

DGEDC NEWS



The Most Recent News From Downers Grove Economic Development Corporation

April 10, 2007

WELCOME NEW BUSINESS TO DG

Move to Downers Grove Brings More Than 150 Jobs To The Community

HEARTLAND BUSINESS SYSTEMS

Heartland Business Systems has recently moved their entire operation to Downers Grove, from their longtime location in Glendale Heights.

Heartland is a custom software solutions provider servicing the Chicago Metropolitan Area. They specialize in translating technologies lying dormant on client computers into effective, productive tools for executing and managing business processes.

Heartland is an active member of the DGEDC and their move to Downers Grove is reflective of their commitment to the Downers Grove business community and the goals of the EDC. For more information about Heartland visit www.hbsys.com

UNIQUE DATA SERVICES

By June 1, 2007 Downers Grove will welcome Unique Data Services to the Ellsworth Industrial Park. Unique Data Services, currently located in Villa Park, will be taking more than 80,000 square feet of office and warehouse space in Downers Grove's Industrial Park located just north of Maple Avenue and next to I 355.

Unique Data Services is a data processing and fulfillment provider, with a diverse capabilities including

- Custom Data Processing
- Daily Fulfillment
- Letter-Shop Services
- Plastic Card Production

For more information about Unique Data Services visit www.uniquedata.com

ELLSWORTH INDUSTRIAL PARK

Ellsworth Industrial Park at Maple and I-355 is a 300-acre Industrial Park located at the west end of Downers Grove, adjacent to both interstate I-355 and the Belmont Train Station.

The Industrial Park, is home to a multitude of diverse businesses, including the Corporate Headquarters for Arrow Gear and Magnetrol Int'l, along with other major corporations such as Tricon Industries, Rexnord, and the newly relocated Heartland Business Systems. "The location of the Ellsworth Industrial Park was critical to our move to Downers Grove. Our employees have easy access to the office regardless of where they live. Metra, I-355, I-88 and I-55 provide us with that benefit," states Mike Kelch, President, Heartland Business Systems.

Welcome New Board Members

Joe Arvin
President, Arrow Gear

William Nienburg
VP of Sales Operations and Planning, Sara Lee Corporation

Arrow Gear

Joe Arvin, President of Arrow Gear

We are pleased to announce the addition of Mr. Joe Arvin to the EDC Board. Mr. Arvin has held a variety of key leadership roles within Arrow Gear and has been the President, for the past 20 years. As President of Arrow Gear, located in the Ellsworth Industrial Park, Arvin has played a key leadership role in guiding the organization through its most significant period of growth, in terms of technology, company size, product mix, manufacturing capabilities, international contracts and financial performance.

Today, Arrow Gear is a world-class organization and is among the best equipped gear manufacturers in the world. The company has achieved a reputation for quality and is a highly respected player in the global market. Arvin's entrepreneurial nature and his ability to reinvent the scope of operation to adjust to changing market trends, will be an invaluable asset to the business community and the ongoing efforts of the EDC.

Sara Lee

Bill Nienburg, VP Sales and Operations Planning for Sara Lee Corporation

Mr. Nienburg has been with Sara Lee since 2003 and has quickly risen through the organization to his current position. In his current position he is responsible for Global business process ownership for S&OP process and North American SCM systems and business process development.

Prior to his transfer from Ohio to Downers Grove, Bill was an active member of the Cincinnati, Mt. Lookout Township, Downtown Redevelopment Board, and worked with the Township government and adjoining townships on development strategy. We welcome his community development experience. Bill will be a critical component of the DGEDC and future development projects.

The Fast Track To Success

QUARTERLY HIGHLIGHTS

Over View

As part of the EDC's efforts to retain attract business to Downers Grove, we report quarterly on the state of the business environment in Downers Grove. As part of the EDC tracking mechanisms we report on 5 aspects related to Downers Grove:

1. Sales tax
2. Commercial and Industrial EAVs
3. Class A Office Building Occupancy Rates
4. Hotel Tax Revenues
5. Employment/Unemployment Data

We are very pleased to announce that last quarter's numbers were all positive especially as they related to DuPage County as a whole.

The Results

The results for **Downers Grove's Sales Tax**, which does not include home rule sales tax, were strong for the last quarter of 2006. Downers Grove sales tax is showing a 4.6 % increase quarter over quarter. December 2006 sales tax numbers were at record highs.

Class A Office Building Occupancy/Vacancy rates continue to be strong with Downers Grove class A vacancy rates finishing 2006 at 12% vacancy, or 88% occupancy. Downers Grove's vacancy percentage fell from 13% to 12%. In 2006 our total available space remained the same.

Our **Hotel Sales Tax Revenues** saw a significant increase in 2006 from 2005 due largely to strong 3rd and 4th

quarter numbers. The annual Hotel Sales Tax Revenue grew approximately \$288,000 in 2006 when measured against 2005 or 39%.

The **Employment history**, indicates the number of people in the work force who reside in Downers Grove that are employed. This trend continues to grow and unemployment of Downers Grove residents continues to fall. In the future we will be looking at the total daytime employees of Downers Grove and how those employment numbers compare to DuPage County trends. Our data suggests that our daytime population increases to nearly 20,000 workers. A significant impact on the community, it's resources and businesses.

EDC CONTINUES TO GROW

In January, two full time staff members were added to the EDC, Erin Doherty, our Program Coordinator and Administrative Assistant and Cindy Klima our Marketing and Tourism Manager.

With the addition of these two staff members we are working to formalize the operations of the EDC.

We are developing strategic plans and systems around three key areas of focus. These key areas, Business Attraction & Retention, Corporate and Event Planning, and Leisure Travel, are driving all our marketing and advertising efforts. Activities to support these needs include, the branding of the EDC, advertising and

marketing of programs, the development of a multifunctional website, and the collection of data. Also in process is the development of data/contact management and reporting systems, business and collateral inventories, marketing and advertising materials for all components of the EDC and committee development.