



**Benuzzi's
Industrial
Guide Inc.**

**Publisher / Editor
Mary Anne Benuzzi**

**Circulation
Mary Anne Benuzzi**

©2010 by BIG Publishing. Benuzzi's Industrial Guide Inc. is published monthly by BIG Publishing, 20518 Laurel Drive Barrington, Illinois 60010. Phone: (312) 330-8154. E-mail: mabBIGrealty@yahoo.com.

All rights reserved. No part of this publication can be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopying, recording or by any information storage or retrieval system without written permission of Publisher.

All information contained herein is deemed reliable and is submitted subject to errors, omissions, and to change of price or terms without notice.

Development and Design

continued from page 1

Build-to-suit activity in the Chicago market is showing promise with 1,806,121 square feet of product already delivered this year and another 2,340,512 square feet currently scheduled for completion through the balance of 2010 and into 2011, according to a recent report from Colliers International.

Speculative activity is non-existent in light of current economic conditions and will likely not return for another 18 to 24 months until significant available space is occupied and banks become willing to finance new buildings. Companies requiring highly specialized space typically forgo the costly process of retrofitting existing space and opt instead to invest in a new facility that is designed and constructed to meet their specific needs.

Business Park Advantage

Many of the Chicago market's recent build-to-suit projects are located within professional business park environments. There are numerous advantages to selecting a corporate business park over a stand-alone infill location. An owner's investment is better protected within the climate of a corporate business park. Neighboring parcels are zoned consistently and are complementary to the overall park. Any potential future development is typically designed and constructed to the prescribed standards of the park. A stand-alone infill site does not offer the same type of insulation. Parcels adjacent to infill sites may end up with non-complementary uses, resulting in operational friction.

A business park can also offer numerous amenities that are not available elsewhere including

shovel-ready sites, infrastructure improvements, fiber optic connectivity, significant power capacity, data infrastructure availability and convenient access to public transportation routes. In some cases, business parks provide natural environments including walking and biking trails, ponds and forested areas. Often business parks present favorable tax incentives as well.

Relocating to a premier business park offers a company a sense of security and belonging. It has been proved that successful firms prefer to invest where other prominent companies have invested before them.

Build-to-Suit

Even during this difficult economy, build-to-suit activity remains a viable option for firms that are prepared to expand and

*Development and Design ...
continued on page 3*



Discover DuPage County's fastest-growing business park... **Bartlett's Brewster Creek Business Park** and you'll see why businesses like Greco & Sons Foods, the Auto Truck Group, Herrmann Ultrasonics, Get Fresh Produce, Victory Land Group, Mid America Water Treatment and over sixty other businesses have selected it as their location in the past five years.

With the Village of Bartlett spending over \$30 million in modern infrastructure to support this high image and convenient business park, you'll want to include a Brewster Creek location in your Chicago/O'Hare/DuPage County area site searches. For more information on available space, development sites, road improvements, zoning, site tours and Bartlett's approval process, contact Economic Development Coordinator Tony Fradin at (630) 540-5940.

For more information on Brewster Creek Business Park, go to www.village.bartlett.il.us/brewster.html or call Bartlett Economic Development at (630) 540-5940.

Featured Properties:

Address	Sq. Ft. Available	Height/Docks	Contact	#
550 Spitzer Rd.	100,000	24'/12	John Whitehead	630.693.0643
1291 Humbracht	50,080	24'/2	Cory Ramey	630.782.9520
1301 07 Schiferl	170,418	30'/18	David Bercu	847.698.8207
1452 Brewster Creek Blvd.	259,200	30'/26	Dominic Carbonari	773.304.4102
8 condominium buildings	1,500 to 60,248	various	Dan Brown	847.758.9200

Development and Design

continued from page 2

have the resources to follow through. Today, land prices are more affordable, and companies are looking to invest to enhance their competitive edge. Current conditions allow for opportunistic companies to gain market share, which is especially true of foreign companies looking to invest in U.S. markets.

McShane Development Company (MDC) recently broke ground on a 25,558 square foot build-to-suit facility that will serve as the North, South and Central American headquarters for NSK America Corporation within the Huntington 90 business park in Hoffman Estates, Illinois. Huntington 90 is the product of a joint venture between McShane and MetLife Real

Estate Investments. NSK America Corporation is a manufacturer of machine tool spindles, hand tools and dental instruments and is a subsidiary of the Japanese firm, NSK Nakanishi, Inc.

Huntington 90 has experienced significant activity with three new build-to-suit deals taking place in the past 18 months. In addition to the NSK America Corporation assignment, MDC recently completed a 104,000 square foot North, South and Central American headquarters facility on behalf of Japanese firm, Mori Seiki Co., Ltd. Additionally, the park contains a 30,000 square foot design/build facility for BIG Kaiser Precision Tooling, Inc., a subsidiary of Switzerland-based Heinz Kaiser AG.

Selecting Design/Build

Build-to-suit clients can choose from a variety of construction de-

livery methods for their facilities; however, design/build offers the greatest potential time and cost savings for a project. The design/build method establishes a single-source of responsibility for both the design and construction of the project, thereby streamlining the delivery operation. Key benefits include an early guarantee of project costs and a shorter overall project schedule, resulting in fewer burdens on the client's management resources.

Design/build is ideal for facilities located within business parks because it offers the client greater control earlier in the project life-cycle. The architect and design/builder collaborate to conform and incorporate business park standards within the overall project.

As institutional investors increase activity and the market regains momentum, additional

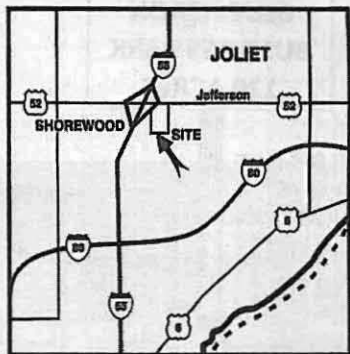
transactions within business parks will likely follow suit. Although current market activity is still modest, opportunities are being presented to developers within the build-to-suit arena. Successful companies willing to expand or upgrade their facilities can realize significant gains and position their firm for future prosperity through the efficiency of a build-to-suit. Business parks remain an attractive option for many such companies, and those with the incentive and foresight to capitalize on today's market can achieve rewards tomorrow.

Daniel E. Fogarty, Jr. is a Vice President responsible for all new industrial and office development within the Midwest region on behalf of Rosemont, Illinois-based McShane Development Company. He can be reached at 847-692-8856 or via email at dfogarty@mcshane.com.

PHILLIPS MARTIN REAL ESTATE

4200 Cantera Drive, Suite 202
Warrenville, IL 60555

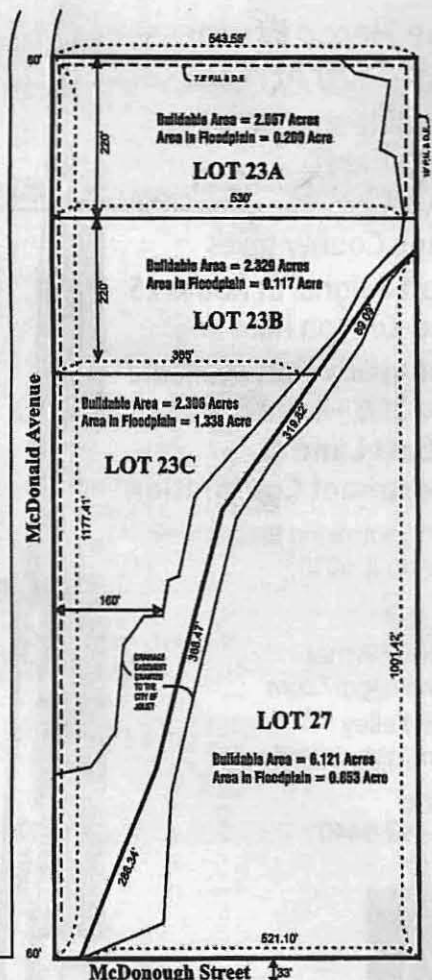
(630) 575-0900
Fax: (630) 575-0909



- Last 4 Lots in 75 Acre Business Park
- Fully Improved Sites
- Light Industrial or Office Use

Contact:
Wayne Ebbens 630-575-0903
Tom Balk, CCIM 630-575-0904

Timber Ridge Business Park Joliet, IL

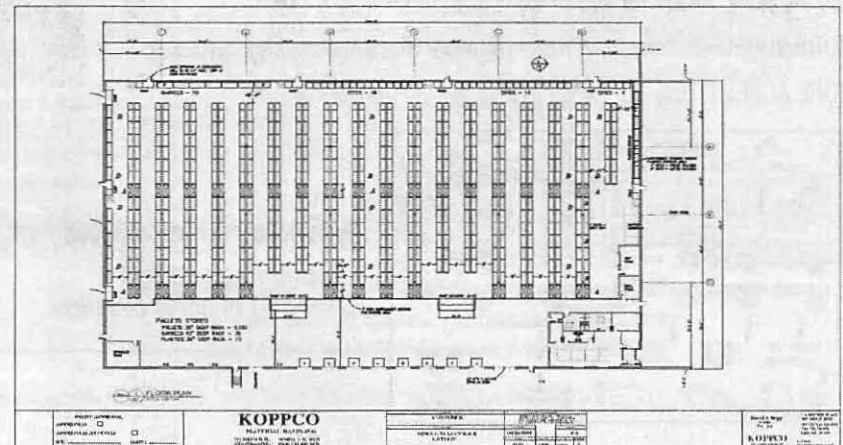


KOPPCO

MATERIAL HANDLING SPECIALISTS

SERVICES WE CAN OFFER YOUR CLIENT

1. Designing of material handling layout to properly optimize your clients' warehouse space.
2. Recommending the proper material handling equipment for your clients operation.
3. Teardown, move and reinstall existing material handling equipment.
4. Supply new or used material handling equipment.
5. Sell existing material handling equipment to offset costs of new material handling equipment.
6. Help client with the logistics of expanding or moving their facility.



630-986-0046
dkopp@kopppo.net