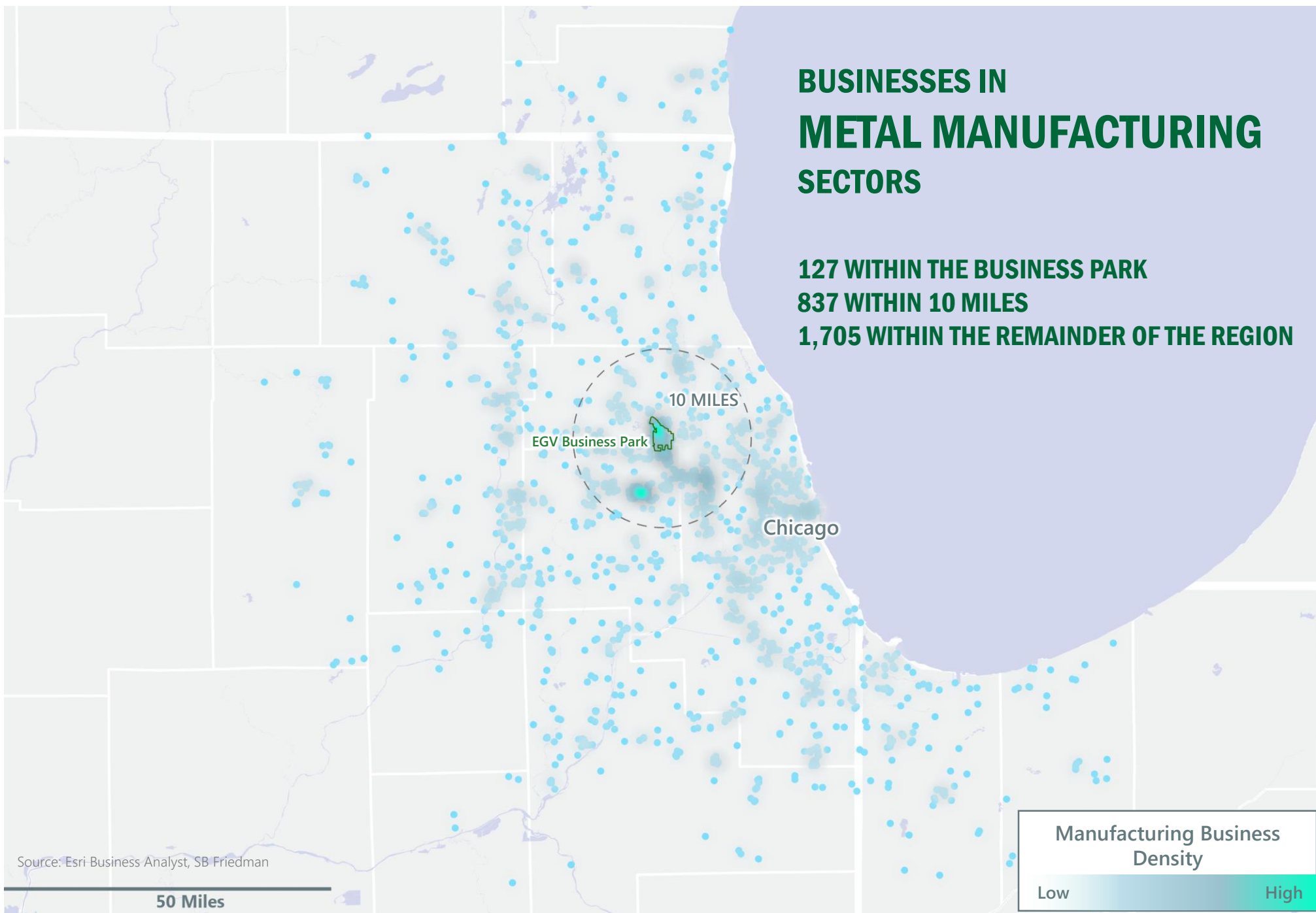
BUSINESSES IN TRUCK TRANSPORTATION SECTORS

**115 WITHIN THE BUSINESS PARK
730 WITHIN 10 MILES
2,220 WITHIN THE REMAINDER OF THE REGION**



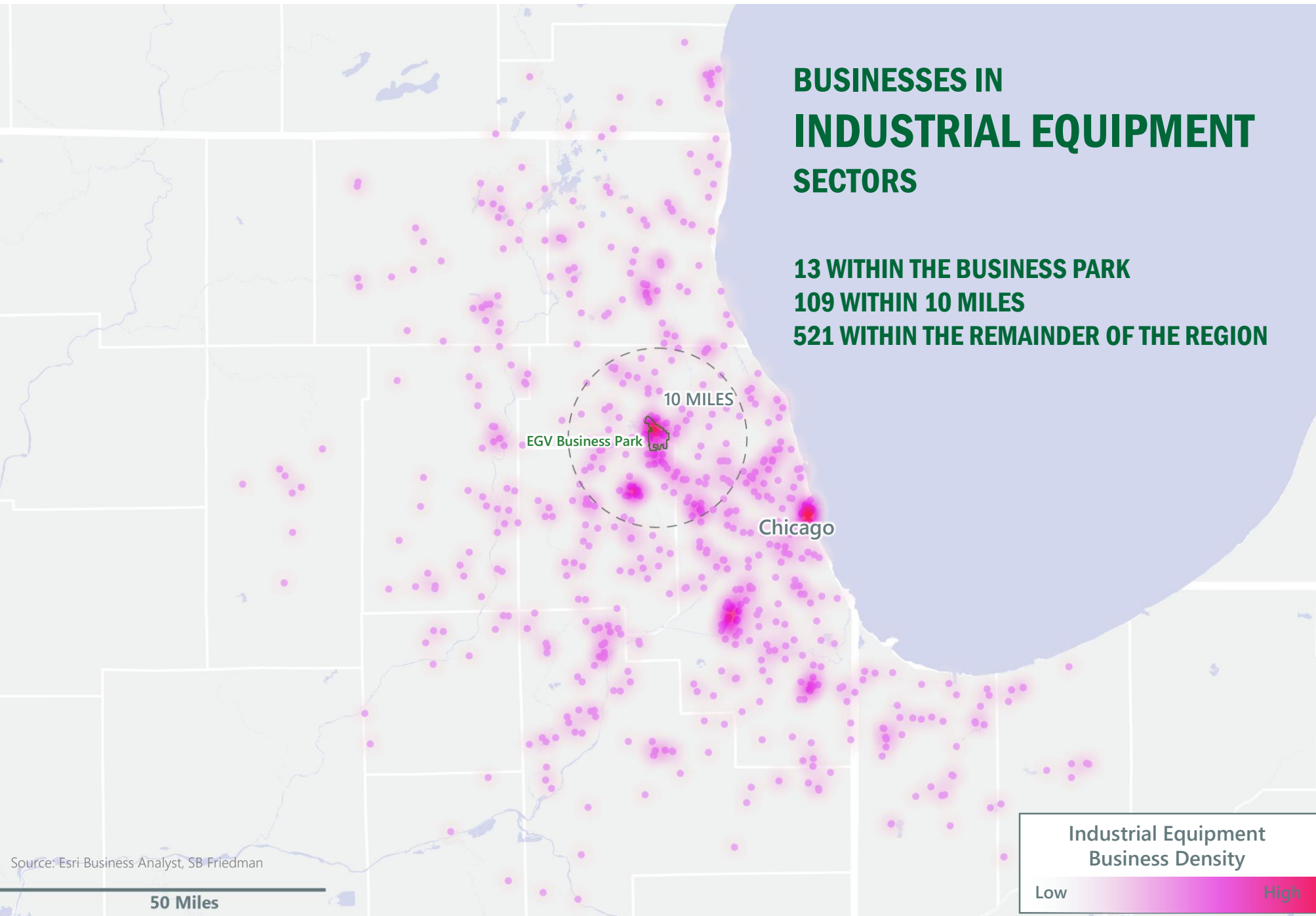
Source: Esri Business Analyst, SB Friedman

ACCESS TO THE SUPPLY CHAIN



BUSINESSES IN INDUSTRIAL EQUIPMENT SECTORS

13 WITHIN THE BUSINESS PARK
109 WITHIN 10 MILES
521 WITHIN THE REMAINDER OF THE REGION



Source: Esri Business Analyst, SB Friedman

50 Miles

Industrial Equipment Business Density

Low  High

ACCESS TO THE SUPPLY CHAIN

The major industries needed to support Elk Grove Village's top sectors have a heavy presence near the Business Park.

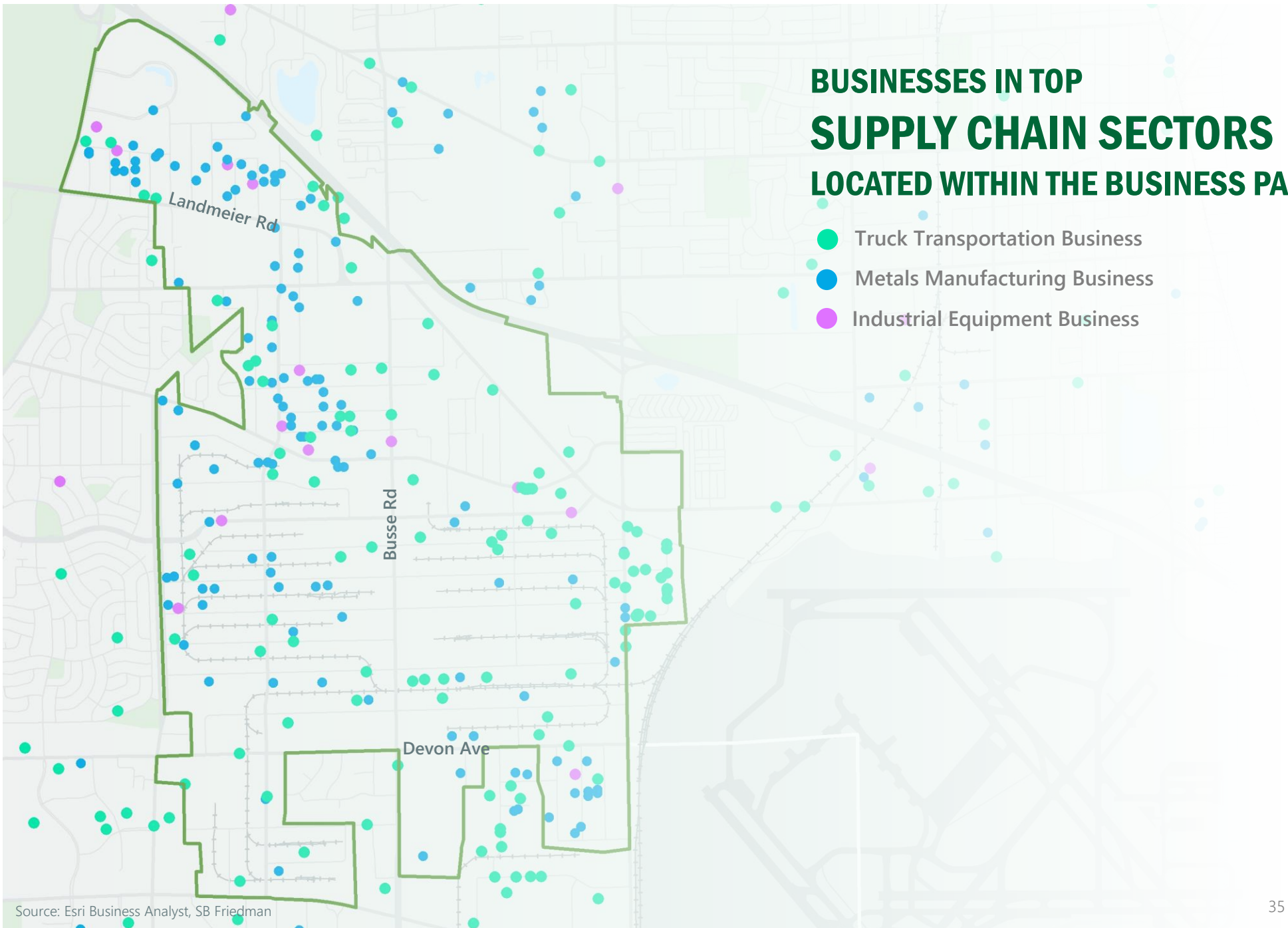
Several businesses indicated that the proximity to key supply chain vendors allows for several advantages for both vendors and businesses, including:

- Better and more frequent service;
- Last-minute ordering and quicker delivery; and
- Specialized, tailor-made products.

Some businesses report that a significant number of their vendors are located within a 5-mile radius, which contributes to a self-sustaining, healthy business ecosystem. The existence of a strong supply chain network also allows newly established businesses to easily plug in to the network of vendors.

BUSINESSES IN TOP SUPPLY CHAIN SECTORS LOCATED WITHIN THE BUSINESS PARK

- Truck Transportation Business
- Metals Manufacturing Business
- Industrial Equipment Business



ACCESS TO THE REGIONAL ECONOMY

The Business Park is centrally located within the Chicago region, which is the third largest regional economy in the United States.

In 2018, the Region produced ±\$707 billion in gross domestic product, per the U.S. Department of Commerce.

The regional economy is well diversified, and key sectors identified by World Business Chicago include:

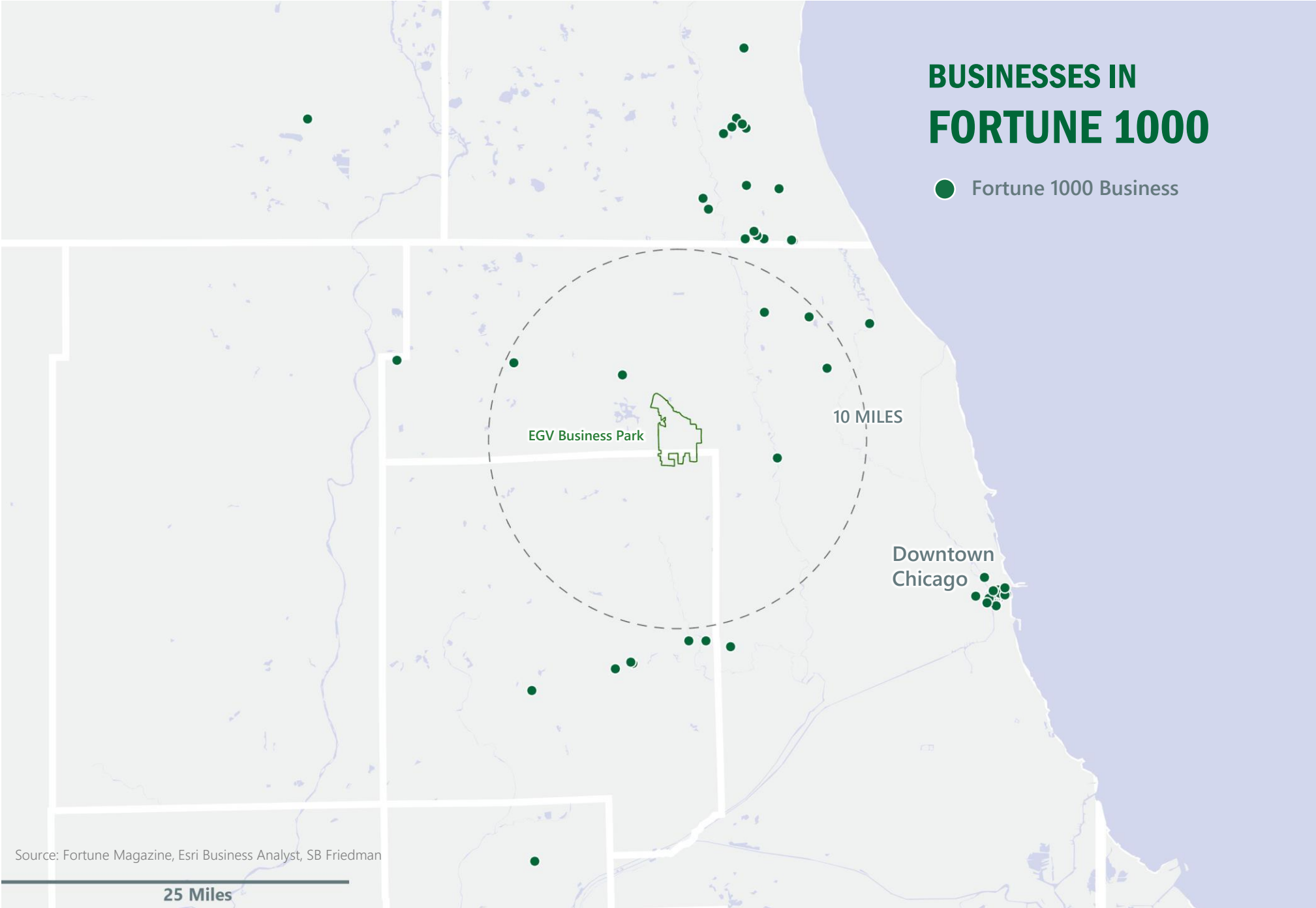
- Auto manufacturing
- Biotech
- Business services
- Energy
- Fabricated metals
- Fintech
- Food manufacturing
- Freight
- Health services
- Information technology
- Manufacturing
- Medical technology
- Plastics and chemicals

Several of these sectors have a significant presence in the Business Park. Elk Grove Village's strong manufacturing cluster contributes to the regional economy both by existing as a large business and employment center and by supplying goods for other industries.

The Region is home to 63 Fortune 1000 business headquarters, as of 2019.

BUSINESSES IN FORTUNE 1000

● Fortune 1000 Business



Source: Fortune Magazine, Esri Business Analyst, SB Friedman

25 Miles

ACCESS TO THE LABOR MARKET

±2.0 million workers live within a 35-minute drive of the Business Park.

This drive time aligns with the average commuting distance in the Chicago region. Approximately 60% of existing Business Park employees live within this drive time.

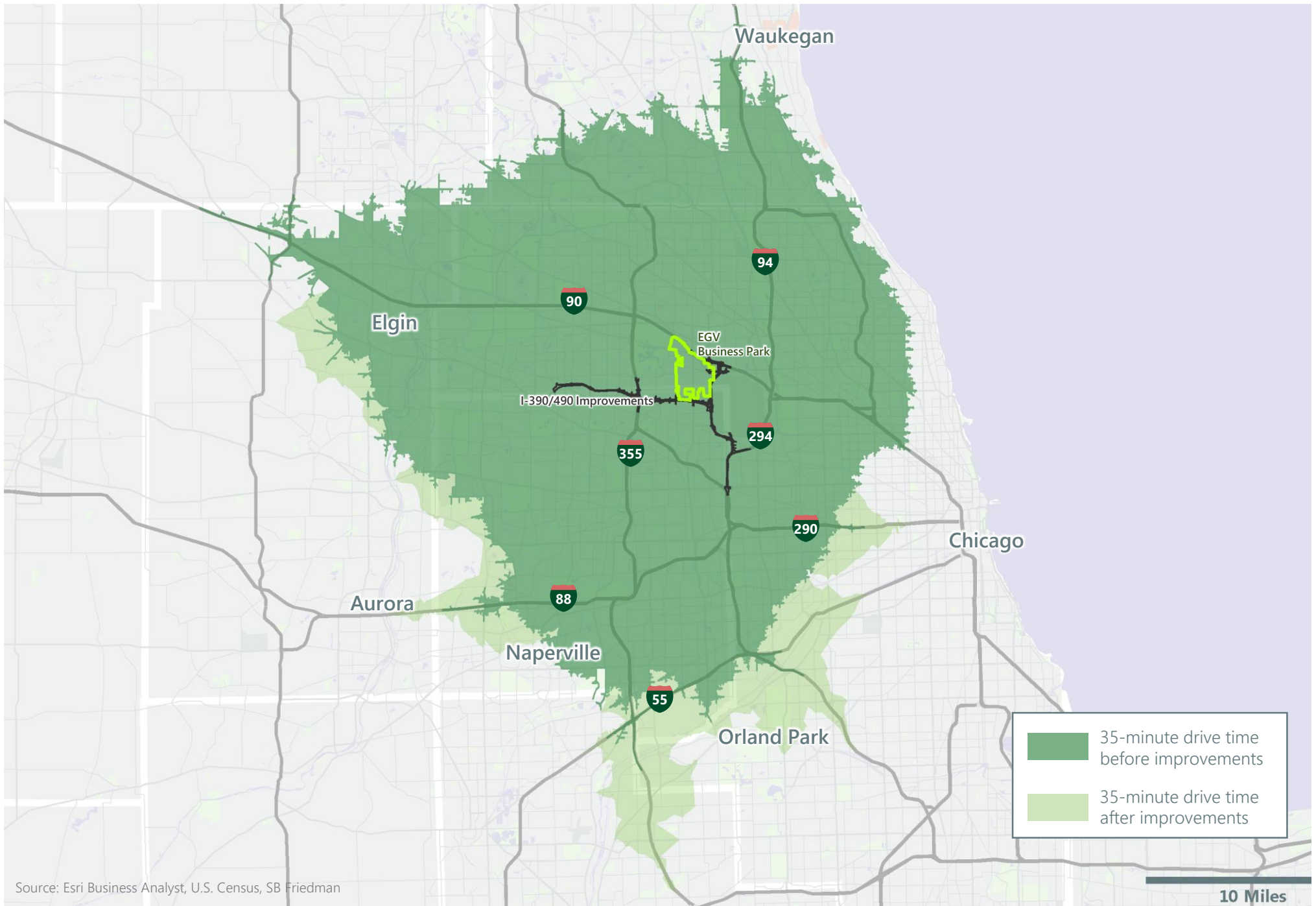
Recently completed and under-construction improvements to the regional tollway system, including the eastern extension of Illinois Route 390 (Elgin-O’Hare Tollway) and the construction of Interstate 490 (O’Hare West Bypass), is estimated to increase the number of working-age people accessible within 35 minutes by close to 13%.

Interviewed businesses indicated that the proximity to a highly-trained, good quality workforce is a major attractant, as is easy accessibility to both laborers and professionals.

35-MINUTE DRIVE TIME

	Current Conditions	With Interstate-490 Improvement	% Change
Total Population	2,848,054	3,260,437	14.8%
Population 15 or Older	2,321,164	2,650,735	14.2%
Population 25 or Older	1,987,942	2,262,743	13.8%
Population 25+ High School Graduate	1,797,099	2,027,418	12.8%
Population 25+ Bachelor's Degree or Higher	888,610	970,717	9.2%

Source: Esri Business Analyst, U.S. Census, SB Friedman



COMPETITIVE ADVANTAGE:

COMPETITIVE TAX POSITION

Industrial properties in Elk Grove Village can take advantage of local and federal incentive programs to significantly lower their tax burdens, and thereby the cost of business. In particular, the Cook County 6B incentive, which is highly supported by the Village, allows for an industrial tax burden that is on the lower end of comparable industrial-heavy communities in the Chicago region.

An aerial photograph of a city grid, overlaid with a semi-transparent green filter. The text is centered in the upper half of the image.

**ELK GROVE VILLAGE UTILIZES COUNTY AND
FEDERAL PROGRAMS TO PROVIDE A LEVEL
PLAYING FIELD ON TAXES.**

COMPETITIVE TAX RATE ANALYSIS

The Cook County 6B incentive makes taxes in Elk Grove Village within range of comparable industrial communities outside Cook County.

The 6B industrial incentive lowers the assessment ratio for industrial properties from 25% to 10% for a period of 10 years before stepping back to 25% after 12 years. With the 6B incentive, industrial properties in Elk Grove Village have an average tax burden, as a percentage of market value, comparable to properties in similar municipalities in the Chicago region with heavy industrial presences, including Addison, Bensenville, Carol Stream, Itasca and Wood Dale. As shown in the table below, use of the 6B incentive in Elk Grove Village, which is frequently leveraged by the Village, reduces an industrial property’s annual taxes from 7.2% of market value to 2.9%.

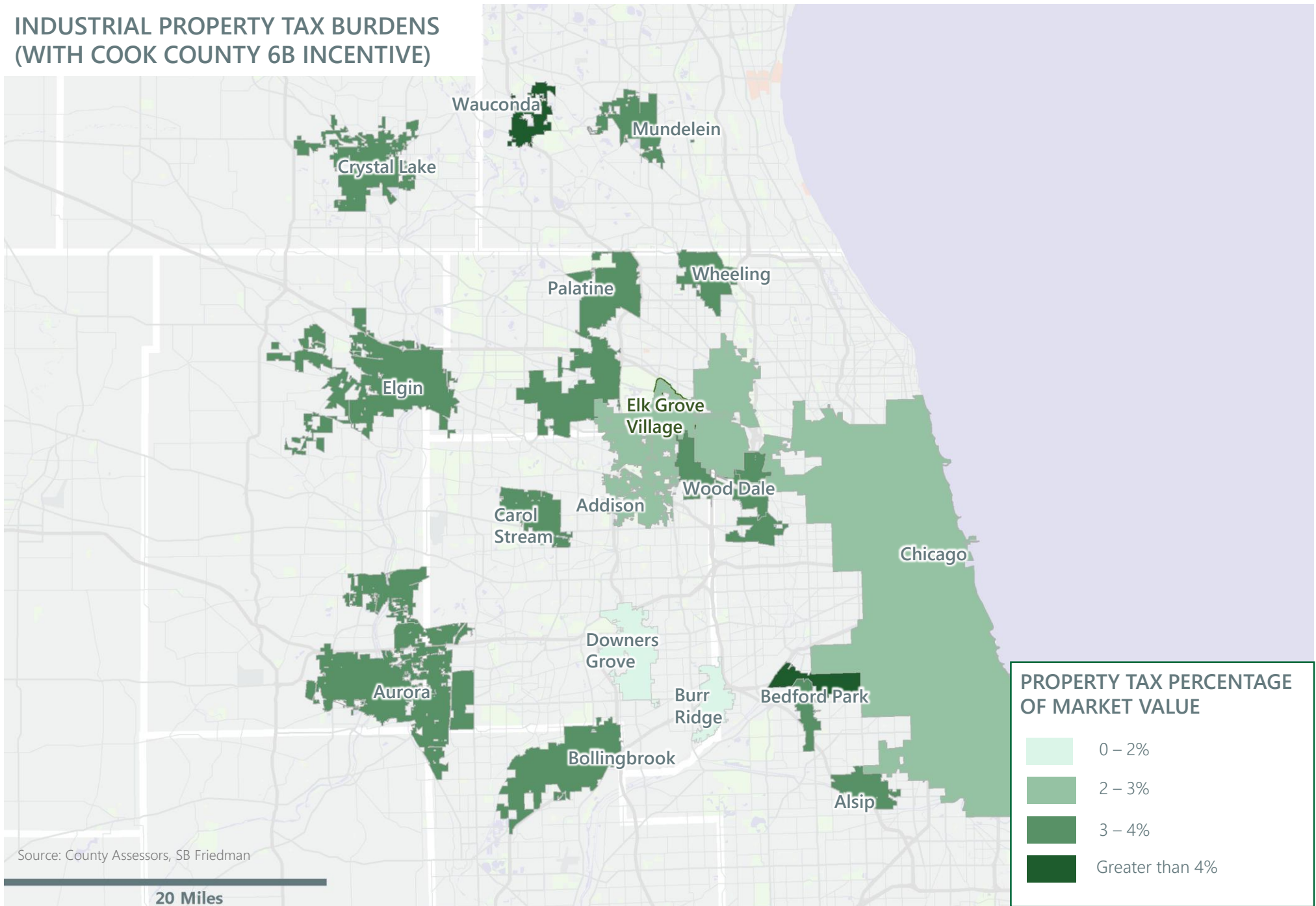
Several businesses indicated that other competitive factors associated with the Business Park outweigh tax burdens.

TAX CALCULATION METHODOLOGY

	Elk Grove Village (Cook County with 6B incentive)	Elk Grove Village (Cook County without 6B incentive)
Industrial Building Market Value	\$100,000	\$100,000
x Assessment Ratio	10%	25%
= Building Assessed Value	\$10,000	\$25,000
x 2018 Equalization Factor	2.9109	2.9109
= 2018 Equalized Assessed Value	\$29,109	\$72,773
x 2018 Tax Rate	9.844	9.844
= 2018 Taxes	\$2,865	\$7,164
2018 Taxes as % of Market Value)	2.87%	7.16%

Source: County Assessors, SB Friedman

INDUSTRIAL PROPERTY TAX BURDENS (WITH COOK COUNTY 6B INCENTIVE)



FOREIGN TRADE ZONE (FTZ) BENEFITS

The Business Park is located within Foreign Trade Zone 22. Benefits include:

- No duties on or quota charges on re-exports.
- Deferral of customs duties and federal excise tax on imports.
- In situations where zone production results in a finished product that has a lower duty rate than the rates on foreign inputs (inverted tariff), the finished product may be entered at the duty rate that applies to its condition as it leaves the zone (requires prior authorization).
- Companies using FTZ procedures may have access to streamlined customs procedures (e.g., “weekly entry” or “direct delivery”).
- Foreign goods and domestic goods held for export are exempt from state/local inventory taxes. FTZ status may also make a business eligible for state/local benefits that are unrelated to the FTZ Act.

The Business Park’s proximity to O’Hare makes using FTZ benefits more attractive and ultimately lowers the cost of production.

COMPETITIVE ADVANTAGE:

ACCESS TO TECHNOLOGY NETWORKS

The Business Park is well-situated to capitalize on growing demand for data- and technology-driven businesses. According to the Village, two major fiber-optic trunk lines run through the Business Park, which increases data-transmitting speeds. The advantages of the cables are evidenced in the location of two of the nine internet exchange points in the Chicago region being located within the Business Park. In addition, the Village plans to become an early adopter of 5G technology, which will unlock advantages both for businesses and the Village.

An aerial photograph of a city grid, overlaid with a semi-transparent green filter. The image shows a dense network of streets and buildings, with a prominent road or highway running diagonally from the bottom right towards the center. The text is centered over the image.

**FIBER LINE AND 5G INVESTMENTS ARE
SIGNIFICANT COMPETITIVE ADVANTAGES FOR
TECH-CENTERED BUSINESSES.**

FIBER OPTIC NETWORKS

The Business Park maintains a high level of fiber optic connectivity.

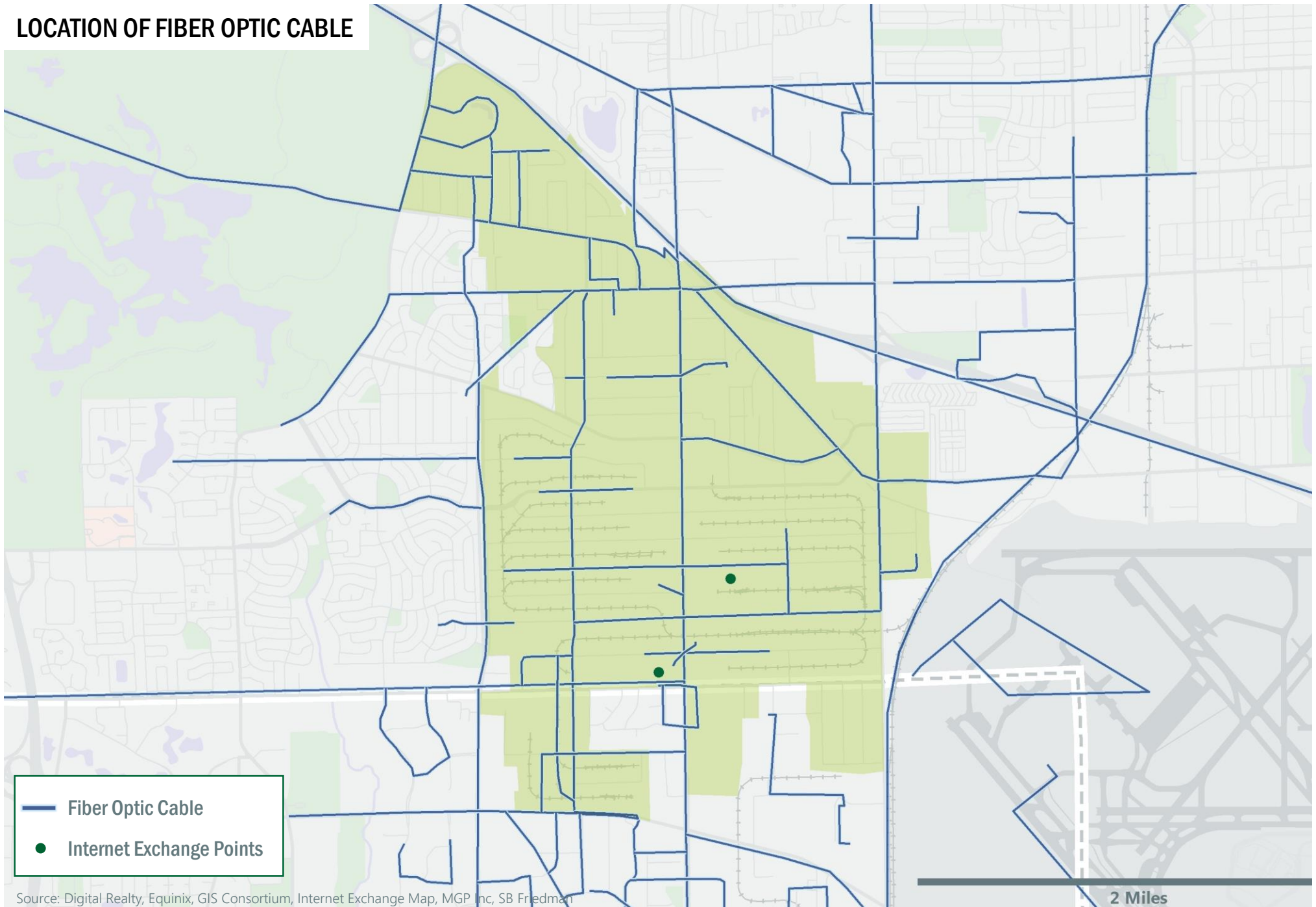
Access to fiber optic networks is available throughout the Business Park. Two major fiber optic trunk lines transect the Business Park, which is also home to 2 of 9 Internet Exchange Points in the Chicago region. This indicates a very high level of connectivity that is unusual for locations outside of central cities. The Digital Realty Internet Exchange Point in Elk Grove Village provides a direct fiber connection to 350 E Cermak, the world's largest data center, which is located in Chicago.

Access to fiber optic networks allows businesses to

- Access the highest internet speeds;
- Quickly store and access data in the cloud; and
- Maintain reliable internet connections.

Proximity to fiber optic cable is especially valuable for locating data centers and high-tech companies.

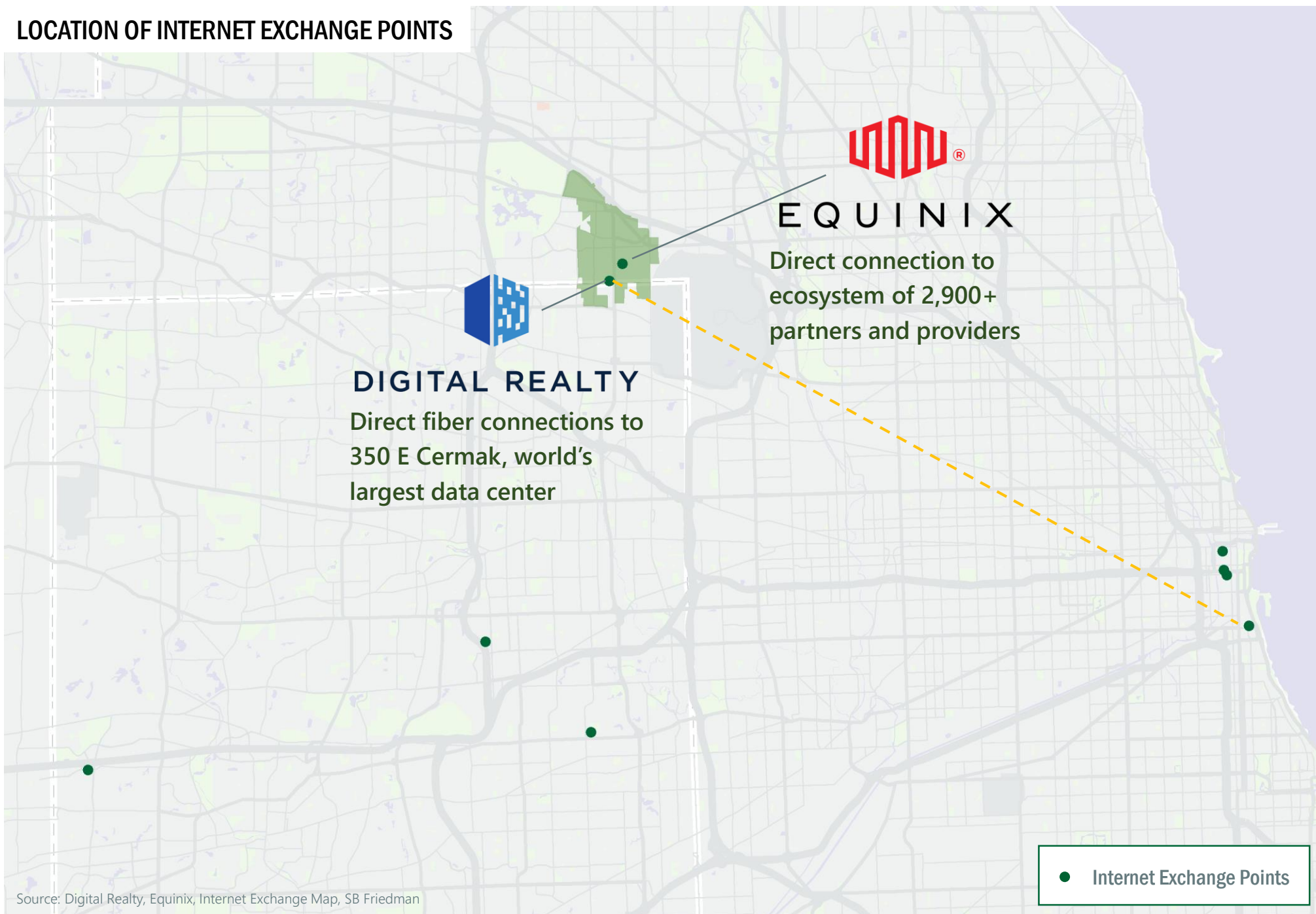
LOCATION OF FIBER OPTIC CABLE



Source: Digital Realty, Equinix, GIS Consortium, Internet Exchange Map, MGP Inc, SB Friedman

2 Miles

LOCATION OF INTERNET EXCHANGE POINTS



5G TECHNOLOGY NETWORKS

Elk Grove Village is a forerunner in implementation of 5G technology, which will enhance the competitiveness of the Business Park and Village.

Efforts are currently underway to attract an operator that would design and deploy a 5G system. As part of the feasibility study, businesses within the Business Park identified the following advantages of 5G implementation:

- **Supply chain integration**, including small business' integration into large organizations' supply chain. Many large manufacturers are pushing for real-time integration of material management/tracking systems, and there are potential advantages to be gained by firms with access to real-time tracking technologies.
- **Distribution logistics**. The presence of significant transportation logistics companies in the Business Park creates opportunities for companies to develop real-time systems to facilitate 'Just in Time' manufacturing, which increases productivity and lowers costs.
- **Advanced automation and efficiency**. Companies can create real-time systems to automate the manufacturing floor. Future concepts integrated with 5G could include manufacturing floor systems that self-integrate to autonomously manage themselves.
- **Ability to integrate with larger customers**. Larger companies are likely to be early adopters of 5G technology and applications. 5G implementation in the Business Park would give smaller businesses the opportunity to work more closely with large customers, which would put them at a competitive advantage against competitors located in areas without 5G capabilities.

COMPETITIVE ADVANTAGE:

ACCESS TO GOVERNMENT SERVICES

The Village provides a high level of support for the Business Park and participates in several programs geared toward facilitating and growing a healthy business community.

An aerial photograph of a business park, showing a dense grid of industrial buildings and parking lots. The image is overlaid with a semi-transparent green filter. The text is centered in the middle of the image.

**INSTITUTIONAL SUPPORT FOR THE BUSINESS
PARK IS UNRIVALED IN THE REGION.**

VILLAGE RESOURCES

Elk Grove Village prides itself in being a business-friendly community and offers a number of business services that are unrivaled in the Chicago region.

DIRECT VILLAGE SUPPORT

Key components of the Village's available resources include:

- 2 dedicated, full-time staff for business development and outreach
- Village-sponsored events and resources: Manufacturing Expo, makerswanted.com, egvbizhub.com, elkgrovesites.com, Strictly Business podcast
- Easy permitting process
- Access to local and county tax incentives
- High school vocational training and micro-internships
- Specially trained emergency service personnel
- High-capacity infrastructure

Interviewed businesses stated that the Village is proactive, supportive and professional.

SPECIAL SUPPORT

The Village also supports organizations/collaborations focused on business attraction, retention and entrepreneurial advancement.



Enclave for Entrepreneurs is a unique, not-for-profit organization focused on increasing entrepreneurship in the Chicago region. Available resources include fee-based coursework, professional coaching, educational and networking events, and coworking space. Enclave also advocates on behalf of entrepreneurs and the business community and facilitates conversations between the public and private sectors. The organization is located at 75 Turner Avenue in Elk Grove Village.



Next Level Northwest is a multi-municipality, public-private collaboration between several Northwest suburban communities that supports local businesses to grow the economy. The service is a business accelerator that offers access to tutors and continuing development programs.

SUMMARY OF COMPETITIVE ADVANTAGES

The Business Park has an array of competitive advantages for businesses. It features a diverse range of real estate product that accommodates a broad range of industries, including a strong manufacturing and distribution cluster. The Business Park's central location in the Chicago region and business volume leads to a high level of access to supply chain goods, the regional economy and labor market. Its proximity to large-capacity, multi-modal transportation networks accelerates the movement of people and goods coming to and from the Business Park, which is projected to continue increasing into the future. Finally, Village support for tax incentive programs, technology investments and activities within the Business Park create a holistic, business-friendly environment that is unmatched in the region.

An aerial photograph of a city grid, overlaid with a semi-transparent green filter. The image shows a dense network of streets and buildings, with a prominent road or highway running diagonally from the bottom right towards the top right. The text is centered in the middle of the image.

**ECONOMIC AND LOCATIONAL ADVANTAGES
MAKE ELK GROVE VILLAGE STAND OUT AS A
COMPETITIVE LOCATION FOR BUSINESS.**

SUMMARY OF COMPETITIVE ADVANTAGES

Real Estate, Business and Employment Mix	Access to Transportation Networks and the Movement of Freight	Access to the Supply Chain, Regional Economy and Labor Market
<p>Diversity of building types and price points</p> <p>Dominant small-scale manufacturing, wholesale and transportation trades</p> <p>Both a diversity of businesses and clustering of similar businesses</p>	<p>Accessible via multiple modes of transportation</p> <p>Highway construction projects will further enhance accessibility and visibility</p> <p>Chicago is the best-rail served region in the country</p> <p>Elk Grove Village has direct linkage to Chicago’s entire rail network</p> <p>Projections for freight commodity shipment are in alignment with the Business Park’s strengths</p>	<p>Easily accessible supply chain businesses nearby</p> <p>Several of the Region’s key sectors have a significant presence in the Business Park</p> <p>Central location draws on large labor pool</p> <p>Access to labor and the supply chain will improve with planned transportation projects</p>

Competitive Tax Position	Access to Technology Networks	Access to Government Services
<p>Village support for Cook County 6B incentive makes Elk Grove property tax-competitive with the Region</p> <p>For businesses sourcing internationally, location adjacent to O’Hare plus the foreign trade zone lowers the cost of business</p>	<p>Business Park maintains a high level of fiber connectivity</p> <p>Village is a forerunner in the implementation of 5G technology</p>	<p>Elk Grove Village is a business-friendly community and offers a number of services to businesses</p>



LIST OF DATA SOURCES:

CoStar
Cook County Assessor
Digital Realty
DuPage County Assessor
Esri Business Analyst
Equinix
Fortune Magazine
HR Green
Illinois Department of Transportation
Illinois International Port District
InfoGroup
Internet Exchange Map
Lake County Assessor
O'Hare Elgin Expressway TIGER Grant Application
US Bureau of Labor Statistics
US Bureau of Transportation Statistics

- Aviation Database
- Freight Analysis Framework version 4
- National Transportation Atlas Database

US Census LEHD

LIST OF INTERVIEWS:

Jack Brennen, CBRE
Brian Carroll, JLL
Dominick Cocciemiglio, D/C Group
John Dallas, Enclave for Entrepreneurs
Ken Demlow, HR Green
Stephen Gillis, Schiele Group
Chris Lydon, Avison Young
Gladys Moscoso, E-M Metal Fabricators
Bill Osborne, Excel Colors
Phil Smailes, Progressive Rail
Jeff Taylor, Crafts Technology
Elk Grove Village Staff