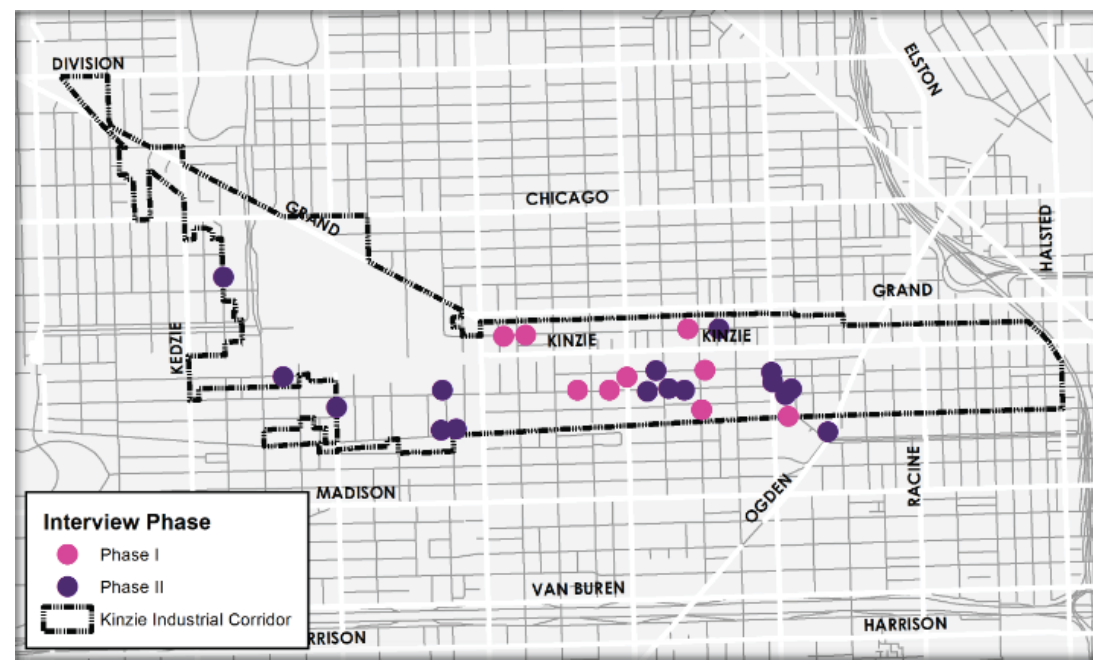


# Kinzie Industrial Corridor: Market Research Business Interviews



## Twenty-six interviews between January and July 2018

### Company Profiles:

- 15 companies with 10+ years in Kinzie Corridor and 11 newer companies
- Range in size from 1 to 340 employees
- Half employ more than 25 people; three employee over 100

### Real Estate Profiles:

- 69% own; 31% lease
- Building size range: 2,000 SF – 80,000 SF



## Key Findings: Workforce and Logistics

### Logistics:

- All companies interviewed rely exclusively on trucking as a mode of transportation
- 42% own some portion of their truck fleet
- Types of trucks used includes a wide range of vehicles

### Workforce:

- Workforce skill levels varied greatly, from no high school diploma to graduate degrees
- Half of businesses interviewed anticipate increasing employment
- The vast majority of employees live in the city



## Key Findings: National and International Trends

- Consolidation and competition from national manufacturers
- Demands for quicker delivery and custom projects require flexibility in forecasting, warehousing, and shipping logistics
- Increasing safety and environmental regulations require proactive attention and investment in equipment and processes
- Shortage of trained employees and truck drivers, leading to increased transportation costs
- Companies contracting or likely to close are more impacted by national than local trends



## Key Findings: Locations

### Advantages:

- Central location and proximity to expressways is good for shipping and receiving and attracting diverse labor and talent pool
- Food-related industries benefit from proximity to similar businesses and suppliers
- Proximity to both Downtown and suburbs
- Some areas remain relatively affordable
- Incubator space and services offered by ICNC

### Disadvantages:

- Reported incidents of crime and security issues
- Real estate pressures
- Increasing conflicts between heavier industrial users and lighter industrial/commercial uses
- Concerns about taxes, minimum wage requirements, bureaucracy of operating in city
- Narrow streets and on-street parking can make truck deliveries difficult