

# CHICAGO SOUTHLAND ECONOMIC DEVELOPMENT CORPORATION



# CSEDC Comprehensive Industrial Development Strategy

## CSEDC PROGRESSES In INDUSTRIAL DEVELOPMENT



Serving Local Manufacturing & TDL Communities



Industrial Development & Marketing

**SUCCESS**

- Played a key role in new development projects, such as new Amazon sites in University Park, Matteson, Country Club Hills, Markham (creating more than 3,500 full-time jobs).



**NEXT**

- Comprehensive social media marketing program
- Work closely with industrial brokers and developers
- Organize financing tools
- Make region competitive



The CSEDC partners closely with the SSMMA, Cook County, State of Illinois, and US EDA in many projects.



# CHICAGO SOUTHLAND Integrated Education Workforce Development STRATEGY

## SUCCESS

- Worked with CMISP (Calumet Manufacturing Industry Sector Partnership): engaged 60+ companies, 30+ High Schools & colleges
- Worked with OAI to create a DOL registered apprenticeship on **Electro-Mechanical Technicians**; We have successfully placed all **8 apprentices**.
- Established a working relationship with **Amazon & Updates on Amazon Hiring status**

## NEXT

- Work with OAI and SCICBI to establish a new Amazon **local apprenticeship** program
- Continue to help CMISP companies find the right interns and employees
- Help over **5,000** Southland residents find jobs at Amazon & other local companies.

# Logistics Assets

 **300**  
Warehouses

The region is home to the largest inland intermodal port in North America, 300 distribution warehouses, and multiple fulfillment centers in different phases of construction.

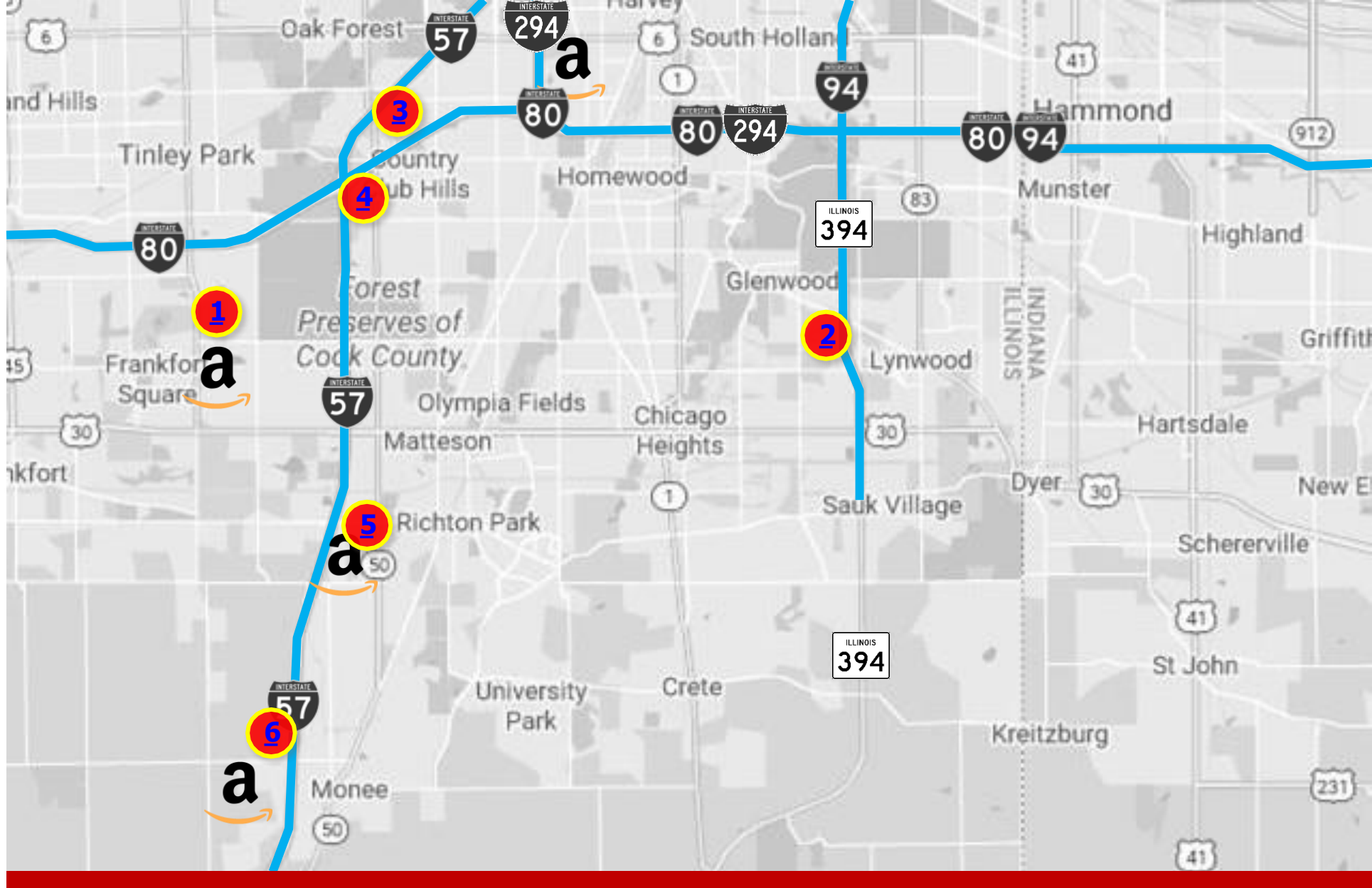
 **5**  
Highways

Highways I-57, I-80, I-94, I-294, I-394, and two Class I railroads, operated by CN, UP, BNSF, and CSX

 **4,500**  
acres of acquired land available

Southland provides convenient and efficient air transportation for the e-commerce distribution and fulfillment facilities..





**Industrial Development Projects Underway in Chicago Southland Q4 2021**

Scott Duerkop  
 312.952.0260  
[scott.duerkop@am.jll.com](mailto:scott.duerkop@am.jll.com)



# CSEDC Industrial Development

## Amazon Markham

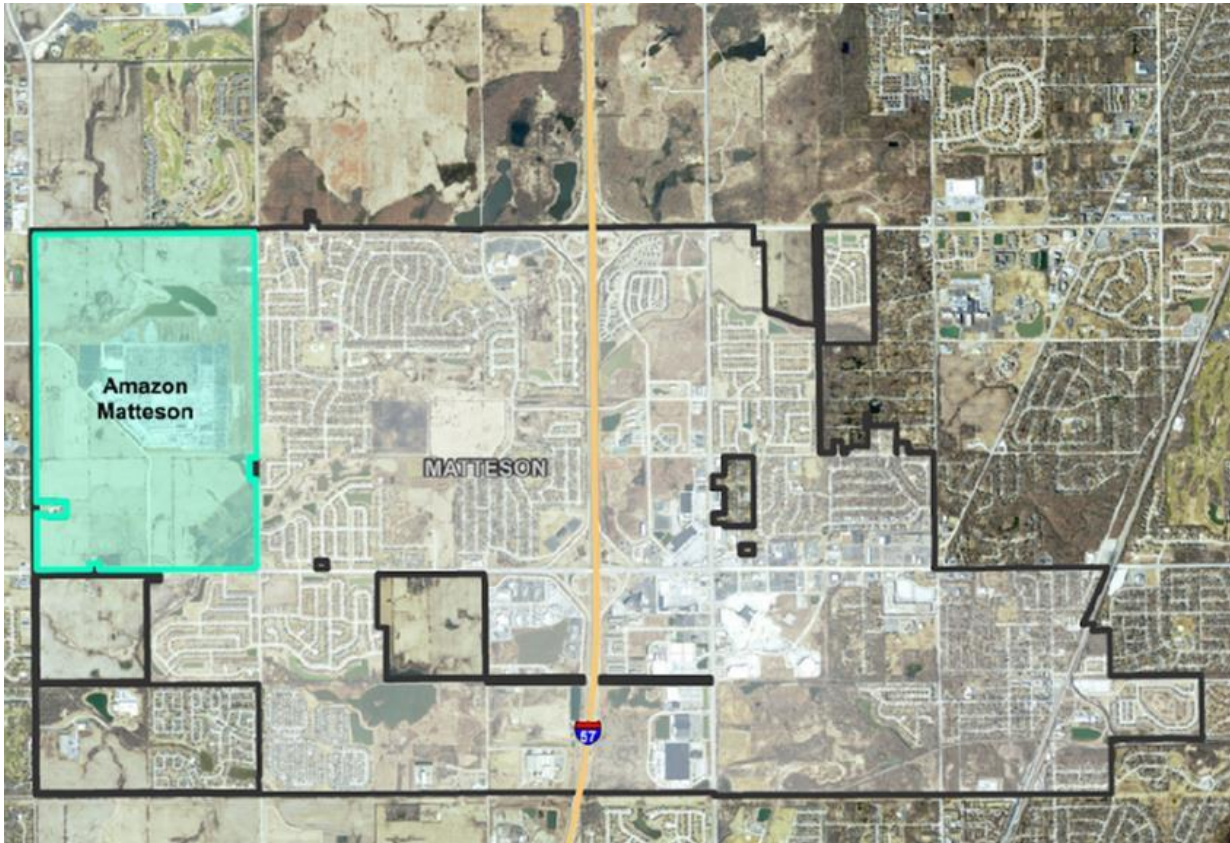


- In Opportunity Zone
- Cal-Sag Enterprise Zone
- 4 million square feet
- 2,500 new jobs
- World-class technological building



# CSEDC Industrial Development

## Amazon Matteson



- Will Cook Enterprise Zone
- 4 million square feet
- 2,500 new jobs
- World-class technological building



# CSEDC Industrial Development

## Distribution / Warehouse - Logistics Park Co at Country Club Hills



- Opportunity Zone
- Cal-Sag Enterprise Zone
- Building 1: 144,808, Amazon
- Building 2: 800,000 Home Depot:
- Building 3: 110,000,
- Building 4: 307,475





# CSEDC Industrial Development

## Alsip Industrial Shovel Ready Project



- Cal-Sag Enterprise Zone
- Rebuild IL Funding to advance site readiness for a 16-acre Center Facility (site preparation and demolition of foundation)
- The phase 2 of a three-phase project. Phase 3 is the development of a 300,000 sqft facility.



# CSEDC Industrial Development

## XPO Logistics Freight

- Lincoln 394 Enterprise Zone
- Chicago Heights, IL
- Function: Cross Dock Trucking Terminal
- Square Ft: 141,030
- Size: 142.88 Acres
- Project: New Construction / Built To Suit





1

HARLEM AVENUE



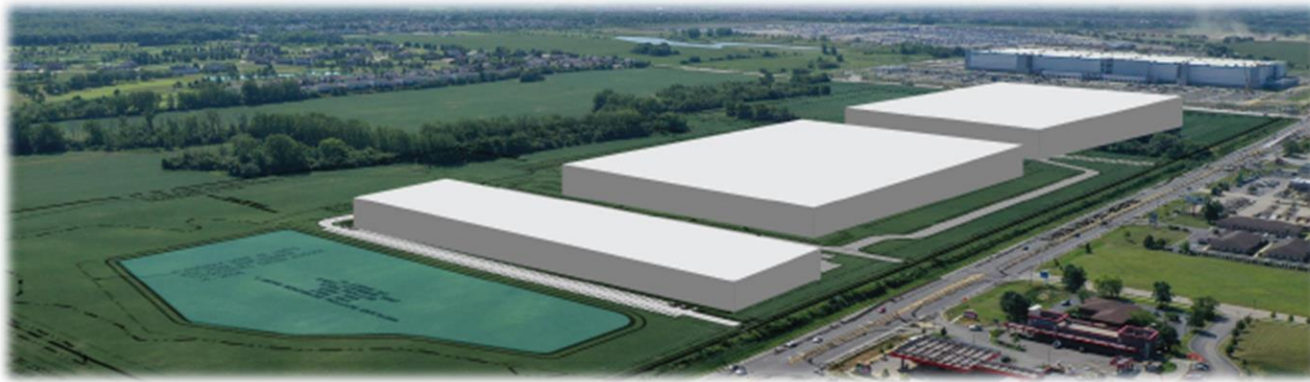
VOLLMER ROAD



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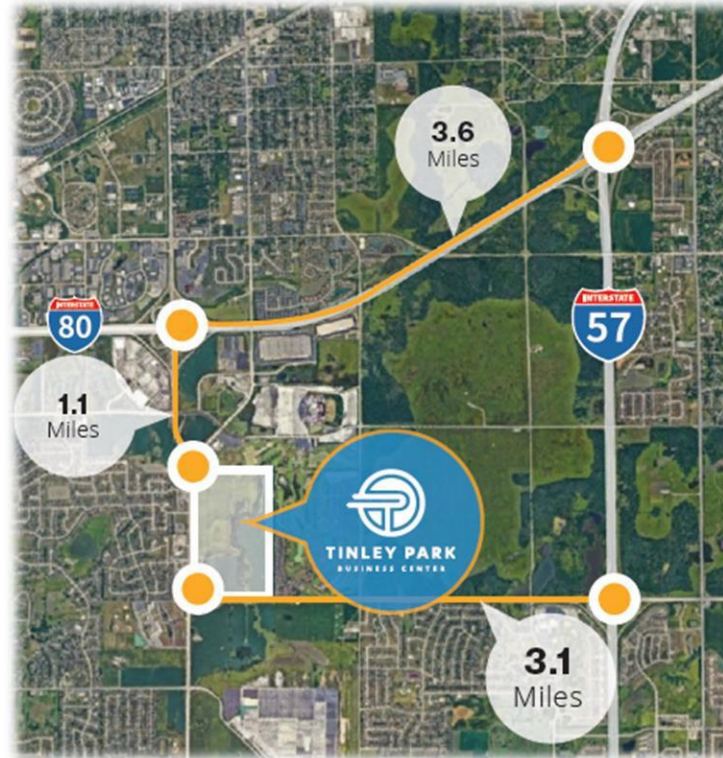




**TINLEY PARK**  
BUSINESS CENTER



**SCANNELL**  
PROPERTIES

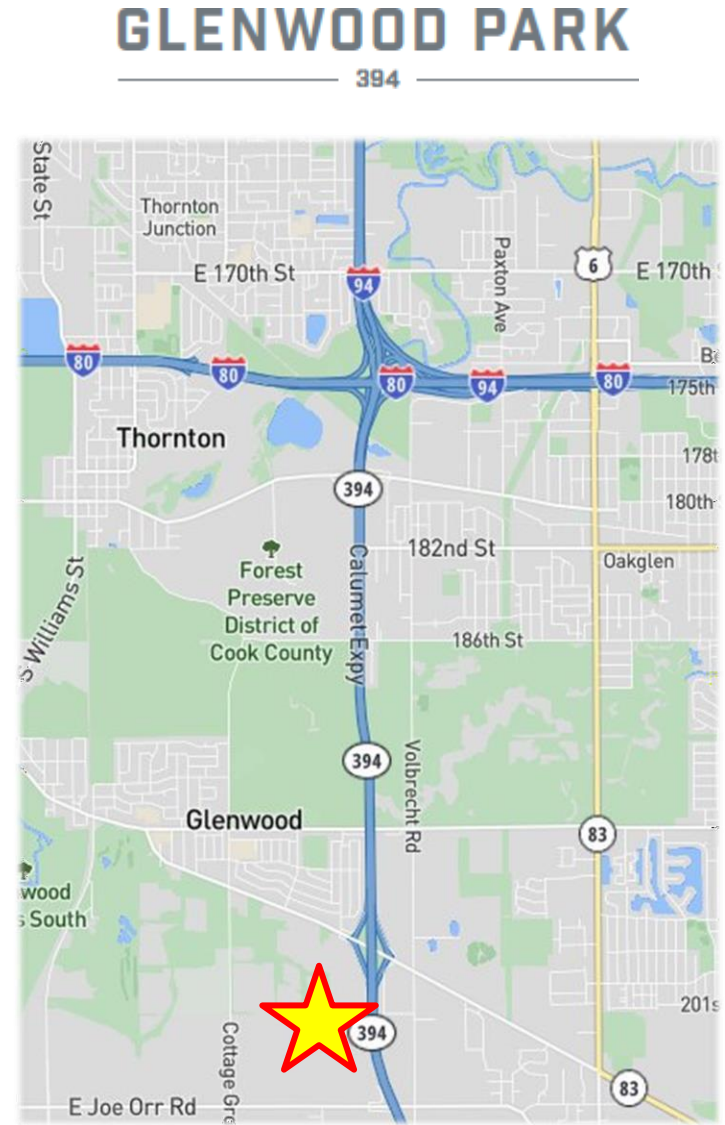


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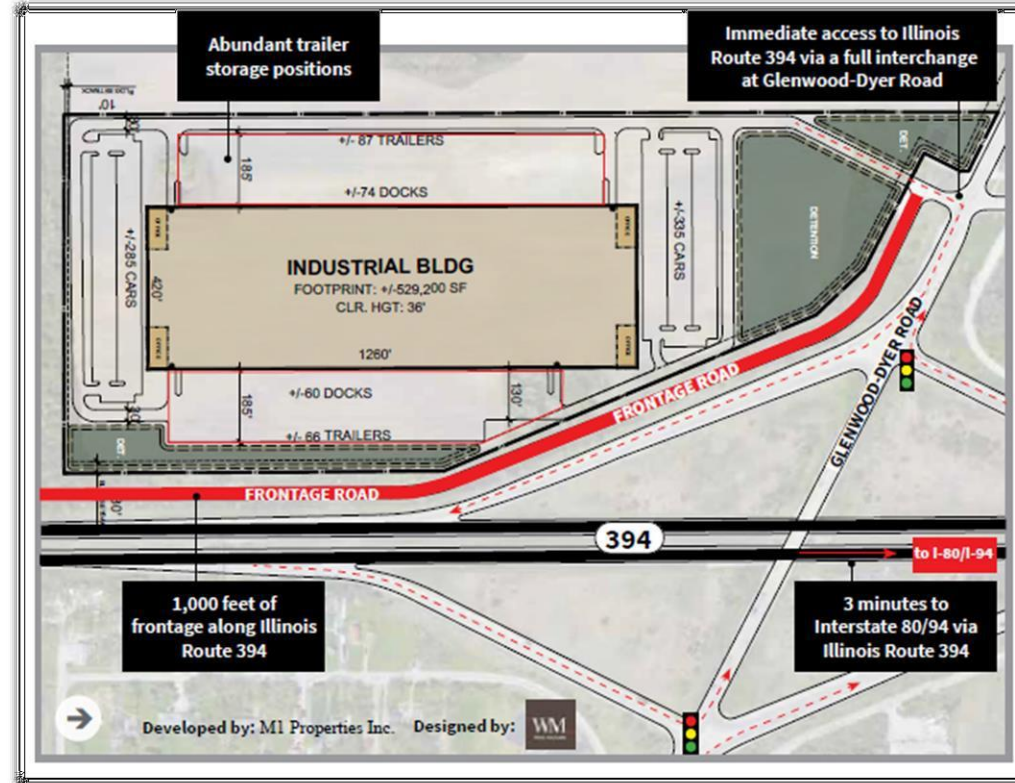


2



# GLENWOOD PARK

394



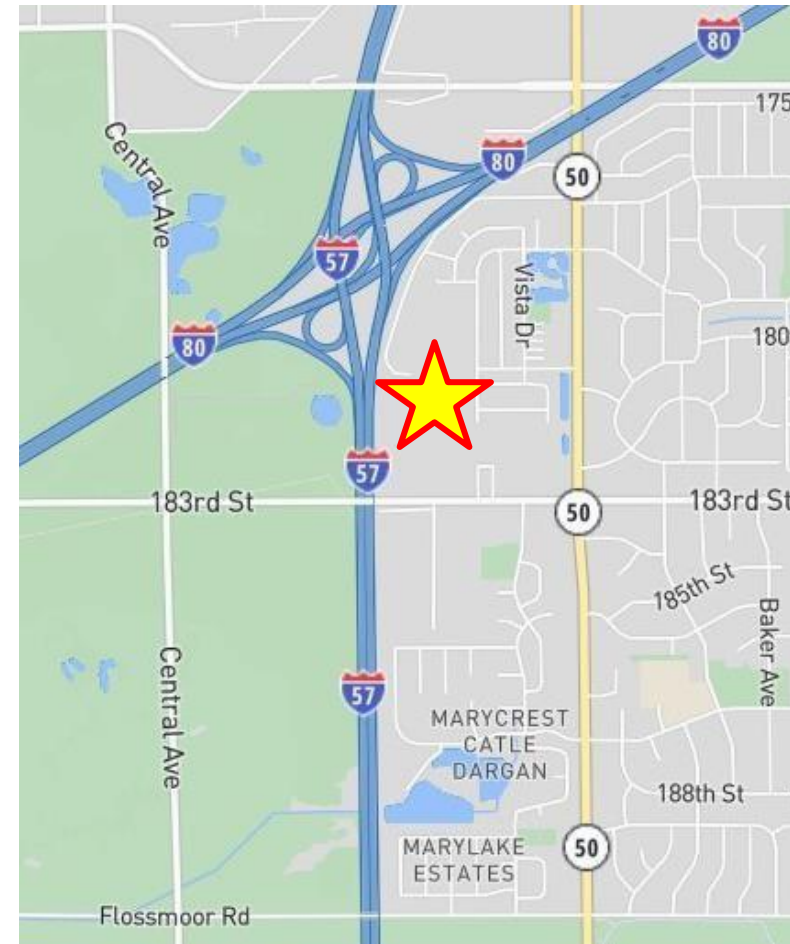
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Developed by **CRG**

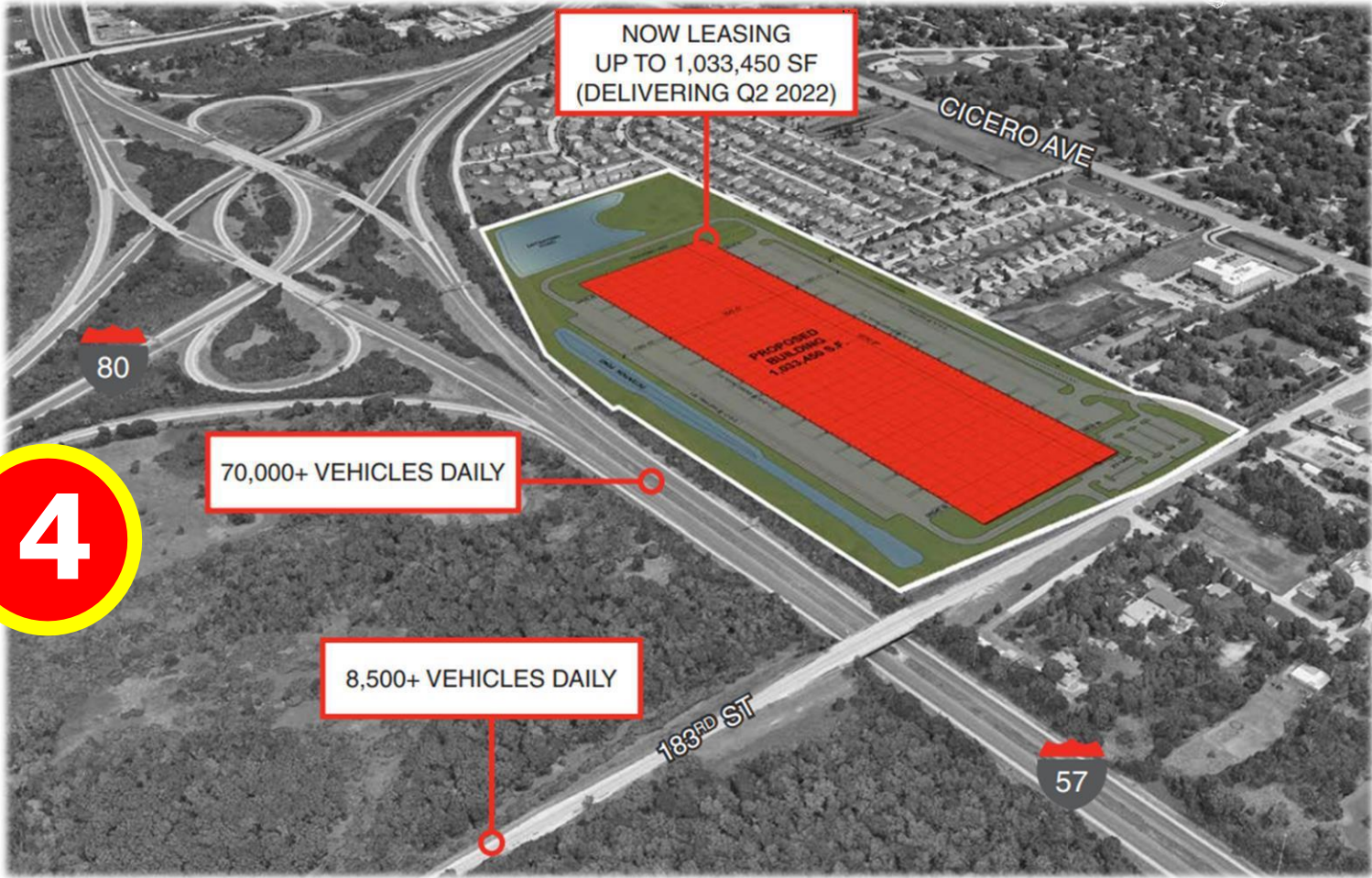


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Developed by **CRG**

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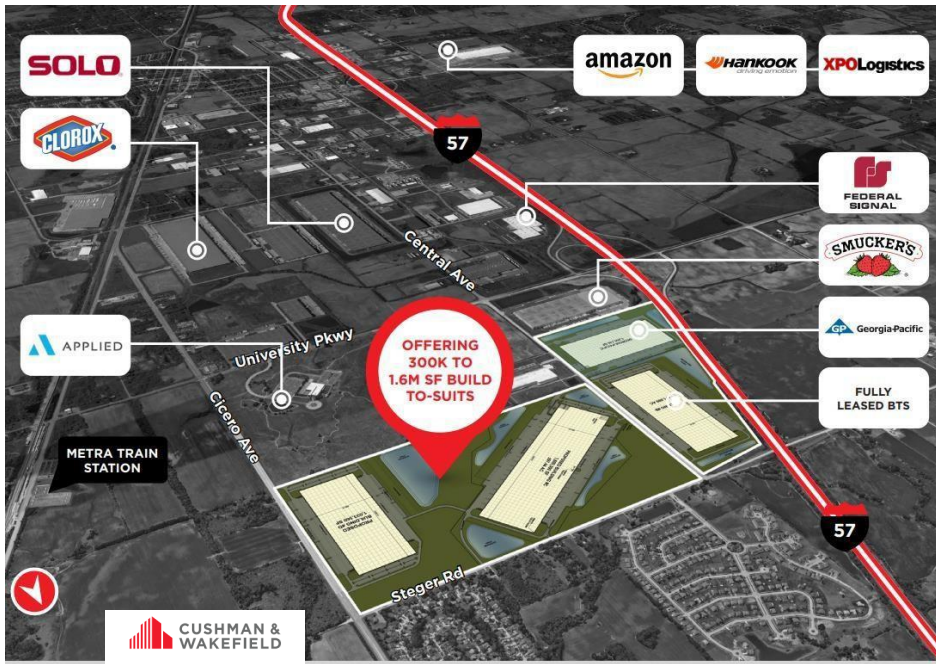




**Industrial Development Projects Underway in Chicago Southland Q42021**



A Development by: **VENTURE ONE REAL ESTATE** **CRG** INTEGRATED REAL ESTATE SOLUTIONS



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A Development by: **VENTURE ONE** REAL ESTATE | **CRG** INTEGRATED REAL ESTATE SOLUTIONS



**Industrial Development Projects Underway in Chicago Southland Q4 2021**

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6



Industrial Development Projects Underway in Chicago Southland Q4 2021

# BAILLY RIDGE CORPORATE CENTER

BUILDING 4



Rented to SC Johnson

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# Chicago Southland Enterprise Zones

## Cal-Sag Enterprise Zone – Municipal Members:

Alsip, Blue Island, Calumet Park, Country Club Hills, Dixmoor, East Hazel Crest, Harvey, Hazel Crest, Homewood, Markham, Merrionette Park, Midlothian, Oak Forest, Phoenix, Robbins, Worth, and Parts of Unincorporated Cook County

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## Will-Cook / I-57 Enterprise Zone – Municipal Members:

Matteson, Monee, Park Forest, Richton Park, University Park, and Parts of Unincorporated Cook and Will Counties

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## Calumet Region Enterprise Zone – Municipal Members:

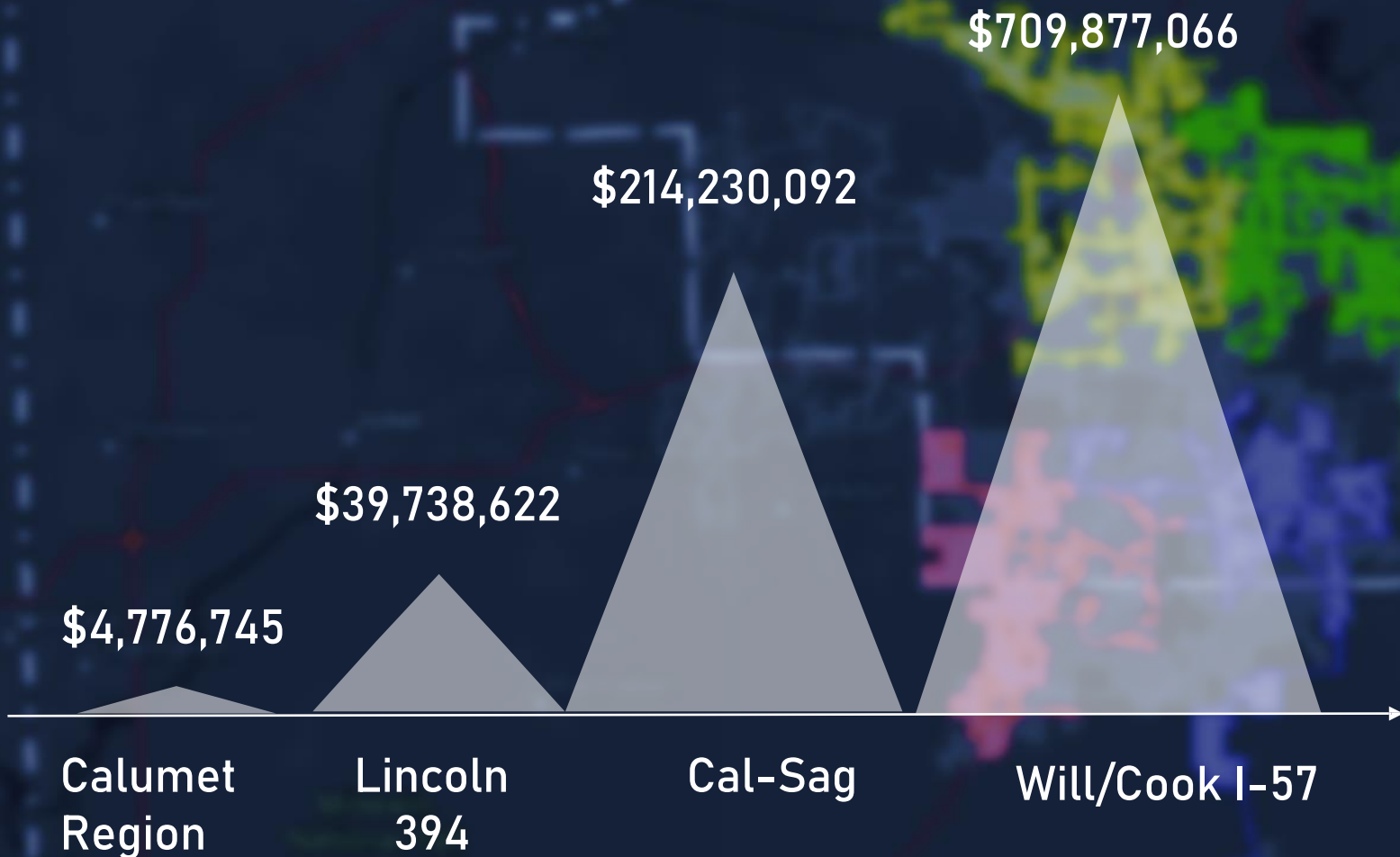
Calumet City, Dolton, Lansing, Riverdale, Thornton, South Holland, and Parts of Unincorporated Cook County



## Lincoln 394 Enterprise Zone – Municipal Members:

Beecher, Chicago Heights, Crete, Ford Heights, Glenwood, Olympia Fields, Sauk Village, South Chicago Heights, Steger, and Parts of Unincorporated Cook and Will Counties

## 20-21 Investment More than \$1 Billion in 4 EZs



### Highlights of New Investment

- Amazon Warehouses
- Coca Cola's Facility
- IBEW Training Building
- Senior Housing
- Numerous smaller projects, such as Starbucks, O Reilly Auto Parts, 7-11, Pete's Fresh Market, Travel Lodge, Best Western Hotel, Quality Pressure Truck Wash, Insure Auto Spa...

# CSEDC Industrial Development Strategy

## Enterprise Zone Benefits

### ZONE INCENTIVES

For Commercial, Industrial Projects & Multi Family of 12 or More Units

Sales Tax Abatement on Building Materials for Zone Projects with Valid IDOR  
Building Material Sales Tax Exemption Certificate

- 50% abatement of the municipal portion of real estate taxes for 5 years, on the added tax value created by the project, unless in a TIF or receiving any other real estate tax incentive
- 50% discount on local building permit fees.
- Growth zones.

### State Incentives

- Gas Use Tax Exemption for Zone Businesses
- Investment Tax Credit
- Enterprise Zone Manufacturing Machinery & Equipment Sales Tax Exemption
- Utility Tax Exemption

### ZONE BENEFITS

- No Case-by-Case Approval
- No Callback of Incentives
- No Minimum Investment
- Substantial Savings on Your Project in the Zone



Toni Preckwinkle  
Cook County Board President

# CUTTING COSTS THROUGH C-PACE FINANCING

[www.cookcountyil.gov/cpace](http://www.cookcountyil.gov/cpace)

Commercial - Property Assessed Clean Energy (C-PACE) is an innovative program that provides long-term, fixed-rate financing to private building owners. The program enables energy efficiency, renewable energy, water conservation, electric vehicle charging and resiliency projects in commercial buildings. Property owners may obtain up to 100 percent financing from private capital providers for eligible improvements such as HVAC, lighting, solar photovoltaic (PV) systems, and other improvements in both existing buildings and new construction projects. One of C-PACE's distinguishing features is that it is secured by a special assessment lien on the property and is repaid as a line item on the property tax bill.

Commercial and multifamily property owners across Cook County can use C-PACE financing to lower operating expenses and their cost of capital. Cook County is authorized to enter into a C-PACE assessment contract with an eligible property owner to finance a qualified C-PACE Project.

To apply visit [www.iecapace.org](http://www.iecapace.org)

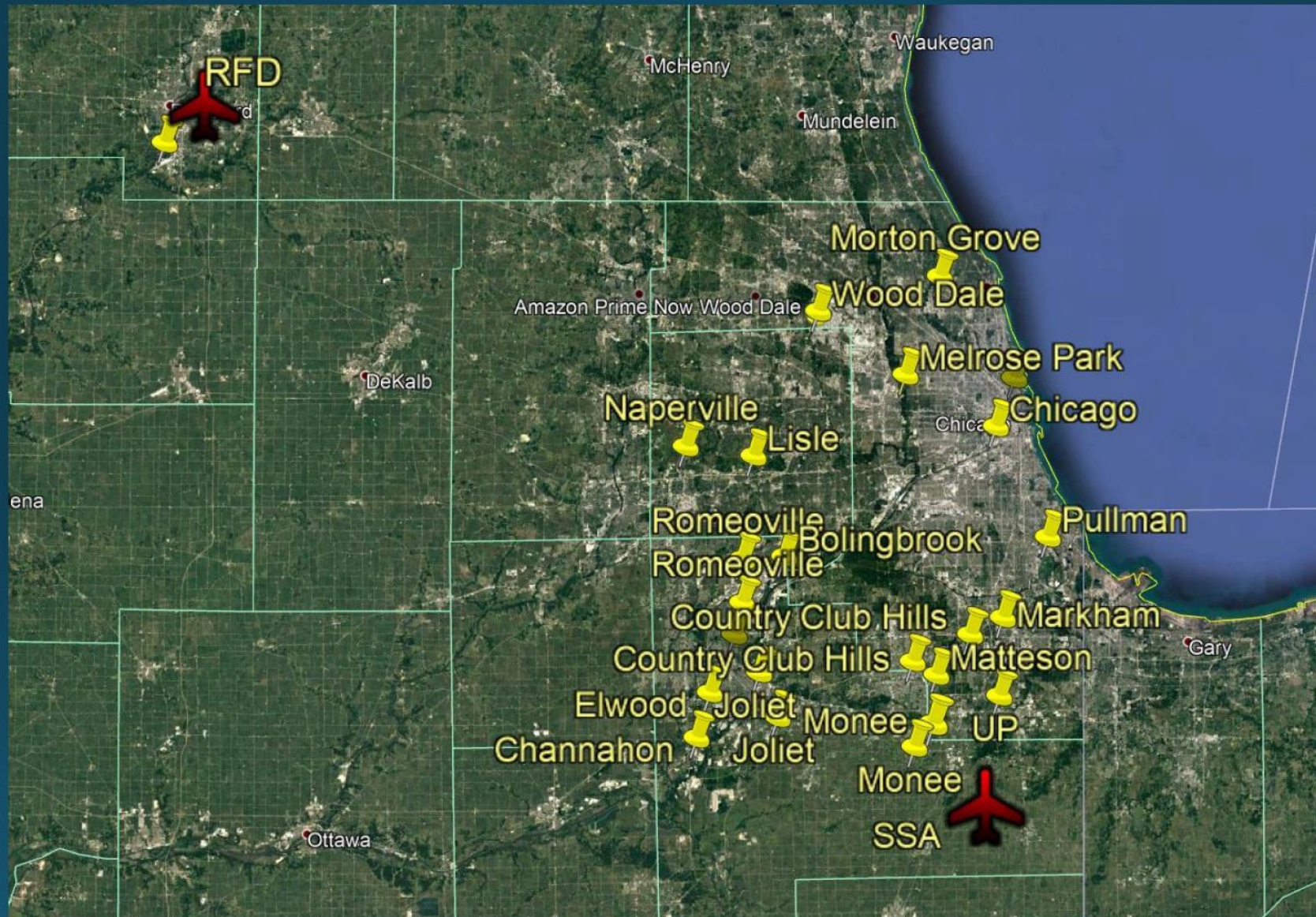


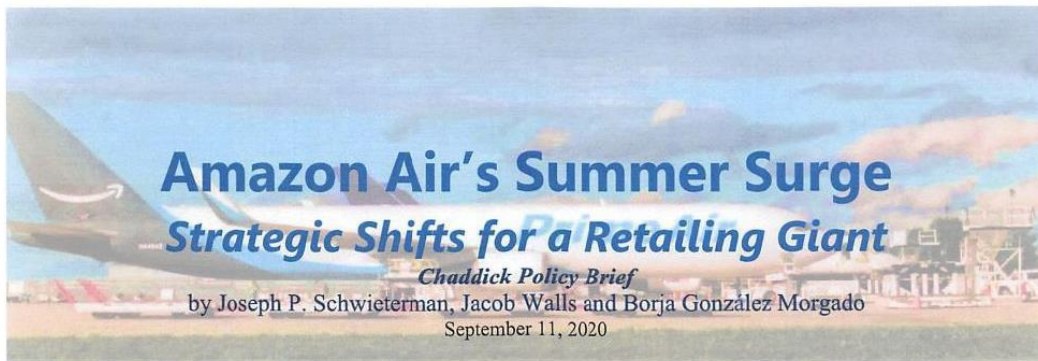
**Why SSA?**





# Amazon Sites in Northern Illinois





# Amazon Air's Summer Surge Strategic Shifts for a Retailing Giant

Chaddick Policy Brief

by Joseph P. Schwieterman, Jacob Walls and Borja González Morgado

September 11, 2020

**Our analysis of Amazon Air's summer operations indicates that the carrier...**

- Added nine planes from May – July, the most it has added over a three-month span in its history
- Has expanded flight activity 30%+ since April through fleet expansion and improved utilization
- Adheres to a point-to-point strategy, deemphasizing major hubs even more than last spring
- Significantly changed service patterns in the Northeast and Florida, creating several mini-hubs
- Continues to deemphasize international flying while adding lift to Hawaii and Puerto Rico

Amazon Air expanded rapidly during summer 2020, a period otherwise marked by sharp year-over-year declines in air-cargo traffic.<sup>1</sup> This fully owned subsidiary of retailing giant Amazon made notable moves affecting its strategic trajectory.<sup>2</sup>

This brief offers an overview of Amazon Air's evolving orientation between May and late August 2020. The document draws upon publicly available data from a variety of informational sources.

- Data on 1,400 takeoffs and landings of Amazon Air planes from flightaware.com and flightradar24 in April and September 2020.
- Information on fleet registration from various published sources, including Planespotters.com.
- Geographic analysis of the proximity of Amazon Air airports to its 340 fulfillment centers.

The results build upon our [May 2020 Brief](#), showing the dynamic nature of the carrier's schedules, its differences from air-cargo integrators such as FedEx, its heavy emphasis on cargo-oriented airports with little passenger traffic, and why we believe its fleet could grow to 200 planes by 2028.

Six findings from our new analysis stand out.

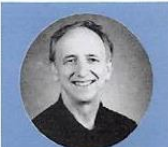


**Chaddick Institute for Metropolitan Development  
DePaul University | Chicago, IL**

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Cover photo credit: Chaddick Collection - JPS

Please refer to page 15 for author and research-team biographies.



Joseph Schwieterman, Ph.D.



Jacob Walls



Borja González Morgado

Amazon Air is “deemphasizing major hubs...creating several mini-hubs...”

“We expect the company will continue to take steps to diversify flights in this region beyond those at Chicago Rockford.”

# STAND OUT IN THE SUPPLY CHAIN INDUSTRY

**GSCMP SCP Pro Level 1** –  
Class April 24 & September 13 – November 1 (Virtual Mondays 6 – 8 p.m.)

What sets you apart as a Supply Chain professional?  
In just **ten weeks** you will learn how to make a competitive impact for your organization. SCP Pro™ Level One is the only industry certification that covers the comprehensive supply chain, from end-to-end, and requires professionals to demonstrate their knowledge of these eight foundational core functions.

**CLASS FEE: \$2,000**  
Includes exam credit and e-learning system.  
Up to \$1000 grant funding available – contact us for more details.

**EIGHT CORNERSTONES OF SUPPLY CHAIN MANAGEMENT**

- Integrated Supply Chain
- Supply Management and Procurement
- Transportation
- Warehousing
- Demand and Supply Integration
- Manufacturing and Service Operations
- Inventory Management
- Order Fulfillment and Customer Service

Visit [www.govst.edu/pro-certs](http://www.govst.edu/pro-certs) for details, course fees and registration.  
Or contact Michelle Sebasco at [msebasco@govst.edu](mailto:msebasco@govst.edu), 708.235.3983.  
This course is available in face-to-face, hybrid and online formats.

Governors State University | iIN | SUPPLY CHAIN INNOVATION CENTER & BUSINESS INCUBATOR

This certification course is offered through GSU's Illinois Innovation Network hub: Supply Chain Innovation Center and Business Incubator (SCICBI).

## LS<sup>3</sup>C LEAN SIX SIGMA FOR SUPPLY CHAIN

Virtual Class | March 27 - May 8 & September 4 - October 1  
[www.govst.edu/pro-certs](http://www.govst.edu/pro-certs); Register with [cstaples@govst.edu](mailto:cstaples@govst.edu)

**CERTIFICATION PREPARATION**

### Lean Six Sigma for Supply Chain Certification

offers a fresh new perspective to improving Supply Chain process flow with Lean Six Sigma. Focusing entirely on Logistics, Distribution, Warehousing, Transportation and Procurement processes improves customer service while reducing errors to zero. Learn how to maximize supplier partnerships for a shortened "time to market" for new product introductions, and identify the "8 Wastes" within the Supply Chain to reduce or eliminate non-value-added activities that disappoint customers.

**Course Fee: \$1,500, includes exam voucher**  
Up to \$1,000 grant funding available - contact us for more details

Tricia Kerns  
College of Business  
[tkerns@govst.edu](mailto:tkerns@govst.edu)

Governors State University | iIN | SUPPLY CHAIN INNOVATION CENTER & BUSINESS INCUBATOR

## CERTIFIED GLOBAL BUSINESS PROFESSIONAL (CGBP) CERTIFICATION WORKSHOP

**SEPTEMBER 28 – OCTOBER 30, 2020**  
100% Online  
**\$500**

Facilitated by Dwight Floyd, MBA, CGBP, Adjunct Professor in Governors State University's College of Business

Readiness to seek CGBP certification in the November/December 2020 exam window

**THE FIRST FIVE REGISTRANTS WILL BE FREE**

Governors State University | iIN | SUPPLY CHAIN INNOVATION CENTER & BUSINESS INCUBATOR

LIBERTY UNIVERSITY CIBER

## APICS CERTIFICATION in Logistics, Transportation and Distribution (CLTD)

**ASCM/APICS Certified in Logistics, Transportation and Distribution (CLTD)**  
Class April 15 – June 10 (Virtual Thursdays 6 p.m. – 9 p.m.)  
and September 16 – November 11 (Virtual Tuesdays 6 p.m. – 9 p.m.)

The Covid pandemic has changed supply chains forever creating challenges and opportunities for companies to evolve their supply chains including the necessity to more fully embrace e-commerce techniques and technologies. Companies count on logistics experts—one of the fastest-growing professions in the world—to receive their products, and to get them to customers on time and on budget. By earning the APICS Certified in Logistics, Transportation and Distribution (CLTD) designation, you learn concepts to reduce costs, increase customer satisfaction, and perform at a higher level, as well as how to implement innovative logistics strategies. Topics include Capacity Planning and Demand Management, Inventory and Warehouse Management, Transportation, Logistics Network Design, and more! CLTD designees get recognized as logistics experts and stand out in a job search!

**DID YOU KNOW?**  
APICS CLTD designees tend to earn **27% more** on average than peers without an APICS certification.

**CLASS FEE: \$2,500**  
(Includes ASCM membership, exam credit and e-learning system)  
Up to \$1,000 grant funding available – contact us for more details.

To register, email Michelle Sebasco at [msebasco@govst.edu](mailto:msebasco@govst.edu) or 708.235.3983.  
For course questions, contact the instructor, Tricia Kerns at [tkerns@govst.edu](mailto:tkerns@govst.edu).  
[www.govst.edu/pro-certs](http://www.govst.edu/pro-certs)

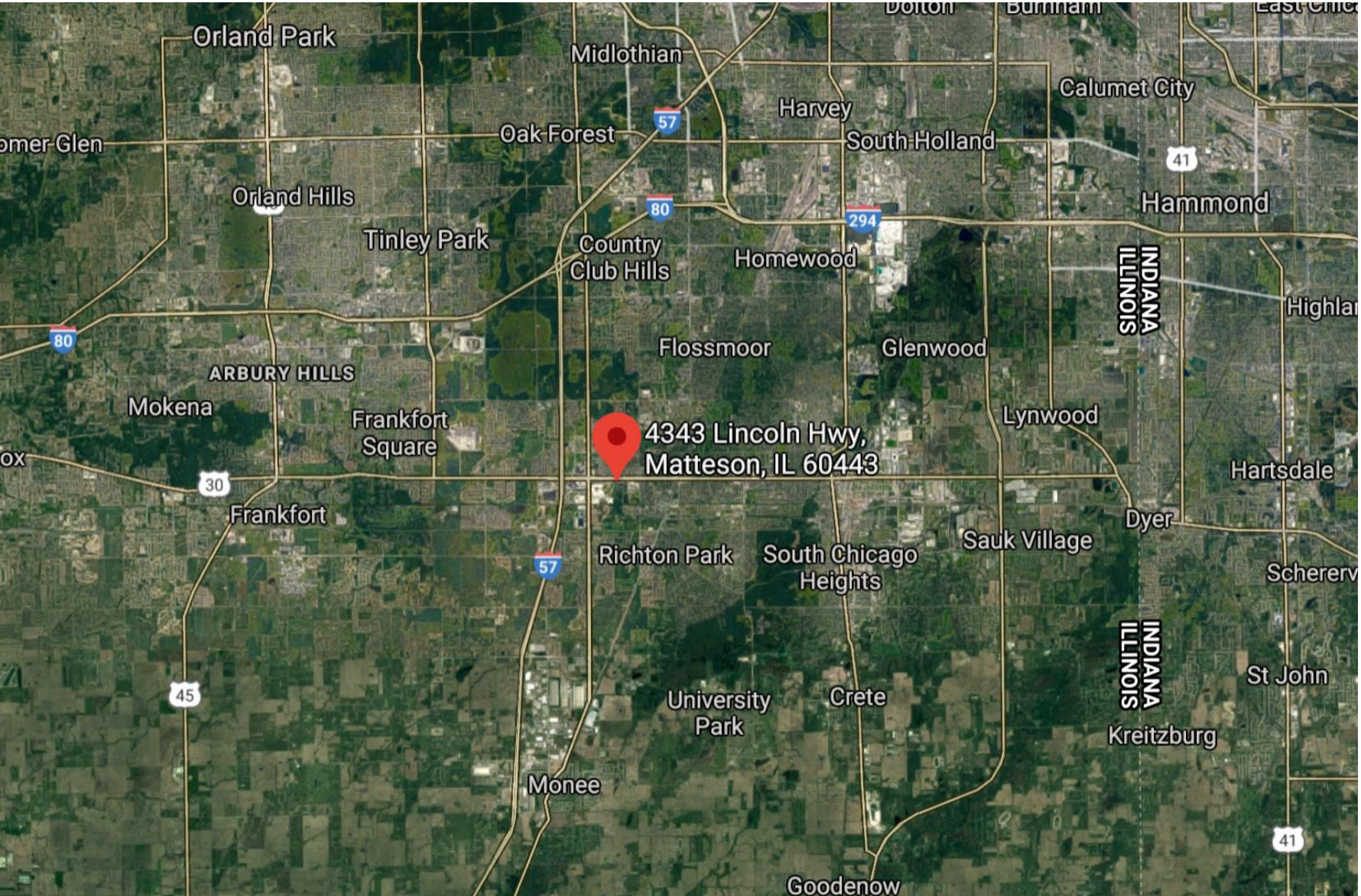
Tricia Kerns

Governors State University | iIN | SUPPLY CHAIN INNOVATION CENTER & BUSINESS INCUBATOR

# Supply Chain Training Programs at SCICBI

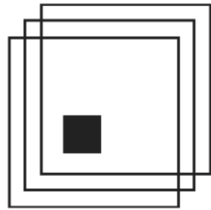
# CHICAGO SOUTHLAND Integrated Education Workforce Development STRATEGY

# CSEDC INCUBATOR – 4343 ASCENDING HOUSE



# CSEDC INCUBATOR – 4343 ASCENDING HOUSE

Received \$236,000 from IL DCEO and \$49,000 from SSEGI to build an incubator located at 4343 Lincoln Hwy, Matteson, in conjunction with South Suburban Land Bank Authority and the Supply Chain Innovation Center at the Governors State University. The E-commerce Program is expected to run in June 2021.



**4343 ASCENDING HOUSE**

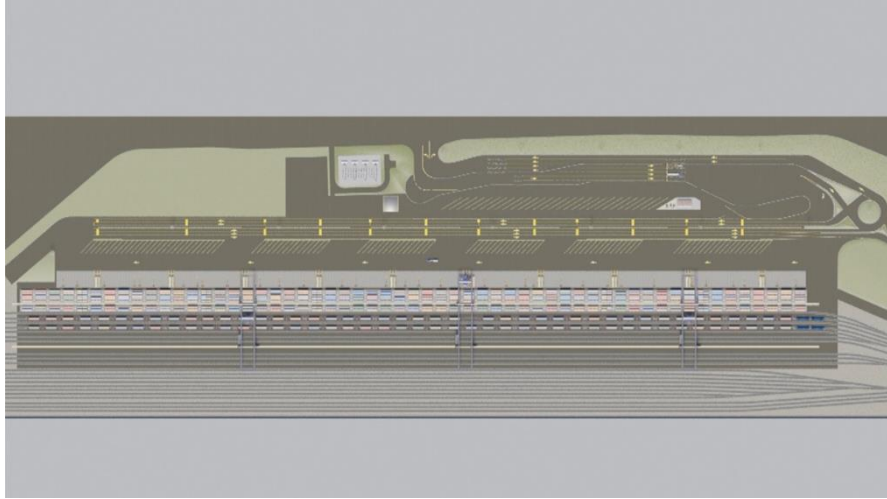
DREAMS HAPPEN HERE



NORTHERN ILLINOIS COMMUNITY INITIATIVES



# CSEDC SMART LOGISTICS



**Smart  
Logistics  
Field  
Test  
Simulation  
Is  
Coming !**

# CSEDC DIGITAL MARKETING PROGRESS

## Spending on promoting Southland 2020

### New Area 20-21

Facebook, LinkedIn,  
GMASS, Google Ads

### Explore More 21-22

Google Ads

LoopNet Ads,

Maybe:

Twitter & Instagram

### Quarterly Reports

The \$6,000 was 1-year membership subscription fee only. We continued to work on the Intersect Illinois site listings.

\$6,000

### Digital/Social Media Costs

LinkedIn \$2,000, Facebook \$700, Google Ads \$1,000, Constant Contact \$540, and GMASS \$240

\$4,480

### Outside Marketing Support

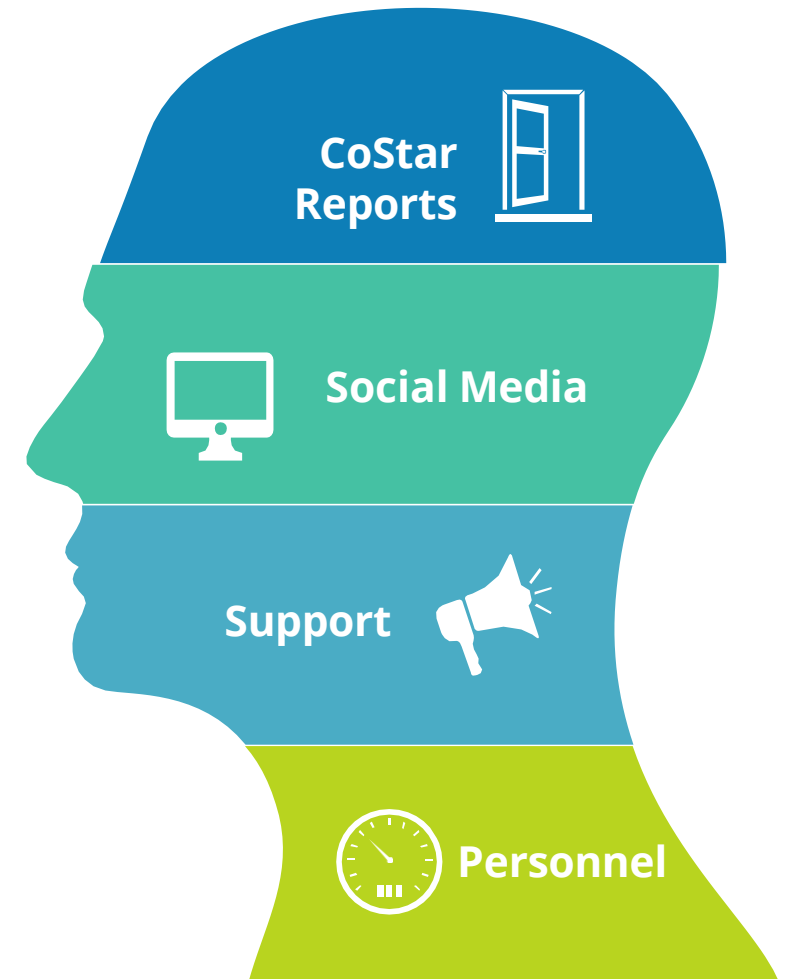
Platinum PR support phone calls

\$200

### Personnel

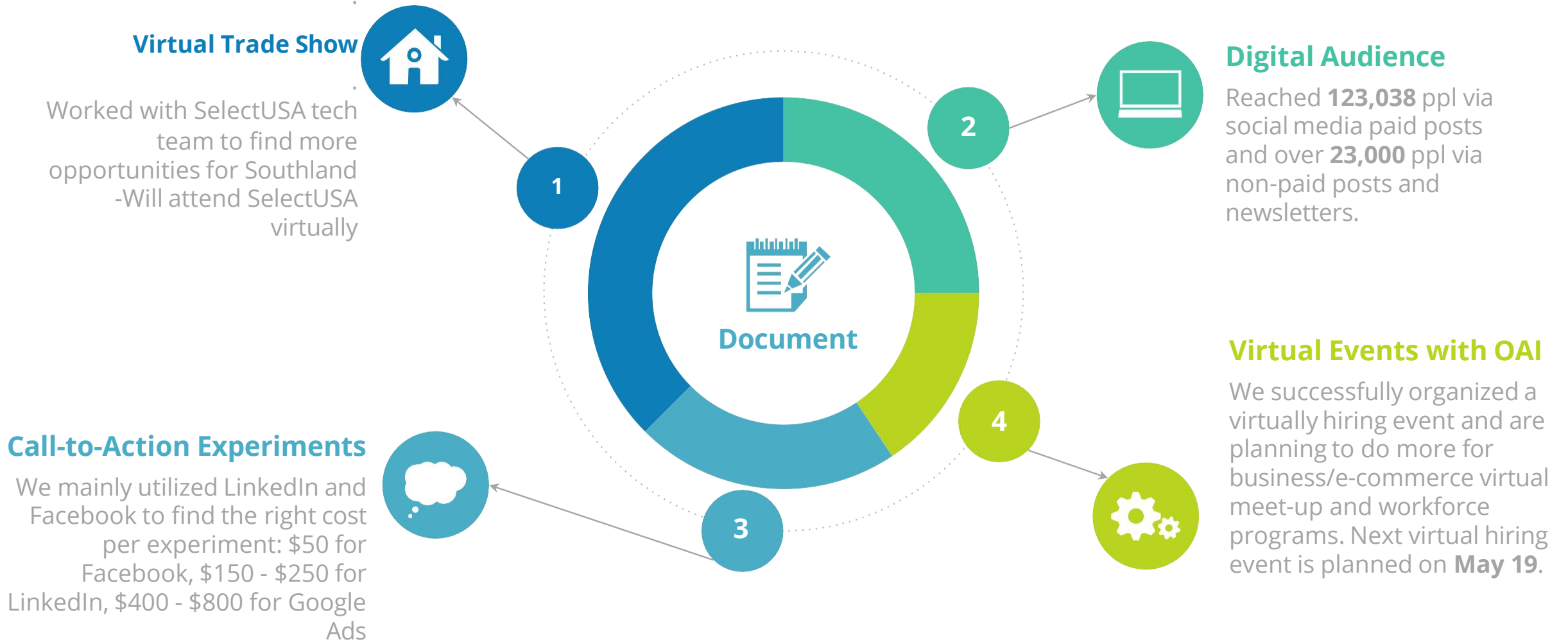
Xiaofan Liu and Chris Poshek

\$8,000



# CSEDC DIGITAL MARKETING PROGRESS

## New Success in 2020





## Contact:

**Reggie Greenwood**

Executive Director  
Chicago Southland Economic  
Development Corporation

reggie.greenwood@chicagosouthlandedc.org  
www.csedcworks.org/

# CSEDC LOYAL INVESTORS

## PREMIER INVESTORS

Amazon

Comcast

First Midwest Bank

LB Steel

Ingalls Development Foundation

Jones Lang LaSalle

Mi-Jack Products Inc.

Nicor Gas/NICI

SCICBI at GSU

## SUSTAINING INVESTORS

Avatar Corporation

City of Calumet City

ComEd

Village of Park Forest

Village of Richton Park

## ASSOCIATE INVESTORS

Alsip MiniMill, LLC

Cardno

City of Country Club Hills

Comcast

Governors State University

Homewood Disposal Services

Horton Group

Kane, McKenna & Associates

Louis P. Vitullo, LTD.

Michael Scholefield

OAI, Inc.

PBS Design Build

Moraine Valley Community

College

Providence Bank & Trust

SmithAmundsen, LLC

State Farm Insurance

Jeff Arseneau

Village of Beecher

Village of Flossmoor

Village of Glenwood

Village of Midlothian

Village of Monee

Village of Orland Park

Village of Tinley Park

## CONTRIBUTING INVESTORS

American Block Chain

Antero Group

CN

CSX Corp

Gallagher Asphalt

Hanson Professional

Services

IngenAE

Prairie State College

Sandrick Law Firm, LLC

South Suburban College

Regional Development Co.

Sterling Solutions

Urban Communications, Inc

Village of Homewood

Village of Matteson

Village of South Holland

Weitzman Realty

