



# PROSPERITY BY DESIGN

2016 ANNUAL REPORT

choose  
**dupage**   
Economic Development Alliance™

CHOOSE THE PEOPLE, THE PLACE,  
THE PROSPERITY OF DUPAGE COUNTY.  
**CHOOSE THE DUPAGE ADVANTAGE.**



We **DEFINE** our success by  
how we **DESIGN** our success.

**Because design defines us.**

We are not just the people from the place of prosperity.  
**We are its creators.**

We are **DUPAGE COUNTY**.

We are 39 municipalities who joined together to create a common design. We endeavor forth through tomorrow's ever-changing landscape. We keep the engines of industry revving.

We are **ARCHITECTS**  
of our own **SUCCESS**.

Day by day, year by year, we create  
a DuPage that's better than ever.

We create our own **FORTUNE**.

We create our own **FUTURE**.


We choose **DUPAGE**.

We choose **PROSPERITY**.

Because **PROSPERITY** is by **DESIGN**.



Dan Cronin, Chairman, DuPage  
County Board & Public-Sector  
Co-Chair, Choose DuPage



Ron Lunt, Partner, Hamilton  
Partners & Private-Sector  
Co-Chair, Choose DuPage



**DESIGN** noun de·sign \di-'zin\  
"The creation of a plan or convention for the construction  
of an object, system or measurable human interaction."

WIDENING AND RECONSTRUCTING ROUTE  
59 FROM THE INTERSTATE TO NEW YORK  
STREET-AURORA AVENUE

REDUCE CONGESTION FOR THE ESTIMATED  
50,000 CARS THAT USE ROUTE 59 DAILY

DUPAGE DETAIL

#29

ALL ROADS LEAD  
TO PROSPERITY

With access to four major interstates,  
DuPage County is near two international  
airports, O'Hare and Midway, meaning  
non-stop access to more than 200 cities  
around the world is just a short drive away.



## DON'T MISS THE FOREST (OR THE TREES)

DuPage County - a masterpiece of interconnected communities and treetops that share common soil. From Glen Oak to Mayslake, from Churchill Woods to the Des Plaines Riverway, the natural beauty of our forest preserves are not to be missed.

DUPAGE DETAIL

#11

## THE GRAND DESIGN

**I AM PROUD TO SAY IT'S BEEN  
ANOTHER YEAR OF PROSPERITY.**

**But here's the thing about prosperity:  
it doesn't happen by accident.**

DuPage County creates its own success. There are purposeful patterns of thinking that connect us. There's a goal, a reason for our drive – and that's what shapes our community.

Our 39 municipalities have come together to pursue a common design. Business partners with government in perfect harmony. Our commitment to innovation, our plans for growth, our dedication down to the smallest detail – it's all part of the same plan. Every angle, every point, every vector that brings them together: it all belongs to a grand design.

As we celebrate our success in 2016 and cross over the bridge into an even better 2017, we remember that everything we do is for the people, the place, the prosperity of DuPage.

BECAUSE **PROSPERITY**  
IS BY **DESIGN**.

Sincerely,

*John A. Carpenter*

John A. Carpenter  
President & CEO,  
Choose DuPage





TOP  
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DUPAGE COUNTY  
**PUBLICLY-HELD COMPANIES** (by revenue)

COMPANY NAME	LOCATION	WORKFORCE	REVENUE (Millions)
MCDONALD'S CORP.	Oak Brook	420,000	\$25,413.00
NAVISTAR INTERNATIONAL CORP	Lisle	13,200	\$10,140.00
UNIVAR INC.	Downers Grove	9,200	\$8,918.80
DOVER CORPORATION	Downers Grove	26,000	\$6,956.30
ARTHUR J. GALLAGHER & CO.	Itasca	21,537	\$5,392.40
HUB GROUP INC.	Oak Brook	2,633	\$3,525.60
TREEHOUSE FOODS INC.	Oak Brook	5,880	\$3,206.40
DEVRY EDUCATION GROUP	Downers Grove	13,404	\$1,909.90
AAR CORP	Wood Dale	4,850	\$1,594.30
SUNCOKE ENERGY INC.	Lisle	1,398	\$1,362.70
FTD COS.	Downers Grove	1,618	\$1,219.80
KNOWLES CORP.	Itasca	12,000	\$1,084.16
GREAT LAKES DREDGE & DOCK CORP	Oak Brook	1,858	\$856.90
SUNCOKE ENERGY LP	Lisle	606	\$838.50
A.M. CASTLE & CO	Oak Brook	1,515	\$770.80

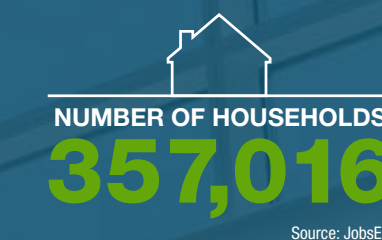
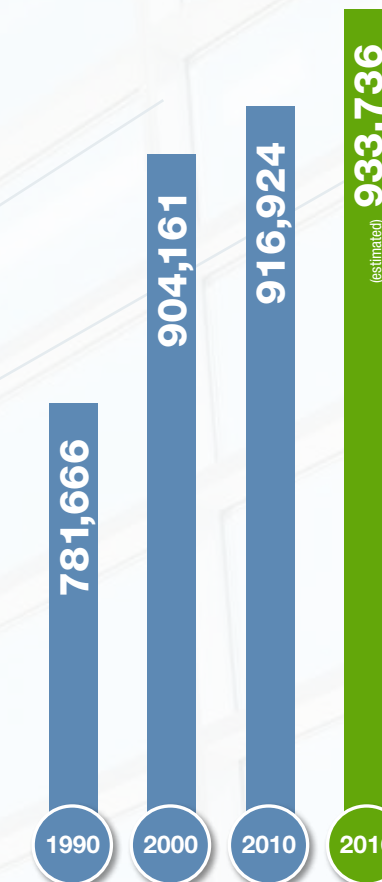
TOP  
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DUPAGE COUNTY  
**PRIVATELY-HELD COMPANIES** (by revenue)

COMPANY NAME	LOCATION	WORKFORCE	REVENUE (Millions)
HAVI GROUP LP	Downers Grove	700	\$9,500.00
EBY-BROWN CO. LLC	Naperville	600	\$5,200.00
ACE HARDWARE CORP.	Oak Brook	887	\$4,823.50
INLAND REAL ESTATE GROUP OF COS.	Oak Brook	960	\$2,354.00
MCMASTER-CARR SUPPLY CO.	Elmhurst	NA	\$2,155.00
NAPLETON AUTOMOTIVE GROUP	Westmont	747	\$1,494.20
BOLER CO.	Itasca	150	\$1,280.00
HEARTHSTONE FOOD SOLUTIONS LLC	Downers Grove	450	\$1,180.80
DUCHOSSOIS GROUP INC.	Elmhurst	750	\$1,160.00
FERRARA CANDY CO.	Oakbrook Terrace	842	\$1,000.00
READERLINK LLC	Oak Brook	380	\$840.00
EDWARD DON & CO	Woodridge	571	\$790.00
ELKAY MANUFACTURING CO.	Oak Brook	389	\$790.00
GRAYCOR	Oakbrook Terrace	250	\$729.00
WILTON BRANDS LLC	Woodridge	740	\$620.00
EMKAY	Itasca	120	\$581.00

Source: Crain's 2017 Book of Lists

POPULATION  
GROWTH





DESIGNED  
FOR LIVING  
& WORKING




DuPage County is the cradle of comfort and sleek design. Where dynamic office spaces offer fast-paced work environments. Where eclectic restaurants pair well with a bustling hub of lifestyle and commerce. Where dreams become realities. We're the seat of on-trend style and sophistication, a thriving center of civilization, complete with everything one could want or need of a place to live.





DUPAGE  
COUNTY  
ECONOMIC  
INDICATORS



INDUSTRIAL VACANCY RATES		
2010	2015	2016
12.5%	4.9%	5.3%

Source: JobsEQ

Fourth Quarter Date

THE LOWEST INDUSTRIAL VACANCY RATE IN THE REGION.

DuPage County has the lowest industrial vacancy rate in the region. With a nearly continuous decline rates have dropped a total of 7.2% since 2010.

OFFICE VACANCY RATES				SALES TAX RECEIPTS			
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
16.0%	16.0%	17.4%	17.2%	\$314 MILLION	\$354 MILLION	\$351 MILLION	\$364 MILLION

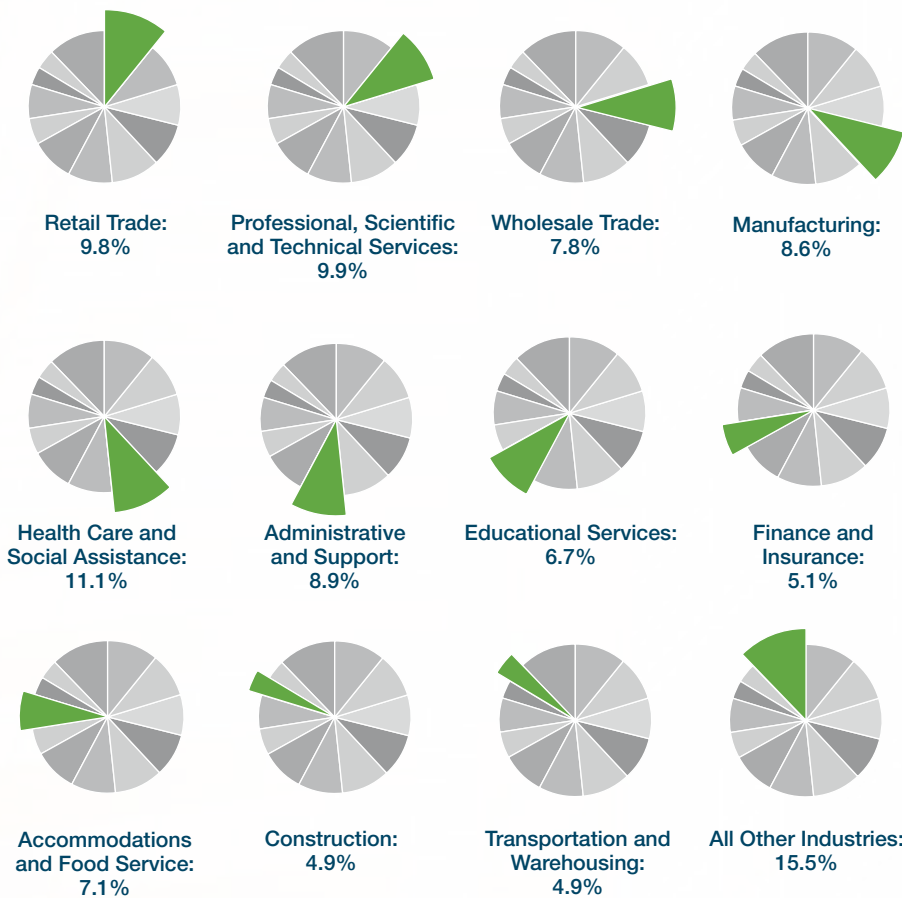
NUMBER OF BUSINESSES					
2011	36,953	2012	37,348	2013	37,955
2014	39,324	2015	37,986	2016	37,468



MEET THE DESIGNERS OF DUPAGE



MAJOR EMPLOYMENT SECTORS



Source: JobsEQ

DUPAGE COUNTY

WORKFORCE & EMPLOYMENT OVERVIEW

UNEMPLOYMENT RATE 4.9%      JOB GROWTH 1.1%

NUMBER OF EMPLOYEES IN DUPAGE 645,661

EDUCATIONAL ATTAINMENT

High School Graduate	16.7%
Some College (no degree)	19.4%
Associates Degree	7.7%
Bachelor's Degree	28.1%
Graduate Degree or Higher	19.1%
<hr/>	
High School Graduate or Higher	91%
Bachelor's Degree or Higher	47.2%

LABOR FORCE

NUMBER OF BUSINESSES 37,468

MEDIAN HOUSEHOLD INCOME \$79,658

KEY INDUSTRIES

LARGEST INDUSTRIES BY NUMBER OF JOBS

Healthcare & Social Assistance	71,566
Professional, Scientific, and Technical Services	63,794
Retail Trade	63,013
Administrative and Support	57,146
Manufacturing	55,409
Wholesale Trade	50,217
Accommodation and Food Services	45,774
Educational Services	43,044
Finance and Insurance	32,720
Transportation and Warehousing	31,436

FASTEST GROWING INDUSTRIES

	NO. OF JOBS	AVERAGE ANNUAL GROWTH %	AVG. EARNINGS
Healthcare and Social Assistance	71,566	1.9%	\$54,835
Professional, Scientific and Technical Services	63,794	1.0%	\$88,613
Construction	31,657	0.8%	\$69,877

Source: JobsEQ



## REVOLUTIONARY DESIGN

Rev3 drives the technology revolution in DuPage County, and that only continued throughout 2016 as they focused on hosting high quality events, improving their workspace, and generating great content. Creating partnerships with other community groups, the programming calendar included everything from sales seminars and social events to technical hacks.

Rev3 even hosted a Delegation of Technology Leaders from South China, and 730 high school students enrolled in the VEI business program. These opportunities offered a chance to meet other industry and local leaders, and spark something special.

### **AND THE REVOLUTION NEEDED ROOM. REV3 HAS EXPANDED ITS SPACE TO ALLOW EVEN MORE COMPANIES TO GROW.**

With a remodeled kitchen, meeting rooms, and a game lounge to relax and network, members have more options to take conference calls, meet with clients, practice pitches, and gear up for success.

And that success is showing. This year Rev3 and its members were featured on ABC7, NCTV17, NBC5, the Daily Herald, and Daily Herald Business Ledger, spotlighting companies as they hired new employees and launched new apps. They finished 2016 by collecting over 200 cans of food for a local church at their annual Christmas party.

THE REVOLUTION? IT'S JUST REVVING UP.

To join their events in 2017, visit  
[meetup.com/Rev3-Innovation-Center-Network/](https://meetup.com/Rev3-Innovation-Center-Network/)



## SPONSORS

Choose DuPage, Northern Illinois University, DuPage County, Wheaton Bank & Trust, a Wintrust Community Bank, Comcast Business, US Bank, Dugan & Lopatka, Heartland Business Systems, Rathje & Woodward, LLC

FOR MORE INFORMATION CONTACT

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[nic@rev3dupage.com](mailto:nic@rev3dupage.com)



NEW PROJECT:

# AMERICAN ACADEMY OF PEDIATRICS



BUSINESS  
RETENTION &  
ATTRACTION

## NURTURE IS OUR NATURE

The American Academy of Pediatrics is a professional association of 66,000 pediatricians dedicated to the health of all children. And in 2016, when they decided to move their headquarters from Elk Grove Village to Itasca, they chose the DuPage Advantage.

Opus Group commenced construction on a new five-story, 183,000-square-foot building, where 480 employees will work. It's one of the biggest built-to-suit office projects in the northwest suburbs in many years, with great potential for growth. Not only will the move serve industry, but allow the AAP's continued quality of care to flourish.

**"THE AAP'S CHILD HEALTH MISSION IS UNIQUE, AND OUR NEW HEADQUARTERS WILL SERVE MULTIPLE FUNCTIONS AS A HOME FOR THE PROFESSION OF PEDIATRICS AND OUR STAFF."**

– Dr. Karen Remley,  
AAP's Executive Director and CEO

Choose DuPage echoed that sentiment in our renewed commitment to improving the health of our community throughout 2016. After all, there is no better guarantee for the success of DuPage County than caring for our children.



EXPANSION PROJECT:

# ADVOCATE GOOD SAMARITAN HOSPITAL



BUSINESS  
RETENTION &  
ATTRACTION

## PLANNING THE PATH OF DUPAGE'S WELL-BEING

Over the next 10 years, the fastest growing occupation group in DuPage County will be Healthcare, growing at a rate of +2.2% year-over-year. The coming decade will offer over 5,372 jobs for Healthcare Practitioners, and upwards of 3,812 for Healthcare Support Occupations.

DuPage knows that tomorrow starts today. That's what drove the 2016 expansion of Advocate Good Samaritan Hospital, a premier provider of healthcare featuring the county's only Level 1 trauma center. 2016 saw the debut of the West Tower, boasting 3 stories spread over 110,000 square feet, and housing 96 state-of-the-art private patient rooms. They're designed to drive healing and wellness, filled with natural light and ample space for patients and visitors.

The \$76 million addition not only drove construction and job growth: it's proof of our commitment to the care of our county. When we invest in healthcare, we invest in the health of the DuPage Advantage.



RETENTION PROJECT:

# WILTON INDUSTRIES



BUSINESS  
RETENTION &  
ATTRACTION

## WHERE SWEETNESS STAYS

**BECAUSE DUPAGE IS A  
GLOBAL LEADER, WE RETAIN  
TOP TIER BUSINESSES.**

Wilton Industries is the industry leader in food-crafting, holding the number one spot in cake decorating and bakeware. Every division is known worldwide as a market leader in its specialty business.

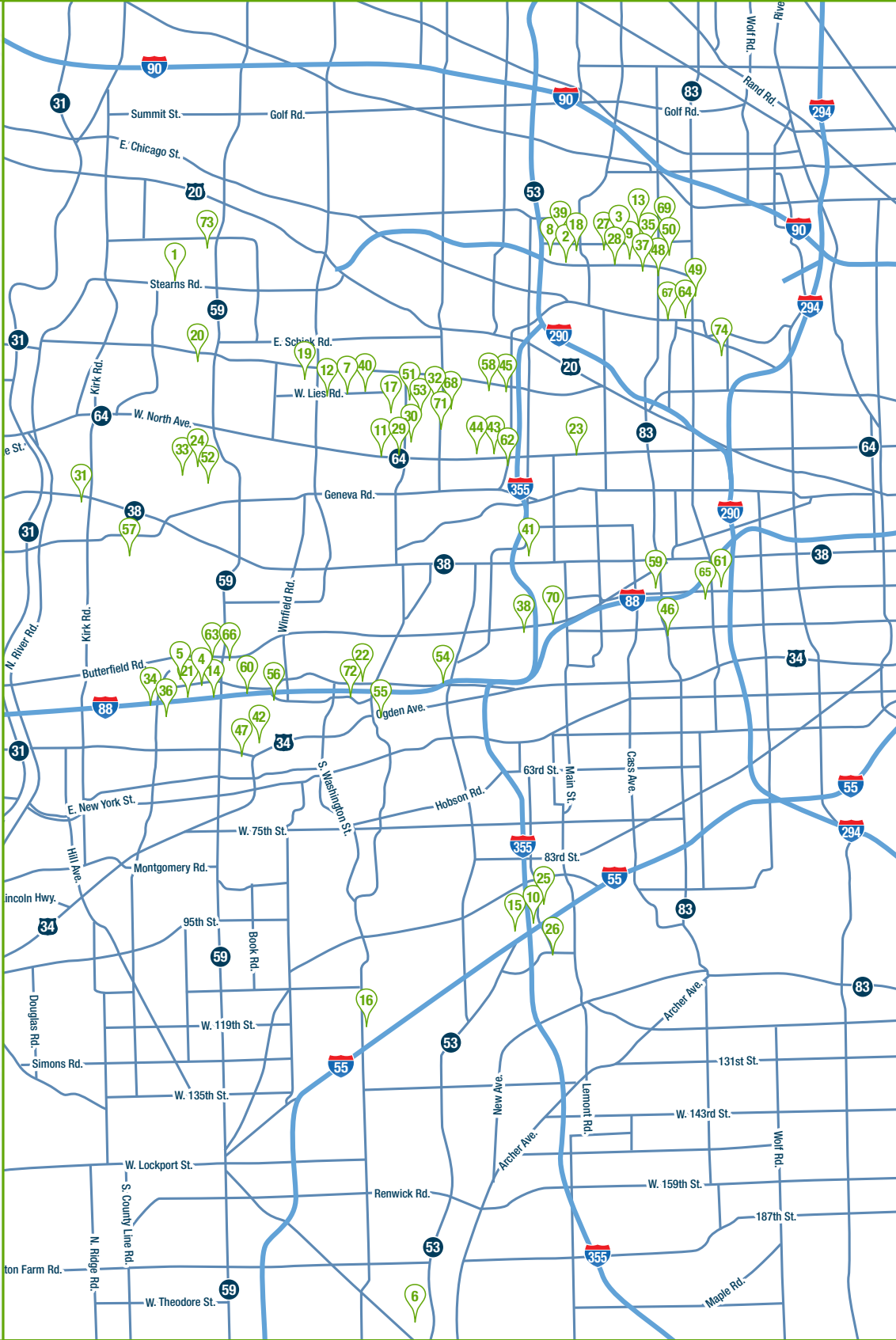
And that business flourishes here. As it mixes 4 buildings into one headquarters, (and bakes at 375°) Wilton is proud to choose DuPage, and keep choosing DuPage. Wilton Brands has signed a lease on an 86,111-square-foot, four-story office building at 535 E. Diehl Road in Naperville.

**SYMBIOSIS HAS NEVER  
TASTED SO SWEET.**



# NEW & EXPANDED COMPANIES

1. Ace Relocation Systems
2. AM Trans Expedite
3. Amalgamated Sugar Company
4. Amazon
5. Amazon
6. Amazon
7. Amcor
8. American Academy of Pediatrics
9. American Dawn
10. AMS Mechanical Systems
11. Antunes
12. Assa Abloy
13. Batavia Container
14. Bluco Corporation
15. Blue Line Foodservice Distribution
16. Bosch Automotive Service Solutions
17. Buy Rite Wholesale
18. Captive Resources
19. Century Tile
20. Cheese Merchants of America
21. Cherryman Industries
22. Chervon
23. Compac Group
24. Contract Flooring
25. Cooper's Hawk Winery & Restaurants
26. CORT Furniture
27. CTL Global
28. D&W Fine Pack
29. Danco Converting
30. Devanco Foods
31. DS Containers
32. Ferguson Enterprises
33. Flolo
34. George Fischer
35. HD Supply
36. Hidrostal Holding AG
37. Hitachi Transport System
38. JMG Financial
39. Keyence
40. Korpach
41. Kosmek
42. Lauterbach & Amen
43. Locinox
44. Medefil, Inc.
45. Men's Wearhouse
46. Millennium Medical Management Resources
47. Napleton Auto Group
48. NGL Ecological Cleaning Solutions
49. NPS Express Inc
50. Oldcastle
51. OSM Worldwide
52. Pack Smart
53. R.S. Express
54. Regus
55. School Association for Special Education in DuPage County
56. Sikich LLP
57. Simpson Manufacturing
58. Stainless Sales Corp.
59. Sterigenics International
60. Tamraz Parts Discount
61. The Chamberlain Group
62. TheraTest
63. Thrift Books
64. Transportation
65. TreeHouse Foods Inc.
66. Two Brothers Brewing Company
67. United Business Mail
68. Universal Beauty Products
69. Videojet
70. Viskase
71. Wayfair
72. Wilton Brands
73. Winhere Brake Parts
74. Zurn Industries



## REGIONAL TOTALS

**463** projects  
**20,486** jobs  
**\$2.6B** investment

## REGIONAL BY THE NUMBERS

DuPage ranked **2nd** in the region in terms of new projects in 2016.

## BECAUSE WE PAY ATTENTION TO THE LITTLE THINGS, THE RESULTS ARE BIG.

In 2016, 74 businesses chose their place in DuPage County. This places DuPage County 2nd in the region in terms of total projects as shown above. Projects are defined by the following criteria: \$1 million investment, 20,000 SF, or 50 jobs.

With the mindful advocacy of Choose DuPage, these projects represent 20,486 jobs and \$2.6 billion in invested dollars for the region.

**SOURCE: WORLD BUSINESS CHICAGO**  
Extracted from the final expansion list used for WBC reporting in 2016. New criteria excludes retail, education, hospitals, government, and self-storage facilities. Based on street address information available for 463 expansion projects in the 14-county Chicago metro area. Refers to data (where disclosed) for new and expanding companies with a physical address in DuPage County that meet at least one of these criteria: \$1M investment, net gain of 20,000 sq ft, net gain of 20 jobs, headquarters facility, and/or WBC involvement. WBC captures project information from media outlets, press releases, company websites, subscription services and WBC internal reporting; the quality of each record depends on the availability of data and resources to input and confirm information. Data is finalized in the first quarter of the following year to allow for the time lag in project reporting; year-to-date numbers are subject to revision and addition of projects. Criteria were broadened in 2014 to a net gain of 20 jobs to meet revised Site Selection guidelines.



# 4 POINT PLAN



## A BLUEPRINT FOR DUPAGE'S PROSPERITY

A champion of the county's growth, Choose DuPage President John Carpenter laid out four strategic initiatives to further economic evolution and drive development. In the next few pages, you'll discover his plans for this place of prosperity we call home.



# 4 POINT PLAN



A BLUEPRINT FOR PROSPERITY

1

## PIONEERS & PROFITS

On 1,700 acres of land in DuPage lies the world-renowned Argonne National Laboratory, where a dream-team of scientists and engineers maintain a standard of top-tier excellence, winning abundant accolades for their research.

In 2016, after 70 years of discovery, it was time to make plans to leverage the genius of Argonne to elevate the success of DuPage County.

Like taking new energy sources like solar and wind, and efficiently distributing them to power the entire county. Or using the advanced supercomputer Mira to predict Ebola outbreaks, and unravel causes of cancer.

A new initiative called Chain Reaction Innovations brought in 70 tech entrepreneurs to utilize the lab's research capabilities, and with great potential for growth, they'll be incentivized to call DuPage home.

By pioneering advancements in energy and predictive medicine, Argonne is paving a path for DuPage's prosperity.

**"THERE'S NO REASON ARGONNE CAN'T DO FOR US WHAT SILICON VALLEY HAS FOR THE SAN FRANCISCO AREA."**

– John Carpenter



# 4 POINT PLAN



A BLUEPRINT FOR PROSPERITY

## 2

### SKETCHING NEW PATHWAYS TO PROSPERITY

The “last mile commute problem”: when the distances between transit stations and centers of employment are too great to walk.

The solution is simple: create dependable, cost-effective commuting options. By completing this missing link, businesses can alleviate the commutes of existing employees, and entice young professionals to work in DuPage.

So in 2016, we began adjusting our infrastructure for a more robust and reliable public transportation system.

Hamilton Lakes of Itasca used electric vehicles to carry its employees.

Choose DuPage and Metra teamed up for a pilot test: riders could summon electric vehicles via an app developed by InnovaEV, a Burr Ridge firm.

And the Regional Transit Authority and DuPage County are planning to enhance transportation in Wood Dale, Addison, and the Naperville-Warrenville Road business district. Pace announced a plan to modernize bus routes in Downers Grove, Lisle, Naperville and Woodridge, calling for a \$1 million net increase in bus service matched by a 33% increase in Metra trains met by Pace routes.

By centralizing transportation options and allowing workers to travel via buses, shuttles, rideshares, and even bikes to create “mobility hubs” near respective railway stations, companies can create a seamless commute that generates a greater job market. Employment grew by 0.5% in 2016. Coincidence? We think not.





### 3

#### DUPAGE BUSINESS CENTER

### PRIMED FOR PROSPERITY

For proof that DuPage County is a world-class business location, look no further than our top-of-the-line Business Center. Boasting 800 acres, 5.5 million square feet, and a whopping 100GB of scalable bandwidth, DuPage Business Center is a fertile ground for development. The stunning sites are ideal for any interest, from ventures at the local level to international operations. On-site utilities are customizable depending on each business' needs and designs. DuPage Airport is adjacent to the park, addressing any travel or shipping concerns by coming complete with customs and immigration facilities, and offering unlimited access to global markets.

Throughout 2016, Choose DuPage invited many businesses to come conduct their businesses here in West Chicago, where they're free from undue regulations or high taxes. They saw the wisdom of moving there. By creating high-paying jobs in tech-driven enterprises, DuPage continues to lead the pack as a proven and premier place of business.





## ROADMAP TO A NEW TOMORROW

Throughout 2016, we made great strides in assuring that DuPage, a global gateway, enjoys meaningful western access to O'Hare International Airport.

The Elgin-O'Hare Western Access Project is an endeavor to add 50 new expressway miles, more easily connecting DuPage to O'Hare, and ensuring our place as a hub of world commerce.

The project will drive economic development in 127 square miles of untapped opportunity, and save \$145 million in time and fuel by 2024.

And the construction is well underway. **The first segment of Illinois Route 390 was completed in 2015**, rehabilitating and widening the tollway from Lake Street (U.S. Route 20) to Rohlwing Road (IL Route 53). Cashless tolling began on July 5, 2016.

We finished building new flyovers and ramps on I-290 to connect to IL Route 390 and the frontage road system. The second segment of IL Route 390, from Rohlwing Road to IL Route 83, is scheduled to be complete at the end of 2017.

With an eventual bypass connecting I-90 and I-294, DuPage is poised to turn these expressway connections into business connections on an unprecedented global scale.

**WESTERN  
ACCESS  
O'HARE**



# A WINDOW INTO SUCCESS



Choose DuPage brings together public and private-sector leaders, putting together their perspectives to promote the people, the place and prosperity of DuPage County. And in 2016, we asked them to speak at a series of events, aimed at arranging and composing a better DuPage with every presentation.

**IN THE NEXT FEW PAGES,  
YOU WILL FIND DETAILS ABOUT...**

- | 7TH ANNUAL DUPAGE COUNTY REGIONAL BUSINESS OUTLOOK
- | DUPAGE COUNTY BUSINESS FORUM
- | DUPAGE COMMUNITIES MEETINGS



## DRAWN TOWARD PROSPERITY



## A MODEL OF SECURITY



### 7<sup>TH</sup> ANNUAL REGIONAL BUSINESS OUTLOOK

**MAY 3, 2016 | DRURY LANE CONFERENCE CENTER**  
**HOSTED BY |** Choose DuPage, Ice Miller LLP & Mesirow Financial

“The current DuPage economic picture is positive,” declared DuPage County Board Chairman Dan Cronin at the annual Regional Business Outlook. “Our unemployment rate remains stable and significantly lower than the rest of the state and the region at 5.3%. Through our economic development arm, Choose DuPage, we welcomed 107 new projects to our county, creating 3,700 DuPage jobs.”

#### **HIS REMARKS AFFIRMED A SIMPLE FACT: THE BUSINESS CLIMATE IN DUPAGE COUNTY IS THRIVING.**

Comptroller Leslie Munger delivered the keynote address, echoing the chairman’s sentiments. She encouraged the over 750 business leaders in attendance that “Choose DuPage has helped foster a dynamic business climate in DuPage County, and I look forward to working with them as we move Illinois forward.”

The event confirmed that the spirit of innovation is alive and well in DuPage county. Our industry sectors are growing, from manufacturing and business services to healthcare, retail and technology. With our low unemployment, educated and skilled workforce, and high quality of life, DuPage remains poised for prosperity.

### DUPAGE COUNTY BUSINESS FORUM

*TRENDS IN BUSINESS FRAUD & MITIGATING RISK*

**NOVEMBER 16, 2016 | MEDINAH COUNTRY CLUB**  
**HOSTED BY |** Choose DuPage, BKD LLP, BMO Harris Bank, Rathje & Woodward LLC

At a gathering of over 100 small businesses, our panel of presenters discussed methods for companies to recognize and protect themselves against fraud.

#### **KEYNOTE PRESENTERS**

- H. Bryan Callahan, Director of Forensics & Valuation Services | BKD LLP
- Mark Musielak, Vice President, Treasury & Payment Solutions | BMO Harris Bank
- Philip Flores Jr., SVP, Treasury & Payment Solutions | BMO Harris Bank
- Mark McAndrew, Partner | Rathje & Woodward, LLC
- Raymond J. Sanguinetti, Attorney | Rathje & Woodward, LLC



# THE ARCHITECTS OF A NEW DAY

## DUPAGE COUNTY COMMUNITIES MEETINGS

Choose DuPage hosted two programs in 2016 for economic experts of the 39 municipalities to come together and discuss the issues and trends facing our community.



**MARCH 3, 2016**

## UNDERSTANDING TODAY'S WORKFORCE

Choose DuPage and JLL discussed the results of the DuPage County workforce survey, aimed at developing a better understanding of the needs and desires of the current workforce. A panel of speakers discussed ideal workplace environments and amenities, transportation, talent recruitment, and more.

The survey represented over 200 companies and 50 industries in DuPage County. The 1,600 responses revealed several key takeaways: business in DuPage is alive and well, and employees enjoy the workplaces and opportunities that DuPage provides. Transportation is a considerable challenge, and demand for office amenities is growing, but investment in properties and infrastructure will be critical for future growth.

### PANELISTS:

- Janel O'Connor, Chief Human Resources Officer | Sikich LLP
- Paul O'Connor, Partner | Hamilton Partners
- Bot Wittam, Sr. Manager, Talent Programs | Comcast GCR
- Todd C. Schaefer, Senior Vice President | JLL Tenant Representation
- Russ Whitaker, Attorney | Rosanova & Whitaker, Ltd.

**DECEMBER 7, 2016**

## IMPROVING BUSINESS GROWTH IN ILLINOIS

Representatives from the Illinois Department of Commerce & Economic Opportunity discussed CORE (Creating Opportunities for Retention and Expansion). It was Illinois' first statewide initiative to bring together economic development partners in order to create a unified business retention and expansion strategy.

It was all about identifying and removing barriers to business growth and increasing investment in Illinois. By deploying a systematic approach to understanding and identifying statewide trends, we enable state and local stakeholders to better address economic development needs.



# 2016 MARKETING YEAR IN REVIEW



## MARKETING OBJECTIVES

- Promote DuPage County as a premier global business location.
- Raise awareness of the talented and educated workforce and employment opportunities available in DuPage County.
- Raise the profile of DuPage County and Choose DuPage on a regional level.



## DUPAGE COUNTY WHERE PROSPERITY HAPPENS ON PURPOSE

CHOOSE THE PEOPLE, THE PLACE,  
THE PROSPERITY OF DUPAGE COUNTY.  
**CHOOSE THE DUPAGE ADVANTAGE.**





## DEBUTING THE CHOOSE DUPAGE WEBSITE

When development happens as rapidly as it does in DuPage, a website is the only way for people to keep caught up. In 2016, we launched **choosedupage.com**, where site selectors and development brokers receive access to key information about the DuPage Advantage. Readers can also receive news updates, keep abreast of upcoming events, and so much more.

## MARKETING BY THE NUMBERS

37	ADVERTISEMENTS
12	MILLION PAID IMPRESSIONS
1	VIDEO
54	EMAIL CAMPAIGNS
3,294	EMAIL SUBSCRIBERS
81,377	VISITS TO WEBSITE
5,078	SOCIAL MEDIA FOLLOWERS

## TRADESHOWS

**| ICSC Chicago Deal Making, Chicago**  
Together with 8 communities, Choose DuPage exhibited at this regional convention for the shopping center industry, networking and promoting the County to owners/developers, retailers, brokers, municipalities and others.

**| SelectUSA Investment Summit, Washington D.C.**  
Choose DuPage attended the SelectUSA Investment Summit, which is dedicated to promoting foreign direct investment (FDI) in the United States. The event brings together companies from all over the world, economic development organizations, and other parties working to facilitate business investment in the United States.

**| RECON, Las Vegas**  
Choose DuPage attended this national convention for the shopping center industry with a delegation of 10 communities and partners.

**| State of the Suburbs**  
Choose DuPage President & CEO John Carpenter participated as a panelist in this BisNow event, along with representatives from JLL, NAI Hiffman, and Hamilton Partners. The event drew an audience of 200+ and discussed leasing, development, and investment in the West suburbs and beyond.



2016 CHOOSE DUPAGE  
BOARD MEMBERS

Adventist Glen Oaks Hospital  
Advocate Good Samaritan Hospital  
Argonne National Laboratory  
AT&T  
Ball Horticultural Company  
Benedictine University  
BKD, LLP  
BMO Harris Bank N.A.  
Calamos Investments  
CBIZ Benefits & Insurance Services  
CBRE, Inc.  
CCS International, Inc.  
CenterPoint Properties  
Chicago Zoological Society  
Christopher B. Burke Engineering LTD.  
College of DuPage  
Comcast Business  
ComEd  
Construction Industry Service Corporation (CISCO)  
Crowe Horwath  
Dugan & Lopatka  
DuPage Convention & Visitors Bureau  
DuPage County Board  
DuPage Mayors & Managers Conference  
DuPage Regional Office of Education  
DuPage Workforce Board  
Edward Hospital  
Elmhurst Memorial Healthcare  
Grant Thornton  
Hamilton Partners  
Heartland Business Systems  
Ice Miller, LLP  
JLL  
JP Morgan Chase  
MACLYN  
Marquette Companies  
Mesirow Financial  
Molex  
Navistar International Corporation  
Nicor Gas  
Northern Illinois University  
Northwestern Memorial HealthCare  
Pace  
PNC Bank  
PowerForward DuPage  
Primera Engineers, Ltd.  
Rathje & Woodward, LLC  
Shorr Packaging Corp.  
US Bank  
Wight & Company  
Wintrust Financial Corporation

CHOOSE DUPAGE  
BOARD COMMITTEES

PROGRAMMING COMMITTEE

The Choose DuPage Programming Committee works to impart actionable, substantive information to and for its participants, and develop programs that support economic development, Choose DuPage, and its board members.

WORKFORCE COMMITTEE

The mission of the Choose DuPage Workforce Committee is to develop practices to serve the trained and educated workers of the county. The committee creates opportunities to connect DuPage employers with the skilled talent in the region. This is done through events, networking, partnering with other agencies, and educating and creating awareness in youth and school systems.

EXECUTIVE COMMITTEE

The Board of Director's Executive Committee creates the organization's annual work plan and budget, while making choices that foster the success of DuPage County.

FINANCE COMMITTEE

The Finance Committee oversees all financial reporting, annual budgeting and financial policy matters. This includes making recommendations to the Board of Directors to assure fiscal soundness and financial compliance to 501(c)6 standards.

LEGISLATIVE COMMITTEE

The Choose DuPage Legislative Platform and initiatives support our guiding principles and core objectives. Choose DuPage seeks to impact and influence legislation and regulation in a manner consistent with our focus on business retention, expansion and attraction. Choose DuPage strives to elevate awareness, educate and engage the business community on issues important to their success and the vitality of the regional economy.

Goals:

- Create a pro-business environment.
- Educate elected officials on needs of business.
- Educate the business community on legislation impacting their business.

MARKETING COMMITTEE

The Choose DuPage Marketing Committee creates awareness for DuPage County, and the advantages to doing business here.

The marketing objectives are:

- Promote DuPage County as a premier global business location
- Raise awareness of the talented and educated workforce and employment opportunities available in the County
- Raise the profile of DuPage County and Choose DuPage on a regional level

2016 DUPAGE COUNTY  
BOARD MEMBERS

DISTRICT

1

Paul Fichtner  
Donald E. Puchalski  
Sam Tornatore

DISTRICT

2

Elizabeth Chaplin  
Pete DiCianni  
Sean Noonan

DISTRICT

3

John F. Curran  
Gary Grasso  
Brian J. Krajewski

DISTRICT

4

Grant Eckhoff  
Tim Elliott  
Amy L. Grant

DISTRICT

5

Janice Anderson  
James D. Healy  
Tonia Khouri

DISTRICT

6

Robert L. Larsen  
Kevin Wiley  
James F. Zay, Jr.

ADDISON  
AURORA  
BARTLETT  
BATAVIA  
BENSENVILLE  
BLOOMINGDALE  
BOLINGBROOK  
BURR RIDGE  
CAROL STREAM  
CHICAGO  
CLARENDON HILLS  
DARIEN  
DOWNERS GROVE  
ELK GROVE VILLAGE  
ELMHURST  
GLENDALE HEIGHTS  
GLEN ELLYN  
HANOVER PARK  
HINSDALE  
ITASCA  
LEMONT  
LISLE  
LOMBARD  
NAPERVILLE  
OAK BROOK  
OAKBROOK TERRACE  
ROSELLE  
SCHAUMBURG  
ST. CHARLES  
VILLA PARK  
WARRENVILLE  
WAYNE  
WEST CHICAGO  
WESTMONT  
WHEATON  
WILLOWBROOK  
WINFIELD  
WOOD DALE  
WOODRIDGE

CHOOSE DUPAGE IS A COMMUNITY OF  
PRIVATE- AND PUBLIC-SECTOR LEADERS.





# DUPAGE COUNTY.

THE PROVEN AND  
PREMIER GLOBAL  
BUSINESS LOCATION.