



Village of Hanover Park Administration

Municipal Building
2121 Lake Street
Hanover Park, IL 60133-4398

630-823-5600
FAX 630-823-5786
www.hpil.org

PRESIDENT
RODNEY S. CRAIG

VILLAGE CLERK
EIRA CORRAL SEPÚLVEDA

TRUSTEES
WILLIAM CANNON
JAMES KEMPER
JON KUNKEL
HERB PORTER
RICK ROBERTS
SHARMIN SHAHJAHAN

VILLAGE MANAGER
JULIANA A. MALLER

VILLAGE OF HANOVER PARK

VILLAGE BOARD SPECIAL WORKSHOP MEETING

Hanover Park Village Hall, Room 214: 2121 Lake Street, Hanover Park, IL 60133

Thursday, February 16, 2017
5:30 p.m.

AGENDA

1. CALL TO ORDER-ROLL CALL
2. ACCEPTANCE OF AGENDA
3. DISCUSSION ITEMS
 - a. Economic Development
4. ADJOURNMENT



TO: Village President and Board of Trustees

FROM: Juliana A. Maller, Village Manager
Shubhra Govind, Director of Community and Economic Development

SUBJECT: Economic Development Presentation

ACTION

REQUESTED: Approval Concurrence Discussion Information

RECOMMENDED FOR CONSENT AGENDA: Yes No

MEETING DATE: February 16, 2017 - Board Workshop

Executive Summary

Per the Village Board's request during the Budget workshop, the Community and Economic Development Department will present information about various Economic Development activities undertaken to further the Village's Strategic Goals and long term vision. This presentation will be made at the February 16, 2017 Board Workshop.

Discussion

Choosing a location to open a business or looking to develop a property is based on several factors (market/customer base, demographics, availability of space, accessibility, visibility/traffic, area's spending capacity, price of land/rent, co-tenancy, corporate requirements, density of 'rooftops', access to labor, etc.). The Village utilizes a series of tools, data, information, relationships and at times incentives to enable business owners and developers to choose the Village as an attractive place to locate, invest and grow. Staff not only markets the Village as a whole, but also specific sites for business and development, guided by the adopted plans and policies and also in keeping with current and future market needs and trends.

The attached information is provided to illustrate how we conduct outreach and marketing to attract new businesses, retain and grow existing ones, partner with property owners to fill vacancies, partner with other organizations to foster economic development activities and enable vacant properties to attract development in line with the Village's long term goals – as part of our economic development strategy. Information includes:

- Overall Goals and our recruitment/retention/redevelopment approach
- Implementation of Plan Recommendations
- Status of development activity for our top sites (CONFIDENTIAL)
- Business Retention examples
- Financial, Market, Housing trends and data/indicators
- New and closed businesses (list and maps)
- Business Growth/Development – Partnerships

OVERARCHING GOALS:

- Grow/diversify tax base
- Reduce vacancies / Recruit new development
- Attract more restaurants

MULTI-PRONGED APPROACH: Retention, Recruitment, Redevelopment, Reuse

- Promote vacant properties – site specific
 - ✓ Available sites database online
 - ✓ Links to specific site sale brochures online
 - ✓ Map of available sites/Development Opportunities Map
- Recruit development for vacant lots
 - ✓ Based on Village's vision/Consistent with adopted plans, goals, policies
 - ✓ Meet with brokers, developers, realtors
- Target specific types of businesses and development
 - ✓ Refer to Business "Void Analysis" and consult Retailer Location Criteria
 - ✓ Match retailer location criteria to available sites, provide market analysis
 - ✓ Research emerging businesses with data analysis
- Retain/help existing businesses grow
 - ✓ Business Retention Survey and visits
 - ✓ CONECT feedback, host business marketing events
 - ✓ Promote businesses via newsletter, Shop Local campaign and social media

WHAT WE ALREADY KNOW:

- What businesses we currently have in the community (Online Business Directory)
- General business categories missing in the community (Market Void Analysis)
- What spaces are available for lease or sale (Land/building - online database created)
- What businesses are expanding/looking for locations (Retail trade shows, etc.)
- Location criteria used by retailers (comprehensive info – annual directory provided by ICSC)
- Economic Dev. Tools available (TIF, Incentive policy, Partnership with Chambers, etc.)

BUSINESS RECRUITMENT:

- Attend local, regional and national trade shows (ICSC RECon, Retail Live, Deal-making)
- Pro-active direct recruitment (restaurants, retailers, banquet facilities, lodging, etc.)
- Database of all available properties online, with links to marketing info
- Work with economic development professionals to advance Hanover Park's economic development activities

IDENTIFIED TOP SITES FOR DEVELOPMENT:

1. 900 Irving Park Road – proposed market-rate senior housing with amenities, meets village's long term housing goals
2. Lake Street and Gary Avenue NW corner - 23-acres – working with owner/broker for mixed use development (Retail, restaurants, fuel, lodging, and limited industrial)
3. Lake Street and Gary Avenue SW Corner – Proposed new retailer (Bucky's) with fuel, convenience store, eatery, car wash – to be annexed in.
4. NW corner of Church and Lake Street– concept plan progressing for 132-unit market-rate apartments with amenities and commercial/retail on the hard corner
5. Benson property – Village Center – met with several developers, coordinating with IDOT (Combination of industrial and retail per Village Center Plan)
6. NW corner of Lake Street and Barrington Road

GOALS ACHIEVED:

- Grow/diversify tax base –
 - ✓ Mattress Firm (4000 Sq. ft.)
 - ✓ Discount Tires (7000 Sq. ft.)
 - ✓ Senior housing development will increase EAV in TIF 5, and positively impact property values in its vicinity

- Reduce vacancies / Recruit new development
 - ✓ 1900 Army Trail - Medical Center (old Spring Garden) (6,100 Sq. ft.)
 - ✓ Gymkhana (25,000 Sq. ft.)
 - ✓ Private school at 7455 Jensen (25,000+ Sq. ft.)
 - ✓ Retail Vacancy is trending down:
 - Quarter 1 2014 = 20.9%
 - Quarter 1 2015 = 21%
 - Quarter 1 2016 = 10.1%

- Attract more restaurants
 - ✓ Old Bakers Square -5000 sq. ft. (Franchisee exploring Sports Bar and Grill options)
 - ✓ Checkers 1,600 sq. ft. (Westview Outlot – old White Castle)
 - ✓ Bosnian Halal Restaurant
 - ✓ Olde Salem – doubled in size
 - ✓ Working with Hanover Square Leasing Team to bring a new carry-out Pizza Restaurant to Hanover Park

PRO-ACTIVE MANUFACTURING BUSINESS RETENTION EXAMPLES:

- ✓ Jabil/Nypro – need to reconfigure space – staff working with them. Additionally, coordinated with DCEO and Choose DuPage to discuss grant funding for expansion
- ✓ McDonalds – met with corporate and franchisee, now both Hanover Park locations to be comprehensively updated in 2017/2018
- ✓ Pentair/RGM – Assisting with parking coordination between two neighboring businesses
- ✓ Insight – Fire inspection issue addressed, long term lease signed
- ✓ RGM – Wanted to get involved in community – now on CONECT, worked with them and Public Works/Inspectional Services on a new curb-cut onto Central Avenue to help increase their productivity
- ✓ Camcraft – recognized for national award
- ✓ MidStates Graphics – Actively working with representatives from MidStates Graphics on their 20,000 square foot expansion at 1700 Drake Court
- ✓ Apria – Assisted representatives from Apria Healthcare during their due diligence period in 2016 to help them move from former Cook County location to their new building in Turnberry Business Park (DuPage County)

PARTNERING FOR LARGER SUCCESS STORIES:

- DuPage Habitat – Greenbrook Tanglewood neighborhood revitalization. CDBG Grant application (\$240,000 in awarded grant funds), 20+ new townhomes on Court J/Greenbrook Court
- ACCION – Held small business resource fair with 80 attendees
- Next Level Northwest – Partnership being considered

- CMAP/ATA – Co-hosted a Pedestrian and Bicycle Workshop to further implement the Irving Park Road Corridor TAP Report and to add to the vibrancy of the Barrington and Irving Park Road intersection.
- ULI Technical Assistance Panel – Staff is actively working with the Urban Land Institute to host a future seminar/workshop in order to re-envision and update the Village Center Plan.

SUMMARY:

In summary, economic development contains a broad spectrum of activities and responsibilities. Community Development & Economic Development staff will go over all of these items during the workshop presentation. The goal of the presentation is to shed light on the activities involved with managing the growth and diversification of the Hanover Park economy as well as advancing the long term vision for the community.

Recommended Action

For informational purposes only. See list of attachments.

Attachments:

<u>RECRUITMENT</u>	1. Business Recruitment: <ul style="list-style-type: none"> • Online database/spreadsheet, map and listing • One-page Community Profile/Snapshot with map • Sample recruitment flyer for specific business • Flyer for Village Center sites • Market Void Analysis report samples
<u>RETENTION</u>	2. Business Retention: Examples from Bus. Ret. Visits
<u>RECOMMENDATION IMPLEMENTATION</u>	3. Implementation of Plan Recommendations: Goals and Action taken for: <ul style="list-style-type: none"> • Comprehensive Plan • Irving Park Rd. Corridor Study • Village Center / TOD Plan
<u>REDEVELOPMENT</u>	4. Status of development activity for top 6 sites
<u>REPORTS, DATA, TRENDS</u>	5. Financial, Market, and Housing Trends and data: <ul style="list-style-type: none"> • Economic Overview- Source: JobsEQ provided by Choose DuPage (Dec. 2016) • US Census – OnTheMap Report – 1/24/17 • Inflow/Outflow of Primary Jobs • Distance/Direction from Home to Work report 6. Revenue Reports <ul style="list-style-type: none"> • By County – 2014 and 2015 • By County – Municipal and Home Rule tax – 2014, 2015 and partial 2016 7. Top Sales Tax generating businesses 8. No. of businesses by category 9. Trends: <ul style="list-style-type: none"> • EAV Trends 2006 to 2015 – Cook and DuPage • Housing Trends – Attached and Detached homes – 2008- 2016 <ul style="list-style-type: none"> - Avg. Sales Price - No. of homes for sale - No. of homes sold 10. Vacancy Report by Qtr. – CoStar Report provided by ComEd 1/17 <ul style="list-style-type: none"> • Retail • Industrial • Office • Aggregate 11. New and Closed Business – list and maps (2010, 2012, 2015) 12. Partnerships for Success: Habitat, Accion, Next Level NW, WBDC

BUSINESS RECRUITMENT

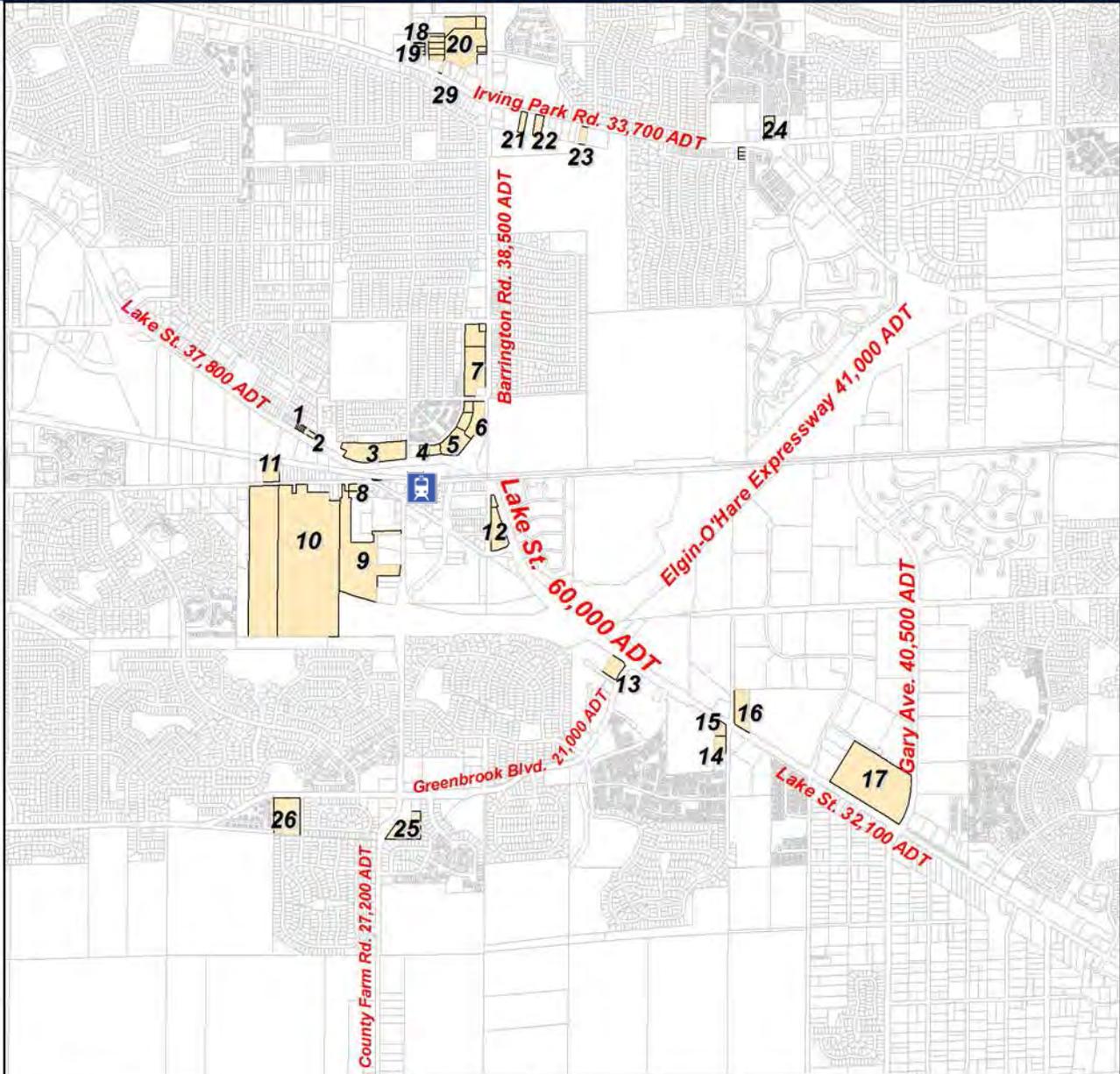
- Promote vacant properties – site specific
 - ✓ Available sites database online
 - ✓ Links to specific site sale brochures online
 - ✓ Map of available sites/Development Opportunities Map
 - ✓ Customize marketing materials
 - ✓ Provide tours to brokers, developers and other economic development professionals
- Target specific businesses through data, market analysis and desires of the community
 - ✓ Void Analysis
 - ✓ Assess current business inventory to search for complementary businesses
 - ✓ Assess current demographics to meet criteria for potential businesses

Hanover Park Key Available Commercial Properties

ID	TIF	Address	Type	Sale/Lease	Available SF	Lot Size	Firm	Contact	Phone	Email
1	3	2020 Lake St.	Lot	Lease	NA	.75 acre	Ntnl Brokers Realty	Andrew Costas	847-673-3900	helenchatzis@yahoo.com
2	3	2018 Lake St.	Lot	Sale	NA	.30 acre	Village of Hanover Park	Shubhra Govind	630-823-5780	sgovind@hpil.org
3	3	Lake St. and Church St.	Lot	Sale	NA	7.46 acres	CBRE	Jim Angelotti	630-573-7093	james.angelotti@cbre.com
4	3	1756 Lake St.	Retail	Lease	7,500 s.f.	2.0 acres	Mid-America Asset Mgmt.	Maria Rossobillo	630-954-7385	mrossobillo@midamericagr.com
5	3	Lake St & Barrington Rd	Lot	Sale	NA	5.3 acres	Greenscape Ventures	Ken Neumann	630-281-2030	ken.neumann@greenscapeventures.com
6	3	Barrington Rd and Maple Ave	Retail	Sale	NA	2.7 acres	CBRE	Jim Angelotti	630-573.7093	james.angelotti@cbre.com
7	3	6606-6770 Barrington Rd.	Retail	Lease	14,800 s.f.	9.8 acres	SVN	Jennifer Hopkins	312-676-1865	Jennifer.Hopkins@svn.com
8	3	1989 Devon Ave	Office	Sale	3057.8 s.f.	0.73 acres	Realty Group Marino	Melissa Bowers	630-2530094	melissa@melissamarino-bowers.com
9	3	Church St & Devon Ave	Lot	Sale	NA	19.5 acres	Tenants Harbor Real Estate	Ted Parsons	630-235-8996	ted.parsons@comcast.net
10		2089 Devon Ave	Lot	Sale	NA	85.5 acres	Village of Hanover Park	Shubhra Govind	630-823-5781	sgovind@hpil.org
11	3	2170 Devon Ave	Lot	Sale	NA	2.0 acres	Berkshire Hathaway	Madan Khatri	847-530-1550	madan567@yahoo.com
12		Lake St & Ontarioville	Lot	Sale/Lease	20,800 s.f.	2.14 acres	Jos. A. Cacciatore	Peter Cacciatore	312-987-1900	pcacciatore@jos-cacciatore.com
13		1300 Greenbrook Blvd	Office	Sale/Lease	20,000 s.f.	2.03 acres	Real Estate Consulting	Randy Kotwica	630-942-7000	rkotwica@rec-illinois.com
14		5650 Arlington Ave	Retail	Lease	2,760 s.f.	1.3 acres	Century 21	Elie Kardoush	847-336-7333	ekardoush@gmail.com
15		1060 Lake St	Office	Sale/Lease	14,000 s.f.	.75 acre	Corcoran Comm. Real Est.	Ryan Corcoran	630-301-2999	ryan@ccreil.com
16		1053 Lake St	Retail	Grnd Lease	37,000 s.f.	3.71 acres	Colliers International	Mike Sullivan	847-384-2843	mike.sullivan@colliers.com
17		Lake St. and Gary Ave.	Lot	Sale	NA	23.4 acres	CBRE	Wendell Hollan	630-253-5508	wendell.hollan@cbre.com
18		7450 Jensen Blvd	Auto Shop	Sale	6,000 s.f.	.90 acre	Stonegate Comm. Real Estate	Romeo Mura	847-882-3300	rmura@stonegategroup.com
19		7458 Jensen Blvd	Auto Shop	Sale	2,000 s.f.	.30 acre	ReMax	Ron Coluzzi	630-240-5428	rdjmax@aol.com
20		7630 Barrington Rd	Retail	Lease	9,510 s.f.	.76 acre	Brixmor Prop Group	Brad Ratajczak	630-305-0255	brad.ratajczak @brixmor.com
21	4	1553 Irving Park Rd	Retail	Sale/Lease	10,876 s.f.	0.79 acre	Frontline Real Estate Partners	Matthew Tarshis	847-542-9058	mtarshis@frontlinerepartners.com
22	4	1519 Irving Park Rd	Quickserve	Sale	3,192 s.f.	1.1 acres	Keller Williams	John Wright	630-407-1641	John@Wright-TheRealtor.com
23	4	1311 Irving Park Rd	Lot	Sale	NA	.88 acre	Village of Hanover Park	Shubhra Govind	630-823-5790	sgovind@hpil.org
24	5	7205-7219 Olde Salem Circle	Retail	Lease	1,050 s.f.	2.0 acres	Amer. Real Prop.	George Tselos	847-668-0769	george.tselos@arp-realty.com
25		Stearns & County Farm Rd	Lot	Sale	NA	4.01 acres	ReMax	Lance Kammes	630-667-3333	lance@lancekammes.com
26		Stearns Rd & Redford Ln	Res. Lot	Sale	NA	5.6 acres	Inland Real Estate	Eric Spiess	630-990-8658	spiess@inlandgroup.com
27		1916-2020 Army Trail Rd	Retail	Lease	5,576 s.f.	4.7 acres	Core Growth Holdings	Nina Veksler	847-414-9692	nina@cghold.com
28		1850 Army Trail Rd	Quickserve	Sale/Lease	2,857 s.f.	1.5 acres	Premier Comm. Realty	Linda Kost	847-910-8820	linda-kost@comcast.net
29		1801 Irving Park Rd	Retail	Sale/Lease	3,500 s.f.	.30 acre	@Properties	Joe Kunst	630-421-1954	jkunst@atproperties.com

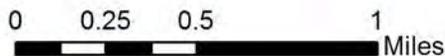
Available Commercial Properties Map Hanover Park, IL

3-A



Commercial Properties

- | | |
|---------------------------------|-----------------------------------|
| 1: 2020 Lake St. | 17: Lake St. and Gary Ave. |
| 2: 2018 Lake St. | 18: 7450 Jensen Blvd |
| 3: Lake St. and Church St. | 19: 7458 Jensen Blvd. |
| 4: 1756 Lake St. | 20: 7630 Barrington Rd |
| 5: Lake St. & Barrington Rd. | 21: 1553 Irving Park Rd. |
| 6: Barrington Rd. & Maple Ave. | 22: 1519 Irving Park Rd. |
| 7: 6664 Barrington Rd. | 23: 1311 Irving Park Rd. |
| 8: 1989 Devon Ave. | 24: 7205-7219 Olde Salem Cir. |
| 9: Church St. & Devon Ave. | 25: Stearns Rd. & County Farm Rd. |
| 10: 2089 Devon Ave. | 26: Stearns Rd. & Redford Ln. |
| 11: 2170 Devon Ave. | 27: 1916-2020 Army Trail Rd |
| 12: Lake St. & Ontarioville Rd. | 28: 1850 Army Trail Rd. |
| 13: 1300 Greenbrook Ave. | 29: 1801 Irving Park Rd. |
| 14: 5650 Arlington Dr. | |
| 15: 1060 Lake St. | Metra Train Station |
| 16: 1053 Lake St. | |



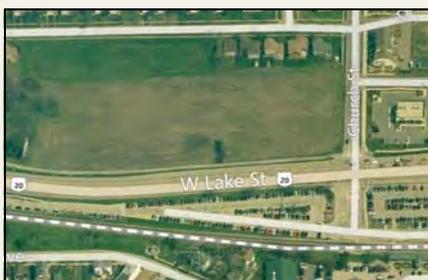
2017



Hanover Park, IL Available Properties



1. & 2. Near New Development
2018 & 2020 Lake St.
1 acre (Retail)



3. Prime TOD Location
Lake St. & Church St.
7.46 acres (Mixed - Use)



4. Church St Station Retail
1756 Lake St.
2.05 acres (Retail)



5. Church St. Station Corner
Lake St. & Barrington Rd.
5.3 acres (Mixed-Use)



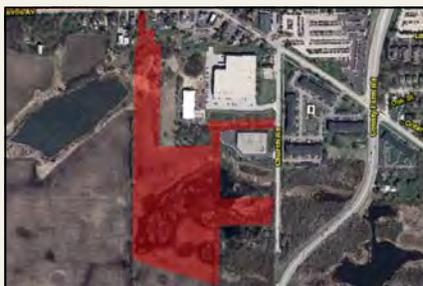
6. SWC Barrington/Maple
Barrington Rd and Maple.
2.7 acres (Mixed-Use)



7. Hanover Square Retail
6664 Barrington Rd.
14,000 sf (1,000 sf+ divisible)



8. 1989 Devon Avenue
Downtown Area
3078 s.f. Office Space



9. Village Center Parcel #1
Church St. & Devon Ave.
19.5 acres (Mixed-Use)



10. Village Center Parcel #2
2089 Devon Ave.
85.5 acres (Commercial)



11. 2170 Devon Ave
Close to Metra.
2 acres (Mixed-Use)



12. Land off Elgin O'Hare
Lake St & Ontarioville Rd
2.14 Acres (Retail)



13. Office off Elgin O'Hare
1300 Greenbrook Blvd.
20,195 s.f. (Divisible)
Board Workshop



Hanover Park, IL Available Properties



14. Lake St New Retail Center
5650 Arlington Dr
2,700 s.f. (Divisible)



15. Great Office Space
1060 Lake Street Bldg. for Sale



16. NE Crnr Lake and Bartels
1053 Lake Street
3 acres (Redevelopment)



17. Large Parcel off Elgin-O'Hare
Lake St. & Gary Ave.
24 acres (Mixed-Use)



18. Irving/Barrington Auto
7450 Jensen Blvd.
Bldg. for Sale



19. Auto Repair Business
7458 Jensen Blvd.



20. 7630 Barrington
Grocery Anchored Shopping Center (divisible)



21. 1553 Irving Park Rd
Across from Menards.



22. 1519 Irving Park Rd
Drive-thru
Quickserve Restaurant



23. Irving Park Retail Land
1311 E. Irving Park Rd.
0.88 acre (Village-owned)



24. Olde Salem Shopping Ctr
7205-7219 Olde Salem Cir.
1,000+ s.f. (Divisible)



25. County Farm Rd Land
Stearns & Co Farm Rds
4.01 acres. (Retail)
Board Workshop

Hanover Park, IL

Available Properties



26. Stearns and Redford
SW Cnr Stearns/Redford
5.6 acres (Vacant Land)



27. Sandpiper Court Center
1916-2020 Army Trail Rd
1K—2K s.f. (Retail)

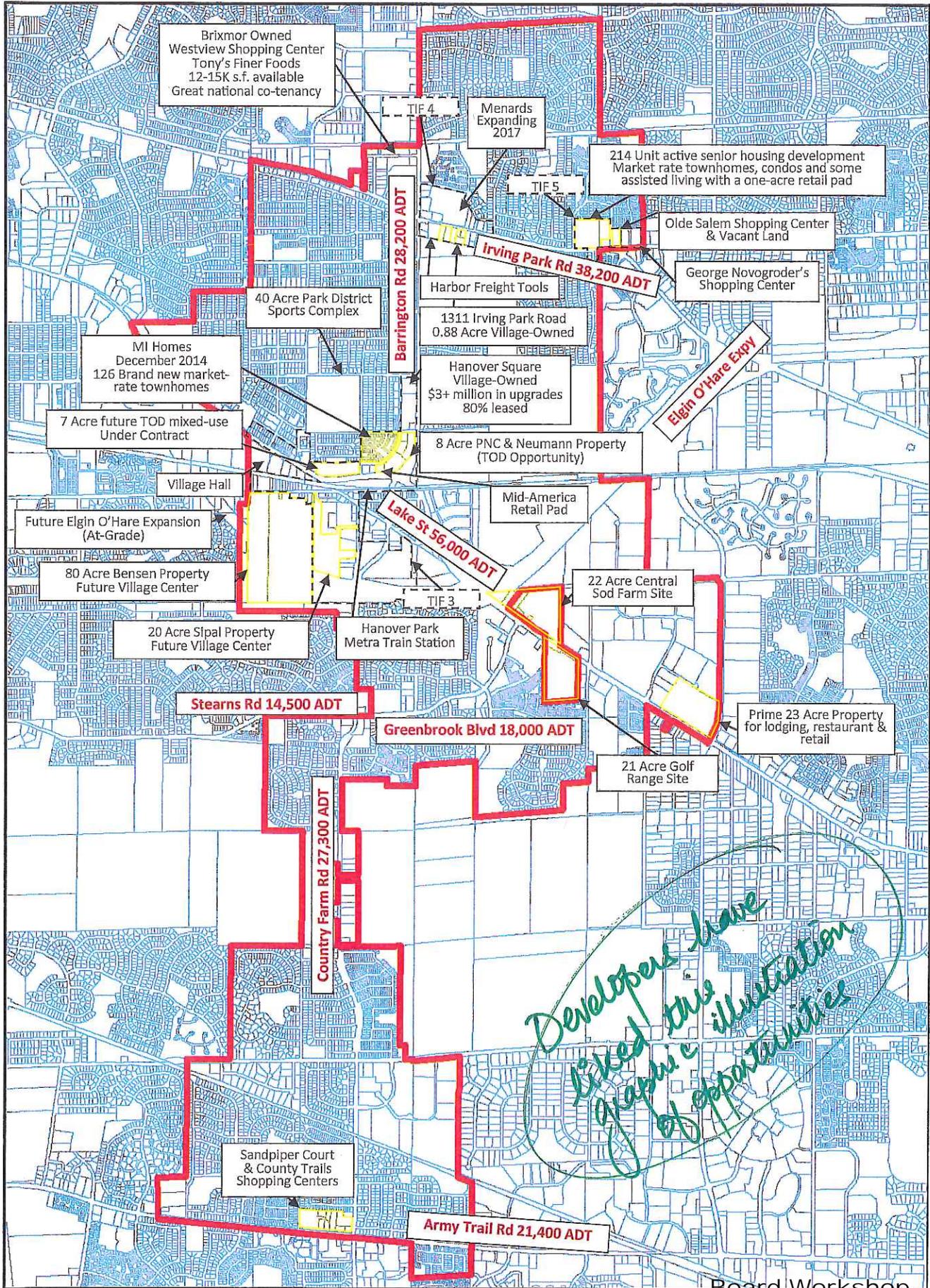


28. Quickserve Opportunity
1850 Army Trail Rd
2,857 s.f. (Restaurant)



29. Irving Park Rd
1801 Irving Park Rd.
4,000 s.f. (Office/Retail)

Village of Hanover Park Development Opportunities



Developers have liked this graphic illustration of opportunities

One-Page
Community
Profile / Snapshot



HANOVER PARK, ILLINOIS

WHERE YOU WANT TO BE!

Hanover Park is a dynamic community of over 38,500 with a strong business environment, encompassing over 430 businesses and 4.6 million sq ft of industrial development. Their central location in Chicagoland's northwest suburbs ensure retail expenditures of over \$275 million a year. The Village's 3 TIF Districts, easy access to highways, trains and bus routes, a great labor force and AA bond rating make Hanover Park a smart place to do business in! Major businesses such as RGM, Fuji Films, Maines, Fischer Scientific, Insight, Menards, Camcraft, and several others call Hanover Park home!

COMMUNITY AT A GLANCE

DYNAMIC DEMOGRAPHICS

Dense Population

Population Est. 2014- 38,533

Average household size - 3.48

Density: 6000 people/sq. mi

High Traffic Area**

Irving Park Road- 33,700

Barrington Road- 38,500

Lake Street- 56,400

Daily Metra riders- 1,480

High Income and Home Value

Avg. Household Income- \$82,342

Median Home Value*- \$219,661

Large working population*

45% between ages of 25 to 50

38% with dual language skills

Source:

ESRI data 2015; *The US Census; **Illinois
Department of Transportation

CONTACT:

Shubhra Govind, AICP

Director of Community & Economic Development

Email: sgovind@hpil.org

Phone: (630)-823-5781

Patrick Ainsworth, AICP

Village Planner

Email: pmainsworth@hpil.org

Phone: (630)-823-5779

Village of Hanover Park, Illinois

2121 Lake Street, Hanover Park, IL 60133

We look forward to working with you!



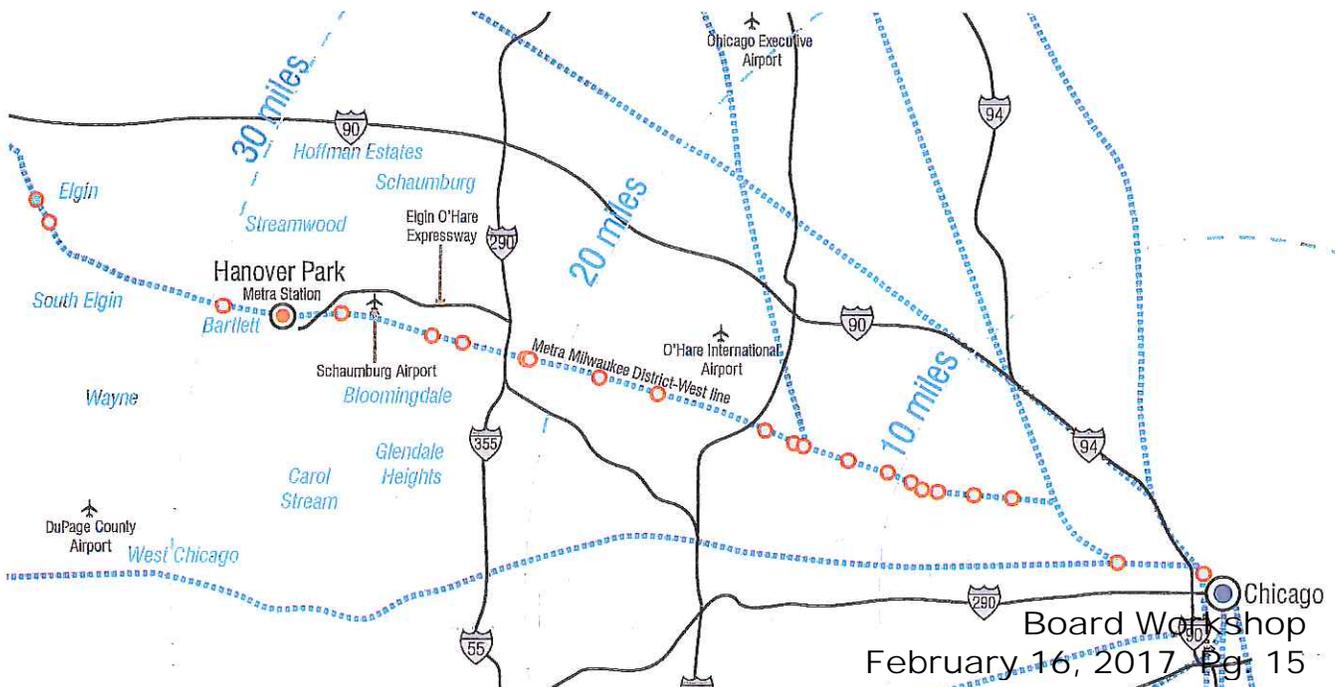
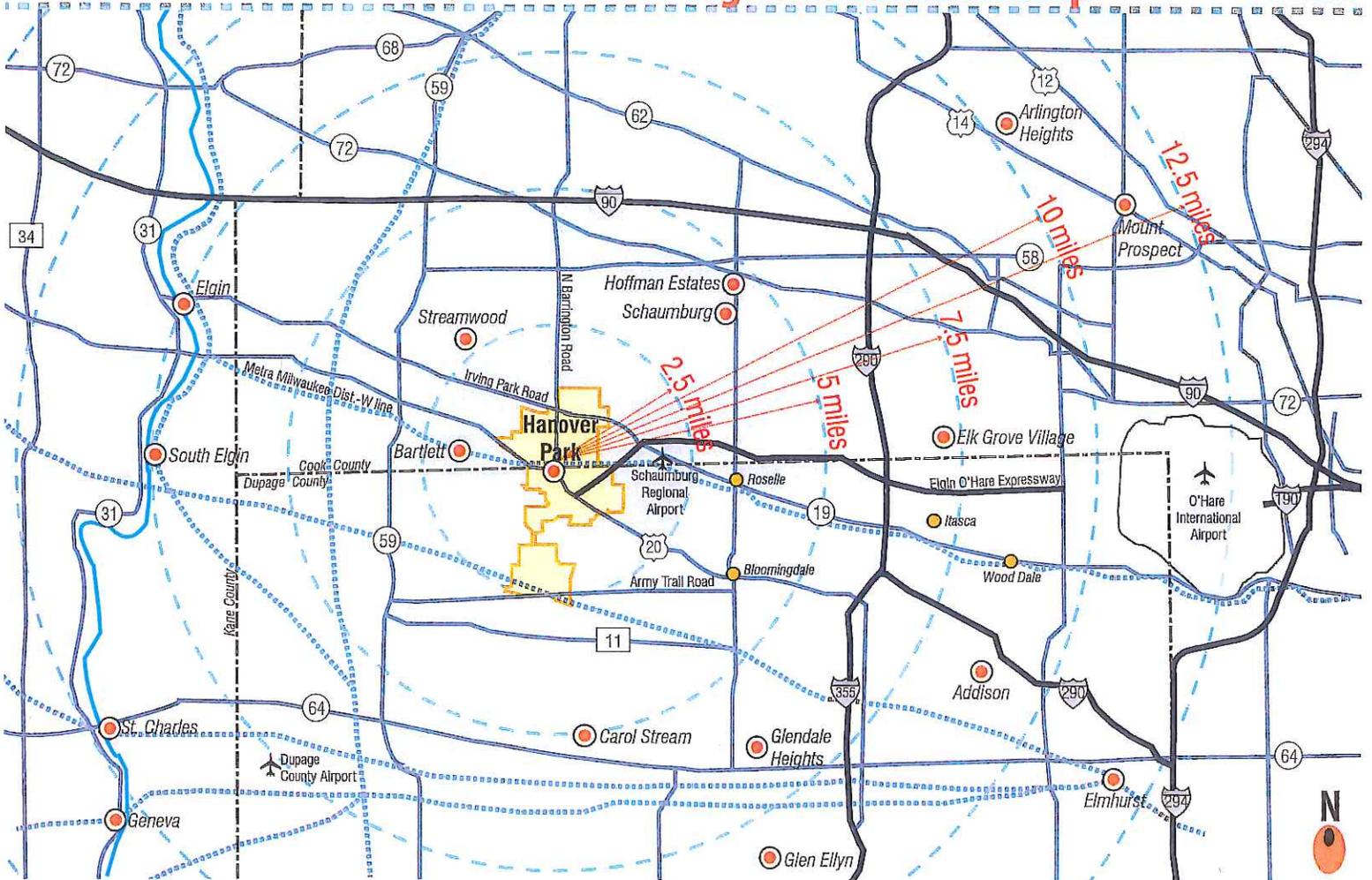
Board Workshop

February 16, 2017 Pg. 14



HANOVER PARK, ILLINOIS

Regional Location Map





A recruitment tool customized for a business profile & potential locations for

HANOVER PARK, ILLINOIS **Where Your Next Firehouse Subs Should Be!**

Firehouse Subs would thrive in Hanover Park as our community contains arterial roads with high travel volumes, land with great visibility and a dense population with spending potential!

COMMUNITY AT A GLANCE

Dense Population

Population Est. 2014- 38,533
6000 people/sq. mi

High Income and Home Value

Avg. Household Income- \$82,342
Median Home Value*- \$219,661

High Travel ADTs!

Irving Park Road- 33,700
Barrington Road- 38,500
Lake Street- 56,400 Daily
Metra riders- 1,480

Source:
ESRI data 2015; *The US Census; **Illinois
Department of Transportation

Potential Firehouse Sub Locations



CONTACT:

Shubhra Govind, AICP
Director of Community & Economic Development
Email: sgovind@hpil.org
Phone: (630)-823-5781

Patrick Ainsworth, AICP
Village Planner
Email: pmainsworth@hpil.org
Phone: (630)-823-5779

Village of Hanover Park, Illinois
2121 Lake Street, Hanover Park, IL 60133

We look forward to working with you!



3 potential sites highlighted



HANOVER PARK, ILLINOIS

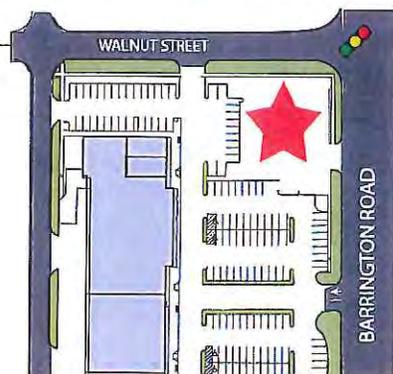
Property Details



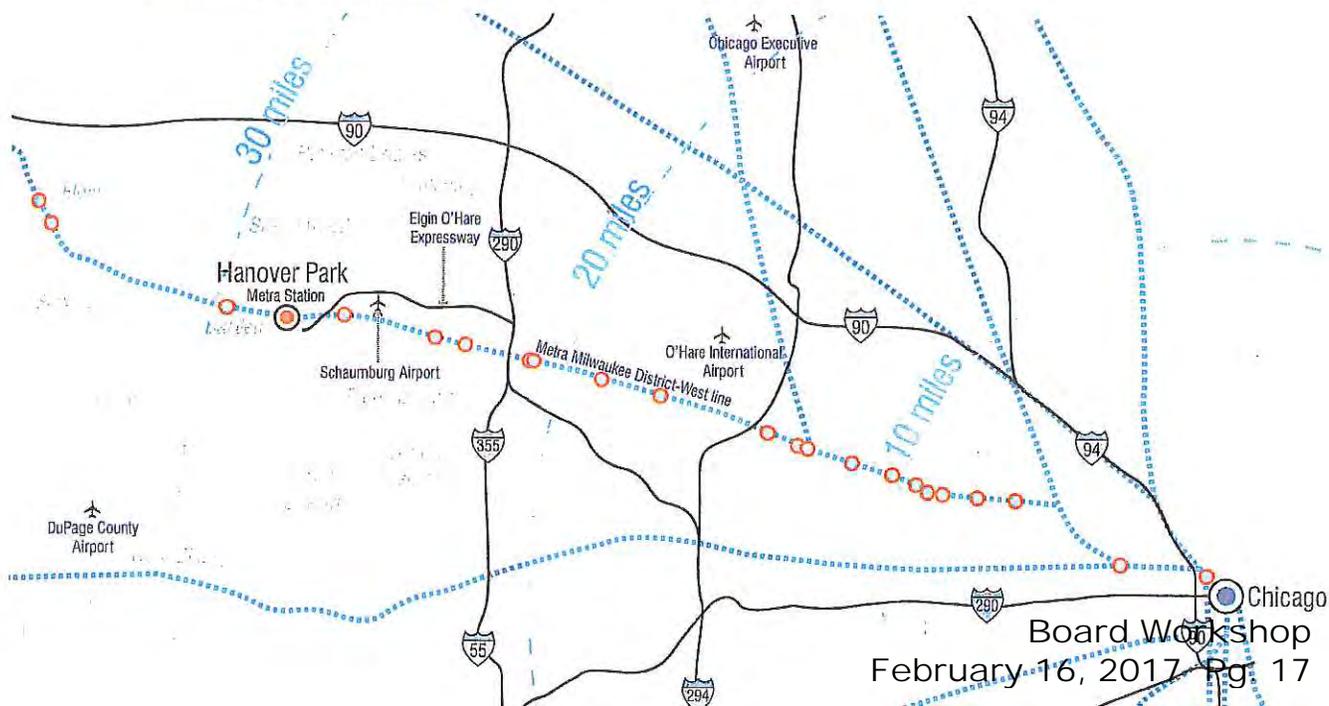
Twenty-Three Acre Busy Corner Site at Lake St. and Gary Avenue
Wendell Hollan - CBRE 630-573-7114



Seven Acre Site on Lake Street in Hanover Park - across from Metra
Jim Angelotti - CBRE
630-573-7093



Busy Corner Corner at Walnut Ave & Barrington Rd - Newly renovated Hanover Square Shopping Center
Michael Meksto - Meksto Group, Inc.
312-835-1719



Focus on village ctr. sites

Build a Downtown in...

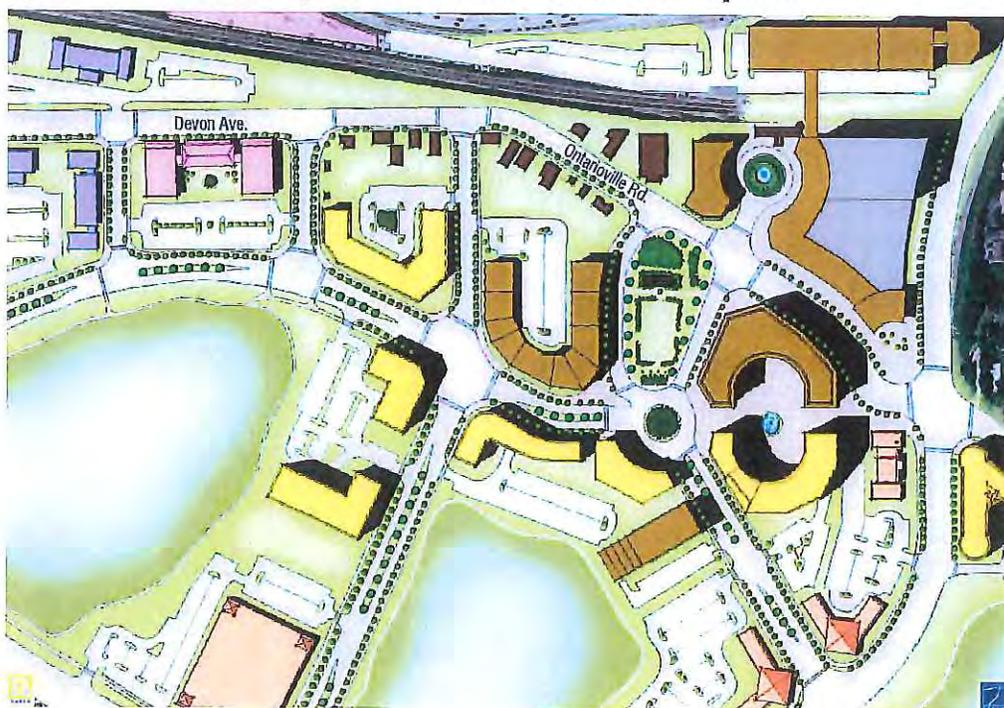
HANOVER PARK, ILLINOIS

WHERE YOU WANT TO BE!



Village Center Plan & Transit-Oriented Development Plan

Concept Plan for Future Development



The Village of Hanover Park adopted a Village Center and TOD Plan created by Teska in 2012. The Village is pro-development and pro-density in this area, and plans to utilize the future development of the Elgin-O'Hare boulevard expansion to create a future downtown Village Center for Hanover Park. With many high-density residential, commercial and mixed-use opportunities on the way, the Village Center will a vibrant place for business and residents. For the more details, please scan the QR code at the bottom of the page.

Village Center Land Use Map



- 1 story ancillary commercial
- 1 story gateway commercial
- Commercial
- Mixed use
- Office
- 7-8 story multi family residential
- 7-13 story mixed-use
- 2-4 story office
- 1 story business park
- Metropolitan, downtown area and residential parking
- Surface parking
- Wetlands and trails
- Historic Ontonagon

Shovel-Ready Land

CONTACT:

Shubhra Govind, AICP
 Director of Community & Economic Development
 Email: sgovind@hpil.org
 Phone: (630)-823-5781

Patrick Ainsworth, AICP
 Village Planner
 Email: pmainsworth@hpil.org
 Phone: (630)-823-5779

Village of Hanover Park, Illinois 2121
 Lake Street, Hanover Park, IL 60133

We look forward to working with you!

Please scan to view the
**Village Center &
 Board Workshop
 Transit-Oriented
 Development Plan**
 February 16, 2017 Pg. 13



HANOVER PARK, ILLINOIS

Shovel-Ready Land



Barrington Road & Maple Avenue This 2.7 acre site is immediately north of the intersection of busy Lake Street and Barrington Road near the Metra Station. It is currently being marketed by Jim Angelotti with CBRE: 630-573-7093.

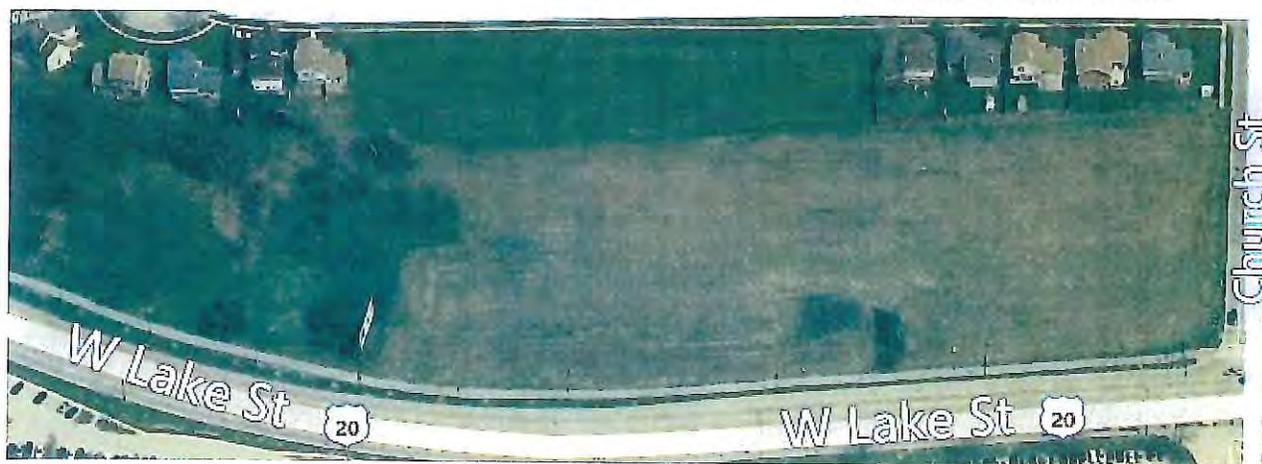


Hanover Square Shopping Center - This center is experiencing a renaissance with a \$3 million investment, new tenants and a new look. An outlot pad on the traffic signal corner of Walnut Road and Barrington Road is ready for development.

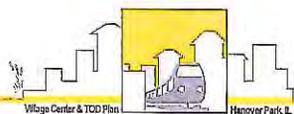


Lake Street & Barrington Road -

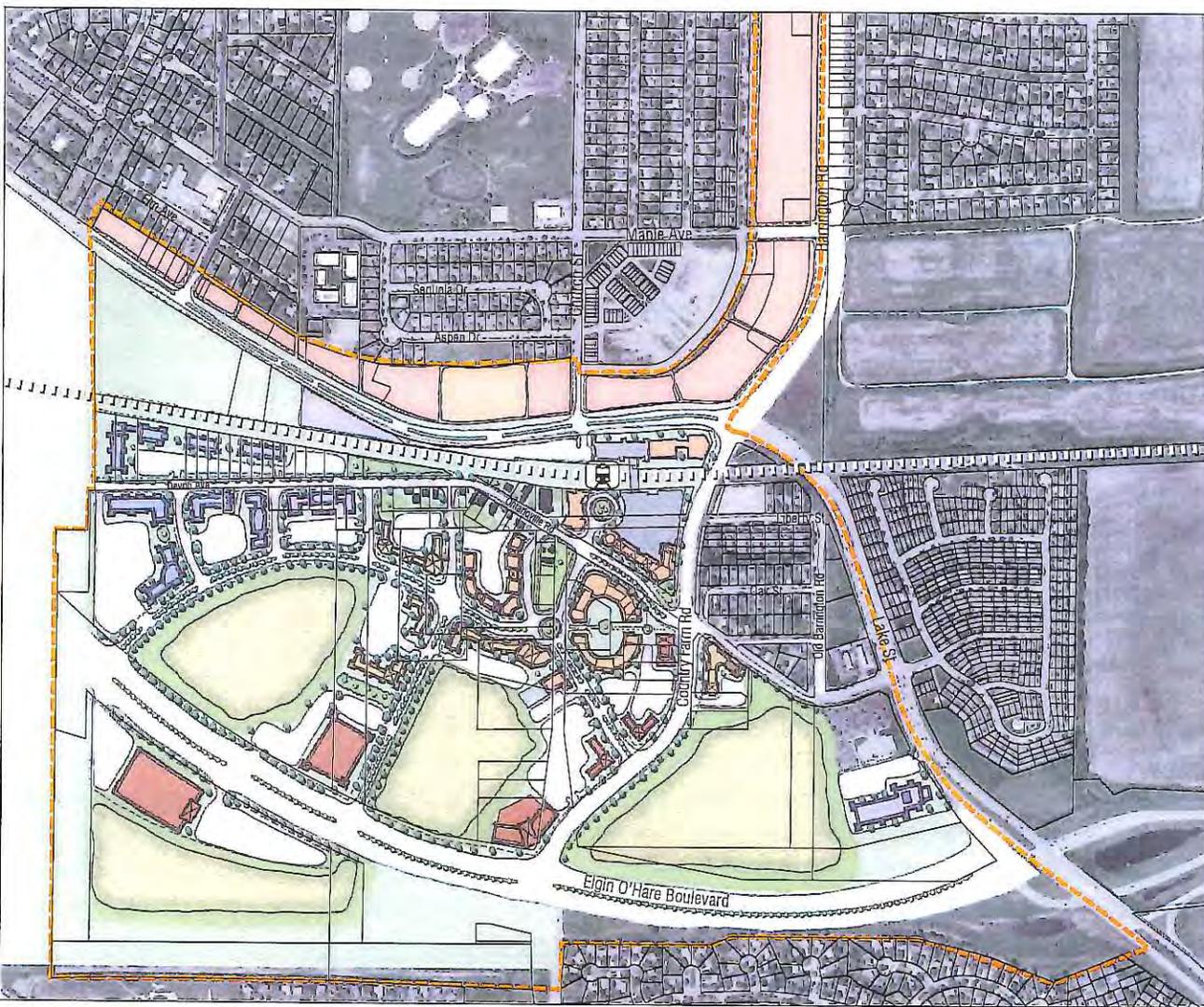
This area contains shovel-ready retail and mixed-use site with parking, detention and utilities already in place. The 5,897 square foot site represented by Maria Rossobillo (630-954-7306) with Mid-America is adjacent to the Church Street Station shopping center and directly north of the Hanover Park Metra Station which is the third busiest station on the Milwaukee District/West line.



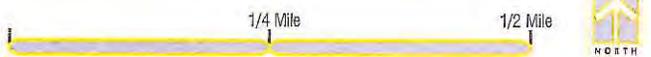
Lake Street & Church Street - This 7.46 acre site is immediately west of a new, 150 townhouse development called Church Street Station and all of which is located north of the Hanover Park Metra Station. An excellent opportunity for mixed-use development is available on this site which is being marketed by Jim Angelotti with CBRE: 630-573-7093.



Hanover Park Village Center Plan - Sketch showing parcel boundaries



-  Study Area Boundary
-  Metra Line
-  Metra Station
-  1 story anchor commercial
-  1 story gateway commercial
-  Commercial
-  Mixed-use
-  Office
-  7-9 story multi-family residential
-  7-13 story mixed-use
-  2-4 story office
-  1 story business park
-  Metra station, drop-off area and commuter parking
-  Surface parking
-  Wetlands
-  Historic Ontarioville



Prepared by Tesla Associates, Inc.

MARKET VOID ANALYSIS REPORTS

Staff uses data such as Market Void Analysis to specifically target businesses missing in the community and within a 3-mile radius. Here are examples of a couple pages from two Market Void Analysis reports conducted by commercial brokerage firms. They identify specific businesses by category where there is a void in the market. Staff then matches this info with the available properties and business location criteria to proceed with business recruitment:

Merchant Void Analysis



Lat/Lon: 41.9927/-88.1452

6602 Barrington Rd Hanover Park, IL 60133	Closest Location	Locations in 3 mi radius	Locations in Chicago-Naper-A-Edin
Restaurants Fast Food Major Confirmed			
Taco Bell		1	108
Wendy's		1	161
Restaurants Fast Food Minor			
VOID ASW	8.67 M NE	-	8
VOID Boston Market	8.14 M NE	-	27
VOID Checkers	15.27 M SE	-	17
Chick-fil-A		1	22
VOID Church's Chicken	17.81 M SE	-	21
Colver's		1	07
VOID Fazio's	88.38 M SE	-	1
Long John Silver's		1	25
Panda Express		1	67
Popeyes		1	85
VOID Rally's	44.09 M SE	-	3
VOID Red Burrito	55.45 M SE	-	2
VOID Steak 'n Shake	3.23 M NW	-	20
VOID White Castle	4.24 M NE	-	77
Wing Stop		1	43
Restaurants Ice Cream Smoothie			
Baskin-Robbins		1	257
VOID Ben & Jerry's	17.80 M NE	-	2
VOID Carvel	20.89 M NE	-	2
VOID Cold Stone Creamery	9.27 M SE	-	25
VOID Jamba Juice	6.62 M NE	-	20
VOID Maggie Moo's	58.39 M SE	-	1
VOID Monetta's	3.78 M SE	-	19



Merchant Void Analysis



Lat/Lon: 41.9927/-88.1452

6602 Barrington Rd Hanover Park, IL 60133	Closest Location	Locations in 5 mi radius	Locations in Cook
Auto Parts Tires			
AMCO		1	8
Advance Auto Parts		2	58
AutoZone		6	87
Car-X		2	20
CARQUEST		1	20
Discount Tire		3	11
Firestone		4	58
VOID Goodyear	35.24 M SE	-	2
VOID Grease Monkey	8.77 M NW	-	2
Jiffy Lube		9	61
VOID M&S	8.78 M NE	-	13
NAPA		3	10
NTE		2	11
O'Reilly		4	50
Prep Days		1	25
Quick Lane		1	9
Banks			
Associated Bank		2	8
Bank of America		3	150
BMO Harris Bank		10	53
Chase Bank		11	228
Clickbank		2	50
Fifth Third Bank		4	51
VOID First Merchants Bank	28.24 M SE	-	6
Fuzion Bank		1	25

BUSINESS RETENTION

Examples of Business Retention visit summary/follow-up

BUSINESS RETENTION VISIT SUMMARY

Business Name: Camcraft
 Address: 1080 Muirfield Rd
 Mtg with: Michael B. and Dan Olsen
 Village Rep: Shubhra Govind, Patrick Ainsworth
 Date: 1/14/16

Notes:

- Bought property in Bartlett, adds 100,000 sq ft
 - Could not find space in Hanover Park
- Manufacture engine components (mostly for auto industry)
- 33,0000 sq ft in Roselle – need to get out of Roselle
 - Small industrial recession going on for 6 months
 - 245 employees at the location (15% temp)
- Great internal training program
 - Talent pool – mainly unskilled
 - Build/train skills for top tech talent
 - Long term employees, apprenticeship for machining
- ACE: Alignment for Collaborative Education
- Would like to expand to aerospace – acquire a company
- Industry week – won ‘Best Plant’ award
 - Continuous Improvement Plan
 - E 2 B to 2 (Everybody Everyday Getting Better and Better)
- Send CONECT info
- “Village is easy to work with”
- Moved from Franklin Park to Hanover Park in 1994
- Manufacturers Summit Hanover Park with ECC and Harper
- Other companies: robotics, automation robotics company

- 6 million a year in new equipment
- Concerns about 'state finances'
 - A combination of revenues to get to stability
- Reverse commute discussed
 - Staff informed them of Metra program
 - Enquired how many of their staff take the train – would it be helpful if a shuttle was to connect the train station to their business?
 - They are not sure of how many employees take the train but sounded like a good option.
 - Explore a Pace bus option



BUSINESS RETENTION VISIT SUMMARY

Business Name: Richelieu
 Address: 6350 Church Road
 Mtg with: Craig Simons
 Village Rep: Shubhra Govind, Patrick Ainsworth, Dan Osoba
 Date: 1/22/16

Notes:

- They are wholesale mainly, selling products to Lowe's, Home Depot and Bed Bath and Beyond.
 - The storefront retail is used rarely for walk in customers and is not advertised by the business
 - Look into connecting Menards and Richelieu for Hanover Park business networking (using CONECT meetings or the Business After Hours event)
 - Richelieu wants to focus mainly on wholesale distribution for customers that know exactly what they are looking for
- Craig started in September 2015
- 100,000 skus, 12,000 stay on location (manufacture in other locations and distribute from this location)
- Retention survey growth/expansion question
 - Richelieu is a company based in Canada that is gradually buying new properties/companies
 - Used to be called Ekinast (family run business) and was sold to Richelieu during the recession
 - Expanded after the business was sold to Richelieu
- They may not be getting the email newsletter due to incorrect contact information
- Total sq ft of the building 84,000-86,000 with Richelieu the only business in the building
- Is Richelieu expanding/growing anytime in the near future?
 - Corporate has a 2-5 year spoke and hub plan for the business
 - A large 200,000 sq ft hub warehouse for the area that includes smaller distribution centers that can draw from the central hub for resources and materials
 - Can work with the village to stay in town | Richelieu plans to expand or relocate to a larger facility
 - All the available property information listed online including some small acreage land vacancies
 - Potentially have to increase the office space if this plan is realized (potential problem as the space seems limited at the current facility)

- Elgin/O'Hare expansion project
 - The project is going to be located very close to their facility
 - IDOT has acquired all the land except for the Benson property
 - The new boulevard will accommodate truck traffic and shipping routes to allow for industrial areas to stay there.
 - The village center strategic plan states that the area should be redeveloped (including the Richelieu location)
 - The Village does not have enough money to acquire the property anyway
 - The Village does not want to move something that is working well in an area that is also working well
 - Potentially not good economically for the area or Hanover Park as a whole
 - The plan also recommends the area to be the new central downtown district which would lead to an increase in the consumer population in the area
- The lease on the building from a Boston investment group still has at least 3 more years on it
- Left Franklin Park in 2007 to come to Hanover Park
 - The economic recession happened almost right after and hurt the business a lot
 - Currently doing well, they don't take out loans, and are very cash rich
 - All facilities except the Canada location are leased buildings
- We can offer and look into potential incentives to stay in Hanover Park (state grants)
- Hi-Lighter and other E-newsletter: email to the manager is fine
- Richelieu Employee information
 - IT employees are based in Canada and do remote work
 - Office staff is a sales position
 - Manufacturing and Warehouse jobs
 - Mostly from around the area, some in Hanover Park, some from Chicago
- Education and Work Center discussed – resources available to employees including ESL and GED training and career classes
- Does Richelieu have any problems with any State/Fed legislation from the past couple of years? – Not at this point
- Haven't had any problems with the village so far (since September)

BUSINESS RETENTION VISIT SUMMARY

Business Name: Insight
 Address: 1600 & 1560 Hunter Road
 Mtg with: Krista Cole
 Village Rep: Mayor, Shubhra Govind, Trustee Herb Porter
 Date: 1/2016

Notes:

- Recently renewed leases for both 1600 and 1560 buildings **until 2025**
 - Existing leases expire May 2016
- Follow up on Fire requirements – under-budgeted \$90,000
- Bucklen Industries
- Need for public transportation (from the train station)
 - More labor/warehouse type employees (limited-skill)
 - Talked about EWC
 - Selling Addison facility
- 238,000 sq ft for 1600 Hunter – all occupied
- 203,000 sq ft of which 43,000 sq ft will become available in March
 - Mary Beth – Liberty Properties broker for that property
- This is the distribution center for all of America
- Overall technology provider
 - Microsoft, John Deere (customers)
 - Can design sewer room, cloud services
 - Royal Caribbean cruise line
 - Lenovo, Fujitsu, Apple – Partners
- Travel/hotel needed for visiting clients
- ‘Heart, Hunger & harmony’
- Would like to Attend CONECT – agenda
- Email HiLighter

**FINANCIAL, MARKET, AND HOUSING
TRENDS AND DATA**

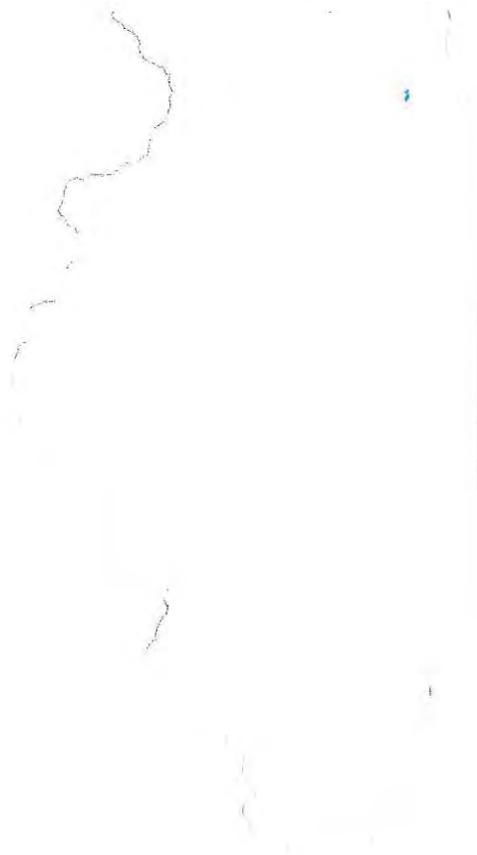
December 8, 2016



JOBS e Q

Economic Overview

Hanover Park, Illinois



DEMOGRAPHIC PROFILE 3

EMPLOYMENT TRENDS 5

WAGE TRENDS 5

COST OF LIVING INDEX..... 6

INDUSTRY SNAPSHOT 7

OCCUPATION SNAPSHOT 9

INDUSTRY CLUSTERS 11

EDUCATION LEVELS..... 11

REGION DEFINITION..... 12

FAQ..... 13

Demographic Profile

In 2010, the population in the Hanover Park, Illinois* was 38,103.

The region has a civilian labor force of 21,044 with a participation rate of 73.3%. Of individuals 25 to 64 in the Hanover Park, Illinois,* 22.7% have a bachelor's degree or higher which compares with 30.9% in the nation.

The median household income in the Hanover Park, Illinois* is \$66,593 and the median house value is \$179,200.

Summary ¹						
	Percent			Value		
	Proxy for Hanover Park, Illinois*	Illinois	USA	Proxy for Hanover Park, Illinois*	Illinois	USA
Demographics						
Population	—	—	—	38,103	12,830,632	308,745,538
Median Age ³	—	—	—	31.5	36.6	37.2
Under 18 Years	29.4%	24.4%	24.0%	11,199	3,129,179	74,181,467
18 to 24 Years	10.5%	9.7%	9.9%	3,990	1,246,307	30,672,088
25 to 34 Years	15.6%	13.8%	13.3%	5,952	1,775,957	41,063,948
35 to 44 Years	14.8%	13.5%	13.3%	5,627	1,725,890	41,070,606
45 to 54 Years	13.9%	14.6%	14.6%	5,307	1,870,879	45,006,716
55 to 64 Years	9.7%	11.5%	11.8%	3,702	1,473,207	36,482,729
65 to 74 Years	4.1%	6.6%	7.0%	1,563	849,535	21,713,429
75 Years, and Over	2.0%	5.9%	6.0%	763	759,678	18,554,555
Race: White	58.4%	71.5%	72.4%	22,266	9,177,877	223,553,265
Race: Black or African American	7.0%	14.5%	12.6%	2,679	1,866,414	38,929,319
Race: American Indian and Alaska Native	1.0%	0.3%	0.9%	399	43,963	2,932,248
Race: Asian	15.2%	4.6%	4.8%	5,797	586,934	14,674,252
Race: Native Hawaiian and Other Pacific Islander	0.0%	0.0%	0.2%	10	4,050	540,013
Race: Some Other Race	14.8%	6.7%	6.2%	5,647	861,412	19,107,368
Race: Two or More Races	3.4%	2.3%	2.9%	1,305	289,982	9,009,073
Hispanic or Latino (of any race)	38.2%	15.8%	16.3%	14,564	2,027,578	50,477,594
Economic						
Labor Force Participation Rate and Size (civilian population 16 years and over) ⁴	73.3%	65.9%	63.5%	21,044	6,701,592	157,940,014
Armed Forces Labor Force ⁴	0.1%	0.2%	0.4%	26	17,265	1,025,497
Veterans, Age 18-64 ⁴	2.3%	4.5%	5.8%	554	364,367	11,371,344
Median Household Income ^{3,4}	—	—	—	\$66,593	\$57,166	\$53,482
Per Capita Income ^{3,4}	—	—	—	\$23,032	\$30,019	\$28,555
Poverty Level (of all people) ⁴	13.5%	14.4%	15.6%	5,174	1,810,470	47,755,606
Households Receiving Food Stamps ⁴	12.4%	12.5%	13.0%	1,379	599,455	15,089,358
Mean Commute Time (minutes) ⁴	—	—	—	29.9	28.2	25.7
Commute via Public Transportation ⁴	3.6%	8.9%	5.1%	664	528,753	7,157,671

Summary ¹						
	Percent			Value		
	Proxy for Hanover Park, Illinois*	Illinois	USA	Proxy for Hanover Park, Illinois*	Illinois	USA
Union Membership ⁵	10.3%	14.9%	11.1%	—	—	—
Educational Attainment, Age 25-64						
No High School Diploma ⁴	22.5%	10.7%	12.0%	4,749	731,050	19,939,890
High School Graduate ⁴	26.8%	24.8%	26.5%	5,670	1,705,521	44,000,387
Some College, No Degree ⁴	19.6%	21.8%	21.9%	4,153	1,495,538	36,270,359
Associate's Degree ⁴	8.3%	8.4%	8.7%	1,763	573,316	14,487,486
Bachelor's Degree ⁴	17.0%	21.6%	19.7%	3,599	1,484,545	32,646,533
Postgraduate Degree ⁴	5.7%	12.7%	11.2%	1,204	874,302	18,533,513
Housing						
Total Housing Units ⁴	—	—	—	11,705	5,299,433	132,741,033
Median House Value (of owner-occupied units) ^{3,4}	—	—	—	\$179,200	\$175,700	\$175,700
Homeowner Vacancy ⁴	1.7%	2.2%	2.1%	152	72,018	1,591,421
Rental Vacancy ⁴	2.7%	6.7%	6.9%	72	115,492	3,105,361
Renter-Occupied Housing Units (% of Occupied Units) ⁴	22.8%	33.1%	35.6%	2,537	1,583,926	41,423,632
Occupied Housing Units with No Vehicle Available (% of Occupied Units) ⁴	2.7%	10.8%	9.1%	305	515,427	10,594,153
Social						
Enrolled in Grade 12 (% of total population) ⁴	1.9%	1.5%	1.4%	727	189,894	4,443,768
Disconnected Youth ^{4,6}	2.6%	3.1%	3.3%	72	22,439	572,277
Children in Single Parent Families (% of all children) ⁴	31.3%	33.2%	34.7%	3,391	973,494	24,388,185
Disabled, Age 18-64 ⁴	7.7%	8.4%	10.2%	1,901	669,137	19,703,061
Disabled, Age 18-64, Labor Force Participation Rate and Size ⁴	49.3%	43.7%	41.2%	937	292,080	8,119,295
Foreign Born ⁴	34.8%	13.9%	13.1%	13,357	1,786,926	41,056,885
Speak English Less Than Very Well (population 5 yrs and over) ⁴	28.3%	9.3%	8.6%	10,097	1,122,349	25,305,202

Source: JobsEQ®

1, Census 2010, unless noted otherwise

2, Census 2015, annual average growth rate since 2005

3, Median values for certain aggregate regions (such as MSAs) may be estimated as the weighted averages of the median values from the composing counties.

4, ACS 2010-2014

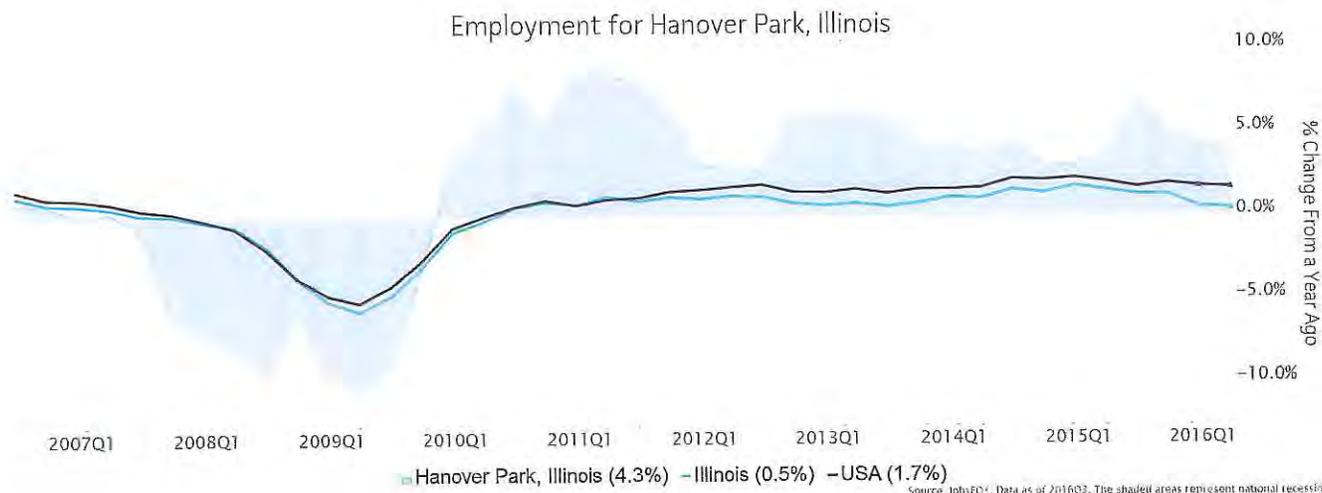
5, 2014; Current Population Survey, unionstats.com, and Chmura; county- and zip-level data are best estimates based upon industry-, MSA-, and state-level data

6, Disconnected Youth are 16-19 year olds who are (1) not in school, (2) not high school graduates, and (3) either unemployed or not in the labor force.

* This user-defined region contains one or more partial ZCTA areas. Any such partial ZCTA within this region definition has been replaced by the full ZCTA for purposes of being described via the above data.

Employment Trends

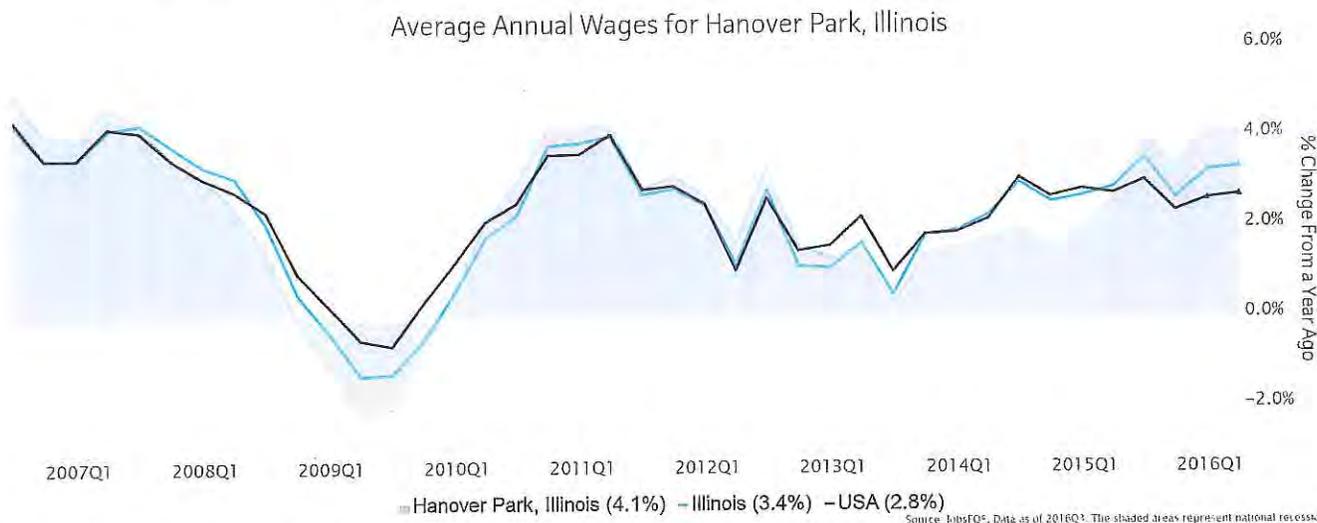
As of 2016Q3, total employment for the Hanover Park, Illinois was 7,794 (based on a four-quarter moving average). Over the year ending 2016Q3, employment increased 4.3% in the region.



Employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and imputed where necessary. Data are updated through 2016Q1 with preliminary estimates updated to 2016Q3.

Wage Trends

The average worker in the Hanover Park, Illinois earned annual wages of \$61,478 as of 2016Q3. Average annual wages per worker increased 4.1% in the region during the preceding four quarters. For comparison purposes, annual average wages were \$52,724 in the nation as of 2016Q3.



Annual average wages per worker data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and imputed where necessary. Data are updated through 2016Q1 with preliminary estimates updated to 2016Q3.

Cost of Living Index

The Cost of Living Index estimates the relative price levels for consumer goods and services. When applied to wages and salaries, the result is a measure of relative purchasing power. The cost of living is 7.6% higher in Hanover Park, Illinois than the U.S. average.

Cost of Living Information			
	Annual Average Salary	Cost of Living Index (Base US)	US Purchasing Power
Hanover Park, Illinois	\$63,346	107.6	\$58,895
Illinois	\$57,150	99.3	\$57,529
USA	\$53,758	100.0	\$53,758

Source: [JobsEQ®](#)

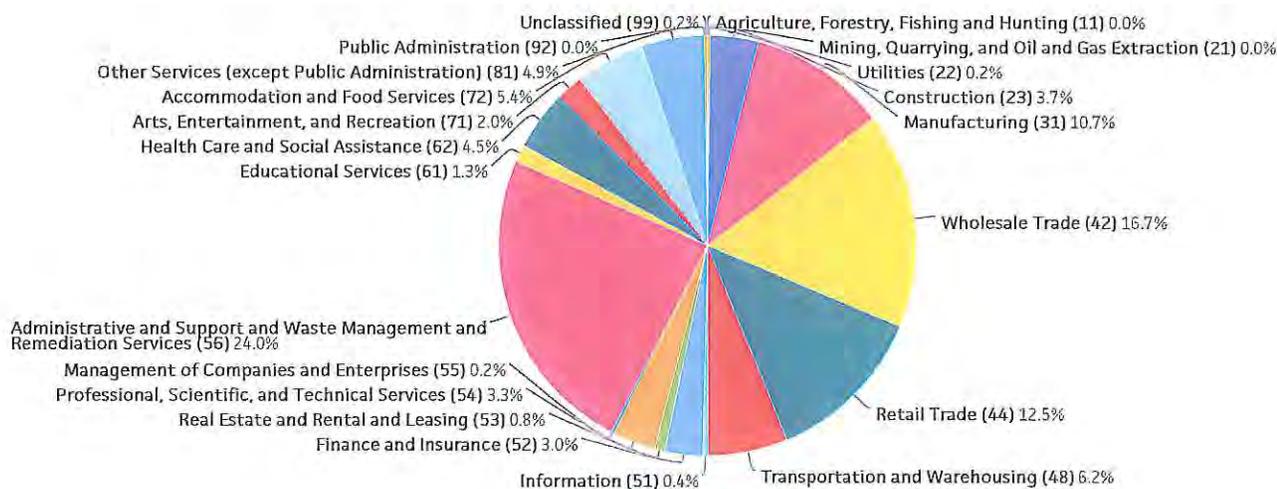
Data as of 2016Q3

The Cost of Living Index is developed by Chmura Economics & Analytics and is updated quarterly.

Industry Snapshot

The largest sector in the Hanover Park, Illinois is Administrative and Support and Waste Management and Remediation Services, employing 1,868 workers. The next-largest sectors in the region are Wholesale Trade (1,299 workers) and Retail Trade (976). High location quotients (LQs) indicate sectors in which a region has high concentrations of employment compared to the national average. The sectors with the largest LQs in the region are Wholesale Trade (LQ = 4.23), Administrative and Support and Waste Management and Remediation Services (3.69), and Transportation and Warehousing (1.50).

Total Workers for Hanover Park, Illinois by Industry



Source: JobsEQ®, Data as of 2016Q3

Employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and imputed where necessary. Data are updated through 2016Q1 with preliminary estimates updated to 2016Q3.

Sectors in the Hanover Park, Illinois with the highest average wages per worker are Management of Companies and Enterprises (\$135,188), Finance and Insurance (\$106,762), and Utilities (\$93,656). Regional sectors with the best job growth (or most moderate job losses) over the last 5 years are Administrative and Support and Waste Management and Remediation Services (+754 jobs), Retail Trade (+186), and Manufacturing (+163).

Over the next 10 years, employment in the Hanover Park, Illinois is projected to expand by 96 jobs. The fastest growing sector in the region is expected to be Professional, Scientific, and Technical Services with a +1.0% year-over-year rate of growth. The strongest forecast by number of jobs over this period is expected for Administrative and Support and Waste Management and Remediation Services (+128 jobs), Health Care and Social Assistance (+37), and Professional, Scientific, and Technical Services (+28).

		Current			Historical				Forecast		
		Four Quarters Ending with 2016q3			Total Change over the Last 5 Years	Average Annual % Change in Employment 2011q3-2016q3			Over the Next 10 Years		
NAICS	Industry	Empl	Avg. Annual Wages	Location Quotient	Empl	Hanover Park, Illinois	Illinois	USA	Total Approx Repl Demand	Total Growth Demand	Avg. Annual Growth Percent
11	Agriculture, Forestry, Fishing and Hunting	0	n/a	0.00	0	n/a	1.3%	1.3%	0	0	-0.4%
22	Utilities	17	\$93,656	0.40	-7	-6.5%	0.1%	0.1%	4	1	0.7%
23	Construction	285	\$65,272	0.67	42	3.3%	1.6%	3.1%	57	19	0.6%
31	Manufacturing	836	\$67,372	1.29	163	4.4%	0.1%	1.1%	184	-87	-1.1%
42	Wholesale Trade	1,299	\$82,337	4.23	163	2.7%	0.7%	1.2%	284	-14	-0.1%
44	Retail Trade	976	\$31,171	1.15	186	4.3%	0.8%	1.5%	299	-12	-0.1%
48	Transportation and Warehousing	481	\$59,429	1.50	153	8.0%	1.8%	2.4%	121	-27	-0.6%
51	Information	30	\$83,315	0.19	-3	-1.8%	-0.5%	0.7%	7	-6	-2.0%
52	Finance and Insurance	231	\$106,762	0.74	7	0.6%	0.4%	1.0%	56	14	0.6%
53	Real Estate and Rental and Leasing	62	\$65,129	0.47	5	1.7%	1.6%	1.8%	14	-2	-0.2%
54	Professional, Scientific, and Technical Services	260	\$88,658	0.51	24	2.0%	2.7%	2.6%	56	28	1.0%
55	Management of Companies and Enterprises	13	\$135,188	0.12	-9	-9.5%	-0.5%	3.0%	3	0	0.0%
56	Administrative and Support and Waste Management and Remediation Services	1,868	\$38,906	3.69	754	10.9%	2.6%	2.9%	430	128	0.7%
61	Educational Services	105	\$44,134	0.16	11	2.2%	-0.2%	0.4%	22	4	0.4%
62	Health Care and Social Assistance	355	\$47,982	0.32	93	6.3%	1.2%	2.3%	71	37	1.0%
71	Arts, Entertainment, and Recreation	159	\$23,853	1.04	27	3.8%	1.9%	2.3%	49	5	0.3%
72	Accommodation and Food Services	418	\$22,333	0.60	-13	-0.6%	2.6%	3.2%	147	6	0.1%
81	Other Services (except Public Administration)	379	\$40,402	1.09	-23	-1.2%	0.1%	0.0%	95	1	0.0%
92	Public Administration	1	\$69,189	0.00	0	-3.9%	-0.5%	-0.2%	0	0	-0.2%
99	Unclassified	18	\$35,120	1.02	10	17.2%	19.9%	15.8%	4	1	0.3%
	Total - All Industries	7,794	\$61,478	1.00	1,584	4.6%	1.1%	1.7%	1,898	96	0.1%

Source: [JobsEQ®](#)

Employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and imputed where necessary. Data are updated through 2016Q1 with preliminary estimates updated to 2016Q3. Forecast employment growth uses national projections adapted for regional growth patterns.

Occupation Snapshot

The largest major occupation group in the Hanover Park, Illinois is Office and Administrative Support Occupations, employing 1,443 workers. The next-largest occupation groups in the region are Sales and Related Occupations (1,024 workers) and Transportation and Material Moving Occupations (1,004). High location quotients (LQs) indicate occupation groups in which a region has high concentrations of employment compared to the national average. The major groups with the largest LQs in the region are Production Occupations (LQ = 2.05), Transportation and Material Moving Occupations (1.91), and Sales and Related Occupations (1.26).

Occupation groups in the Hanover Park, Illinois with the highest average wages per worker are Management Occupations (\$114,700), Legal Occupations (\$108,200), and Computer and Mathematical Occupations (\$82,500). The unemployment rate in the region varied among the major groups from 1.4% among Legal Occupations to 8.0% among Food Preparation and Serving Related Occupations.

Over the next 10 years, the fastest growing occupation group in the Hanover Park, Illinois is expected to be Healthcare Support Occupations with a +1.0% year-over-year rate of growth. The strongest forecast by number of jobs over this period is expected for Transportation and Material Moving Occupations (+20 jobs) and Construction and Extraction Occupations (+18). Over the same period, the highest replacement demand (occupation demand due to retirements and workers moving from one occupation to another) is expected in Office and Administrative Support Occupations (333 jobs) and Sales and Related Occupations (304).

Occupation Snapshot in Hanover Park, Illinois														
		Current					Historical				Forecast			
		Four Quarters Ending with 2016q3			2016q3		Total Change over the Last 5 Years	Avg Ann % Chg in Empl 2011q3-2016q3			Over the Next 10 Years			
SOC	Title	Empl	Avg. Annual Wages ¹	LQ	Unempl	Unempl Rate	Empl	Hanover Park, Illinois	Illinois	USA	Current Online Job Ads ²	Total Repl Demand	Total Growth Demand	Avg. Annual Growth Percent
11-0000	Management Occupations	402	\$114,700	0.86	30	2.4%	59	3.2%	0.8%	1.5%	24	121	4	0.1%
13-0000	Business and Financial Operations Occupations	340	\$71,300	0.89	41	3.5%	58	3.8%	1.2%	1.6%	6	77	17	0.5%
15-0000	Computer and Mathematical Occupations	262	\$82,500	1.22	25	3.4%	89	8.6%	2.2%	2.6%	42	39	17	0.6%
17-0000	Architecture and Engineering Occupations	96	\$81,100	0.74	7	2.0%	20	4.7%	0.7%	1.2%	4	24	-1	-0.1%
19-0000	Life, Physical, and Social Science Occupations	24	\$70,300	0.39	2	1.7%	7	7.3%	0.3%	1.2%	8	8	2	0.7%
21-0000	Community and Social Service Occupations	31	\$47,500	0.25	7	3.1%	9	6.8%	0.5%	1.6%	0	7	2	0.7%
23-0000	Legal Occupations	29	\$108,200	0.48	2	1.4%	5	3.8%	0.0%	0.3%	0	6	3	0.9%
25-0000	Education, Training, and Library Occupations	109	\$49,900	0.25	46	5.5%	22	4.5%	0.0%	0.5%	22	24	7	0.6%
27-	Arts, Design,	110	\$54,800	0.81	16	4.5%	7	1.4%	0.6%	1.3%	0	38	1	0.0%

Occupation Snapshot in Hanover Park, Illinois														
		Current					Historical				Forecast			
		Four Quarters Ending with 2016q3			2016q3		Total Change over the Last 5 Years	Avg Ann % Chg in Empl 2011q3-2016q3			Over the Next 10 Years			
SOC	Title	Empl	Avg. Annual Wages ¹	LQ	Unempl	Unempl Rate	Empl	Hanover Park, Illinois	Illinois	USA	Current Online Job Ads ²	Total Repl Demand	Total Growth Demand	Avg. Annual Growth Percent
0000	Entertainment, Sports, and Media Occupations													
29-0000	Healthcare Practitioners and Technical Occupations	228	\$72,000	0.52	20	1.9%	91	10.8%	0.8%	1.6%	24	46	16	0.7%
31-0000	Healthcare Support Occupations	144	\$30,300	0.63	29	5.3%	50	8.8%	1.4%	2.3%	14	31	15	1.0%
33-0000	Protective Service Occupations	36	\$32,400	0.24	13	4.1%	5	3.1%	0.8%	0.9%	6	6	1	0.2%
35-0000	Food Preparation and Serving Related Occupations	482	\$22,600	0.72	118	8.0%	22	0.9%	2.4%	3.0%	46	172	10	0.2%
37-0000	Building and Grounds Cleaning and Maintenance Occupations	219	\$31,000	0.78	44	6.1%	33	3.3%	0.8%	1.1%	16	50	4	0.2%
39-0000	Personal Care and Service Occupations	240	\$28,700	0.78	36	5.0%	40	3.7%	1.4%	2.2%	14	77	13	0.5%
41-0000	Sales and Related Occupations	1,024	\$48,400	1.26	131	5.1%	161	3.5%	0.8%	1.5%	142	304	0	0.0%
43-0000	Office and Administrative Support Occupations	1,443	\$38,000	1.23	175	4.9%	313	5.0%	1.0%	1.7%	116	333	-37	-0.3%
45-0000	Farming, Fishing, and Forestry Occupations	8	\$30,200	0.15	n/a	n/a	-5	-10.4%	1.9%	1.8%	0	2	0	-0.3%
47-0000	Construction and Extraction Occupations	253	\$65,500	0.73	41	5.5%	43	3.8%	1.2%	2.4%	6	48	18	0.7%
49-0000	Installation, Maintenance, and Repair Occupations	320	\$49,800	1.07	31	4.0%	46	3.2%	1.1%	1.7%	42	78	5	0.2%
51-0000	Production Occupations	989	\$35,300	2.05	116	6.8%	266	6.5%	0.7%	1.5%	32	259	-21	-0.2%
53-0000	Transportation and Material Moving Occupations	1,004	\$34,500	1.91	146	7.8%	242	5.7%	1.7%	2.2%	138	277	20	0.2%
00-0000	Total - All Occupations	7,794	\$47,600	1.00	n/a	n/a	1,584	4.6%	1.1%	1.7%	702	2,027	96	0.1%

Source: [JobsEQ®](#)

Data as of 2016Q3 unless noted otherwise

Note: Figures may not sum due to rounding.

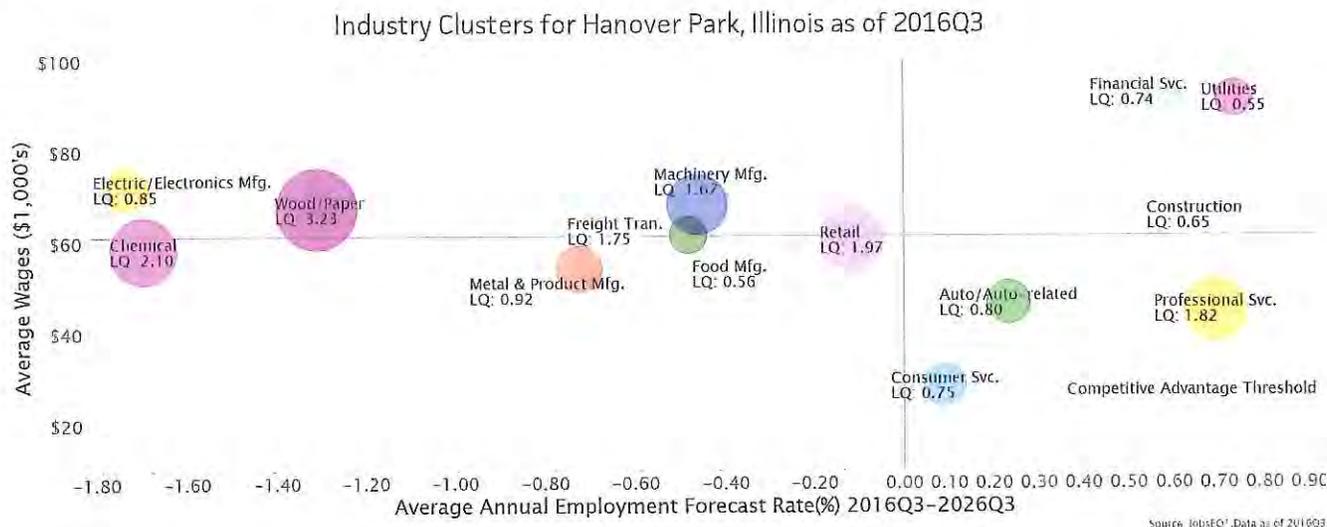
1. Occupation wages are as of 2015 and should be taken as the average for all Covered Employment

2. Data represent found online ads active within the last thirty days in any zip code intersecting or within the selected region; data represents a sampling rather than the complete universe of postings.

Occupation employment data are estimated via industry employment data and the estimated industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2016Q1, imputed where necessary with preliminary estimates updated to 2016Q3. Wages by occupation are as of 2015 provided by the BLS and imputed where necessary. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

Industry Clusters

A cluster is a geographic concentration of interrelated industries or occupations. The industry cluster in the Hanover Park, Illinois with the highest relative concentration is Wood/Paper with a location quotient of 3.23. This cluster employs 210 workers in the region with an average wage of \$67,478. Employment in the Wood/Paper cluster is projected to contract in the region about 1.3% per year over the next ten years.

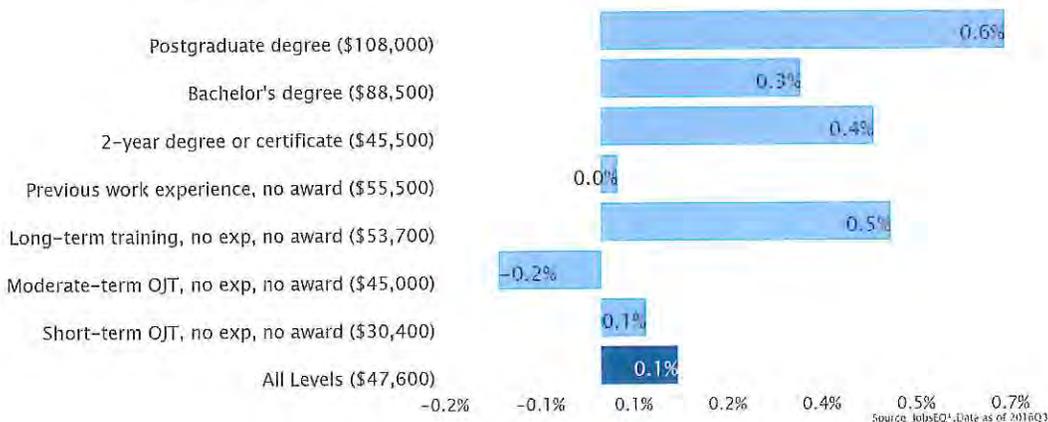


Location quotient and average wage data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics, imputed where necessary, and updated through 2016Q1 with preliminary estimates updated to 2016Q3. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

Education Levels

Expected growth rates for occupations vary by the education and training required. While all employment in the Hanover Park, Illinois is projected to grow 0.1% over the next ten years, occupations typically requiring a postgraduate degree are expected to grow 0.6% per year, those requiring a bachelor's degree are forecast to grow 0.3% per year, and occupations typically needing a 2-year degree or certificate are expected to grow 0.4% per year.

Annual Average Projected Job Growth by Training Required for Hanover Park, Illinois



Employment by occupation data are estimates as of 2016Q3. Education levels of occupations are based on BLS assignments. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

Region Definition

Hanover Park, Illinois is defined as the following zip code tabulation areas: ZCTA 60133 (Cook County, IL portion); ZCTA 60133 (Du Page County, IL portion)

FAQ

What is a location quotient?

A location quotient (LQ) is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an industry (or occupation) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

What is replacement demand?

Replacement demand is the number of jobs required due to replacements—retirements and turnover resulting from workers moving from one occupation into another. Note that replacement demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. The replacement demand shown in this report may also be understated; thus, it can be taken to be a minimum measure of the number of workers who will need to be trained for the occupation due to replacements. The total projected demand for an occupation is the sum of the replacement demand and the growth demand (which is the increase or decrease of jobs in an occupation expected due to expansion or contraction of the overall number of jobs in that occupation).

What is a cluster?

A cluster is a geographic concentration of interrelated industries or occupations. If a regional cluster has a location quotient of 1.25 or greater, the region is considered to possess a *competitive advantage* in that cluster.

What is the difference between industry wages and occupation wages?

Industry wages and occupation wages are estimated via separate data sets, often the time periods being reported do not align, and wages are defined slightly differently in the two systems (for example, certain bonuses are included in the industry wages but not the occupation wages). It is therefore common that estimates of the average industry wages and average occupation wages in a region do not match exactly.

What is NAICS?

The North American Industry Classification System (NAICS) is used to classify business establishments according to the type of economic activity. The NAICS Code comprises six levels, from the “all industry” level to the 6-digit level. The first two digits define the top level category, known as the “sector,” which is the level examined in this report.

What is SOC?

The Standard Occupational Classification system (SOC) is used to classify workers into occupational categories. All workers are classified into one of over 820 occupations according to their occupational definition. To facilitate classification, occupations are combined to form 23 major groups, 96 minor groups, and 449 occupation groups. Each occupation group includes detailed occupations requiring similar job duties, skills, education, or experience.

About This Report

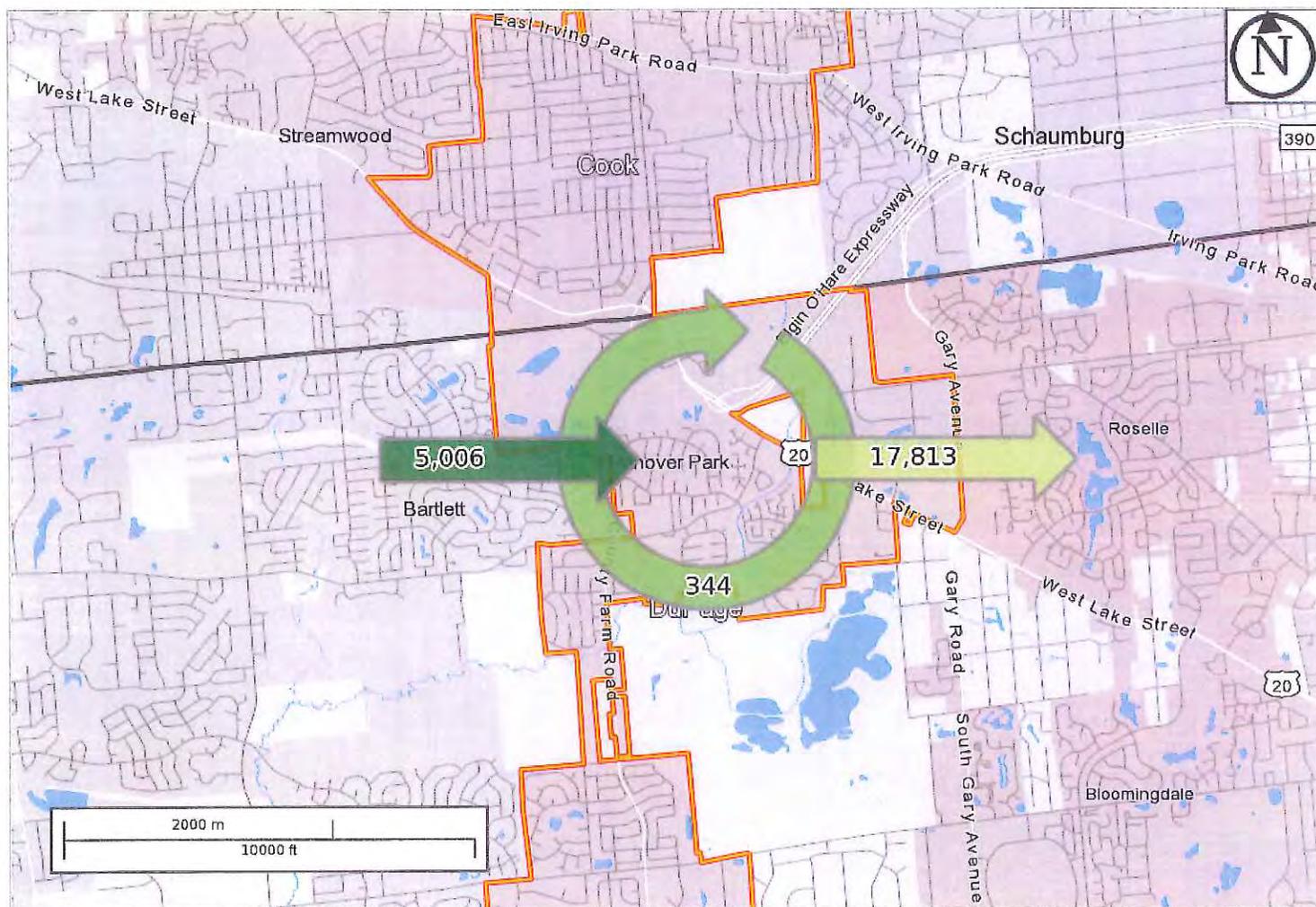
This report and all data herein were produced by JobsEQ®, a product of Chmura Economics & Analytics. The information contained herein was obtained from sources we believe to be reliable. However, we cannot guarantee its accuracy and completeness.

OnTheMap

Inflow/Outflow Report Primary Jobs for All Workers in 2014

Created by the U.S. Census Bureau's OnTheMap <http://onthemap.ces.census.gov> on 01/24/2017

Inflow/Outflow Counts of Primary Jobs for Selection Area in 2014 All Workers



Map Legend

Selection Areas

Analysis Selection

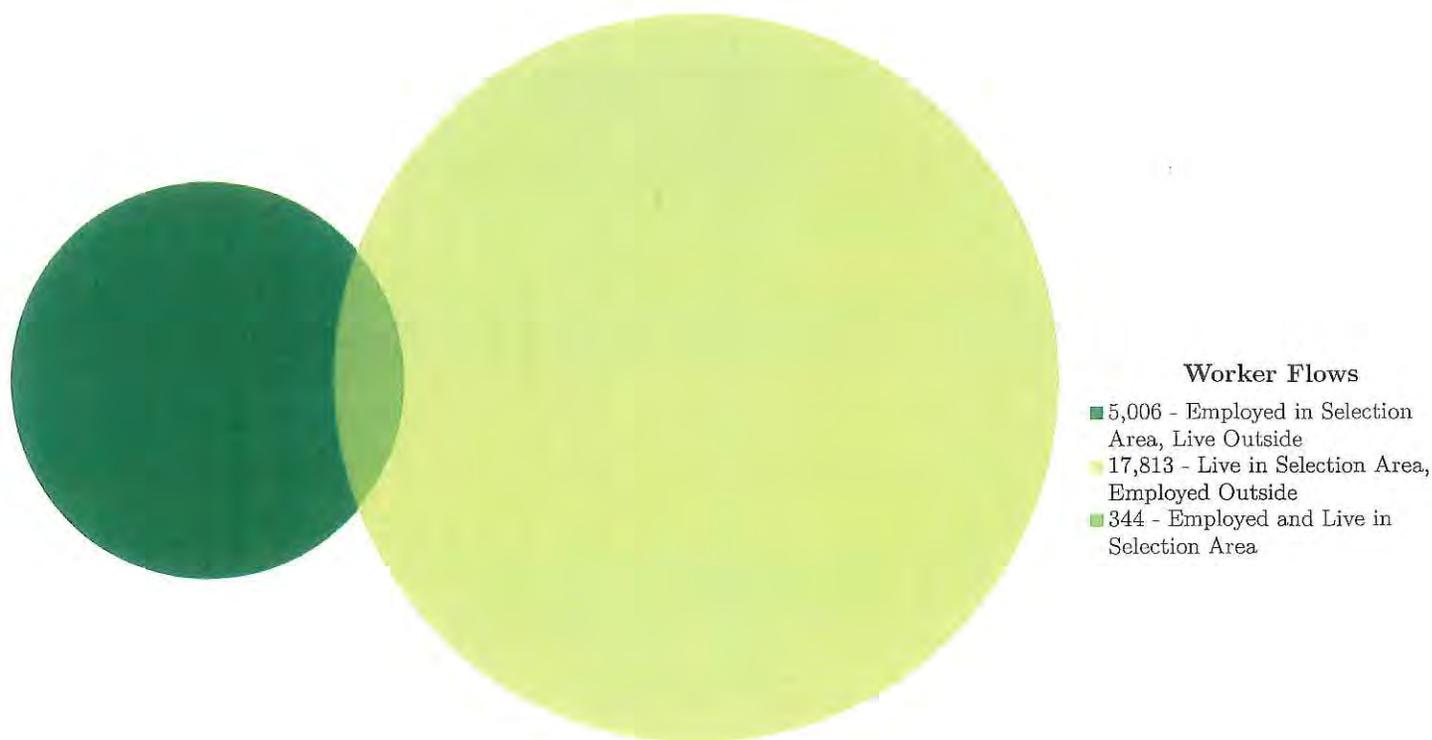
Inflow/Outflow

- Employed and Live in Selection Area
 - Employed in Selection Area, Live Outside
 - Live in Selection Area, Employed Outside
- Note: Overlay arrows do not indicate directionality of worker flow between home and employment locations.



Inflow/Outflow Counts of Primary Jobs for Selection Area in 2014

All Workers



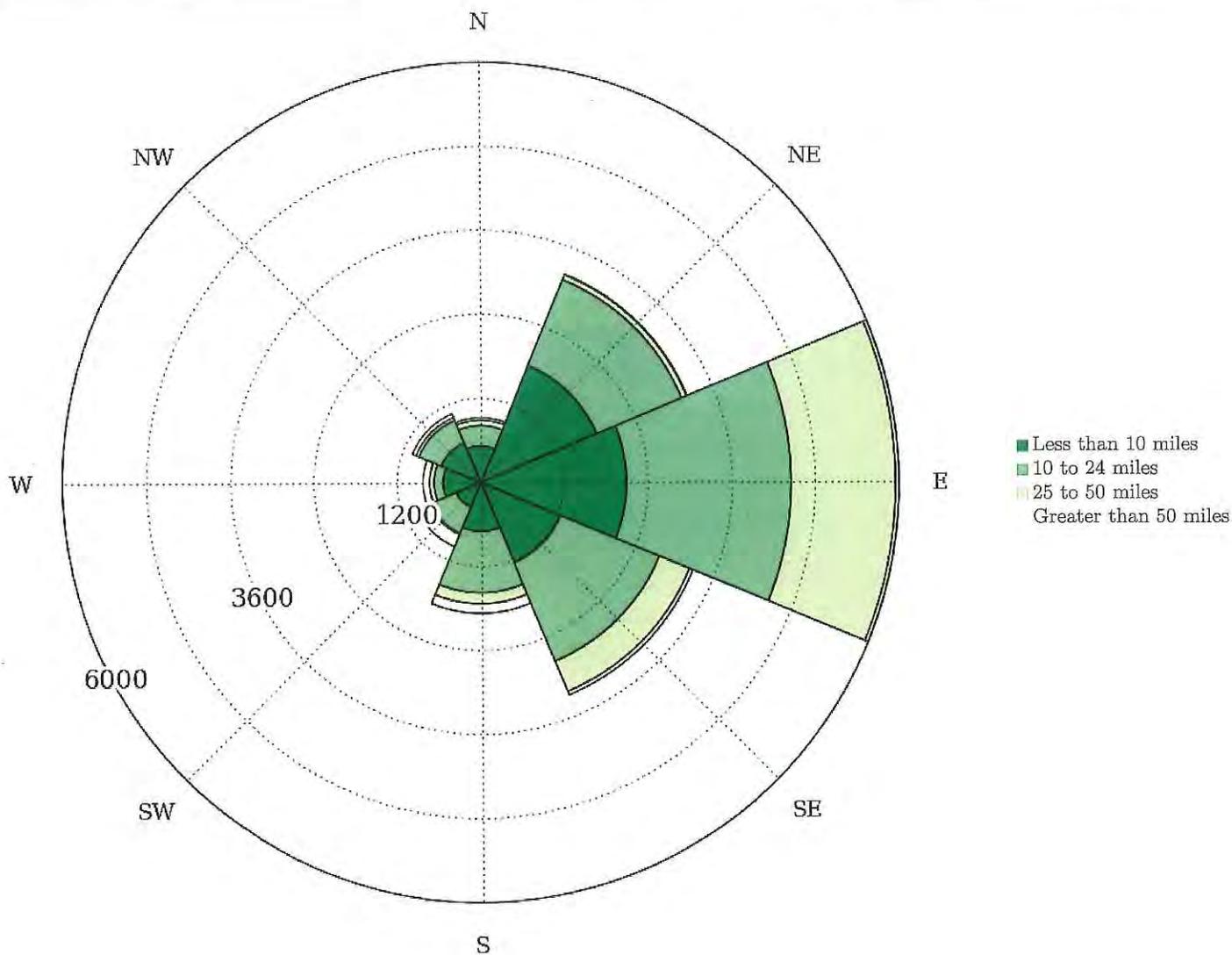
Inflow/Outflow Counts of Primary Jobs for Selection Area in 2014

All Workers

Worker Totals and Flows	2014	
	Count	Share
Employed in the Selection Area	5,350	100.0
Employed in the Selection Area but Living Outside	5,006	93.6
Employed and Living in the Selection Area	344	6.4
Living in the Selection Area	18,157	100.0
Living in the Selection Area but Employed Outside	17,813	98.1
Living and Employed in the Selection Area	344	1.9

Primary Jobs for All Workers in 2014

Distance and Direction from Home Census Block to Work Census Block, Living in Selection Area



Primary Jobs for All Workers in 2014

Distance from Home Census Block to Work Census Block, Living in Selection Area

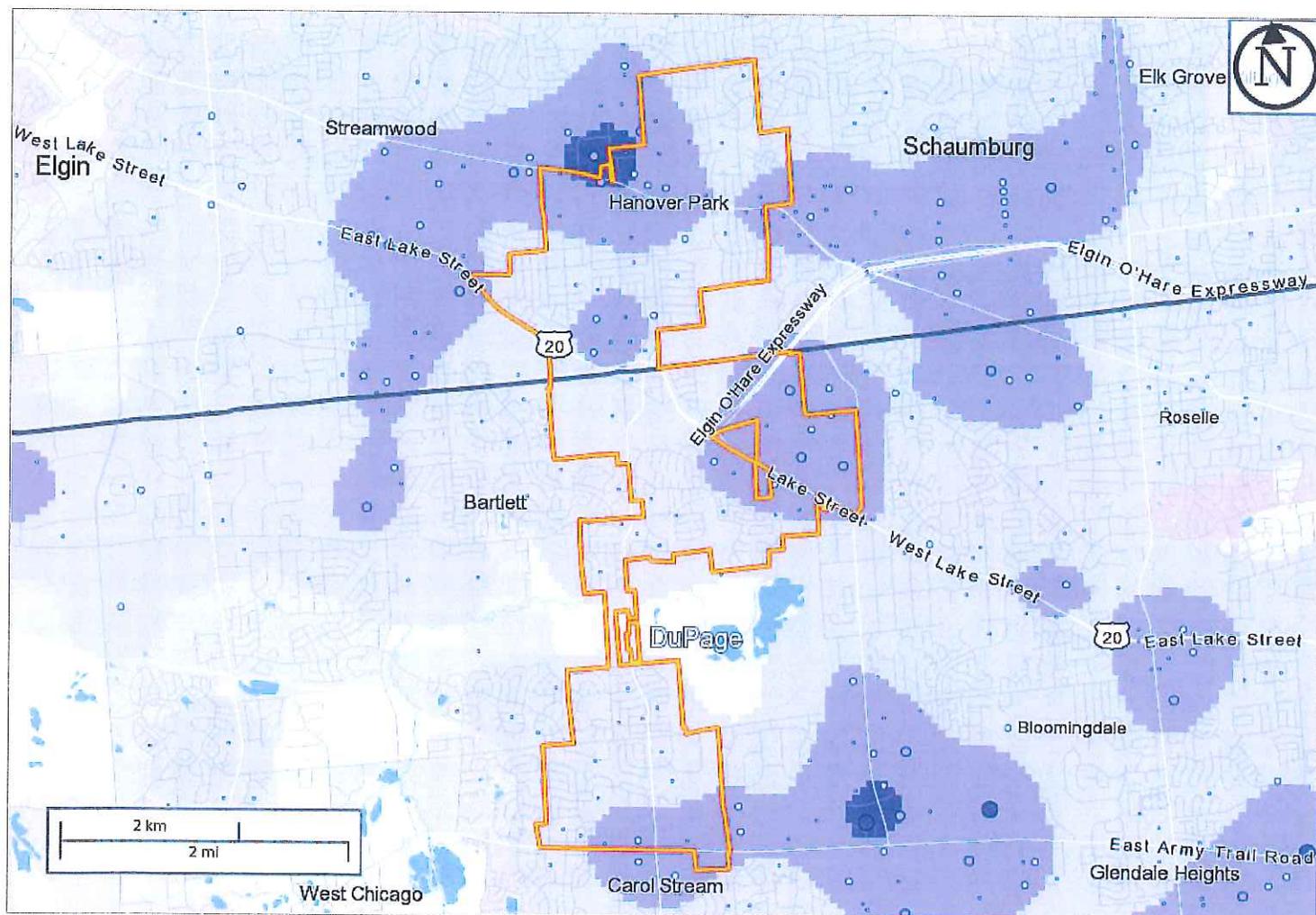
Distance	2014	
	Count	Share
Total Primary Jobs	18,157	100.0
Less than 10 miles	7,894	43.5
10 to 24 miles	7,237	39.9
25 to 50 miles	2,415	13.3
Greater than 50 miles	611	3.4

OnTheMap

Distance/Direction Report - Home to Work Primary Jobs for All Workers in 2014

Created by the U.S. Census Bureau's OnTheMap <http://onthemap.ces.census.gov> on 01/24/2017

Counts and Density of Work Locations for Primary Jobs in Home Selection Area in 2014 All Workers



Map Legend

Job Density [Jobs/Sq. Mile]

- 5 - 51
- 52 - 189
- 190 - 420
- 421 - 744
- 745 - 1,160

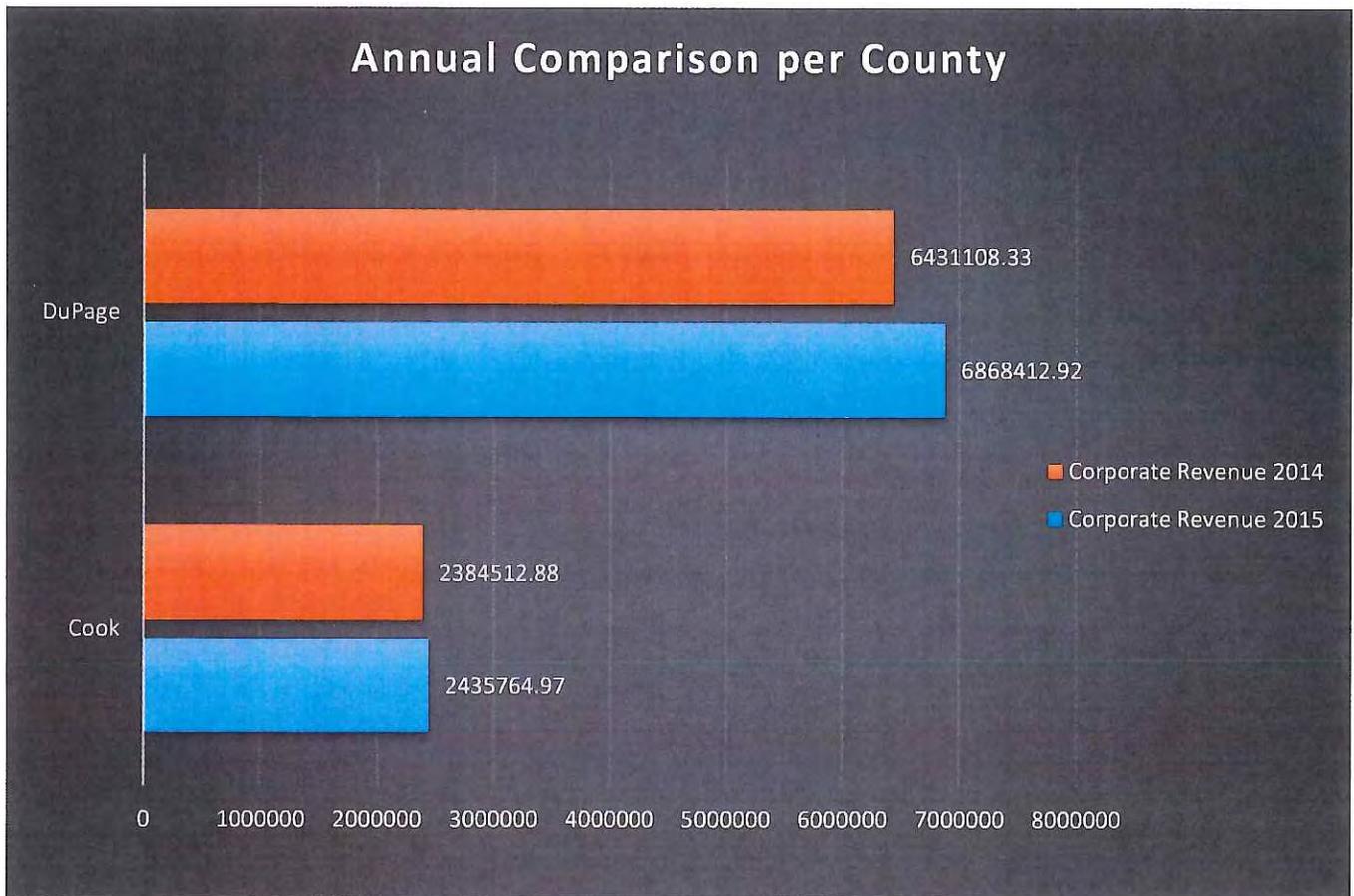
Job Count [Jobs/Census Block]

- 1 - 5
- 6 - 20
- 21 - 45
- 46 - 79
- 80 - 124

Selection Areas

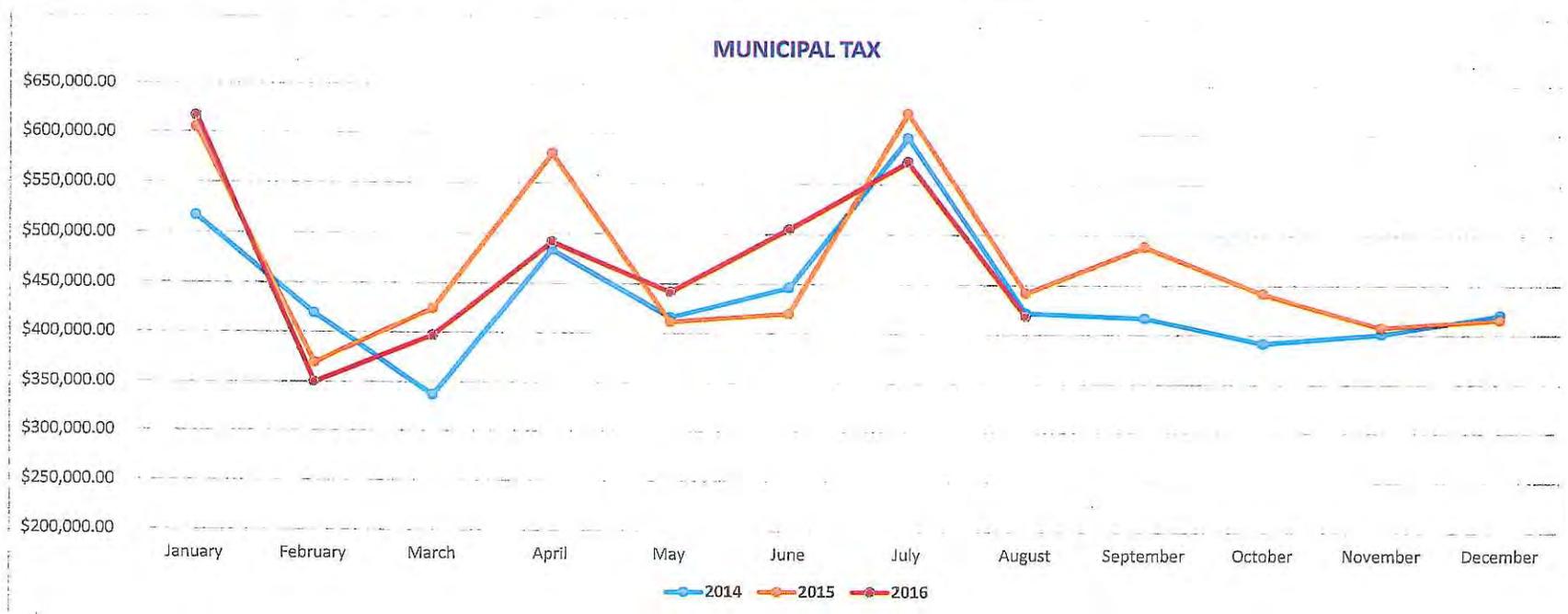
- Analysis Selection





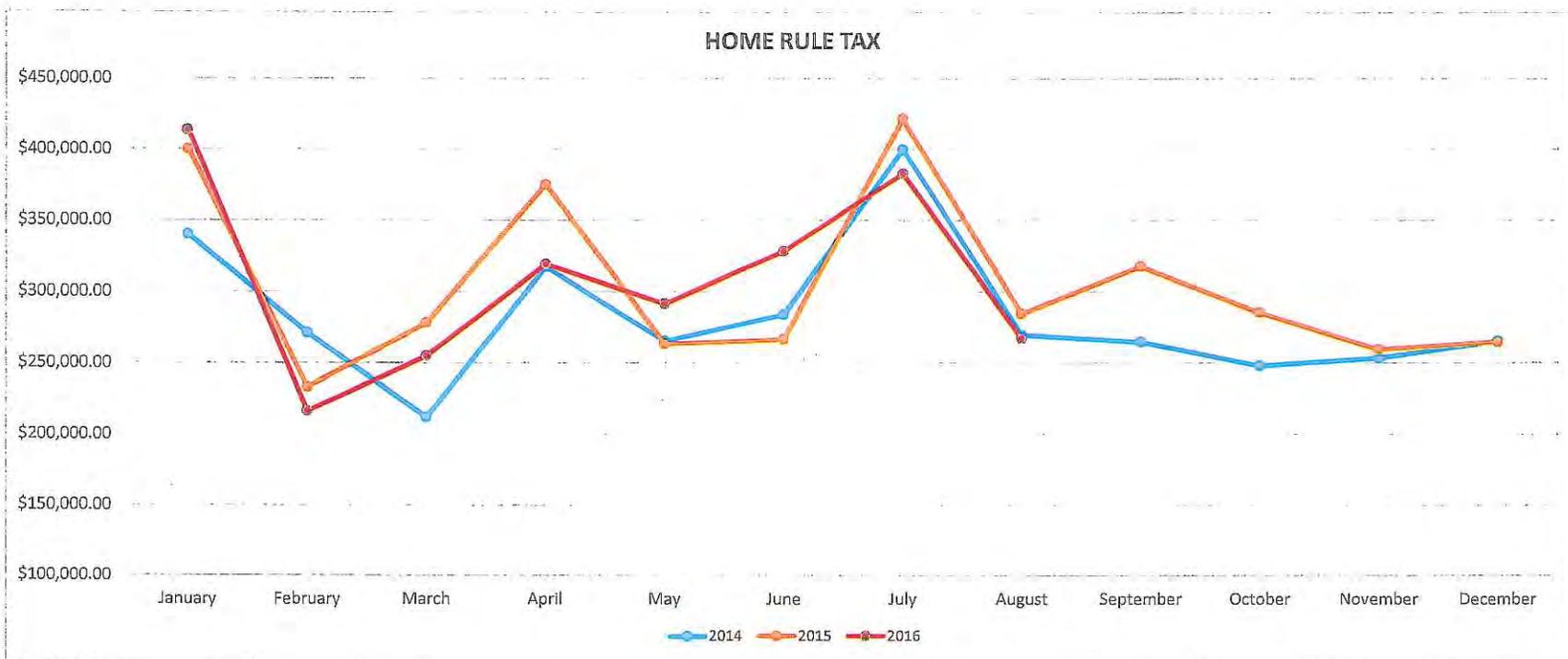
MT

	January	February	March	April	May	June	July	August	September	October	November	December
2014	\$517,073.67	\$419,580.84	\$337,222.82	\$484,041.15	\$416,799.85	\$446,821.67	\$596,735.91	\$422,386.66	\$417,422.08	\$391,772.87	\$401,239.33	\$421,023.05
2015	\$604,912.96	\$369,426.95	\$424,747.92	\$579,807.26	\$411,824.33	\$420,623.87	\$621,149.26	\$442,131.02	\$488,718.14	\$441,949.12	\$407,839.18	\$415,993.44
2016	\$616,894.65	\$350,236.38	\$397,349.33	\$491,676.60	\$442,113.27	\$505,009.03	\$572,497.82	\$418,861.12				

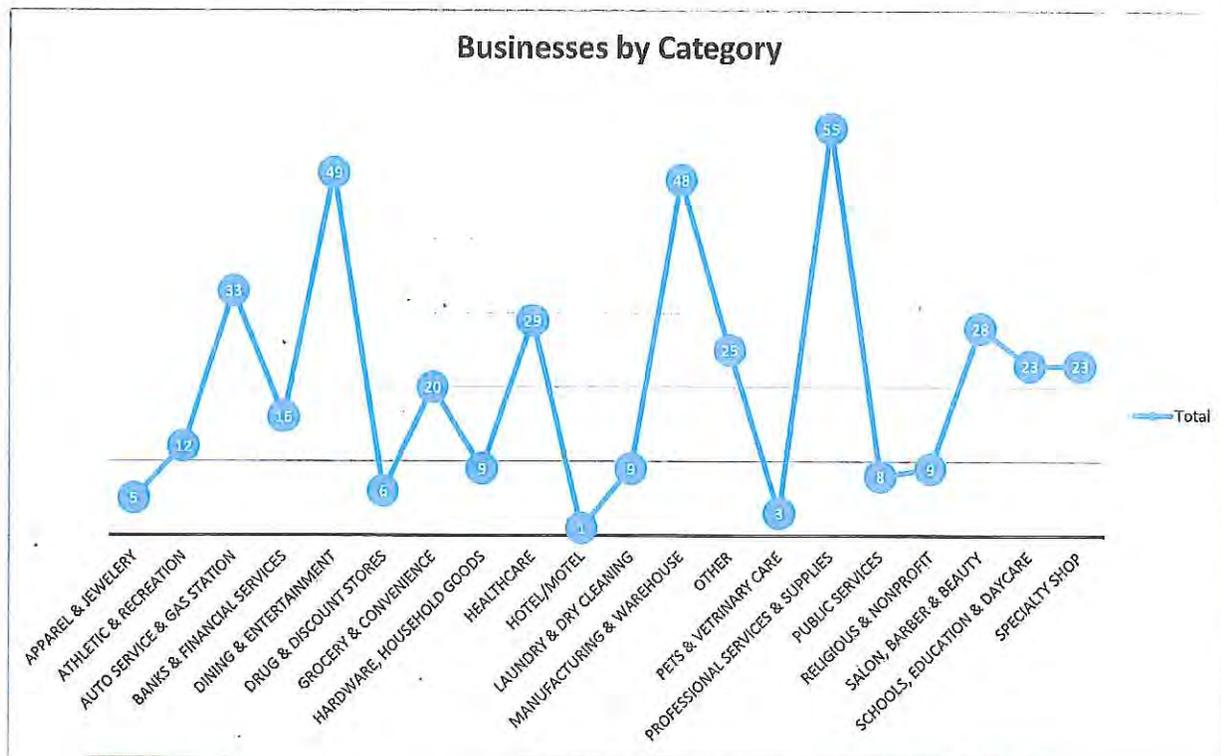


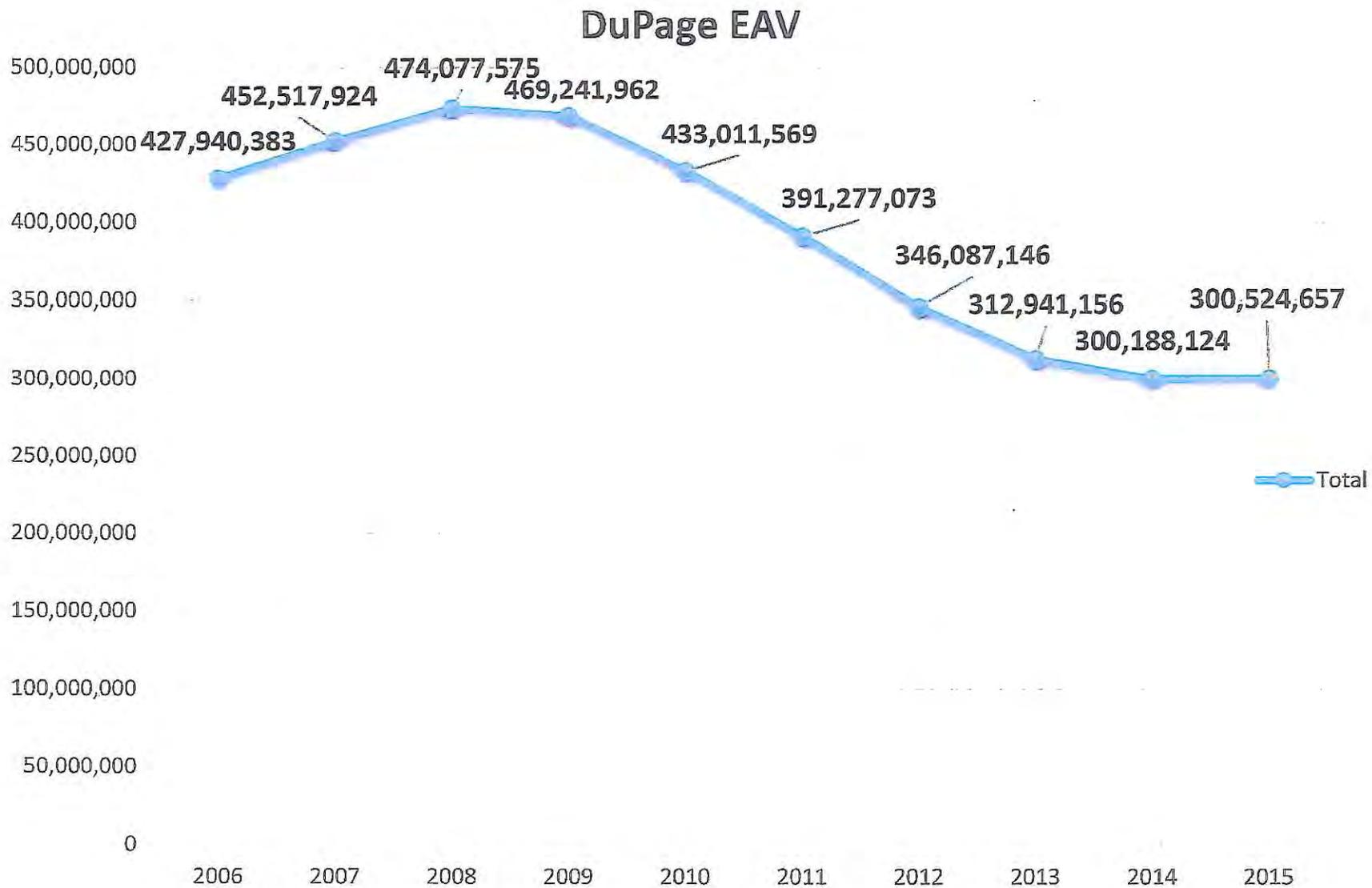
HMR

	January	February	March	April	May	June	July	August	September	October	November	December
2014	\$340,299.00	\$271,625.19	\$212,351.95	\$317,587.82	\$265,969.78	\$284,583.47	\$400,188.41	\$270,188.96	\$265,171.59	\$248,503.79	\$253,633.99	\$265,828.05
2015	\$400,029.02	\$233,170.26	\$278,193.78	\$375,003.91	\$263,410.74	\$266,606.76	\$421,243.02	\$284,676.85	\$317,507.80	\$285,525.67	\$259,463.21	\$264,823.23
2016	\$413,447.52	\$216,371.87	\$254,927.45	\$319,055.34	\$291,629.63	\$328,310.06	\$382,740.86	\$267,312.24				

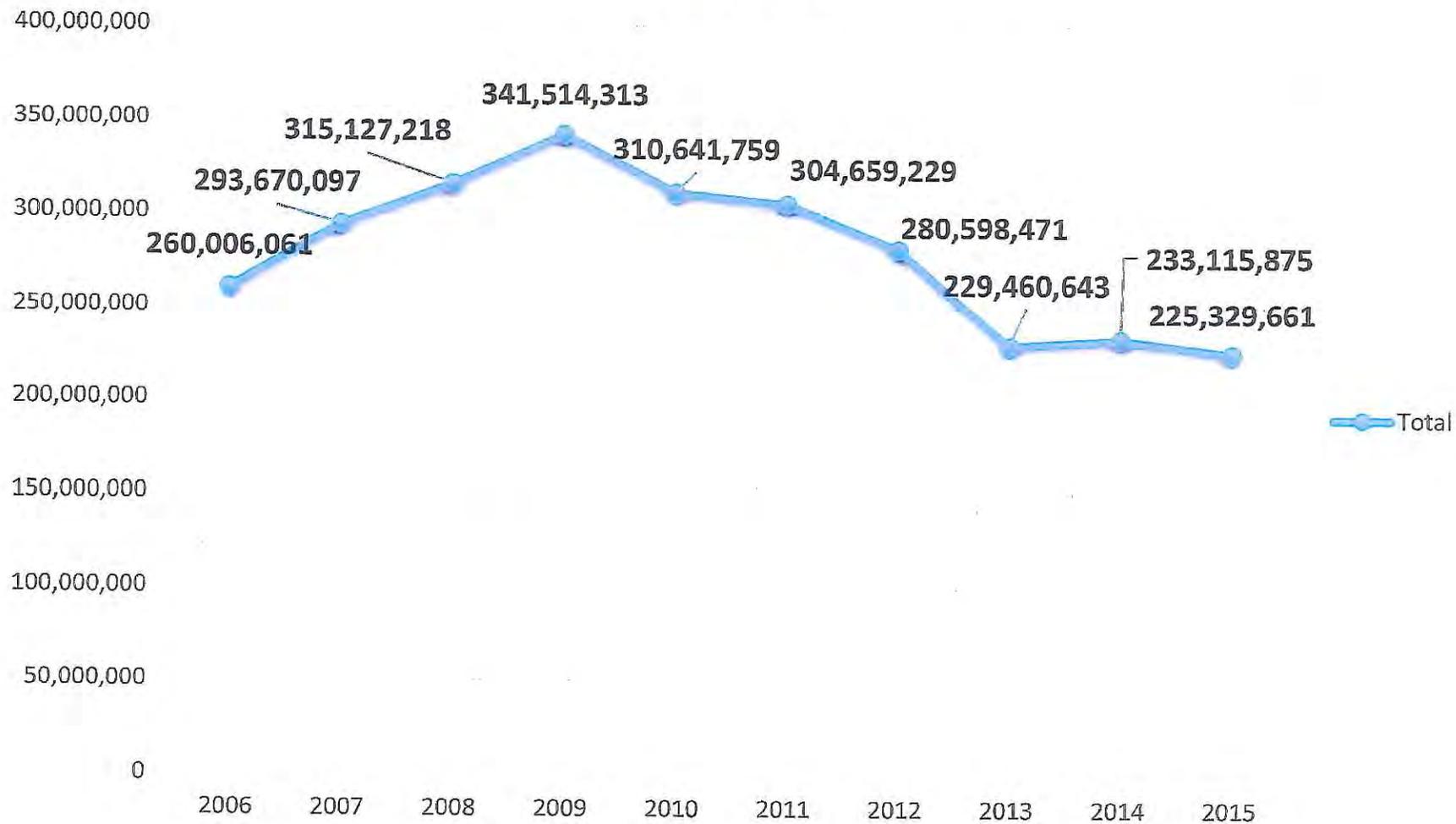


Row Labels	Count of BUSINESSES
Apparel & Jewellery	5
Athletic & Recreation	12
Auto Service & Gas Station	33
Banks & Financial Services	16
Dining & Entertainment	49
Drug & Discount Stores	6
Grocery & Convenience	20
Hardware, Household Goods	9
Healthcare	29
Hotel/Motel	1
Laundry & Dry Cleaning	9
Manufacturing & Warehouse	48
Other	25
Pets & Veterinary Care	3
Professional Services & Supplies	55
Public Services	8
Religious & Nonprofit	9
Salon, Barber & Beauty	28
Schools, Education & Daycare	23
Specialty Shop	23
Grand Total	411



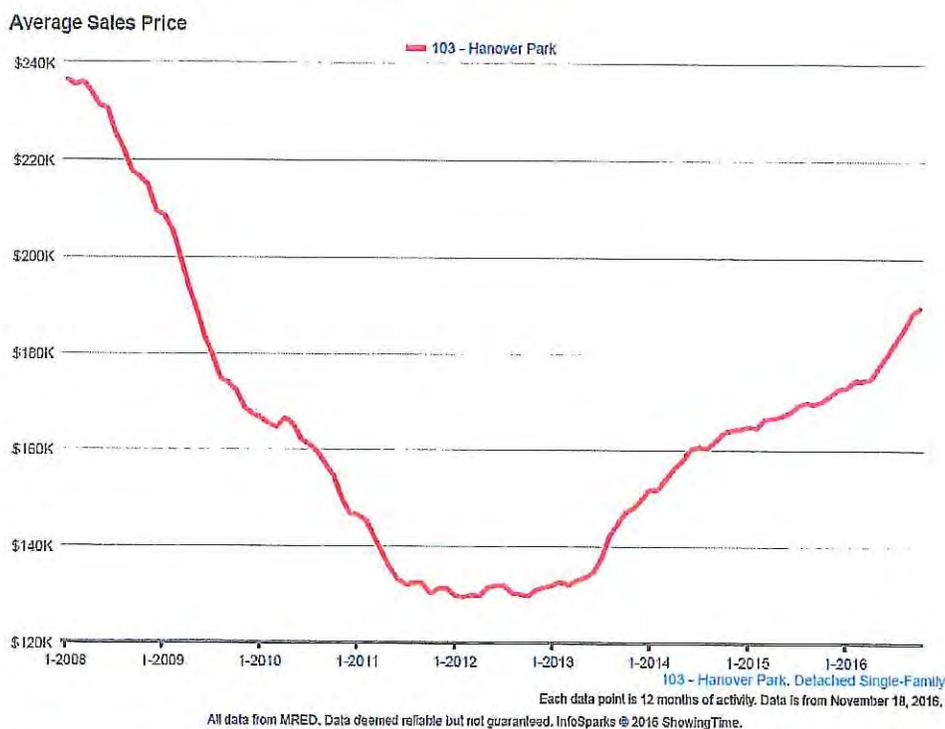


COOK EAV

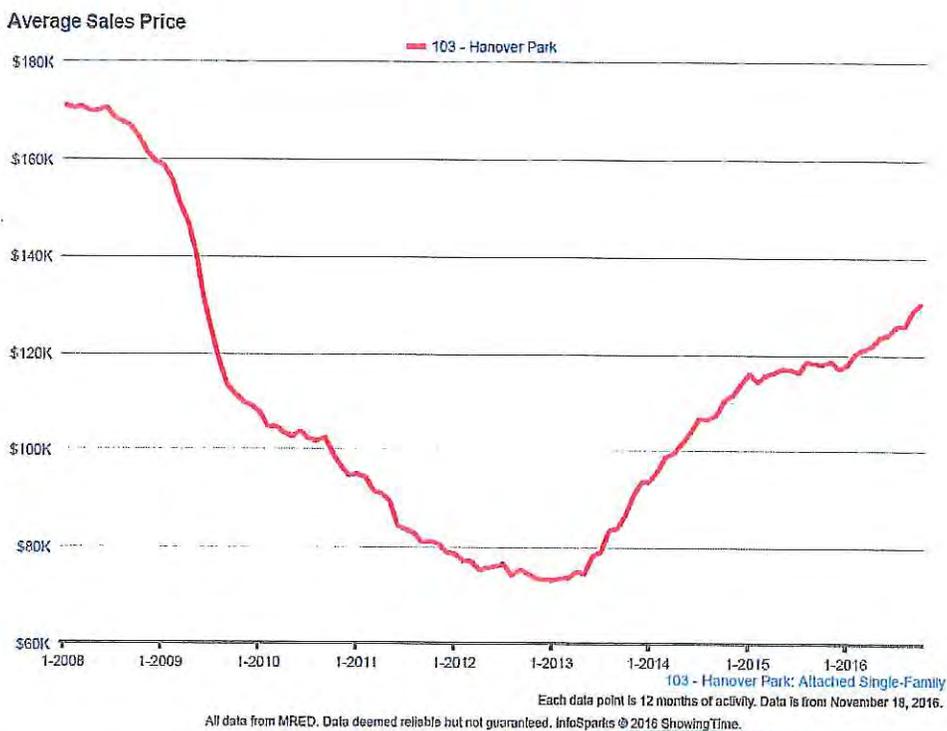


HOUSING TRENDS 2008 - 2016

AVERAGE SALES PRICE – DETACHED HOMES 2008 - 2016

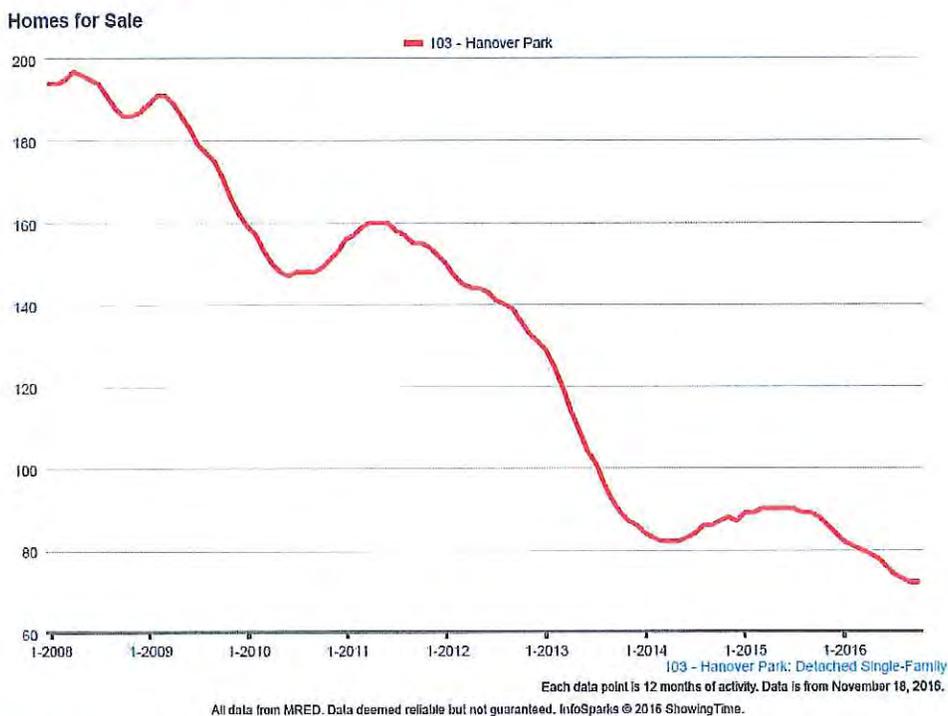


AVERAGE SALES PRICE – ATTACHED HOMES 2008 - 2016

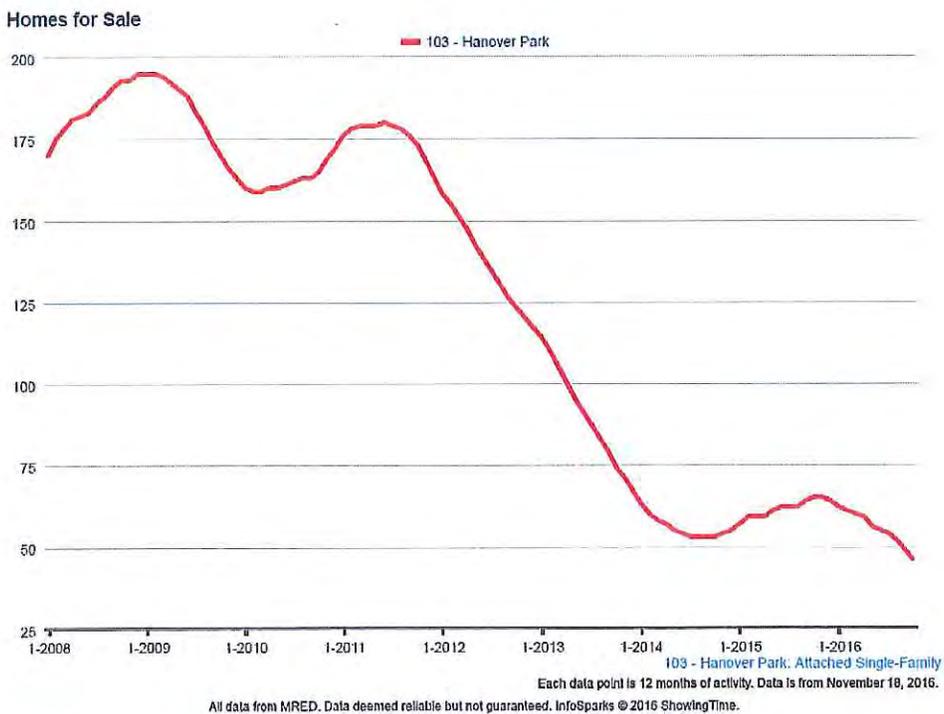


While the housing prices have not reached their pre-recession value, home prices in Hanover Park have dramatically risen in 2014-2016.

HOMES FOR SALE 2008-2016 - DETACHED

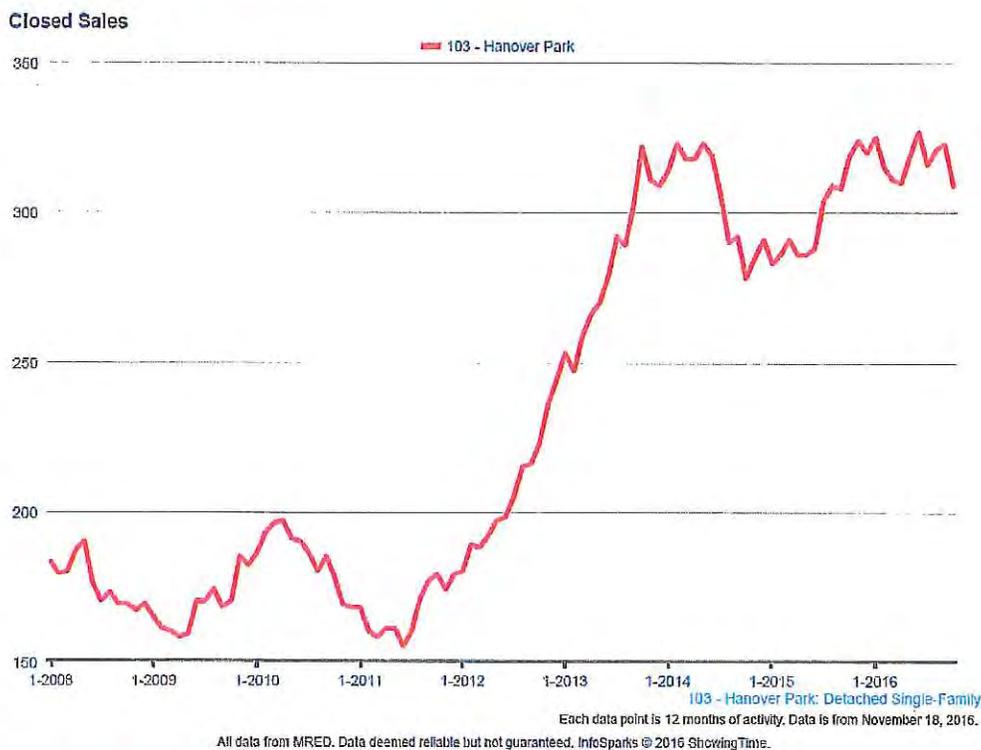


HOMES FOR SALE 2008-2016 - ATTACHED

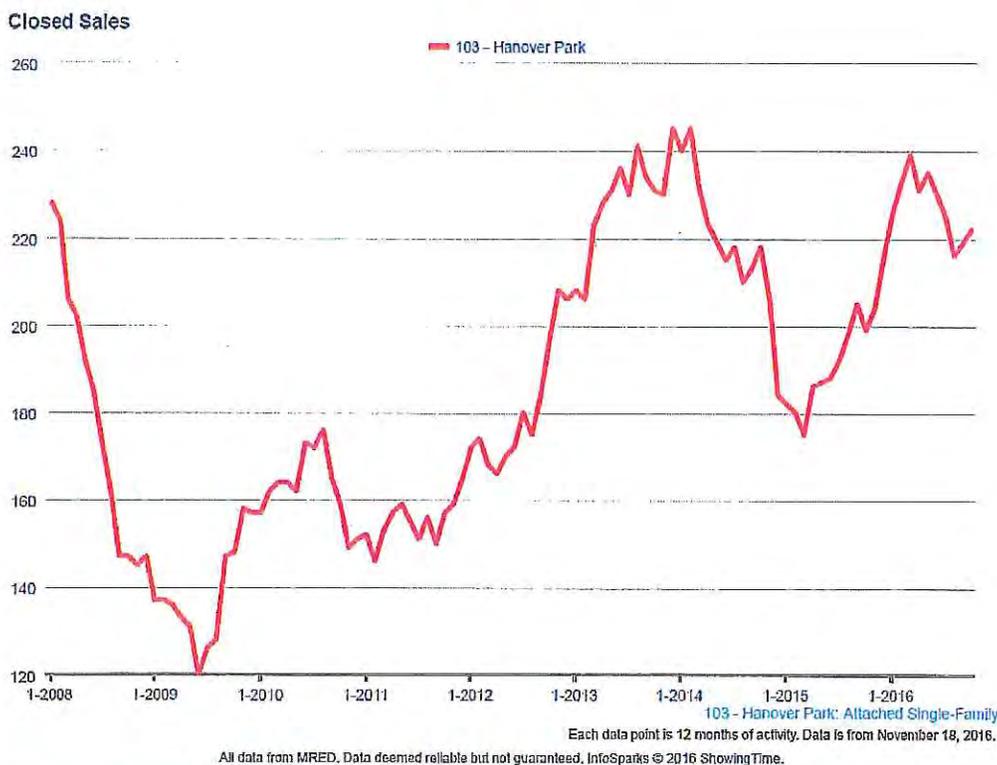


These two graphs show that Hanover Park is a very desirable community - as the inventory of available housing units is low and the units on the market generally sell within a few weeks.

HOMES SOLD 2008-2016 – DETACHED



HOMES SOLD 2008-2016 – ATTACHED



4

These two graphs show that the number of housing units sold within Hanover Park have has dramatically increased from 2008 to 2016. This is a sign of a healthy housing market.

VACANCY REPORT BY QUARTERS

FOR 5 YEARS

RETAIL

OFFICE

INDUSTRIAL

(Please note that due to one large warehousing business leaving, there is a sudden jump in industrial vacancy)

AGGREGATE

Aggregate Historical Vacancy Report

RETAIL

Summary totals for Building Type=General Retail

Period	Properties	RBA	SF Vacant			% Vacant			SF Vacant Available			% Vacant Available			Average Rate		
			Direct	Sublet	Total	Direct	Sublet	Total	Direct	Sublet	Total	Direct	Sublet	Total	Direct	Sublet	Total
Current	77	1,005,574	91,103	0	91,103	9.1%	0.0%	9.1%	91,103	0	91,103	9.1%	0.0%	9.1%	\$15.05/nnn	-	\$15.05/nnn
2016 4Q	77	1,005,574	87,998	0	87,998	8.8%	0.0%	8.8%	87,998	0	87,998	8.8%	0.0%	8.8%	\$13.72/nnn	-	\$13.72/nnn
2016 3Q	77	1,005,574	97,123	0	97,123	9.7%	0.0%	9.7%	93,623	0	93,623	9.3%	0.0%	9.3%	\$13.45/nnn	-	\$13.45/nnn
2016 2Q	77	1,005,574	103,999	0	103,999	10.3%	0.0%	10.3%	101,978	0	101,978	10.1%	0.0%	10.1%	\$13.78/nnn	-	\$13.78/nnn
2016 1Q	77	1,005,574	100,074	0	100,074	10.0%	0.0%	10.0%	100,074	0	100,074	10.0%	0.0%	10.0%	\$13.63/nnn	-	\$13.63/nnn
2015 4Q	77	1,005,574	125,809	0	125,809	12.5%	0.0%	12.5%	100,809	0	100,809	10.0%	0.0%	10.0%	\$13.51/nnn	-	\$13.51/nnn
2015 3Q	77	1,005,574	130,815	0	130,815	13.0%	0.0%	13.0%	130,815	0	130,815	13.0%	0.0%	13.0%	\$13.61/nnn	-	\$13.61/nnn
2015 2Q	79	1,126,398	244,804	0	244,804	21.7%	0.0%	21.7%	241,480	0	241,480	21.4%	0.0%	21.4%	\$13.74/nnn	-	\$13.74/nnn
2015 1Q	79	1,126,398	246,275	0	246,275	21.9%	0.0%	21.9%	246,275	0	246,275	21.9%	0.0%	21.9%	\$13.74/nnn	-	\$13.74/nnn
2014 4Q	79	1,126,398	222,804	0	222,804	19.8%	0.0%	19.8%	222,804	0	222,804	19.8%	0.0%	19.8%	\$13.74/nnn	-	\$13.74/nnn
2014 3Q	79	1,126,398	226,225	0	226,225	20.1%	0.0%	20.1%	226,225	0	226,225	20.1%	0.0%	20.1%	\$13.14/nnn	-	\$13.14/nnn
2014 2Q	79	1,126,398	234,858	0	234,858	20.9%	0.0%	20.9%	234,058	0	234,058	20.8%	0.0%	20.8%	\$13.19/nnn	-	\$13.19/nnn
2014 1Q	79	1,126,398	238,158	0	238,158	21.1%	0.0%	21.1%	238,158	0	238,158	21.1%	0.0%	21.1%	\$13.13/nnn	-	\$13.13/nnn
2013 4Q	80	1,130,798	238,226	0	238,226	21.1%	0.0%	21.1%	233,826	0	233,826	20.7%	0.0%	20.7%	\$13.15/nnn	-	\$13.15/nnn
2013 3Q	80	1,130,798	234,580	0	234,580	20.7%	0.0%	20.7%	234,580	0	234,580	20.7%	0.0%	20.7%	\$13.23/nnn	-	\$13.23/nnn
2013 2Q	80	1,130,798	244,912	0	244,912	21.7%	0.0%	21.7%	244,912	0	244,912	21.7%	0.0%	21.7%	\$11.61/nnn	-	\$11.61/nnn
2013 1Q	80	1,130,798	248,012	0	248,012	21.9%	0.0%	21.9%	248,012	0	248,012	21.9%	0.0%	21.9%	\$11.03/nnn	-	\$11.03/nnn
2012 4Q	80	1,130,798	248,517	0	248,517	22.0%	0.0%	22.0%	246,167	0	246,167	21.8%	0.0%	21.8%	\$11.01/nnn	-	\$11.01/nnn
2012 3Q	80	1,130,798	241,807	0	241,807	21.4%	0.0%	21.4%	241,807	0	241,807	21.4%	0.0%	21.4%	\$10.93/nnn	-	\$10.93/nnn
2012 2Q	80	1,130,798	219,010	0	219,010	19.4%	0.0%	19.4%	219,010	0	219,010	19.4%	0.0%	19.4%	\$11.62/nnn	-	\$11.62/nnn

Retail vacancy out in half

avg
 2012: 20.86% avg.
 2013: 21.25%
 2014: 20.45%
 2015: 16.57%
 2016: 9.55%

INDUSTRIAL

Aggregate Historical Vacancy Report

Summary totals for Building Type=Industrial

Period	Properties	RBA	SF Vacant			% Vacant			SF Vacant Available			% Vacant Available			Average Rate		
			Direct	Sublet	Total	Direct	Sublet	Total	Direct	Sublet	Total	Direct	Sublet	Total	Direct	Sublet	Total
Current	43	4,915,582	224,535	72,505	297,040	4.6%	1.5%	6.0%	224,535	72,505	297,040	4.6%	1.5%	6.0%	-	-	-
2016 4Q	43	4,915,582	224,535	0	224,535	4.6%	0.0%	4.6%	224,535	0	224,535	4.6%	0.0%	4.6%	-	-	-
2016 3Q	43	4,915,582	87,618	0	87,618	1.8%	0.0%	1.8%	87,618	0	87,618	1.8%	0.0%	1.8%	-	-	-
2016 2Q	43	4,915,582	91,304	0	91,304	1.9%	0.0%	1.9%	91,304	0	91,304	1.9%	0.0%	1.9%	-	-	-
2016 1Q	43	4,915,582	113,704	0	113,704	2.3%	0.0%	2.3%	113,704	0	113,704	2.3%	0.0%	2.3%	-	-	-
2015 4Q	43	4,915,582	56,348	0	56,348	1.1%	0.0%	1.1%	56,348	0	56,348	1.1%	0.0%	1.1%	-	-	-
2015 3Q	43	4,915,582	56,348	0	56,348	1.1%	0.0%	1.1%	56,348	0	56,348	1.1%	0.0%	1.1%	-	-	-
2015 2Q	43	4,915,582	56,348	0	56,348	1.1%	0.0%	1.1%	56,348	0	56,348	1.1%	0.0%	1.1%	-	-	-
2015 1Q	43	4,915,582	56,348	0	56,348	1.1%	0.0%	1.1%	56,348	0	56,348	1.1%	0.0%	1.1%	-	-	-
2014 4Q	43	4,915,582	33,948	0	33,948	0.7%	0.0%	0.7%	33,948	0	33,948	0.7%	0.0%	0.7%	-	-	-
2014 3Q	43	4,915,582	33,948	0	33,948	0.7%	0.0%	0.7%	33,948	0	33,948	0.7%	0.0%	0.7%	-	-	-
2014 2Q	43	4,915,582	58,622	0	58,622	1.2%	0.0%	1.2%	58,622	0	58,622	1.2%	0.0%	1.2%	-	-	-
2014 1Q	43	4,915,582	120,535	0	120,535	2.5%	0.0%	2.5%	120,535	0	120,535	2.5%	0.0%	2.5%	-	-	-
2013 4Q	43	4,915,582	251,898	0	251,898	5.1%	0.0%	5.1%	251,898	0	251,898	5.1%	0.0%	5.1%	-	-	-
2013 3Q	43	4,915,582	321,923	0	321,923	6.5%	0.0%	6.5%	321,923	0	321,923	6.5%	0.0%	6.5%	-	-	-
2013 2Q	43	4,915,582	150,733	30,037	180,770	3.1%	0.6%	3.7%	150,733	30,037	180,770	3.1%	0.6%	3.7%	-	-	-
2013 1Q	43	4,915,582	179,170	0	179,170	3.6%	0.0%	3.6%	179,170	0	179,170	3.6%	0.0%	3.6%	-	-	-
2012 4Q	43	4,915,582	79,225	0	79,225	1.6%	0.0%	1.6%	79,225	0	79,225	1.6%	0.0%	1.6%	-	-	-
2012 3Q	43	4,915,582	79,700	0	79,700	1.6%	0.0%	1.6%	79,700	0	79,700	1.6%	0.0%	1.6%	-	-	-
2012 2Q	43	4,915,582	79,600	0	79,600	1.6%	0.0%	1.6%	79,600	0	79,600	1.6%	0.0%	1.6%	-	-	-

due to 1 bldg vacant

Aggregate Historical Vacancy Report

OFFICE

Summary totals for Building Type=Office

Period	Properties	RBA	SF Vacant			% Vacant			SF Vacant Available			% Vacant Available			Average Rate		
			Direct	Sublet	Total	Direct	Sublet	Total	Direct	Sublet	Total	Direct	Sublet	Total	Direct	Sublet	Total
Current	19	167,423	34,565	0	34,565	20.6%	0.0%	20.6%	34,565	0	34,565	20.6%	0.0%	20.6%	\$14.40/fs	-	\$14.40/fs
2016 4Q	19	167,423	32,365	0	32,365	19.3%	0.0%	19.3%	32,365	0	32,365	19.3%	0.0%	19.3%	\$15.19/fs	-	\$15.19/fs
2016 3Q	19	167,423	31,417	0	31,417	18.8%	0.0%	18.8%	31,417	0	31,417	18.8%	0.0%	18.8%	\$14.74/fs	-	\$14.74/fs
2016 2Q	19	167,423	27,036	0	27,036	16.1%	0.0%	16.1%	27,036	0	27,036	16.1%	0.0%	16.1%	\$14.74/fs	-	\$14.74/fs
2016 1Q	19	167,423	12,845	0	12,845	7.7%	0.0%	7.7%	9,820	0	9,820	5.9%	0.0%	5.9%	\$16.25/fs	-	\$16.25/fs
2015 4Q	19	167,423	24,246	0	24,246	14.5%	0.0%	14.5%	24,246	0	24,246	14.5%	0.0%	14.5%	\$14.81/fs	-	\$14.81/fs
2015 3Q	19	167,423	27,341	0	27,341	16.3%	0.0%	16.3%	27,341	0	27,341	16.3%	0.0%	16.3%	\$14.80/fs	-	\$14.80/fs
2015 2Q	19	167,423	28,341	0	28,341	16.9%	0.0%	16.9%	28,341	0	28,341	16.9%	0.0%	16.9%	\$14.80/fs	-	\$14.80/fs
2015 1Q	19	167,423	31,341	0	31,341	18.7%	0.0%	18.7%	31,341	0	31,341	18.7%	0.0%	18.7%	\$14.18/fs	-	\$14.18/fs
2014 4Q	19	167,423	31,441	0	31,441	18.8%	0.0%	18.8%	31,441	0	31,441	18.8%	0.0%	18.8%	\$14.06/fs	-	\$14.06/fs
2014 3Q	19	167,423	31,441	0	31,441	18.8%	0.0%	18.8%	31,441	0	31,441	18.8%	0.0%	18.8%	\$14.06/fs	-	\$14.06/fs
2014 2Q	19	167,423	29,512	0	29,512	17.6%	0.0%	17.6%	29,512	0	29,512	17.6%	0.0%	17.6%	\$13.54/fs	-	\$13.54/fs
2014 1Q	19	167,423	27,425	0	27,425	16.4%	0.0%	16.4%	26,069	0	26,069	15.6%	0.0%	15.6%	\$13.54/fs	-	\$13.54/fs
2013 4Q	19	167,423	26,125	0	26,125	15.6%	0.0%	15.6%	26,125	0	26,125	15.6%	0.0%	15.6%	\$14.66/fs	-	\$14.66/fs
2013 3Q	19	167,423	26,125	0	26,125	15.6%	0.0%	15.6%	26,125	0	26,125	15.6%	0.0%	15.6%	\$11.72/fs	-	\$11.72/fs
2013 2Q	19	167,423	25,534	9,600	35,134	15.3%	5.7%	21.0%	25,534	9,600	35,134	15.3%	5.7%	21.0%	\$11.66/fs	-	\$11.66/fs
2013 1Q	19	167,423	25,084	9,600	34,684	15.0%	5.7%	20.7%	25,084	9,600	34,684	15.0%	5.7%	20.7%	\$11.66/fs	-	\$11.66/fs
2012 4Q	19	167,423	20,804	0	20,804	12.4%	0.0%	12.4%	20,804	0	20,804	12.4%	0.0%	12.4%	\$15.07/fs	-	\$15.07/fs
2012 3Q	19	167,423	19,909	0	19,909	11.9%	0.0%	11.9%	19,909	0	19,909	11.9%	0.0%	11.9%	\$15.07/fs	-	\$15.07/fs
2012 2Q	19	167,423	26,077	0	26,077	15.6%	0.0%	15.6%	26,077	0	26,077	15.6%	0.0%	15.6%	\$15.07/fs	-	\$15.07/fs

AGGREGATE

Aggregate Historical Vacancy Report

Grand Totals

Period	Properties	RBA	SF Vacant			% Vacant			SF Vacant Available			% Vacant Available			Average Rate		
			Direct	Sublet	Total	Direct	Sublet	Total	Direct	Sublet	Total	Direct	Sublet	Total	Direct	Sublet	Avg Rate
Current	139	6,088,579	350,203	72,505	422,708	5.8%	1.2%	6.9%	350,203	72,505	422,708	5.8%	1.2%	6.9%	\$15.05/nnn	-	\$15.05/nnn
2016 4Q	139	6,088,579	344,898	0	344,898	5.7%	0.0%	5.7%	344,898	0	344,898	5.7%	0.0%	5.7%	\$13.72/nnn	-	\$13.72/nnn
2016 3Q	139	6,088,579	216,158	0	216,158	3.6%	0.0%	3.6%	212,658	0	212,658	3.5%	0.0%	3.5%	\$13.45/nnn	-	\$13.45/nnn
2016 2Q	139	6,088,579	222,339	0	222,339	3.7%	0.0%	3.7%	220,318	0	220,318	3.6%	0.0%	3.6%	\$13.78/nnn	-	\$13.78/nnn
2016 1Q	139	6,088,579	226,623	0	226,623	3.7%	0.0%	3.7%	223,598	0	223,598	3.7%	0.0%	3.7%	\$13.63/nnn	-	\$13.63/nnn
2015 4Q	139	6,088,579	206,403	0	206,403	3.4%	0.0%	3.4%	181,403	0	181,403	3.0%	0.0%	3.0%	\$13.51/nnn	-	\$13.51/nnn
2015 3Q	139	6,088,579	214,504	0	214,504	3.5%	0.0%	3.5%	214,504	0	214,504	3.5%	0.0%	3.5%	\$13.61/nnn	-	\$13.61/nnn
2015 2Q	141	6,209,403	329,493	0	329,493	5.3%	0.0%	5.3%	326,169	0	326,169	5.3%	0.0%	5.3%	\$13.74/nnn	-	\$13.74/nnn
2015 1Q	141	6,209,403	333,964	0	333,964	5.4%	0.0%	5.4%	333,964	0	333,964	5.4%	0.0%	5.4%	\$13.74/nnn	-	\$13.74/nnn
2014 4Q	141	6,209,403	288,193	0	288,193	4.6%	0.0%	4.6%	288,193	0	288,193	4.6%	0.0%	4.6%	\$13.74/nnn	-	\$13.74/nnn
2014 3Q	141	6,209,403	291,614	0	291,614	4.7%	0.0%	4.7%	291,614	0	291,614	4.7%	0.0%	4.7%	\$13.14/nnn	-	\$13.14/nnn
2014 2Q	141	6,209,403	322,992	0	322,992	5.2%	0.0%	5.2%	322,192	0	322,192	5.2%	0.0%	5.2%	\$13.19/nnn	-	\$13.19/nnn
2014 1Q	141	6,209,403	386,118	0	386,118	6.2%	0.0%	6.2%	384,762	0	384,762	6.2%	0.0%	6.2%	\$13.13/nnn	-	\$13.13/nnn
2013 4Q	142	6,213,803	516,249	0	516,249	8.3%	0.0%	8.3%	511,849	0	511,849	8.2%	0.0%	8.2%	\$13.15/nnn	-	\$13.15/nnn
2013 3Q	142	6,213,803	582,628	0	582,628	9.4%	0.0%	9.4%	582,628	0	582,628	9.4%	0.0%	9.4%	\$13.23/nnn	-	\$13.23/nnn
2013 2Q	142	6,213,803	421,179	39,637	460,816	6.8%	0.6%	7.4%	421,179	39,637	460,816	6.8%	0.6%	7.4%	\$11.61/nnn	-	\$11.61/nnn
2013 1Q	142	6,213,803	452,266	9,600	461,866	7.3%	0.2%	7.4%	452,266	9,600	461,866	7.3%	0.2%	7.4%	\$11.03/nnn	-	\$11.03/nnn
2012 4Q	142	6,213,803	348,546	0	348,546	5.6%	0.0%	5.6%	346,196	0	346,196	5.6%	0.0%	5.6%	\$11.01/nnn	-	\$11.01/nnn
2012 3Q	142	6,213,803	341,416	0	341,416	5.5%	0.0%	5.5%	341,416	0	341,416	5.5%	0.0%	5.5%	\$10.93/nnn	-	\$10.93/nnn
2012 2Q	142	6,213,803	324,687	0	324,687	5.2%	0.0%	5.2%	324,687	0	324,687	5.2%	0.0%	5.2%	\$11.62/nnn	-	\$11.62/nnn

2012 : 5.4%
 2013 : 8.1%
 2014 : 5.17%
 2015 : 4.3%
 2016 : 4.1%

**NEW AND CLOSED BUSINESSES
LIST AND MAPS**

New Businesses in 2016

Athletico
 Angel's Beauty Supply
 A 2 Z Family Dental
 Acceptance Auto Insurance
 Apria Healthcare
 Bosnian Halal Restaurant
 Beautiful Mind Therapy
 Barragan & Lopez, LLC (Attorneys)
 Frank's Small Engine Repair
 Gymkhana (relocation, expansion)
 Hamrati Roti
 HP Spring Cleaners
 Insure One
 Insure Now
 JP Auctioneers Inc
 Kids Island Daycare
 La Taqueria El Rincon Mexicano Inc
 La Autentica Paleta Michoacana
 Lacey's (opening soon)
 Liquid Nics
 Mattress Firm
 Road Ready Gas Station
 Royal Camera Service
 Temax America's (Warehouse)
 Zam Zam Meat Market

Expanding Businesses in 2016

Olde Salem Café
 Round Ground Metals
 Mid States Graphics (in-process)

Known Businesses that Closed in 2016

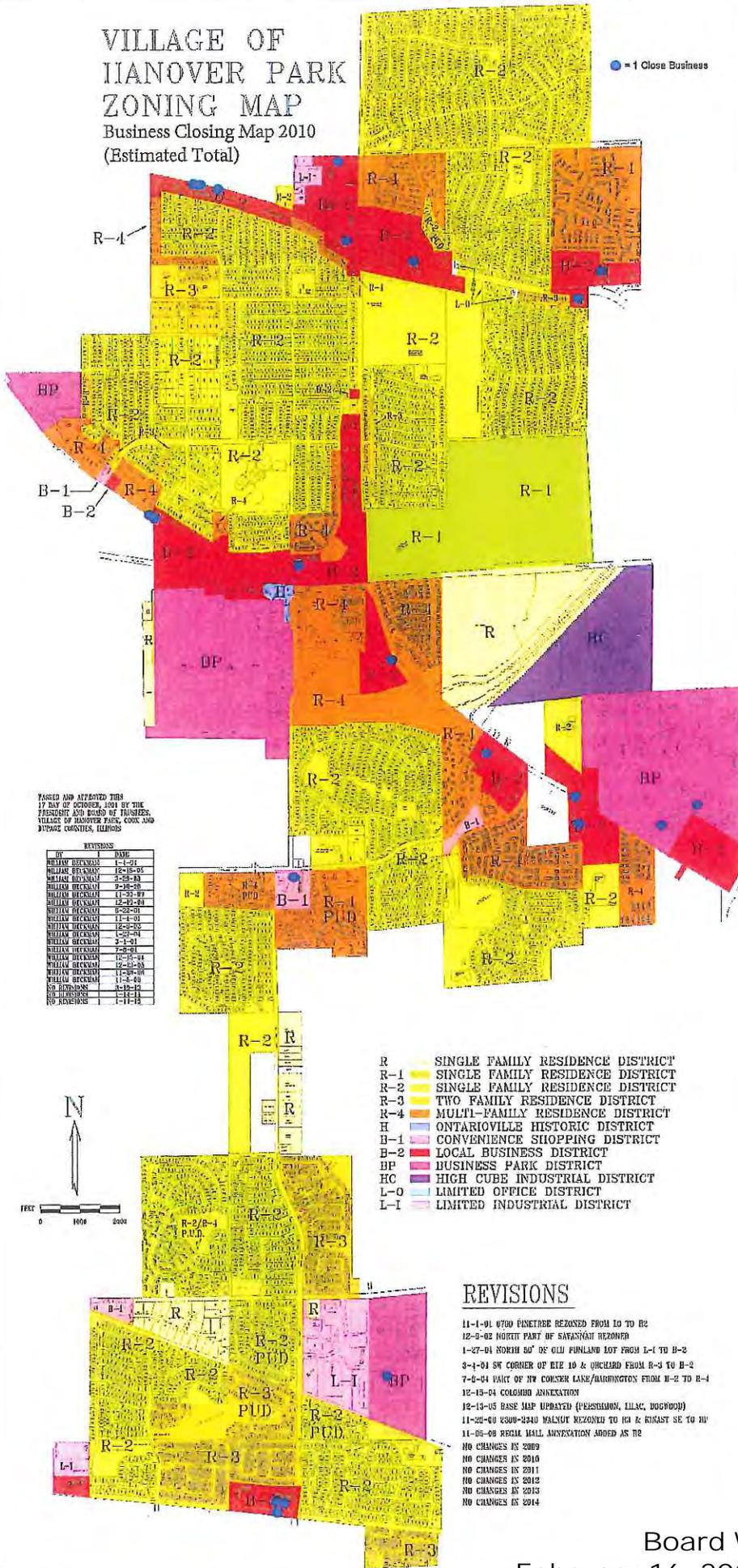
Supercuts (quickly replaced with Athletico)
 Hamrati Roti
 Verizon Wireless
 Two Seasons Cycle and Ski
 Taqueria Los Comales
 Compufix
 Fellowes
 Johnson Pumps/SPX Flow
 New China Buffet

VILLAGE OF HANOVER PARK ZONING MAP

Business Closing Map 2010

(Estimated Total)

● = 1 Close Business



PAUSED AND APPROVED THIS 17 DAY OF NOVEMBER 2010 BY THE PRESIDENT AND BOARD OF BUSINESS, VILLAGE OF HANOVER PARK, COOK AND DUWICH COUNTIES, ILLINOIS

BY	DATE
WILLIAM BECKMAN	1-1-01
WILLIAM BECKMAN	12-18-05
WILLIAM BECKMAN	2-22-09
WILLIAM BECKMAN	2-26-09
WILLIAM BECKMAN	11-23-09
WILLIAM BECKMAN	12-22-09
WILLIAM BECKMAN	6-22-09
WILLIAM BECKMAN	11-1-09
WILLIAM BECKMAN	12-2-09
WILLIAM BECKMAN	1-23-09
WILLIAM BECKMAN	2-2-09
WILLIAM BECKMAN	7-28-09
WILLIAM BECKMAN	12-29-09
WILLIAM BECKMAN	12-29-09
WILLIAM BECKMAN	12-29-09
NO CHANGES	1-11-10
NO CHANGES	1-11-10

- R SINGLE FAMILY RESIDENCE DISTRICT
- R-1 SINGLE FAMILY RESIDENCE DISTRICT
- R-2 SINGLE FAMILY RESIDENCE DISTRICT
- R-3 TWO FAMILY RESIDENCE DISTRICT
- R-4 MULTI-FAMILY RESIDENCE DISTRICT
- H-1 ONTARIOVILLE HISTORIC DISTRICT
- B-1 CONVENIENCE SHOPPING DISTRICT
- B-2 LOCAL BUSINESS DISTRICT
- BP BUSINESS PARK DISTRICT
- HC HIGH CUBE INDUSTRIAL DISTRICT
- L-0 LIMITED OFFICE DISTRICT
- L-1 LIMITED INDUSTRIAL DISTRICT

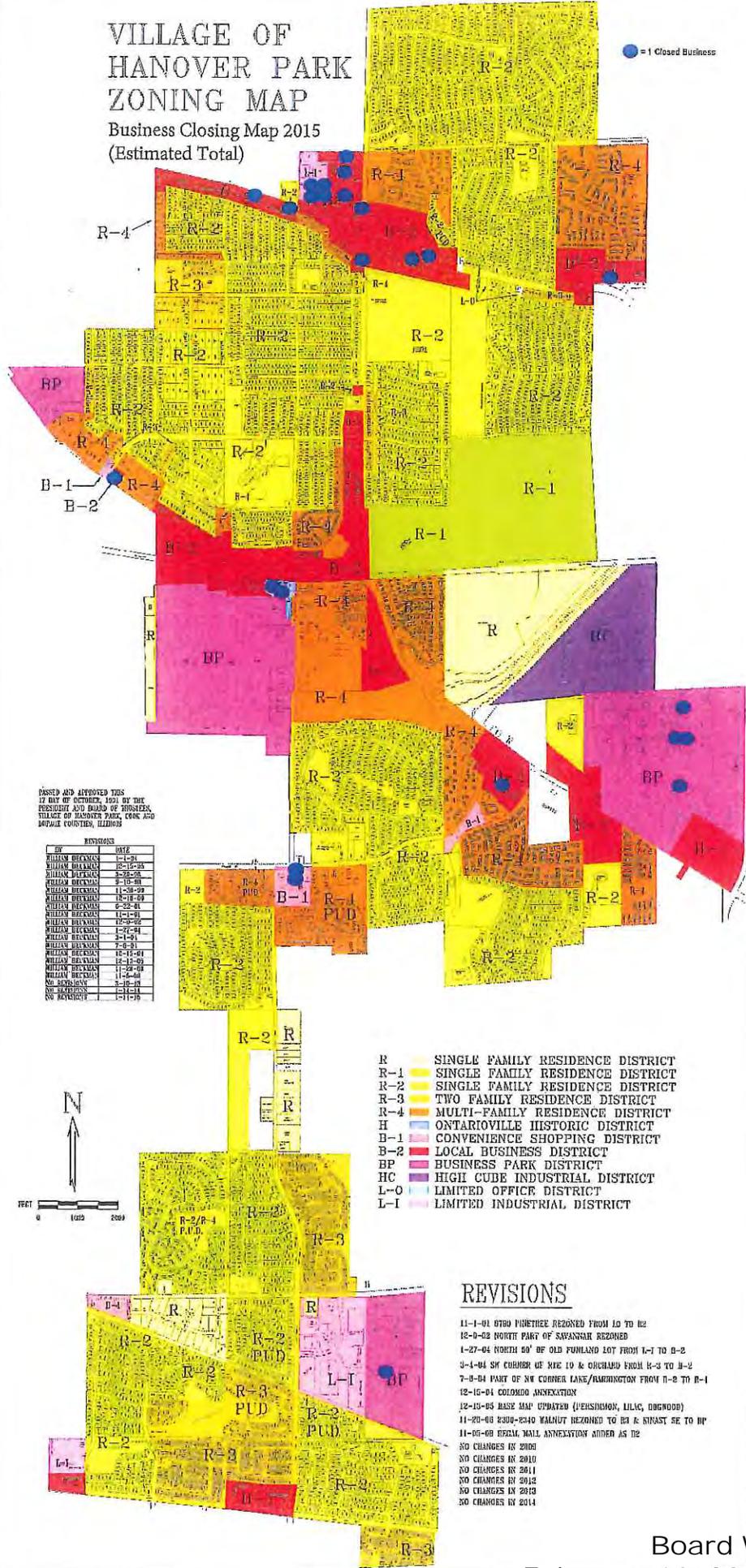
REVISIONS

- 11-1-01 6700 FINETREE REZONED FROM L0 TO B2
- 12-9-02 NORTH PART OF SAVANNAH REZONED
- 1-27-04 NORTH 50' OF OLD FURLAND LOT FROM L-1 TO B-2
- 3-1-04 SW CORNER OF RYE RD & ORCHARD FROM R-3 TO B-2
- 7-6-04 PART OF NW CORNER LAKE/WASHINGTON FROM B-2 TO R-4
- 12-15-04 COLUMBIAN ANNEXATION
- 12-15-05 BASE MAP UPDATED (PERSTUBBINS, LLC, DOGWOOD)
- 11-20-09 2300-2340 VALMONT REZONED TO H3 & RINAST SE TO H3
- 11-05-09 REGAL MALL ANNEXATION ADDED AS B2
- NO CHANGES IN 2009
- NO CHANGES IN 2010
- NO CHANGES IN 2011
- NO CHANGES IN 2012
- NO CHANGES IN 2013
- NO CHANGES IN 2014

2010 - BUSINESS CLOSING MAP

VILLAGE OF HANOVER PARK ZONING MAP
Business Closing Map 2015
(Estimated Total)

● = 1 Closed Business



2015 BUSINESS CLOSING MAP

BUSINESS GROWTH/DEVELOPMENT
Partnering for Larger Success Stories

1. DuPage Habitat - Greenbrook Tanglewood neighborhood revitalization. CDBG Grant application (\$611,000 in grant funds), 27 new townhomes on Court J
2. ACCION - Held small business resource fair with 80 attendees
3. NEXT LEVEL NORTHWEST - A Regional Business Acceleration Public-Private Partnership
4. Women's Business Development Center - Refer businesses to this organization for business plan composition, coaching and non-profit microloan lending



Are you looking to start or grow your business?
We can help.

Please join us for the

Hanover Park Small Business Workshop & Resource Fair

Tuesday, July 19, 2016
 5:00-8:00 p.m.

Education and Work Center
 6704 Barrington Road
 (Hanover Square Shopping Center)
 Hanover Park, IL

At this event you'll have the opportunity to sit down one-on-one with industry experts in a variety of fields including marketing, access to capital, insurance, social media, business plan development, bookkeeping, and more!

Get all your small business questions answered and network with local organizations and fellow entrepreneurs.

If you have any questions, please contact either Jillian Hedges at (312) 924-2157 or jhedges@accionchicago.org or Patrick Ainsworth at (630) 823-5779 or pmainsworth@hpil.org.

Visit this link to register: www.accionchicago.org/hanoverpark

ACCION



HANOVER PARK
 COMMUNITY BANK™
 A WINTRUST COMMUNITY BANK
 630-837-2700



Board Workshop
 February 16, 2017 Pg. 66

Photos from Small Business Resource Fair July, 2016



EXECUTIVE OVERVIEW

Next Level Northwest: A Regional Business Acceleration Public-Private Partnership

Situation

- Illinois is losing its competitive edge:
 - Onerous State and County tax burdens have created negative population growth (-1.7%) and contributed to the loss of jobs to neighboring states;
 - IL ranks *last in the Midwest* for job recovery;
 - Outbound population migration (3.3%) is three times the regional average
- Municipalities cannot depend on State or Cook County governments to lead economic development.
 - State politics protect unions rather than create the infrastructure for growing businesses;
 - Municipal governments need to shift from incentive-based business recruitment *to supporting entrepreneurs, nurturing grass-roots growth, and investing in infrastructure and innovation.*

Opportunity

- Municipalities must be *proactive, collaborative, and innovative* to secure and grow the regional business base as well the prosperity of each community. *The missing ingredient is the coordination of resources for the acceleration of business growth.*
- Next Level Northwest (NLNW) will be an **independent not-for-profit (501c3) public/private business acceleration partnership** that serves multiple communities.
 - NLNW will be a powerful tool in the economic development tool box of each participating community;
 - Communities that embrace **NLNW** can tell business leaders "We can help you grow your business."
 - NLNW will provide a coordinated, integrated approach to help leaders build and grow companies.

Mission-Scope-Goals

Mission: *Accelerate Stage 2 (existing) business growth to the next level of performance, thereby sustaining the economic prosperity of participating municipalities and the region as a whole.*

Scope: NLNW will operate initially in five founding communities: *Elk Grove Village, Hanover Park, Hoffman Estates, Rolling Meadows, and Schaumburg.*

Strategic Goals: Accelerate business growth; create value-added jobs, and *distinguish the region as a world-class business community* that attracts more businesses, customers, and suppliers.

Public-Private Partnership Establishes Critical Foundation

- Leaders of small to mid-size businesses need three critical elements to grow their companies: **Support, Wisdom, and Ongoing Development.** They need help to:
 - Solve systemic issues that interfere with growth;
 - Increase flexibility in adapting to change and driving innovation; and
 - Access critical, available resources and capabilities to support innovation and growth.
- The Northwest Suburbs do not presently have any accelerator mechanism in place to integrate and provide these services in a relevant, timely manner and optimize business leaders' TIME, which is their most precious resource.
- *Local governments provide the seed funds for starting up the non-profit that private business sponsorships, donations in kind, and private contributions will sustain in the future through fundraising.*
- *Initial municipal Investment* of \$5,000 in FY16 will help with incorporation expenses while a \$15,000 per year commitment for three years (FY17-19) will support internal operations (\$50K for each community). *Private industry donations* of \$250K-\$500K will cover \$7500 grants to each selected company.