

MARKET ASSESSMENT

CITY OF DES PLAINES

August 2005

By
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Chicago, Illinois

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ADDENDA

- 2004 Des Plaines Expenditure Potential and Retail Sales Estimates
- Five-Mile Trade Area Expenditure Potential and Retail Sales Estimates
- Five-Mile Trade Area Map
- Des Plaines Manufacturing Companies with 100 or More Employees

I. INTRODUCTION AND CONCLUSIONS

Background to the Assignment

HNTB has been retained by the City of Des Plaines to update its comprehensive plan. As part of this planning process, HNTB has contracted with Goodman Williams Group to assess the current and future development environment in Des Plaines and identify opportunities and areas that may be subject to development pressure or land uses changes. This report presents the results of the first phase of our work: overviews of the residential, retail, entertainment, industrial, and office markets.

Methodology

As part of these market overviews, Goodman Williams Group completed the following tasks in summer 2005:

- Interviewed more than a dozen downtown business owners, civic leaders, and representatives of the real estate industry.
- Participated in various workshops organized by HNTB.
- Analyzed current demographic and household characteristics as well as population and employment projections to gain an understanding of future demand for various land uses.
- Visited residential, retail, entertainment, industrial, and office developments in Des Plaines and surrounding communities to determine their competitive market positions.

Summary of Findings

Residential. Despite the fact that Des Plaines is a mature, built-out community, opportunities for additional residential development are numerous, as described below. New residential developments in inner-ring suburbs with good expressway access and transit options will continue to attract buyers. With varying product being planned, no single segment of the market is likely to be overbuilt in the foreseeable future.

- **Condominium development.** Despite some concerns that this market may be saturated, there is ample market support for an additional 100 units a year on average. Increasingly, new condominium developments may have to distinguish themselves from existing projects by including a higher level of amenities or through more distinctive architectural character. Providing adequate parking for residents and guests will help address the concern of existing residents as well as insure the marketability of the units. Additional residential developments for seniors are also likely, given demographic trends in Des Plaines.

- **Townhouses.** Townhouses will be an increasingly popular choice to attract younger residents into the community. This housing type is particularly appropriate on infill sites or former commercial or industrial areas in need of redevelopment. One or two projects per year adding 75 to 100 new units could be supported in this market.
- **Single-Family Homes.** Des Plaines is a predominantly single-family community, and this remains the preferred housing choice of most area residents. New single-family homes will continue to be built on individual lots, replacing older less functional homes. Regulating these “teardowns” will insure that they do not overwhelm or compromise existing neighborhoods. In addition, if land were to be made available, the market would support a new high-end residential subdivision of single family homes. Maryville Academy’s acreage has been mentioned as one possible site for future redevelopment.

Retail. Opportunities for new retail development in Des Plaines exist in the Downtown, in the Five Corners Area north of downtown, and along the major commercial arteries.

- **Metropolitan Square and Downtown Retail Opportunities.** Downtown Des Plaines has the potential to support more convenience and specialty retail to serve the growing base of downtown residents, commuters, and workers. In addition to the 40,000-square-foot Save & Shop Marketplace, Metropolitan Square is adding 74,000 square feet of retail space. This space, along with some of the vacancies or underutilized store fronts along Miner Street, is more than sufficient to satisfy the unmet retail demand in such categories as: restaurants, specialty shops selling apparel, accessories, or small household items, and gift shops.

Current leasing efforts at Metropolitan Square are being hampered by the appearance of the Miner Street frontage, which serves as the “front door” to Metropolitan Square. As construction is completed and Metropolitan Square is leased out, attention must be paid to upgrading the appearance and functionality of the commercial spaces on Miner Street.

- **Larger Format Retailing in the Five Corners Area.** Currently, the so-called Five Corners Area north of Downtown is being studied to determine if it is TIF-eligible. As planning commences for its eventual redevelopment, consideration should be given to promoting large-format retail development. Our market analysis suggests potential support for 200,000 to 300,000 square feet of retail space that might include the following types of stores: electronics, home improvement, pet supply, books, office supply, crafts, housewares, and home furnishings. Planning for this area should address traffic and circulation along the major arterials: Rand, Golf, and River Roads. In addition, this area must be appropriately tied into Metropolitan Square as well as the residential buildings along River Road.

- **Commercial Corridors: Lee Street, Oakton Street and Elmhurst Roads.** Des Plaines' major commercial corridors are in need of updating, both in terms of their physical appearances and the mix of businesses. The City should work with existing shopping center owners to help market the strip centers and keep them leased. In areas where the retail and businesses are spotty, consideration should be given to clustering the retail around the key intersections and allowing mixed-use buildings with residential components in the mid-blocks.

Entertainment. Creating additional entertainment venues would be a positive addition to the residents of this community. It would also give Des Plaines a more prominent identity by drawing visitors into the community. Among the ideas worth pursuing are:

- **The Des Plaines Theater.** A decision needs to be made on the future of the Des Plaines Theater. Significant public investment will be needed to insure quality restoration and programming that serves all segments of the community. The theater occupies one of the most prominent corners in Downtown Des Plaines, and potentially could become once again a focal point of Downtown Des Plaines.
- **New Construction Cineplex.** A multi-screen movie theater would need a large site (in excess of ten acres) that could accommodate the required parking. Discussions with those knowledgeable about the film distribution zones could help determine the feasibility of locating a new Cineplex in Des Plaines.
- **Golf Course.** If adequate acreage could be found, an 18-hole public course would be a welcome amenity to this community.

Industrial. Des Plaines has a large and diversified base of manufacturing and distribution firms. Retaining existing manufacturing firms will prove increasingly challenging in coming years, as buildings become obsolete and land prices escalate. Pressure will increase to rezone individual properties for residential or retail uses, particularly along Northwest Highway and in other scattered industrial areas. While maintaining Des Plaines' industrial base is an important goal, selective rezonings in the northern portion of the city should be considered in the context of the new comprehensive plan.

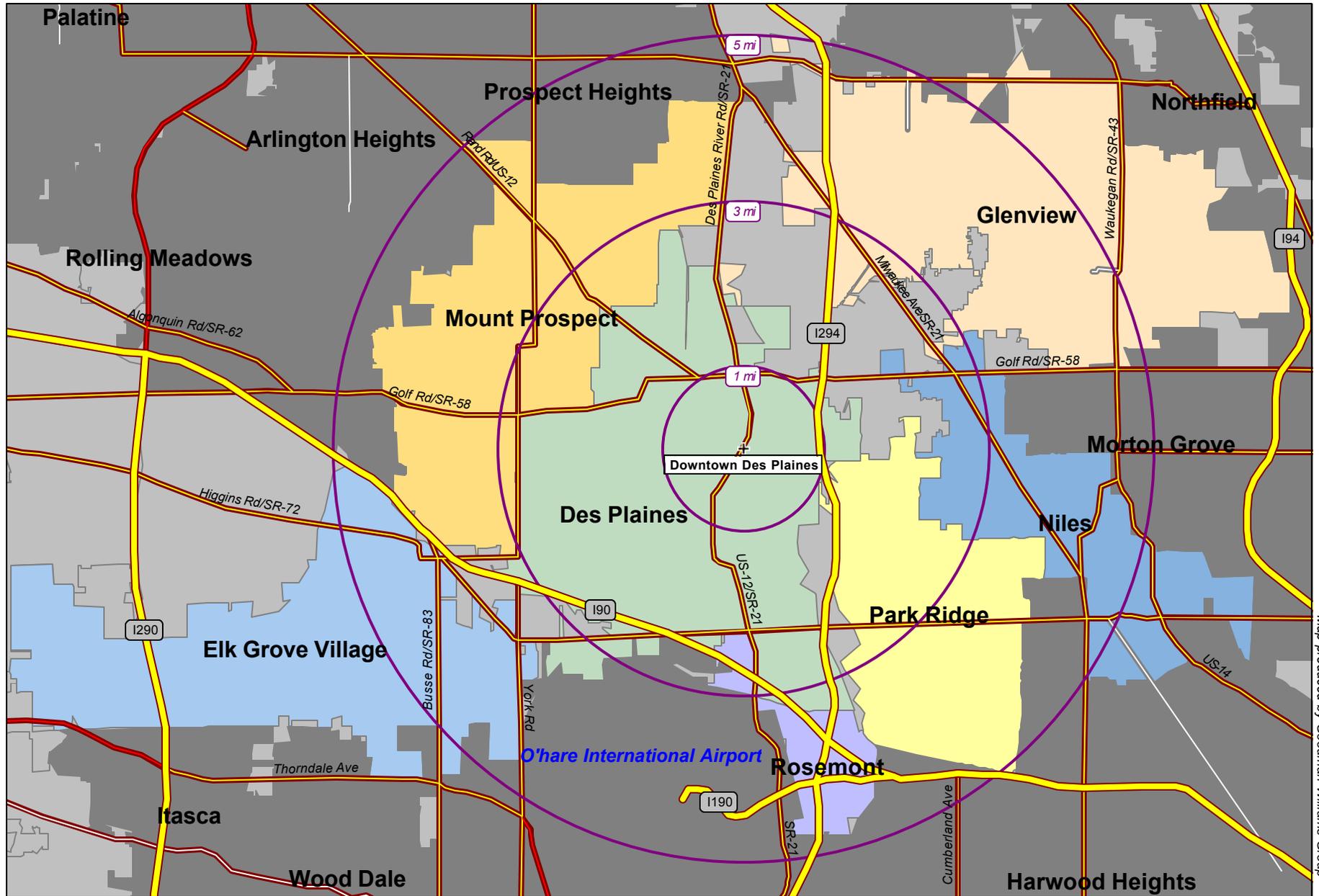
Des Plaines should also embrace the growing demand for logistics and distribution space that can best be accommodated in the southwestern portion of the city, nearest to O'Hare and the expressways. Demand for large sophisticated distribution facilities, like the 411,000 square foot building recently completed in Willie Road TIF District #3, should increase in the coming decade, in response both to changes in the logistics industry and improvements to the airport and its cargo operations.

Office. Located within the O'Hare office submarket, Des Plaines has a competitive office inventory of 13 primarily Class B and C buildings with a total of 2.5 million square feet of space. The O'Hare submarket, as well as the other office submarkets in metropolitan Chicago, have been suffering through a period of high vacancy rates and modest demand for new space. Recovery is projected to be slow, and no new investment-grade office buildings are likely to be built for the foreseeable future.

Des Plaines also has a sizable inventory of smaller office buildings and commercial spaces occupied by medical, dental, legal, real estate, insurance, and other professional service firms that primarily serve the local population. Downtown Des Plaines will be adding 22,000 square feet of new office space with the completion of Metropolitan Square. This new space is likely to meet any new demand for quality local space in the community for the foreseeable future, particularly if 640 Pearson remains in office use.

Des Plaines Area

Scan/US, Inc.



Map produced by Goodman Williams Group

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II. SOCIOECONOMIC ANALYSIS

Location

Des Plaines is a large, relatively diverse community that is perhaps best defined by its location on the north side of O'Hare International Airport. The community is well served by area expressways with Interstate 90 traversing the southern portion of the community, and Interstate 294 running in a north-south direction along Des Plaines' eastern border. Metra's Union Pacific Northwest commuter rail line runs parallel to Northwest Highway (Route 14), bisecting the downtown.

With a strong employment base, Des Plaines is more than a bedroom community. According to the Illinois Department of Employment Security, 2,338 private-sector firms employing more than 42,252 workers are based in Des Plaines. Other assets of the community include strong neighborhoods with a diverse housing stock, a number of parks and recreational areas, some of which are located near the Des Plaines River, and good schools. Unlike some of the neighboring communities, Des Plaines is not currently a major destination for shopping, eating, or entertainment.

Population Trends

With a 2000 population of 58,720, Des Plaines is one of the largest of Chicago's Northwest suburbs. The table below shows the 1990 and 2000 populations for Des Plaines and six adjacent communities. Des Plaines' population increased by more than 10% during the decade of the 1990s, fueled by a number of new condominium developments that were built in the downtown area. Glenview also saw a population increase, attributable primarily to the redevelopment of the Glenview Naval Air Station. In general, the population in these mature communities is relatively stable with most projected to increase slightly by 2030 as more dense multifamily housing is developed.

POPULATION TRENDS					
	1990 Population	2000 Population	% Change	2030 Projection	Projected Growth 2000-2030
Des Plaines	53,223	58,720	10.33%	60,343	1,623
Elk Grove Village	33,429	34,727	3.88%	36,948	2,221
Glenview	37,093	41,847	12.82%	54,368	12,521
Mount Prospect	53,170	56,265	5.82%	58,049	1,784
Niles	28,284	30,068	6.31%	32,881	2,813
Park Ridge	36,175	37,775	4.42%	36,620	-1,155
Rosemont	3,995	4,224	5.73%	4,055	-169

Source: U.S. Census and Northeastern Illinois Planning Commission for projections.

Demographic Characteristics

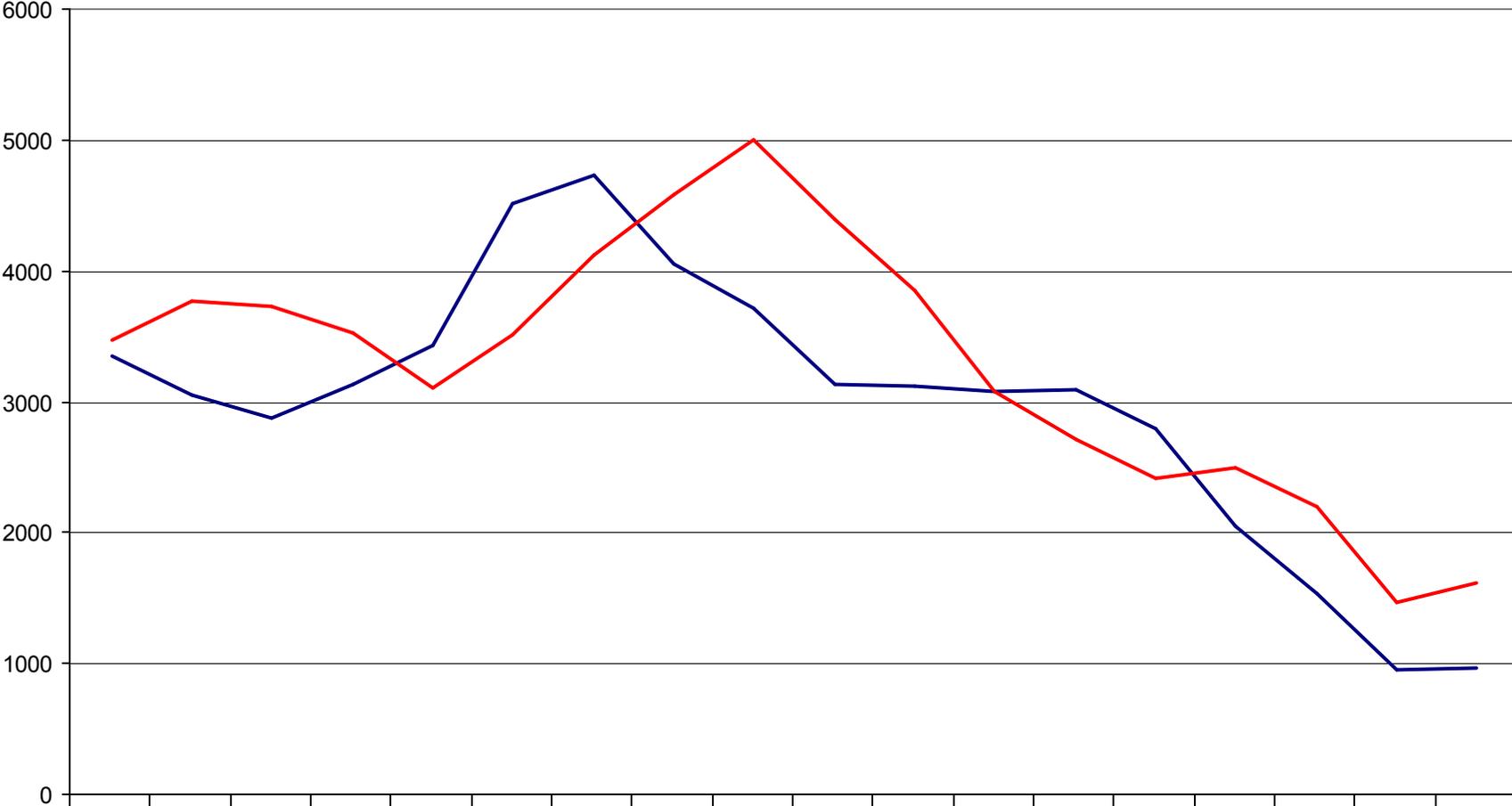
The following table presents selected demographic characteristics from the 2000 Census for the City of Des Plaines. The population is predominantly white, with Hispanics and Asians constituting the largest minorities. Hispanics make up 14.0% of the population. Indians and other South Asians are an increasing presence in Des Plaines and throughout the Northwest Suburbs. African Americans constitute only 1.0% of the population of Des Plaines.

SELECT DEMOGRAPHIC AND HOUSEHOLD CHARACTERISTICS 2000 CENSUS		
	City of Des Plaines	
	Number	Percent
Population	58,720	100.0%
Hispanic or Latino	8,229	14.0%
Race (partial list)		
White alone	49,586	84.4%
Black of African-American alone	594	1.0%
Asian alone	4,492	7.6%
Households	22,362	100.0%
Family Households	15,074	67.4%
Married Couple family	12,251	54.8%
Married Couple with Children at Home	5,442	24.3%
Median Household Income	\$53,638	
Median Age	39.7	

Sources: U.S. Census

Des Plaines has 22,362 households, more than two-thirds of which are family households (two or more related persons living together). Single-person households are well represented in the multifamily buildings located downtown. The median age of the population in Des Plaines is 39.7, and it is slightly higher in downtown census tracts. The table on the following page shows the age distribution for the population in Des Plaines in 1990 and 2000. This graph illustrates both the aging of the population generally, as well as the increase in older persons resulting from the new senior housing developments.

Des Plaines Population Distribution By Age



	<5	5 - 9	10 - 14	15 - 19	20 - 24	25 - 29	30 - 34	35 - 39	40 - 44	45 - 49	50 - 54	55 - 59	60 - 64	65 - 69	70 - 74	75 - 79	80 - 84	>85
— 1990	3328	3028	2855	3118	3409	4495	4712	4031	3701	3120	3098	3058	3075	2773	2030	1514	935	943
— 2000	3451	3745	3706	3513	3087	3501	4099	4565	4987	4368	3837	3067	2689	2400	2478	2187	1448	1592

Household Incomes

The median household income in Des Plaines in 1999 was \$53,638, according to the Census. The 2004 median household income, as estimated by Claritas, has risen to \$58,478. As the following table shows, relatively few households are in the upper income brackets, while 17.2% of households had incomes below \$25,000.

ESTIMATED 2004 HOUSEHOLD INCOMES FOR DES PLAINES

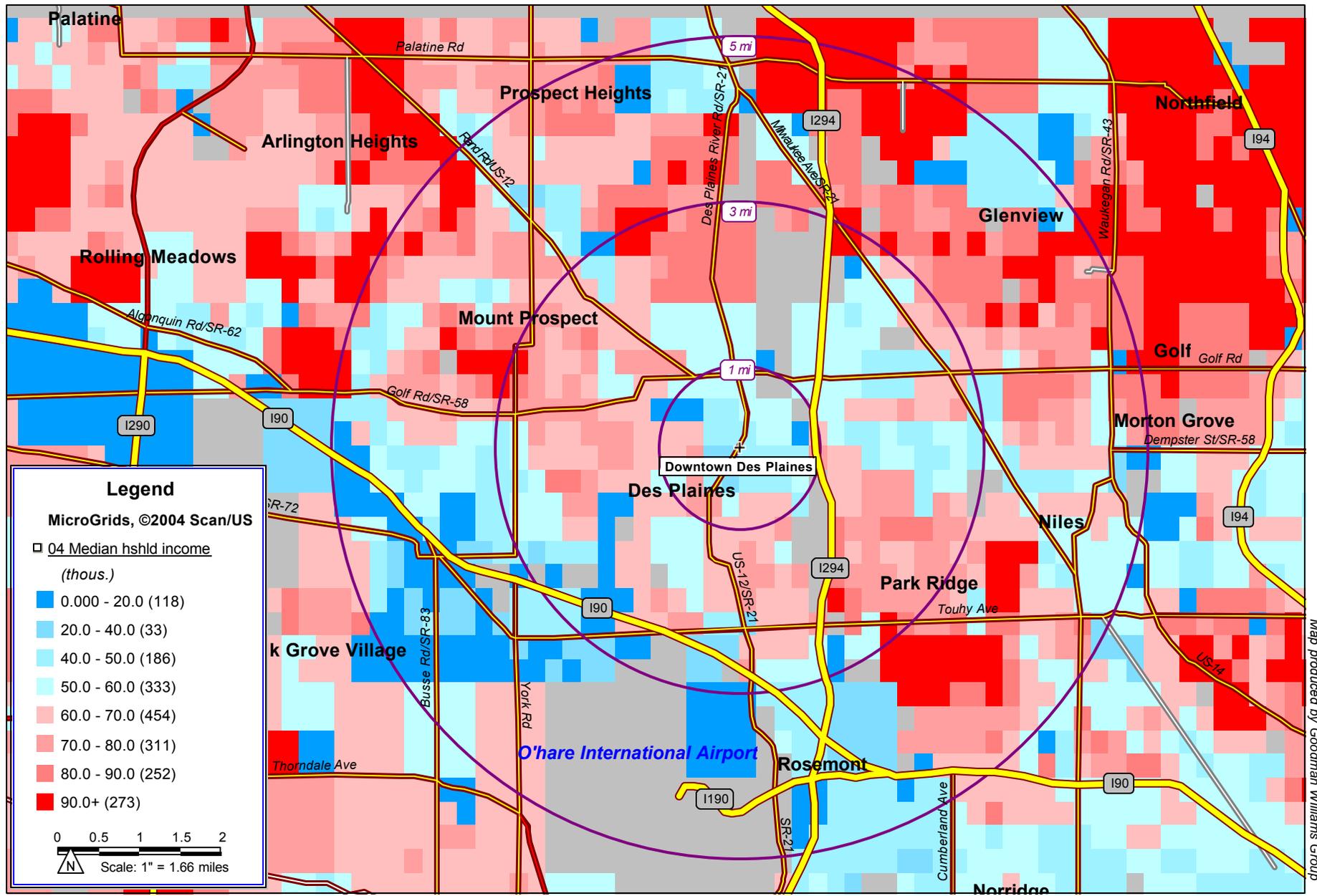
	<u>Households</u>	<u>Percent</u>
Income Less than \$15,000	1,874	8.5%
Income \$15,000 - \$24,999	1,933	8.7%
Income \$25,000 - \$34,999	2,310	10.5%
Income \$35,000 - \$49,999	3,179	14.4%
Income \$50,000 - \$74,999	5,093	23.1%
Income \$75,000 - \$99,999	3,642	16.5%
Income \$100,000 - \$149,999	2,808	12.7%
Income \$150,000 - \$249,999	899	4.1%
Income \$250,000 - \$499,999	231	1.0%
Income \$500,000 and over	77	0.3%
2004 Est. Median Household Income	\$58,478	

Source: Claritas

The map on the following page shows median household incomes within a five-mile radius of downtown Des Plaines. The more affluent households in this market, shown in shades of red, are located primarily in the communities of Mount Prospect, Glenview, and Park Ridge. Elk Grove Village has higher concentrations of lower-income households.

Area Median Household Income

Scan/US, Inc.



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Overview of Des Plaines Businesses

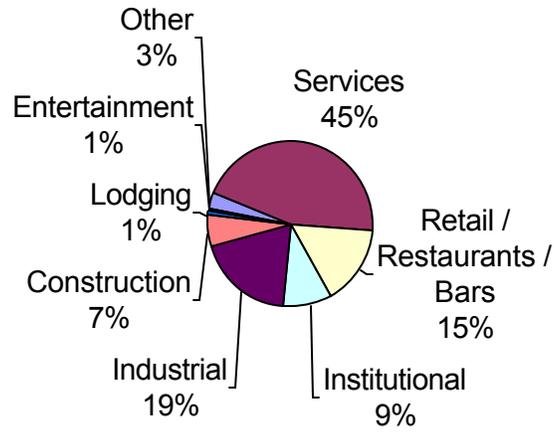
According to a database maintained by the City, Des Plaines is home to 3,905 business establishments. Service industries, including medical, dental, and other professions accounted for 46% of all businesses. Des Plaines also has a strong industrial base, with approximately 25% of local businesses in the construction, transportation/warehousing, wholesale trade, and general industrial categories. Des Plaines' proximity to O'Hare also accounts for the high number of lodging establishments (29) and contributes to the number of restaurants and entertainment venues.

DES PLAINES BUSINESS ESTABLISHMENTS SUMMARY BY CATEGORY

<u>Category</u>	<u>Number of Establishments</u>	<u>Percent of Total</u>
Other Services	797	20.4%
Professional Services	582	14.9%
Medical / Dental	407	10.4%
Retail	385	9.9%
Institutional	366	9.4%
Industrial	304	7.8%
Wholesale Trade	287	7.3%
Construction	257	6.6%
Restaurants / bars	195	5.0%
Transportation/Warehousing	152	3.9%
Other	95	2.4%
Communications	29	0.7%
Lodging	29	0.7%
Entertainment	<u>20</u>	<u>0.5%</u>
Total	3,905	100.0%

Sources: City of Des Plaines and Goodman Williams Group, 2005.

Des Plaines Business Establishments



Employment figures provide another measure of the size and diversity of the Des Plaines' economic base. The following table provides the most recent private-sector employment data for Des Plaines and the larger Northwest Suburban Cook County area. The following conclusions can be drawn from these data:

- Industrial uses, included manufacturing, wholesale trade, transportation and warehousing make up a higher percentage of the employment base in Des Plaines than in the larger area.
- Retail Trade is a less significant employment category in Des Plaines than in the larger area.
- Des Plaines also has proportionately fewer employees in the Professional, Scientific & Technical Services; Arts, Entertainment & Recreation; and Finance & Insurance sectors.

2004 PRIVATE SECTOR EMPLOYMENT IN DES PLAINES AND NW SUBURBAN COOK COUNTY

<u>INDUSTRY (NAICS)</u>	<u>Des Plaines</u>	<u>Per Cent</u>	<u>NW Suburban Cook County</u>	<u>Per Cent</u>
ALL INDUSTRIES	42,252	100.0%	432,742	100.0%
MANUFACTURING (31-33)	8,898	21.1%	64,457	14.9%
HEALTH CARE & SOCIAL ASSISTANCE (62)	4,526	10.7%	43,875	10.1%
ADMIN. & SUP. & WASTE MGMT. & REMED. SVCS. (56)	3,978	9.4%	38,981	9.0%
ACCOMMODATIONS & FOOD SERVICES (72)	2,434	5.8%	33,682	7.8%
RETAIL TRADE (44-45)	3,014	7.1%	53,721	12.4%
OTHER SERVICES (except PUBLIC ADMIN.) (81)	1,395	3.3%	14,811	3.4%
WHOLESALE TRADE (42)	5,141	12.2%	37,345	8.6%
CONSTRUCTION (23)	1,528	3.6%	24,938	5.8%
PROFESSIONAL, SCIENTIFIC & TECH. SVCS. (54)	2,705	6.4%	38,630	8.9%
EDUCATIONAL SERVICES (61)	441	1.0%	4,924	1.1%
FINANCE & INSURANCE (52)	1,550	3.7%	23,924	5.5%
ARTS, ENTERTAINMENT & RECREATION (71)	70	0.2%	4,867	1.1%
REAL ESTATE & RENTAL & LEASING (53)	1,536	3.6%	7,287	1.7%
INFORMATION (51)	1,058	2.5%	12,866	3.0%
TRANSPORTATION & WAREHOUSING (48-49)	2,195	5.2%	14,351	3.3%
MINING (21)	0	0.0%	20	0.0%
UTILITIES (22)	104	0.2%	0	0.0%

Source: Illinois Bureau of Employment Security, 2004 preliminary numbers.

Metra Commuter Stations

Des Plaines is served by two Metra commuter stations on the Union Pacific Northwest line, which travels from Ogilvie Transportation Center in Downtown Chicago to Harvard, IL. One station is in Downtown Des Plaines at the intersection of Miner and Lee Streets. The Cumberland Station is located further west at 475 East Northwest Highway near the Wolf Road intersection. According to Metra's 2002 survey, the Downtown Des Plaines Station had 999 weekday passenger boardings. The Cumberland station is less busy than its counterpart in Downtown Des Plaines. Cumberland had 393 weekday passenger boardings in 2002. Note that ridership at both stations has fallen during the past 10 years.

DAILY METRA BOARDINGS IN DES PLAINES					
	<u>1993</u>	<u>1995</u>	<u>1997</u>	<u>1999</u>	<u>2002</u>
Des Plaines	1237	1117	1111	1148	999
Cumberland	559	543	520	523	393

Source: Metra

III. RESIDENTIAL MARKET OVERVIEW

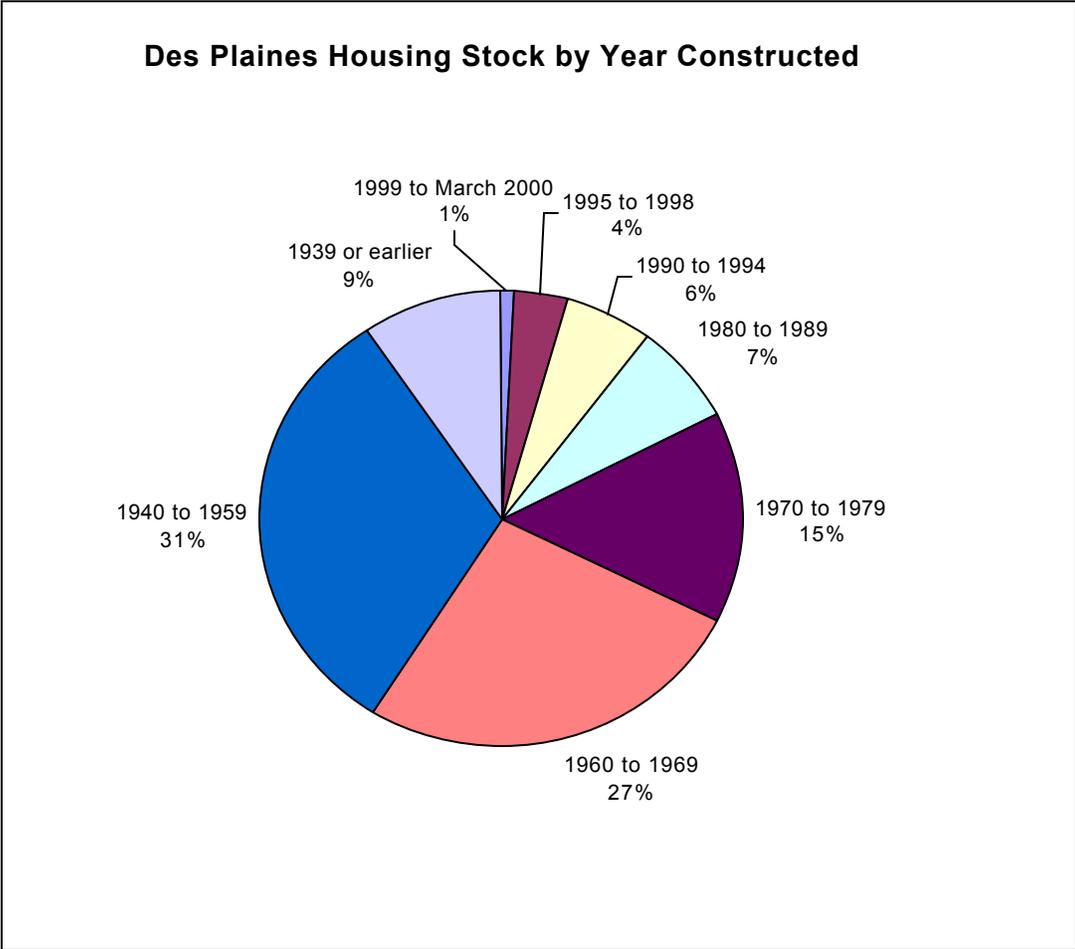
Characteristics of the Housing Stock

Des Plaines has a varied housing stock that includes single-family homes, a large and increasing supply of elevator condominium buildings, townhouses, and even mobile homes. As shown in the table below, the majority of the housing in Des Plaines is single-family homes (15,238 units or 66.4%). Multi-family units in large and small buildings total 6,300 units or 27.4% of the occupied housing stock. Nearly eighty percent of the city's 22,851 housing units are owner-occupied.

PROFILE OF DES PLAINES HOUSING STOCK		
	<u>Number of Units</u>	<u>Percent</u>
Total Housing Units	22,851	
Occupied Units	22,362	100.0%
Owner-Occupied	17,739	79.3%
Renter-Occupied	4,623	20.7%
Vacant	489	2.1%
Building Size		
Single Family (Attached and Detached)	15,238	66.4%
Buildings with 2-4 units	939	4.1%
Buildings with 5-49 units	3,907	17.0%
Buildings with 50 or more units	1,454	6.3%
Mobile Home	1,407	6.1%

Source: 2000 Census

The pie chart on the following page shows the age of Des Plaines' housing stock. Predominantly post-war structures, nearly three quarters of Des Plaines' residential units were built between 1940 and 1979. Only nine percent of the housing stock was built before 1939 and only eleven percent has been built since 1990.



Source: U. S. Census

Recent permit activity

The table on the following page tracks the City’s residential permits issued from 1996 through 2004. Over this period, a total of 1,724 new units were permitted and presumably built, an average of just over 190 units per year. Of that total, 1,323 (or 147 on an annual basis) were for multi-family homes in buildings with 5 or more units. Over the past eight years, higher-density development has accounted for more than three-quarters of the new residential units built.

DES PLAINES RESIDENTIAL BUILDING PERMITS

<u>Year</u>	<u>Single-Family</u>	<u>2 to 4 Units</u>	<u>5 or More Units</u>	<u>Total</u>
1996	70	0	153	223
1997	37	0	145	182
1998	45	0	0	45
1999	64	0	285	349
2000	29	0	0	29
2001	32	0	105	137
2002	25	0	62	87
2003	48	0	193	241
2004	51	0	380	431
Total	401	0	1,323	1724
Ann. Average 1996-2004	44.6	0.0	147.0	191.6

Source: 2000 Census

Data from Multiple Listing Service

According to data from the Multiple Listing Service, the median price for a single-family detached home in Des Plaines was \$289,000 in 2004, based on the sale of 552 homes. The median price in Des Plaines was lower than the median prices in the surrounding communities with the exception of Elk Grove Village. As shown in the following table, there has been steady escalation of home prices in all these communities since 2000.

Median Sales Price for Single Family Homes

	<u>2000</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>
Des Plaines	\$209,000	\$230,000	\$240,000	\$260,000	\$289,000
Elk Grove Village	\$213,000	\$228,250	\$241,750	\$256,000	\$267,000
Glenview	\$345,925	\$370,000	\$425,000	\$447,500	\$455,000
Mount Prospect	\$229,900	\$253,750	\$277,750	\$296,000	\$325,500
Niles	\$240,000	\$255,000	\$278,000	\$312,000	\$340,000
Park Ridge	\$330,000	\$355,000	\$376,000	\$416,000	\$435,000
Rosemont	\$310,000	\$530,000	\$303,750	\$350,000	\$339,500

Source: Multiple Listing Service of Northern Illinois

Des Plaines has a larger and more active residential market than those of the surrounding suburbs. During the past five years, an annual average of 1,256 single family detached and attached units were sold through the MLS. This total includes both new units and resales. Of that total, more than 700 were attached units (condominiums). Glenview had the next highest total units sold (an annual average of 778) as a result of the residential component of the redevelopment of Glenview Naval Air Station.

Tear-downs are becoming increasingly common in Des Plaines. In particular, 1950s-vintage smaller homes are being replaced with larger homes with prices in some cases of \$600,000 or higher. While some Des Plaines residents welcome the investment, others in the community are looking for guidelines to control such issues as the height of the new homes and site coverage.

New Multifamily Residential Development In Downtown Des Plaines

Over the past decade, downtown living has gained in popularity among two major segments of the population: empty-nesters who choose to sell their single-family home once their children are grown; and young professionals, most of whom do not have school-age children. Frequently, the downtown resident is seeking a maintenance-free home located close to shopping, entertainment, and public transit.

Des Plaines has been one of the more aggressive communities in suburban Chicago in permitting the development of multifamily buildings in and around its downtown. R. Franczak & Associates and Norwood Builders, among others, have constructed thousands of condominium units. The following condominium projects are currently being marketed or are planned.

- **841 Graceland (The former Des Plaines Public Library Site).** In Late 2004, City Council awarded R. Franczak & Associates the right to redevelop the former library site. He is planning three six-story buildings with a total of 118 units to be known as Waterford Place. Franczak is currently marketing condominium units at The Monte Clare, The Sienna, and The Avalon. Units typically range in size from 1,200 to 2,000 square feet and are priced beginning in the mid \$200,000s.
- **River Mill, located at 1675 Mill Street,** is the latest condominium development by Norwood Builders. The property sold out quickly at prices ranging from \$310,000 to \$365,000, or approximately \$200 per square foot.
- **Metropolitan Square.** The first phase of Metropolitan Square, a mixed-use development under construction in Downtown Des Plaines, will include a condominium building with 142 units. Joseph Freed Homes reports that all 142 units were sold from the plans within 75 days, a testament to the strength of the market and the appeal of this location and development. Buyers are a mix of ages, with the loft-style units appealing to younger buyers and the more traditional condo units appealing to somewhat older buyers. Most of

the market is coming from within a five-mile radius. Pre-construction base sales prices were in excess of \$200 per square foot.

Townhouse Developments

Townhouse developments are not as prevalent as elevator condominium buildings in Des Plaines, although several townhouse projects have been built in recent years and more are planned. These developments cater primarily to first-time homebuyers or younger professionals who like the maintenance-free lifestyle and urban feel of the townhouses. Descriptions of some recently constructed and planned townhouse developments follow.

- **Concord Commons.** Concord Homes is building this 84-unit townhouse development on a former industrial site on Northwest highway (Route 14) just south of Seegers Road. Base prices start in the \$320,000s for a 1,646-square-foot unit, or approximately \$200 per square foot. 50% of the units were sold during the initial eight months of marketing. A second phase is possible if an adjacent site can be obtained and rezoned.
- **Prairie Corners Townhomes.** Pontarelli & Company is developing this 25-unit development at 1127 East Prairie. These units are larger, with 2,450 square feet, and have a base price of just under \$420,000.

Additional condominium and townhouse developments are being planned in Des Plaines. In July 2005, Des Plaines City Council approved Remington Homes' plans to build 117 townhouses and 120 condominium units on a 9.5-acre site southwest of Rand Road near the Union Pacific Railroad tracks. The site was formerly owned by DoALL, an industrial distribution company. Construction could be completed in late 2008.

Senior Housing

Des Plaines also has a supply of age-restricted senior housing. The largest is The Heritage of Des Plaines, located at 800 South River Road in Downtown Des Plaines. Owned and managed by Brookdale Living Communities, this congregate care facility offers both independent and assisted living options with studio, one-, and two-bedroom apartments.

A new senior development is planned for a site at 1070-1090 Oakton Street. Referred to as the Grazie-Rivera Independent Living project, this development has yet to secure all necessary approvals. Concern has been expressed by area residents that the building, proposed to be 134 feet tall, would be out-of-scale with development in the adjacent neighborhood.

Residential Conclusions and Opportunities

Despite the fact that Des Plaines is a mature, built-out community, opportunities for additional residential development are numerous, as described below. New residential developments in near-in suburbs with good expressway access and transit options will continue to attract buyers. With varying product being planned, no single segment of the market is likely to be overbuilt in the foreseeable future.

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- **Single-Family Homes.** Des Plaines is a predominantly single-family community, and this remains the preferred housing choice of most area residents. New single-family homes will continue to be built on individual lots, replacing older less functional homes. Regulating these “teardowns” will insure that they do not overwhelm or compromise existing neighborhoods. In addition, if land were to be made available, the market would support a new high-end residential subdivision of single family homes. Maryville Academy’s acreage has been mentioned as one possible site for long-term redevelopment.

IV. RETAIL MARKET OVERVIEW

Retail Concentrations in Des Plaines

Des Plaines' commercial businesses are relatively decentralized, with concentrations in the Downtown, the area north of Downtown known as the Five Corners area, and along commercial arteries including Oakton Street, Lee Street, and Elmhurst Road. According to the inventory supplied by the City of Des Plaines, the community has 385 retail establishments and 195 restaurants/bars.

Downtown Des Plaines. New retail development in Downtown Des Plaines has lagged behind residential development, although that situation has begun to change. The retail component of the library project, which opened in 2000, contains 30,000 square feet of new retail space, including several sandwich shops, a mattress retailer, and other convenience retailers and service providers.

On the north side of the tracks, Metropolitan Square is under construction. This mixed-use project will add 114,000 square feet of retail space, 142 condominium residences, and a 471-car structured parking garage. Included in the retail space is a 40,000 square foot grocery store, Save & Shop Marketplace. The following retailers are among the other tenants that have signed leases:

- 5th / 3rd Bank
- Coldstone Creamery
- Cheeseburger in Paradise restaurant
- Flex Health Club.

Additional restaurants, coffee shops, gift shops, and other retailers are being sought for these spaces. The Miner Street frontage, much of which is in poor condition, is also part of Downtown Des Plaines' retail inventory.

Five Corners refers to an area north of downtown bordered by Golf Road on the north, Des Plaines River Road on the east, Rand Road on the southwest, and the railroad tracks on the southeast. This area is zoned for commercial and office uses and contains a variety of types of business establishments. Many of these are automobile-oriented retail and service businesses. Currently, a study is underway to determine whether this area is eligible to become a Tax Increment Financing (TIF) District, which could help spur redevelopment by providing dollars for infrastructure improvements and pre-development costs. Potential redevelopment options for this area will be discussed later in this section.

Lee Street is Des Plaines' major north south commercial spine. Two major grocery-store anchored shopping centers and a Kmart are located at the intersection of Lee and Oakton Streets. The larger center, The Oaks, is anchored by Dominick's Finer Foods and contains a total of 135,000 square feet of retail space.

Oakton Street between Wolf and River Roads is a commercial artery containing a wide variety of types of first floor retail and service establishments. In addition to the Kmart at 1155 Oakton Street near Lee, a Sam's Club is located at Mount Prospect Road and Oakton Street in the middle of an industrial area. Oakton between Lee Street and River Road has a somewhat dated appearance, with a variety of retail and service uses.

Elmhurst Road between Dempster on the north and Oakton on the south is also zoned commercial and has a variety of retail and service uses.

Trends in Retail Sales Tax Receipts

In 2004, Des Plaines generated \$780.6-million in taxable retail sales. As shown on the graph that appears on the following page, this total is down from 2003, but is up slightly from the levels recorded in prior years. Annual taxable retail sales from 1999 through 2004 for Des Plaines and neighboring communities are shown on the table below. The most dramatic increase in retail sales occurred in Glenview as a result of the retail component of the redevelopment of the former Glenview Naval Air Station.

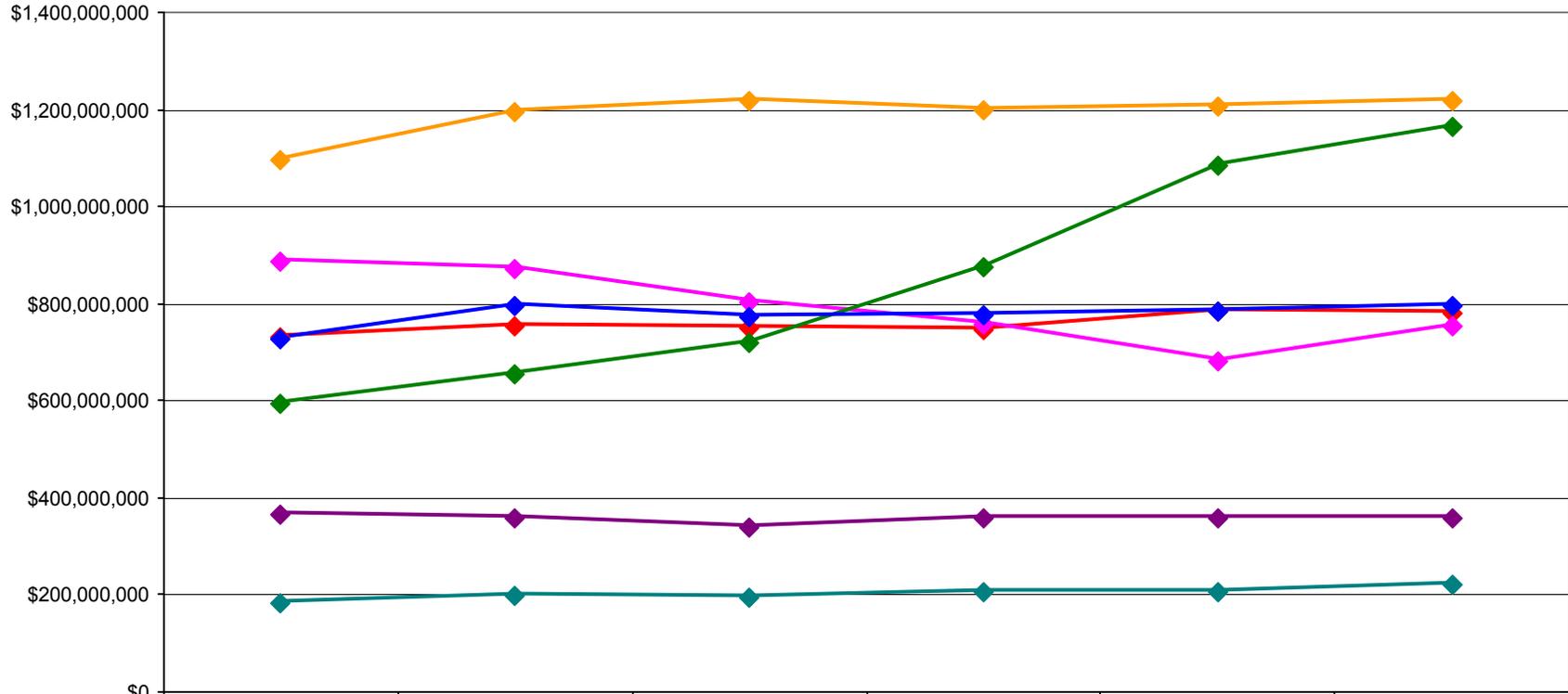
Des Plaines in Comparison with Neighboring Communities

Niles and Glenview are the neighboring communities with the greatest amount of retail sales. Des Plaines, Elk Grove Village, and Mount Prospect are fairly comparable, while Park Ridge and Rosemont generate fewer retail sales. When these community totals are looked at on a per-person basis, however, Des Plaines falls near the bottom of the list, as shown below.

RATIO OF 2004 TAXABLE RETAIL SALES TO POPULATION FOR SELECT COMMUNITIES				
	<u>Taxable Retail Sales</u>	<u>Number of Establishments</u>	<u>Population</u>	<u>Retail Sales / Population</u>
Des Plaines	\$780,613,245	1,502	58,740	\$13,289.30
Elk Grove Village	\$752,345,244	1,764	33,556	\$22,420.59
Glenview	\$1,163,230,586	1,228	42,460	\$27,395.92
Mount Prospect	\$796,416,875	1,105	55,483	\$14,354.25
Niles	\$1,218,673,918	1,077	21,951	\$55,517.92
Park Ridge	\$355,911,586	805	37,439	\$9,506.44
Rosemont	\$220,580,725	1,040	4,090	\$53,931.72

Source: Illinois Department of Revenue, Scan US, and Goodman Williams Group

Annual Taxable Retail Sales



	1999	2000	2001	2002	2003	2004
Des Plaines	\$731,052,117	\$755,160,650	\$750,156,728	\$744,254,513	\$784,571,457	\$780,613,245
Elk Grove Village	\$884,912,446	\$872,784,483	\$803,866,924	\$755,558,161	\$680,963,973	\$752,345,244
Glenview	\$592,228,457	\$654,499,471	\$718,400,616	\$876,503,826	\$1,083,077,614	\$1,163,230,586
Mount Prospect	\$725,828,572	\$793,667,383	\$772,908,489	\$774,814,437	\$783,127,619	\$796,416,875
Niles	\$1,094,862,060	\$1,194,851,926	\$1,215,615,972	\$1,198,229,127	\$1,207,722,476	\$1,218,673,918
Park Ridge	\$364,005,481	\$358,143,744	\$339,331,660	\$359,324,181	\$359,324,181	\$355,911,586
Rosemont	181,195,278	196,291,474	193,992,030	207,139,704	207,139,704	220,580,725

Competitive Shopping Centers and Retail Concentrations

The map on the following page and the accompanying table provide information on the major shopping centers and free-standing retailers that are located within Des Plaines and the surrounding communities. These centers are generating much of the sales dollars shown in the previous tables and charts.

The retail market in the Des Plaines area is dominated by two regional malls: the Golf Mill Shopping Center in Niles and the Randhurst Shopping Center in Mt. Prospect. The nearest super regional mall is Woodfield Shopping Center in Schaumburg.

Golf Mill Shopping Center is a 983,732 square foot enclosed mall located in Niles at Milwaukee Avenue and Golf Road, about three and a half miles east of Downtown Des Plaines. Originally built in 1958, Golf Mill Shopping Center was last expanded and renovated in 1998. It is anchored by Value City, JCPenney, Kohl's, Sears, Target, and Shop 'N Save Supermarket.

Randhurst Shopping Center is a 1,404,000 square foot enclosed mall located in Mt. Prospect at Elmhurst Road and Rand Road, slightly more than four miles northwest of Downtown Des Plaines. Originally built in 1962, Randhurst was expanded in 1989 and is currently undergoing further expansions and renovations. It is anchored by Carson Pirie Scott & Co., Home Depot, Jewel/Osco, Costco, and a 16-screen AMC Theater. There are also plans to replace Circuit City with Bed, Bath & Beyond, and to replace Old Navy Clothing Co. with Steve & Barry's.

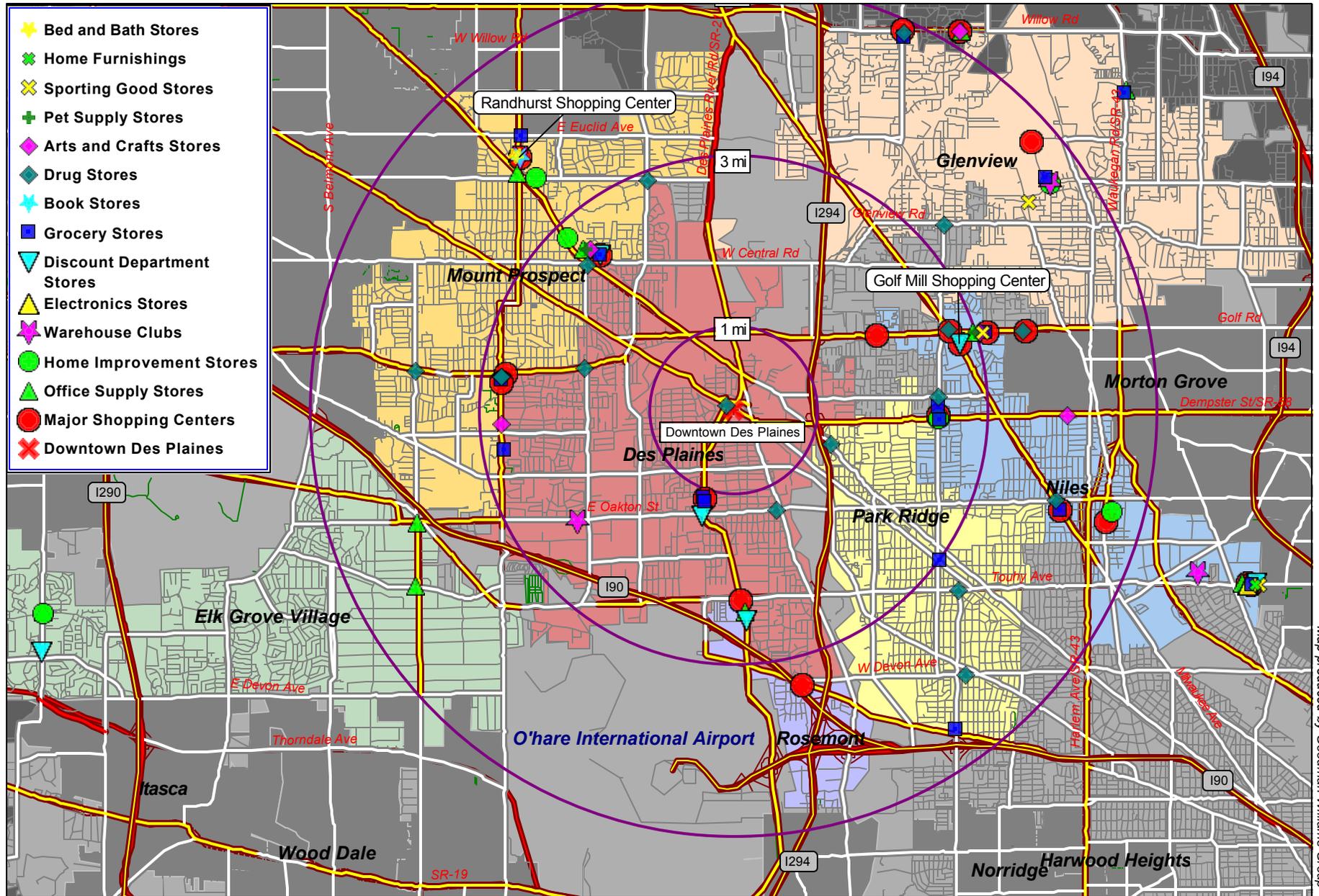
Woodfield Shopping Center is a 2,224,000 square foot enclosed mall located in Schaumburg at I-90 and Ill 53, slightly less than nine miles from downtown Des Plaines. Originally built in 1971, Woodfield was last expanded and renovated in 1995. It is anchored by JCPenney, Lord & Taylor, Marshall Fields, Nordstrom Department Store, and Sears. Significant retail development has occurred on outparcels and strip centers proximate to the mall.

There are also clusters of big box retailers located in shopping centers and free-standing pads on commercial arteries relatively close to Des Plaines, as described below.

- Niles has concentrations of retail stores along Golf Road, Touhy, and Dempster.
- Mt. Prospect's retailing stretches along Elmhurst and Rand Roads.
- Glenview has a new collection of big box stores in the Glen, which is the redevelopment of the former Glenview Naval Air Station.

Des Plaines Area Retail

Scan/US, Inc.



Map produced by Goodman Williams Group

07/22/05

RETAIL IN DES PLAINES AREA MARKET

Retail Category	Community	Distance from Downtown Des Plaines*
Regional Malls		
Golf Mill Shopping Center 239 Golf Mill Ctr	Niles	2.7
Randhurst Shopping Center 999 N Elmhurst Rd	Mt Propect	3.9
Discount Department Stores		
Walmart 930 E Mt Prospect Plaza	Mt Prospect	2.4
5630 Touhy Ave	Niles	6.5
801 Meacham Rd	Elk Grove Village	8.7
Target 7000 Mannheim Rd	Rosemont	2.5
239 Golf Mill Ctr	Niles	2.5
Kmart 1155 Oakton St	Des Plaines	6.3
Warehouse Clubs		
Sam's Club 101 W Oakton St	Des Plaines	2.3
Cost-Co 999 N Elmhurst Rd	Mt Prospect	4.0
2900 Patriot Blvd	Glenview	4.5
7311 Melvina Ave	Niles	5.7
Electronics Stores		
Best Buy 9530 Greenwood Ave	Niles	2.7
Home Improvement Stores		
Home Depot 8650 Dempster	Niles	1.3
901 Civic Center Plaza	Niles	2.3
350 E Kensington	Mt Prospect	4.5
2850 Patriot Blvd	Glenview	3.5
600 Meacham	Elk Grove Village	4.5
Menards 740 E Rand Rd	Mt Prospect	8.5
Pet Supply Stores		
Petsmart 8287 W. Golf Rd.	Niles	3.0
Petco 1018 Mt. Prospect Plaza	Mt Prospect	2.5
Book Stores		
Borders 909 N. Elmhurst Rd.	Mt Prospect	3.9
Office Supply Stores		
OfficeMax 201 West Rand Road	Mt Prospect	3.7
300 Busse Road	Elk Grove Village	3.9
2211 Willow Road	Glenview	5.0
Office Depot 7100 N Mannheim Rd	Rosemont	2.4

<u>Retail Category</u>	<u>Community</u>	<u>Distance from Downtown Des Plaines*</u>
8315 W Golf Rd	Niles	2.9
1670 Landmeier Rd	Elk Grove Village	4.3
5750 Touhy Ave	Niles	6.3
Staples		
1000 Mt Prospect Plaza	Mt Prospect	2.6
1509 Waukegan Rd	Glenview	5.9
610 Meacham Rd	Elk Grove Village	8.5
Arts and Craft Stores		
Michaels		
1050 Mt Prospect	Mt Prospect	2.5
7225 W Dempster	Niles	3.9
2231 Willow Rd	Glenview	5.1
Hobby Lobby		
1500 S Elmhurst Rd	Mt Prospect	2.7
Jo-Ann Fabrics and Crafts		
8245 W Golf Rd	Niles	3.0
Sporting Good Stores		
Dick's Sporting Good's		
5601 Touhy Crossing	Niles	6.5
1900 Tower Drive	Glenview	4.2
REI		
8225 W Golf Rd	Niles	3.0
Home Furnishings		
Pier 1 Imports		
2331 Willow Rd	Glenview	5.0
5637 W Touhy	Niles	6.4
Drug Stores		
Walgreens		
1378 Miner Street	Des Plaines	2.5
17 W Golf Rd	Des Plaines	0.1
1858 Oakton St	Des Plaines	1.9
21 Rand Rd	Des Plaines	1.3
1701 E Kensington Rd	Mt Prospect	1.2
1028 S Elmhurst Rd	Mt Prospect	2.8
9000 Greenwood Ave	Niles	2.4
3301 Glenview Rd	Glenview	3.3
901 W Touhy	Park Ridge	3.3
8001 N Milwaukee	Niles	3.9
2690 Golf Rd	Glenview	3.5
800 Devon	Park Ridge	4.1
2871 Pfingsten Rd	Glenview	4.8
CVS		
9640 Milwaukee	Niles	2.7
1 East Rand Rd	Mt Prospect	2.4
1002 S Busse Rd	Mt Prospect	3.8

* Miles from intersection of Miner Street and Lee Street in downtown Des Plaines (direct distance)

Source: Shopping Center Directory and Goodman Williams Group.

Trade Area Analysis – Downtown Retail

To determine the potential for more retail redevelopment in Des Plaines, we defined appropriate trade areas and analyzed the expenditure potential within those areas. The trade area for smaller-scale, neighborhood-serving retail and restaurants is likely to be the City of Des Plaines itself. Residents, commuters, and workers would form the primary source of support for local establishments selling convenience goods and smaller gift or specialty items, as well as for restaurants and coffee shops. These types of retail uses would be well suited to occupy space in Metropolitan Square or other sites in and around Downtown Des Plaines.

The expenditure potential, which can be broken out by standard retail categories, measures the dollars available within a defined trade area to support retail sales. The expenditure potential can then be compared with estimates of sales from stores within the trade area to determine whether dollars are being “leaked” to surrounding communities, or whether opportunities may exist for additional stores within certain retail categories.

A table in the addenda shows estimates of expenditure potential within Des Plaines compared with 2004 taxable retail sales in the community. While the categories are not perfectly aligned, it appears that Des Plaines is spending dollars outside the community, or leaking sales, in the following categories:

- Apparel and accessory stores. This category includes freestanding women’s, men’s, and children’s apparel stores; shoe stores, and accessory shops that sell jewelry, sunglasses, etc. Leakage in this category is estimated at more than \$40 million. Since many apparel stores cluster in regional malls, it is common for communities without malls or “lifestyle centers” to leak apparel dollars.
- Drinking and Eating Places. Leakage in this category in 2004 is estimated at more than \$19-million.
- Furniture and Household Items. This combined category includes establishments that sell new household furniture, beds, mattresses, household appliances, floor coverings, etc. Also stores that sell such items as kitchenware, bedding and linen, and window treatments. Appliances and small consumer electronics are also included. Leakage in this category was estimated at \$35.5 million.

Downtown Retail Opportunities

Within these categories, the types of retailers most appropriate for sites in Downtown Des Plaines include restaurants, specialty shops selling apparel, accessories, or small household items, and gift shops.

The table below translates this potential demand into the number of stores that could be supported in the downtown, given typical sales per square foot estimates and store sizes for stores in a downtown setting. We assume that only a portion of the unmet demand will be captured in the Downtown area; the remainder may be captured by new stores located along Lee, Oakton, Elmhurst, or other commercial streets in Des Plaines.

ESTIMATED UNMET RETAIL DEMAND DOWNTOWN DES PLAINES					
<u>Category</u>	<u>Estimated Leakage</u>	<u>Typical Sales per sf</u>	<u>Downtown Capture</u>	<u>Square Feet</u>	<u>Number of Establishments</u>
Apparel and accessory	\$4,000,000	\$300	50%	6,667	2 or 3
Eating and Drinking	\$19,200,000	\$350	50%	27,429	5 or 6
Furniture and HH items	\$35,500,000	\$300	25%	29,583	4 or 5 smaller stores

Source: Goodman Williams Group.

Trade Area Analysis – Five-Mile Radius

Larger-format stores would draw from a trade area extending beyond the boundaries of Des Plaines. Potential redevelopment of big box retail in the Five-Corners Area could draw from an area that would include Des Plaines as well as portions of the following communities:

- Mount Prospect
- Elk Grove Village
- Glenview
- Niles
- Park Ridge
- Rosemont

This trade area extends north to Willow Road, east almost to Harlem, south to Irving Park, and west to New Wilke, and roughly corresponds to a five-mile radius from Wolf and Algonquin Roads. (See accompanying trade area map in Addenda.)

A similar analysis of expenditure potential and estimated sales for this larger area shows that there is leakage in only two categories: Apparel and Accessory Stores and Gasoline Service Stations. In all other categories, the estimated sales exceed the expenditure potential, meaning that shoppers from outside the trade area are drawn to the malls, shopping centers, and free-standing stores located in this area.

The following table summarizes the key characteristics of the two trade areas discussed above.

TRADE AREA SUMMARY		
	<u>Des Plaines Trade Area</u>	<u>Five-Mile Trade Area</u>
Population*	58,339	276,422
Households	22,046	106,092
Estimated Expenditure Potential	\$744,791,391	\$3,604,839,106
Expenditure per Household	\$33,784	\$33,978
Average Household Income	\$69,387	\$77,501
Estimated Total Retail Sales	\$945,000,000	\$5,032,500,000
Sales in Excess of Expenditure Potential (Leakage)	\$200,208,609	\$1,427,660,894
Retail Categories with "Leakage"	Apparel and Accessory Automotive & Filling Stations Drinking and Eating Places Furniture and Household	Apparel and Accessory Automotive & Filling Stations

*All estimates are for 2004.

Sources: Claritas, State of IL Dept of Revenue, and Goodman Williams Group.

Larger-Format Development Opportunities

The absence of significant amounts of retail sales leakage, however, does not mean a lack of retail development opportunities. Increasingly, retail development is being driven by retailers who have a strategic reason to open up a new store in a given market. New stores in prime locations can, and do, take sales away from existing stores. Some retailers may be looking to increase their market share by locating near a competitor or introducing a new store format. While apparel stores will be more likely to cluster near existing malls, the following types of stores might be willing to locate along the major commercial arteries in Des Plaines, given its growing population and favorable demographics:

- Electronics
- Home Improvement
- Pet Supply
- Books
- Office Supply
- Crafts
- Housewares and Home Furnishings. Particularly since there is leakage within the smaller Des Plaines trade area.

If appropriate sites were assembled on major arteries, and an anchor tenant, such as a home improvement store, could be secured, it is reasonable to assume that four or five additional large format stores could be attracted to Des Plaines. The retailers on the following chart are examples of the type of retailers active in this market that might be interested in a Des Plaines location. While the categories are likely to stay relatively constant for the foreseeable future, new retailers may replace the ones currently on this list.

Examples of Large Format Retailers			
Category	Retailers	Square Feet	
		Minimum	Maximum
Home Improvement	Lowe's	100,000	150,000
Electronics	Best Buy	30,000	45,000
Housewares	Cost Plus	18,000	18,000
	Linens & Things	35,000	40,000
Crafts	Jo-Ann Fabrics	20,000	45,000
		203,000	298,000

Source: Goodman Williams Group

Traffic Counts

National retailers typically look for locations on highly visible commercial arteries with traffic counts in excess of 20,000 average daily vehicles. According to traffic counts from The Illinois Department of Transportation (IDOT), shown on the following page, the commercial arteries in Des Plaines with the highest counts are:

- Rand Road (Route 12) with 29,400 cars
- Golf Road (Route 58), with counts ranging from 25,300 at Elmhurst Road to 35,200 further east as it approaches I-294.

Summary of Retail Conclusions and Opportunities

Metropolitan Square and Downtown Retail Opportunities. Downtown Des Plaines has the potential to support more convenience and specialty retail to serve the growing base of downtown residents, commuters, and workers. In addition to the 40,000-square-foot Save & Shop Marketplace, Metropolitan Square is adding 74,000 square feet of retail space. This space, along with some of the vacancies or underutilized store fronts along Miner Street, is more than sufficient to satisfy the unmet retail demand in such categories as: restaurants, specialty shops selling apparel, accessories, or small household items, and gift shops.

Current leasing efforts at Metropolitan Square are being hampered by the appearance of the Miner Street frontage, which serves as the “front door” to Metropolitan Square. As construction is completed and Metropolitan Square is leased out, attention must be paid to upgrading the appearance of the commercial space on Miner Street and filling the vacancies and underutilized spaces.

Larger Format Retailing in the Five Corners Area

Currently, the Five Corners Area north of Downtown is being studied to determine if it is TIF-eligible. As planning commences for its eventual redevelopment, consideration should be given to promoting large-format retail development. Our market analysis suggests potential support for 200,000 to 300,000 square feet of retail space that might include the following types of stores: electronics, home improvement, pet supply, books, office supply, crafts, housewares, and home furnishings.

Planning for this area should address traffic and circulation along the major arterials: Rand, Golf, and River Roads. In addition, this area must be appropriately tied into Metropolitan Square as well as the residential buildings along River Road.

Commercial Corridors: Lee Street, Oakton Street and Elmhurst Roads. Des Plaines’ major commercial corridors are in need of updating, both in terms of their physical appearances and the mix of businesses. The City should work with existing shopping center owners to help market the strip centers and keep them leased. In areas where the retail and businesses are spotty, consideration should be given to clustering the retail around the key intersections and allowing mixed-use buildings with residential uses in the mid-blocks.

V. ENTERTAINMENT OVERVIEW

Des Plaines has a limited number of entertainment venues to serve its sizable population. It has even fewer attractions to draw visitors to Des Plaines. This section explores some entertainment alternatives that merit further consideration.

The Des Plaines Theater

A decision will eventually need to be made whether to restore the Des Plaines Theater to its former grandeur or to raze it and redevelop the site. This decision must be made in the context of the rest of the Miner Road frontage, which features so prominently in the Downtown landscape.

The Des Plaines Theater, located at 1476 Miner Street in the heart of the Downtown, was originally built in 1924 as a vaudeville theatre. The 1,000-seat theater was subsequently split in half to be used as a movie theater. In 2003, there were plans to demolish the theater and replace it with a drive-through bank. Community support for the theater's preservation helped prevent that plan from being implemented.

In November of 2003, the theater was bought by a private owner who has found success in showing Indian films, often referred to as "Bollywood" films. These films are very popular within the Chicago suburbs' growing South Asian Community. The introduction of English subtitles has begun to attract many second and third generation South Asians as well as an increasing non-South Asian audience.

The Des Plaines Theater Preservation Society would like the theater to be restored and used as a non-profit cultural arts center. While they struggle to raise funds, they are working to have the building placed on the National Register of Historic Places. The current owner has reservations about consenting to historic status, but has agreed to allow the Theater Preservation Society to host events at the theater in exchange for assistance with minor renovations.

Other Vintage Downtown Theaters

Many Chicago suburbs have struggled with similar historic downtown theaters that are unable to compete with new cineplexes. The following strategies have been employed with differing levels of success.

Some theaters owners, often with public-sector support, have invested in restoration and modernization, allowing the theaters to operate as viable commercial ventures.

- The York Theatre in Elmhurst City Centre was built in 1924. It was bought by Classic Cinemas in 1982 and underwent extensive renovations in 1991. The theater has since been expanded and modernized into a seven-screen first-run movie theater. (Classic Cinemas has also successfully renovated and operates historic theaters in Downers Grove, Oak Park, Freeport, and Woodstock, Illinois)
- The Catlow Theater in Barrington was built in 1927. It was bought by private investors in 1988 and has since undergone multiple restoration and modernization projects. It is currently operated as one of the few remaining single screen movie houses in the area, and has created a niche by showing mid-run feature movies and offering in-theater dining from the adjoined Boloney's Sandwich Shop.
- The La Grange Theatre in downtown La Grange was also built in the 1920s. It is currently privately owned and operated as a second-run, four-screen discount-rate movie theater.

Other theaters have been restored and converted for use as community cultural centers.

- The Genesee Theater in Waukegan was built in 1927. The 1,799-seat theater closed down in 1989. After an expensive and controversial municipally-supported restoration, the Genesee Theatre reopened in December of 2004 as a live performance theater showcasing many prominent musicians, comedians, and Broadway productions.
- The Raue Center for the Arts in Crystal Lake was originally built as the El Tovar in 1929. The theater had been in serious decline until a wealthy area resident passed away and left a significant sum of money to the Crystal Lake Civic Center Authority for its purchase and renovation. It is now a successful venue for the visual and performing arts.
- The Arcada Theater in St. Charles was built in 1926. In 1993 the theater was bought by Classic Cinemas and painstakingly restored and modernized to be operated as a first-run movie theater. In 2001 the theater was sold to another private owner who operated it as a live entertainment venue, special event rental space, and a bar/movie theater. It is now managed by Onesti Entertainment Corp.

There are also examples of historic downtown theaters that have been razed.

- The Crocker Theater in Elgin was originally built in 1923. It was shut down in 1981. The City of Elgin acquired the property in 2000. There were several plans to reopen the theater as a movie theater, a nightclub or a mixed-use project. It was eventually demolished in June of 2005 and replaced with a condominium development project.

- The Coronet Theatre in Evanston was originally built in 1937. After it began to decline as a movie theater in the 1970s, it was used as a concert venue in the 1980s and 1990s. It closed in the late 1990s and was demolished in 2000.
- The Warrington Theater in Oak Park was originally built as the Warrington Opera House in 1902. In the 1920s, the building was used as a vaudeville theatre and then as a movie theater until closing in the 1950s. In the 1960s it reopened as the Mar-Lac Banquet Hall until closing again in 2001. It was finally demolished in 2004 and replaced with a condominium and retail complex.

Performing Arts

Prairie Lakes Community Center, located at 515 East Thacker, has a 298-seat theater where a variety of live performances are staged.

Movie Theaters

Des Plaines does not have a Cineplex or multi-screen movie complex. The nearest major movie theaters are: The AMC Randhurst Cinema, which is part of the Randhurst Shopping Center in Mount Prospect; The Crown Glen Theater in Glenview on Tower Road near Lake Avenue; and the Crown Village Crossing 18, located at 7000 Carpenter Road in Skokie. As the following map illustrates, most of the northwest suburban theaters tend to serve a trade area residing within a three-mile radius.

Developing a new Cineplex is dependent on movie distribution zones as well as the demographics of the trade area. In addition, finding an appropriate site is critical, with most requiring a minimum of ten acres. Des Plaines potentially does have some suitable sites, and conversations with movie operators are worth pursuing.

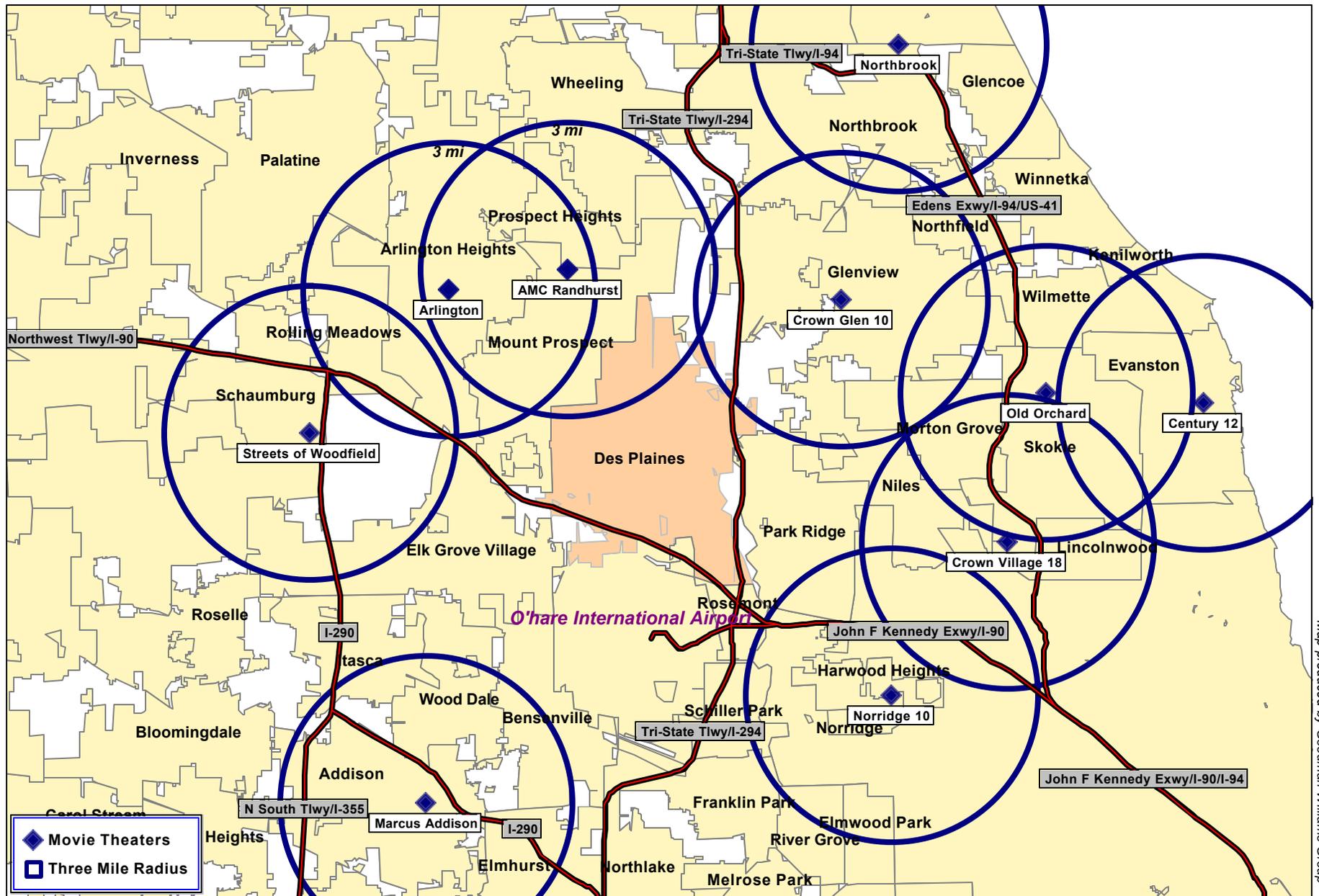
Golf Course

While Des Plaines has a number of attractive recreational venues, it does not have an 18-hole public or private golf course. This also has been discussed as a potential attraction for Des Plaines residents as well as visitors to the community. The nearest public courses to Des Plaines are the Mount Prospect Golf Course and Community Center, which is run by the Mt. Prospect Park District, and Old Orchard Country Club, also in Mt. Prospect. The Park Ridge Country Club is a private course located at 636 N. Prospect Avenue in Park Ridge.

According to a noted golf course architect, most golfers expect a course with 18 holes and a par of about 72, plus a practice range and practice greens. This typically requires from 140 to 180 acres of useable land. The cost per hole can vary greatly from a low of \$50,000 to \$150,000 or more for some upscale courses. The only undeveloped sites of that size are in unincorporated Des Plaines. The Sexton Dump site has been cited as a possible location for a golf course.

Movie Theaters

Scan/US, Inc.



Map produced by Goodman Williams Group

10/10/05

Casino Bid

Des Plaines was nearly successful in obtaining Illinois' 10th casino license, which would have resulted in a major entertainment destination being developed in this community. Midwest Gaming and Entertainment LLC had entered a bid to purchase Emerald Casino, Inc., the sale of which was being conducted under a bankruptcy reorganization plan that was being negotiated by the Illinois Attorney General. Plans are on hold pending resolution of a myriad of lawsuits.

Midwest Gaming's bid included plans to build a 4,000 square foot casino with restaurants and a 300 to 500-room hotel. The "destination" casino was to be constructed on a permanently moored barge on a nine-acre parcel of land located at 3000 Des Plaines River Road in Des Plaines near Devon Avenue off of Interstate 294 and 190. It was estimated that the casino would create 1,700 jobs and would have taken fifteen months to construct.

Rosemont – Allstate Arena

The Allstate Area, located on Mannheim Road in Rosemont, is less than three miles from downtown Des Plaines. With 19,000 seats and 48 skyboxes, the Allstate Arena hosts more than 150 events a year. The wide variety of entertainment offered includes concerts, Ringling Brothers and Barnum & Bailey's Circus, Chicago Wolves IHL Hockey, Chicago Rush Arena Football, DePaul University Men's Basketball, Disney on Ice, and World Wrestling Entertainment. This large-scale venue draws more than 1.2 million visitors to the area each year.

Summary of Entertainment Conclusions and Opportunities

Creating additional entertainment venues would be a positive addition to the residents of this community. It would also give Des Plaines more of an identity by drawing visitors into the community. Among the ideas worth pursuing are:

- The Des Plaines Theater. A decision needs to be made on the future of the Des Plaines Theater. Significant public investment will be needed to insure quality restoration and programming that serves all segments of the community. The theater occupies one of the most prominent corners in Downtown Des Plaines, and, if the will is there, it could once again become the focal point of Downtown Des Plaines.
- New construction Cineplex. A multi-screen movie theater would need a large site (in excess of ten acres) that could accommodate the required parking. Discussions with those knowledgeable about this business could determine the feasibility of this idea.
- Golf Course. If acreage could be found, a public 18-hole course would be a welcome amenity to this community.

VI. INDUSTRIAL MARKET OVERVIEW

Locations of Industrial Companies

Most of the industrial firms in Des Plaines are located within two major areas of the city that are zoned for industrial uses. The largest is in the southwestern portion of the city, primarily south of Thacker Street and west of Wolf Road. This industrial area enjoys convenient access to I-90 and O'Hare Airport. The quality of the industrial development in this area ranges from new logistics and distribution to older manufacturing facilities.

The other major industrial area in Des Plaines is along Northwest Highway. This area has less convenient expressway access, and is surrounded by residential uses. Nonetheless, a number of manufacturing companies, including Littlefuse and Sysco Food Service, operate successfully in this area. Industrial uses are also scattered in more isolated areas throughout Des Plaines.

Largest Manufacturing Companies

The table in the Addenda lists Des Plaines' manufacturing firms with at least 100 employees. Leading the list are: UOP, Littlefuse, Ciba Vision, and Juno lighting. Sorting these companies by SIC (Standard Industrial Classification) code shows the diversity of this manufacturing base. No more than five companies are in any two-digit classification. Categories with three or more companies include: instruments and related products; electronic equipment; industrial machinery; fabricated metal products; and printing and publishing.

Industrial Market Trends

A look at broader industrial market trends will help provide a context for future industrial activity in Des Plaines. Information in this section comes from the firm of Colliers, Bennett & Kahnweiler, an industrial developer and brokerage firm that has been active in Des Plaines for many years.

Des Plaines is located in the larger O'Hare market, which contains an inventory of more than 140 million square feet of industrial space. The table that follows shows trends in the O'Hare market since 2000, with the most recent data collected through the second quarter of 2005. The current vacancy rate stands at a slightly elevated 8.7%, which is up from a low of 4.3% in 2000. Contributing to the rise in the vacancy rate has been an increase in the size of the inventory.

Demand for space, as measured by the net absorption, has been weak in recent years, reflective of the recent recession as well as the fact that mature, land-locked markets do not tend to expand greatly in size. Absorption rebounded in 2004, totaling nearly a half-million square feet of space following three years of negative absorption from 2001 to 2003.

While net absorption figures are not impressive, market activity, as measured by the amount of space leased and sold, has been strong. Outmoded facilities are being vacated and redeveloped with new industrial facilities, or in some cases, other land uses. Functional, well-located older facilities or industrial land that can be developed with new facilities continue to be sought after in the O'Hare market.

O'HARE INDUSTRIAL MARKET TRENDS

	<u>2000</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	2005*
Inventory (sf)	137,666,503	137,991,034	138,144,814	138,294,768	139,757,667	140,223,683
Net Absorption	1,509,179	(4,566,505)	(42,737)	(649,296)	488,487	191,266
Space Available	5,892,740	10,783,776	10,980,293	11,779,543	11,954,957	12,229,707
Vacancy Rate (%)	4.28%	7.81%	7.95%	8.52%	8.55%	8.72%
Leasing Volume	6,482,254	3,560,763	3,159,822	4,238,035	5,820,806	2,252,140
Sales Volume	993,370	1,266,069	2,088,721	1,499,273	1,731,798	923,051

*Through second quarter

Source: Colliers Bennett & Kahnweiler

Leasing activity typically exceeds industrial sales in this market. The following table provides information on 14 recent leases ranging in size from 20,000 to 370,000 square feet. Tenants include a number of logistics and distribution firms attracted to the proximity to O'Hare and ease of access to the area expressways. Lease terms typically are quoted on a net basis in newer buildings, and typically are less than \$4.00 per square foot.

RECENT INDUSTRIAL LEASE TRANSACTIONS IN DES PLAINES

<u>Address</u>	<u>Tenant</u>	<u>Date</u>	<u>Square Feet</u>
1355-1375 Mt. Prospect Rd.	Expeditors	10/8/2004	370,038
251 Willie Road	Caterpillar Logistic Services	10/11/2004	238,192
3000 River Road	Revere Mills	7/6/2004	178,000
100 E. Howard Ave.	DHL Global Mail	4/7/2005	127,000
301-363 N. Third Ave.	Cycle Logistics	11/1/2004	94,357
301-363 N. Third Ave.	Comark	3/18/2004	80,730
2200 S. Mt. Prospect Rd.	Hartford Companies	9/23/2004	73,286
2050 S. Mt. Prospect Rd.	Leepers Stair Products	4/21/2005	45,450
301 W. Touhy Avenue	Tax Air (renewal)	10/13/2004	42,912
110-120 Rawis Road	Driessen (renewal)	8/31/2004	30,000
1750-1780 Birchwood Ave.	Farley Sathers	11/3/2004	28,600
1750-1780 Birchwood Ave.	Talking House	11/3/2004	26,800
1515 Mt. Prospect Road	Edison Press	5/4/2005	22,411
2063 Frontage Road	Expression Bindery	1/30/2004	20,000

Source: Colliers, Bennett & Kahnweiler

The seven industrial sales shown below represent a variety of types of transactions. For example, Space Center was a build-to-suit; ML Realty Partners purchased the site for industrial redevelopment; and RBR Properties sold the property to a residential developer that was assembling a site. Land for industrial redevelopment is comparatively expensive in Des Plaines, with prices as high as \$12 per square foot.

Many of the recent industrial transactions in this market have taken advantage of Cook County's 6B tax classification. This incentive, which requires the consent of Des Plaines, reduces property tax assessments for eligible firms from 36% to 16% over a 10-year period. Given Cook County's comparatively high tax rates and the high land prices in Des Plaines, this incentive helps lower occupancy costs in Des Plaines, making sites there more competitive with those in less expensive locations.

RECENT INDUSTRIAL SALES TRANSACTIONS IN DES PLAINES

Sold Properties:

<u>Address</u>	<u>Buyer</u>	<u>Date</u>	<u>Square Feet</u>
901 W. Oakton St.	Space Center	2/25/2004	170,199
201 W. Oakton St.	ML Realty Partners	2/1/2004	160,040
700 Northwest Highway	RBR Properties	8/19/2004	150,000
450 Jarvis Avenue	Specialty Store Service	6/21/2004	107,800
1415 Redeker	Unknown	2/8/2005	54,711
350 E. Howard St.	Cozzini	1/6/2005	31,921
45 E. Bradrock Drive	Ascot Trucking	10/26/2004	20,552

Source: Colliers, Bennett & Kahnweiler

Summary of Industrial Conclusions and Opportunities

To maintain its diversified industrial base, Des Plaines might embrace the following two complementary goals:

- ***Retain existing manufacturing firms***, which are an important source of high-paying jobs. To do this, the city will need to continue to upgrade infrastructure and encourage private developers to replace obsolete industrial buildings. Incentives such as Tax Increment Financing and 6B Tax Classification should be used where appropriate. If local firms need to expand or modernize, the city might help them identify sites and help them to relocate within Des Plaines.
- ***Promote development of new distribution facilities*** to accommodate trends in supply chain and logistics processes. While these companies may not provide as many jobs as manufacturers, they contribute to the local economy and represent an important and growing segment of Des Plaines' industrial base. Demand will support a number of large new distribution facilities over the coming decade if appropriate sites are made available.

The southwestern portion of Des Plaines will continue to offer the best opportunity for future industrial redevelopment. The City of Des Plaines recognizes the potential of this area and has been an active participant in promoting new industrial development. In 2000, the city established the Willie Road TIF District #3 on a 50-acre site near the southwest corner of Mt. Prospect and Willie Roads. The first phase of the redevelopment involves a speculative warehouse building with 411,000 square feet of space. In 2004, Caterpillar Logistics leased 238,000 square feet in that facility, and a second tenant is close to signing, according to Colliers Bennett & Kahnweiler, one of the partners in the deal. A second phase is planned on the remaining 25 acres.

Demand for additional industrial space in southwestern Des Plaines is likely in the foreseeable future, fueled by:

- The potential for an expanded cargo entrance into O'Hare Airport off Touhy Road.
- Trends in supply chain and logistics processes that are requiring new types of sophisticated industrial facilities.

The industrial area off Northwest Highway provides more challenges to firms located there, particularly those with distribution components, since access to area expressways is less convenient. The recent redevelopment of a former industrial site into a townhome community has set a precedent for more residential, and possibly retail, conversions. The city has demonstrated a willingness to rezone residential sites that are located north of Dempster / Thacker Street. Nonetheless, this area still contains an important base of industrial firms that are satisfied with their current facilities. They cite convenience to their employees and proximity to area amenities. The city should work with these firms to accommodate their space requirements over time. In the event they need to expand or relocate, efforts should be made to identify suitable sites within Des Plaines and provide appropriate incentives.

Rezoning of industrial sites off Northwest Highway and in scattered locations throughout Des Plaines should be considered in the context of the new comprehensive plan.

VII. OFFICE MARKET OVERVIEW

The O'Hare Submarket

Office buildings located in the communities of Des Plaines, Rosemont, Park Ridge, and portions of the City of Chicago along I-90 constitute the O'Hare submarket, one of the four major suburban office concentrations in metropolitan Chicago. These investment-grade office buildings are typically located on or near expressways or major commercial arteries. Most of the tenants in these buildings are headquarters or district offices of regional or national companies.

CB Richard Ellis tracks 14.3 million square feet of space in the O'Hare market. As shown on the following table, the vacancy rate as of the mid-2005 stood at 18.3%, a high vacancy rate by historic standards. As recently as 1999, the O'Hare vacancy rate stood at 9.1%. The downturn in the technology sector followed by several recessionary years has led to this elevated office vacancy rate throughout the Chicago market and in markets across the country.

Net absorption measures the demand for additional space in the market. In the second quarter, demand in the O'Hare market was negligible, measuring just under 18,000 square feet of space. Until there is significant growth in office-using employment, the market in O'Hare and throughout suburban Chicago will remain relatively stagnant, with high vacancy rates, no major new construction, and steady or falling rents. Current forecasts suggest a slow, on-going recovery in the suburban Chicago office market extending through the end of this decade.

Des Plaines' Competitive Office Inventory

Des Plaines has 13 buildings with a total of 2.5 million square feet of space that are considered part of this multitenant competitive inventory. Most of these buildings are considered Class B or Class C buildings, which means that, while they are competitive and many have been upgraded in recent years, they do not represent the newest or highest quality buildings in the O'Hare submarket. As shown on the accompanying table and map, the buildings in Des Plaines are located primarily along Touhy Avenue (Route 72) where they are visible from Interstate 90, and on Des Plaines River Road, where they are visible from the Tri-State Tollway (I-294).

The combined occupancy rate in these buildings is 81.2%, roughly comparable to the rate of the larger O'Hare market. Buildings with significant amounts of available space include:

- O'Hare Lakes Office Plaza
- 1111 East Touhy Building
- Touhy Office Plaza at O'Hare

CHICAGO SUBURBAN OFFICE SUBMARKETS

Submarket Descriptions

North Suburbs
 Northwest Suburbs
 O'Hare
 East-West Tollway
 West Cook
 South Suburbs



METROPOLITAN CHICAGO OFFICE MARKET SUMMARY SECOND QUARTER 2005

Submarket	Inventory (Square Feet)	Direct Vacancy (%)	2Q Net Absorption	Under Construction	Asking Net Rents For Class A Space
Downtown	118,694,2229	15.5%	203,961	2,320,000	\$15.00 - \$26.00
Suburban					
East-West Tollway	35,196,161	19.4%	167,702	0	\$16.00 - \$18.00
Northwest Suburbs	25,409,029	18.5%	-35,601	0	\$9.00 - \$12.00
North Suburbs	20,758,838	15.9%	62,485	0	\$14.00 - \$17.00
O'Hare	14,250,125	18.8%	17,907	0	\$10.00 - \$17.00
West Cook	1,098,104	16.3%	35,610	0	\$0.00 - \$0.00
South Suburbs	<u>2,387,820</u>	<u>19.5%</u>	<u>4,407</u>	<u>0</u>	\$11.00 - \$15.00
Total Suburban	99,100,077	18.3%	252,510	0	
Total	209,645,469		456,471	2,320,000	

Source: CB Richard Ellis

MAJOR DES PLAINES MULTITENANT OFFICE BUILDINGS

<u>Building</u>	<u>Address</u>	<u>Number of Buildings</u>	<u>Completion/ Renovation</u>	<u>Size (SF)</u>	<u>Available Square Feet</u>	<u>Percent Occupied</u>
1 Continental Office Plaza	2340 Des Plaines River Rd.	1	1973 / 2002	126,276	32,594	74.2%
2 O'Hare Lakes Office Plaza	2200-2400 E. Devon Ave.	5	1969 / 2004	736,000	161,000	78.1%
3 1700 Higgins Centre	1700 Higgins Road	1	1985	133,867	8,709	93.5%
4 Howard O'Hare Business Center	200 E. Howard Street	3	1986	150,000	0	100.0%
5 701 Lee Building	701 Lee Street	1	1977 / 1998	173,000	25,000	85.5%
6 Rand Center	960 Rand Road	4	1972	136,533	13,048	90.4%
7 Regency Office Plaza	2700 River Road	1	1975 / 1997	125,970	9,520	92.4%
8 2800 River Road Building	2800 River Road	1	1983 / 2000	99,732	13,599	86.4%
9 Commerce Centre at O'Hare	999 E. Touhy Ave.	1	1973 / 1996	145,062	0	100.0%
10 1011 East Touhy Building	1011 E. Touhy Ave.	1	1977 / 1999	155,000	15,871	89.8%
11 1111 East Touhy Building	1111 E. Touhy Ave.	1	1975 / 2005	150,000	123,000	18.0%
12 Cahners Plaza	1350 E. Touhy Ave.	1	1980	223,000	16,957	92.4%
13 Touhy Office Plaza at O'Hare	1400 E. Touhy Ave.	1	1972 / 1998	<u>126,088</u>	<u>47,381</u>	<u>62.4%</u>
Totals				2,480,528	466,679	81.2%

Source: The Metro-Chicago Office Guide, Second Quarter 2005

The Local-Serving Office Market

In contrast to the investment-grade office market, the local-serving office market in Des Plaines provides space for attorneys, real estate and insurance agents, medical and dental professionals, financial institutions, and other service providers who target the local residential population. Some of these office users need ground floor space that, like retail space, is visible and convenient for pedestrians and automobile traffic. Others choose less visible office space that is typically several dollars per square foot less costly than space in investment-grade buildings.

Des Plaines' inventory of businesses lists 582 professional service and 407 medical / dental firms. Many of these are located in buildings downtown and along the commercial corridors. Some medical firms may be located on the grounds of Holy Family Medical Center.

Downtown Des Plaines Office Space

Downtown Des Plaines will be adding 22,000 square feet of new office space with the completion of Metropolitan Square. Discussions have taken place regarding the status of the office building at 640 Pearson, which was purchased in 2004 by the developers of Metropolitan Square. Early plans for Metropolitan Square showed this older office building being replaced with new retail and residential space. Unless the City chooses to provide additional funds to the development team, 640 Pearson will likely remain in office use.

Summary of Office Conclusions and Opportunities

The O'Hare office market is still in a recovery cycle, which is expected to last for another several years. As a result, no new investment-grade office buildings are likely to be built in or around Des Plaines for the foreseeable future. Owners of existing Class B and C office developments in Des Plaines will need to continue to invest in their properties to remain competitive and keep up their occupancy rates.

The new space in Metropolitan Square, together with the existing inventory in a variety of older downtown buildings is likely to satisfy demand for local-serving office space in the community for the foreseeable future.

ADDENDA

2004 Des Plaines Expenditure Potential and Retail Sales Estimates

Expenditure Potential		Taxable Retail Sales		
<u>Category</u>	<u>Estimated Potential</u>	<u>Description</u>	<u>Sales</u>	<u>Sales in Excess of Potential (Leakage)</u>
Total Retail Sales	\$744,791,391	Total Taxable Retail Sales	\$780,613,245	\$35,821,854
Apparel and Accessory Stores	\$42,322,551	Apparel and Accessory Stores	\$2,027,145	(\$40,295,406)
Automotive Dealers Gasoline Service Stations	\$161,293,187 \$34,541,254	Automotive & Filling Stations	\$188,702,457	(\$7,131,984)
Drug and Proprietary Stores	\$52,628,837	Drugs & Misc. Retail	\$96,348,194	\$43,719,357
Eating and Drinking Places	\$86,885,747	Drinking & Eating Places	\$67,689,011	(\$19,196,736)
Food Stores	\$99,375,678	Food Stores	\$97,536,943	(\$1,838,735)
Furniture and Home Furnishings Stores Home Appliance, Radio, and T.V. Stores	\$21,957,050 \$22,675,903	Furniture, Household & Radio	\$9,072,989	(\$35,559,964)
General Merchandise	\$82,629,581	General Merchandise Stores	\$75,693,674	(\$6,935,907)
Hardware, Lumber and Garden Stores	\$33,084,486	Lumber, Bldg, Hardware	\$32,004,002	(\$1,080,484)
Miscellaneous Retail	\$107,397,117	Agriculture, Manuf. & Others	\$211,538,830	\$104,141,713

Sources: Expenditure estimates from Claritas; Taxable sales from the State of Illinois.

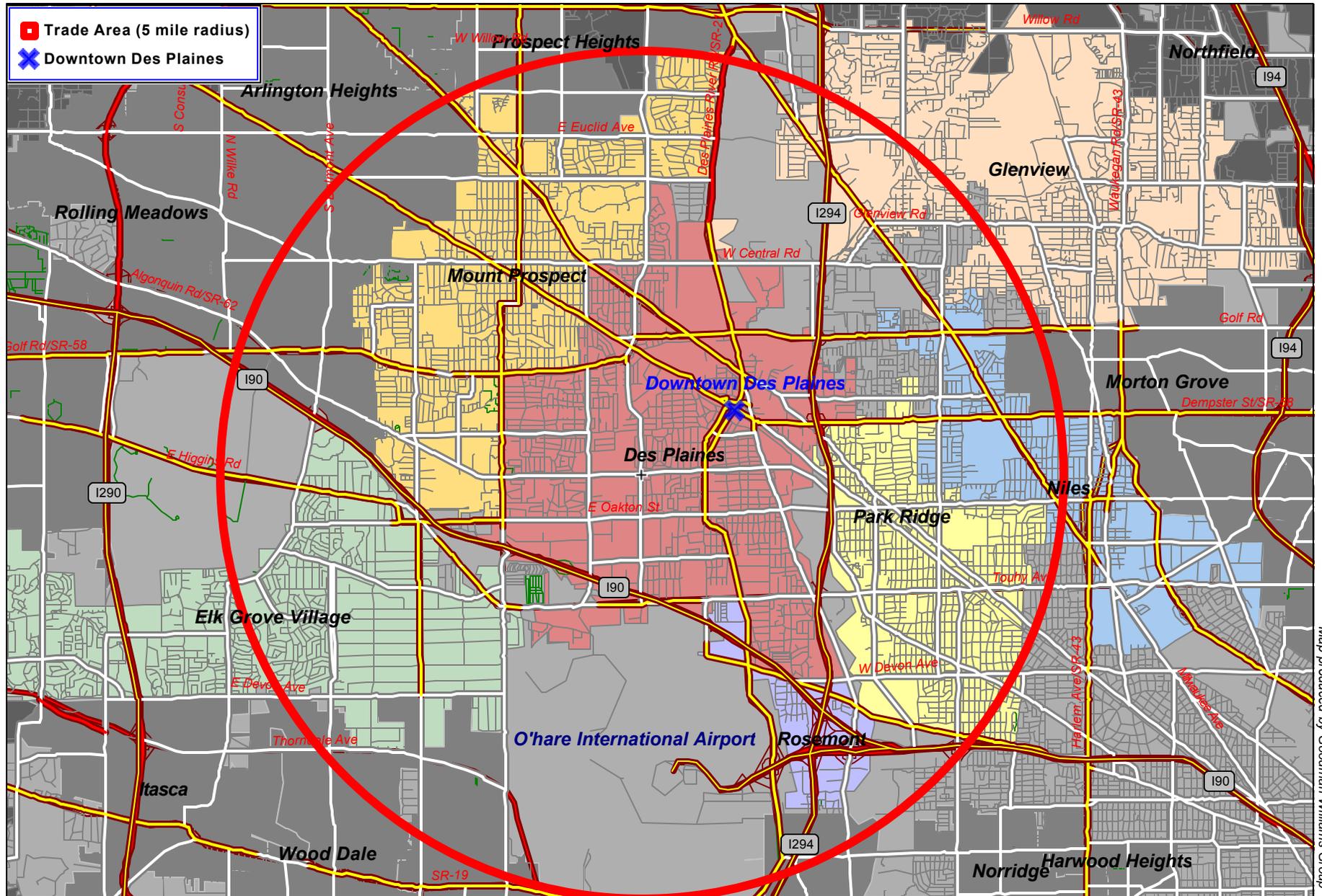
Five-Mile Trade Area Expenditure Potential and Retail Sales Estimates

<u>Expenditure Potential</u>		<u>Estimated Sales</u>		<u>Sales in Excess of</u>
<u>Category</u>	<u>Estimated Potential</u>	<u>SIC Description</u>	<u>Estimated Sales</u>	<u>Potential (Leakage)</u>
Total Retail Sales	\$3,604,839,106	All Retailing	\$5,032,500,000	\$1,427,660,894
Apparel and Accessory Stores	\$206,768,540	56 Apparel and Accesory Stores	\$62,000,000	(\$144,768,540)
Automotive Dealers	\$782,050,159	551 New and Used Car Dealers	\$587,200,000	\$77,449,841
		552 Used Car Dealers	\$44,700,000	
		555 Boat Dealers	\$4,200,000	
		556 Recreational Vehicle Dealer	\$2,000,000	
		557 Motorcycle Dealers	\$8,800,000	
		559 Automotive Dealers, NEC	\$212,600,000	
Automotive and Home Supply Stores	\$29,409,262	553 Auto and Home Supply Stores	\$81,700,000	\$52,290,738
Drug and Proprietary Stores	\$253,069,397	591 Drug Stores and Proprietary	\$254,700,000	\$1,630,603
Eating and Drinking Places	\$420,337,508	5812 Eating Places	\$629,100,000	\$219,162,492
		5813 Drinking Places	10,400,000	
Food Stores	\$478,032,132	54 Food Stores	\$706,700,000	\$246,367,868
		592 Liquor Stores	\$17,700,000	
Furniture and Home Furnishings Stores	\$106,856,968	571 Home Furniture and Furnishing	\$165,800,000	\$58,943,032
Home Appliance, Radio, and T.V. Stores	\$110,552,492	572 Household Appliance Stores	\$186,500,000	\$631,247,508
		573 Radio, TV and Computer Store	\$555,300,000	
Gasoline Service Stations	\$166,508,705	554 Gasoline Service Stations	\$72,100,000	(\$94,408,705)
General Merchandise	\$399,432,558	53 General Merchandise Stores	\$429,400,000	\$29,967,442
Department Stores	\$278,534,277	531 Department Stores	\$422,300,000	\$143,765,723
Hardware, Lumber and Garden Stores	\$159,842,431	521 Lumber and Other Building Materials	\$344,600,000	\$342,357,569
		523 Paint, Glass and Wallpaper	\$25,300,000	
		525 Hardware Stores	\$98,600,000	
		526 Retail Nurseries and Garden	\$33,700,000	
Other	\$491,978,954	Other	\$499,400,000	\$7,421,046

Source: Goodman Williams Group, based on Claritas data

Des Plaines Trade Area

Scan/US, Inc.



Map produced by Goodman Williams Group

07/22/05

DES PLAINES MANUFACTURING COMPANIES WITH 100 OR MORE EMPLOYEES

<u>Name</u>	<u>Address</u>	<u>SIC</u>	<u>SIC Description</u>	<u>Employees</u>
Uop Llc	25 E Algonquin Rd	291100	Petroleum Refining	1300
Kelloggs Snacks	1 Bakeline Dr	205200	Cookies & Crackers	900
Littelfuse Inc	800 E Northwest Hwy	361300	Swchgr, Swtchbd Eqp	900
Ciba Vision Wesley Jessen	333 Howard Ave	385100	Ophthalmic Goods	800
Juno Lighting Inc	1300 S Wolf Rd	364500	Residential Ltg Fix	700
Juno Manufacturing Inc	1300 S Wolf Rd	364500	Residential Ltg Fix	700
Advanced Transformer Co	10275 W Higgins Rd	361200	Power Distrib Eqp	380
Symons Corp	200 E Touhy Ave	327200	Mfg Concrete Pdts	350
Kester Solder	515 E Touhy Ave	335600	Nfer Rolling,drawing	305
Chicago Faucets	2100 Clearwater Dr	343200	Plbg Fix,fittings	300
Nu-way Industries Inc	555 Howard Ave	344400	Sheet Metal Work	295
Spx Filtran	875 Seegers Rd	356400	Ind Blowers & Fans	260
Gendex Dental Xray Div	901 W Oakton St	384100	Surgical,med Instrs	250
Grand Products	1757 Winthrop Dr	399900	Mfg Industries Nec	250
Julie Dae Inc	1665 Birchwood Ave	206400	Candy, Rel Cnf Pdts	220
National Lamination Co	555 Santa Rosa Dr	346900	Metal Stampings Nec	210
Contour Saws Inc	1217 E Thacker St	342500	Saw Blades,handaws	200
Dentsply Midwest Dental Prods	901 W Oakton St	384300	Dental Eqp & Sups	200
Creative Printing Svc Inc	2340 S River Rd	275200	Litho,coml Printing	170
Pamco Label Co Inc	2200 S Wolf Rd	267200	Coated,laminate Ppr	150
Ashley Group	1350 E Touhy Ave	273100	Book Publishing	150
Creative Printing Svc Inc	1701 Birchwood Ave	275200	Litho,coml Printing	150
Monkey Grip Inc	501 S Wolf Rd	371400	Motor Vh Parts, Acc	150
Schawk Chicago	1600 Sherwin Ave	279100	Typesetting	130
Aargus Plastics Inc	1415 Redeker Rd	267300	Plas, Foil, Ppr Bag	125
Bunzl Extrusion Chicago	1630 Birchwood Ave	308200	Unsupp Plas Profile	120
Lawson Mardon Wheaton	1731 S Mount Prospect Rd	308500	Mfg Plastic Bottles	110
Vance Industries Inc	250 Wille Rd	326100	Vitreous Plbg Fix	110
Verizon Information Svc	111 Rawls Rd	274100	Misc Publishing	107
Do All Co	254 Laurel Ave	354100	Met Cutting Mch Tls	100
Cloud Corp	424 Howard Ave	355900	Special Indus Mchy	100
La Marche Mfg	106 Bradrock Dr	369400	Engine Elc Eqp	100

Sources: City of Des Plaines and Goodman Williams Group, 2005.
