



# CITY OF HENRY, ILLINOIS

Port Master Plan Community Update Meeting

December 16, 2024

quèt•ica Consulting & Engineering

Primera



# AGENDA

- Port Master Plan Update
  - What we have done
  - What is yet to be done
- Ozinga Update
- What-if Scenario Results
- Recent Stakeholder Feedback
  - Agriculture industry
  - Economic development
- Marketing Plan Development
  - Target industries
- Feedback from Attendees
  - SWOT
  - What you heard today



# PORT MASTER PLAN UPDATE

## Project Overview

# THE QUETICA TEAM



**Overall Team Lead / Freight Demand & Market Analysis:** Veteran-owned small business specializing in freight planning, supply chain analytics and network optimization modeling.



**Engineering Lead:** Primera is a WBE engineering design and consulting firm, with headquarters in Chicago, IL. Other offices near Henry include Lisle, IL, Cedar Rapids, IA and Crown Point, IN.



**Liaison / Outreach Lead:** Dr. Schneider is a transportation policy and financing expert, who assists local governments apply for federal, state and foundation grant opportunities.



**Business Development / Marketing Plan:** Chrisman provides expertise in traditional economic development and strategic planning, including brand and marketing development support.

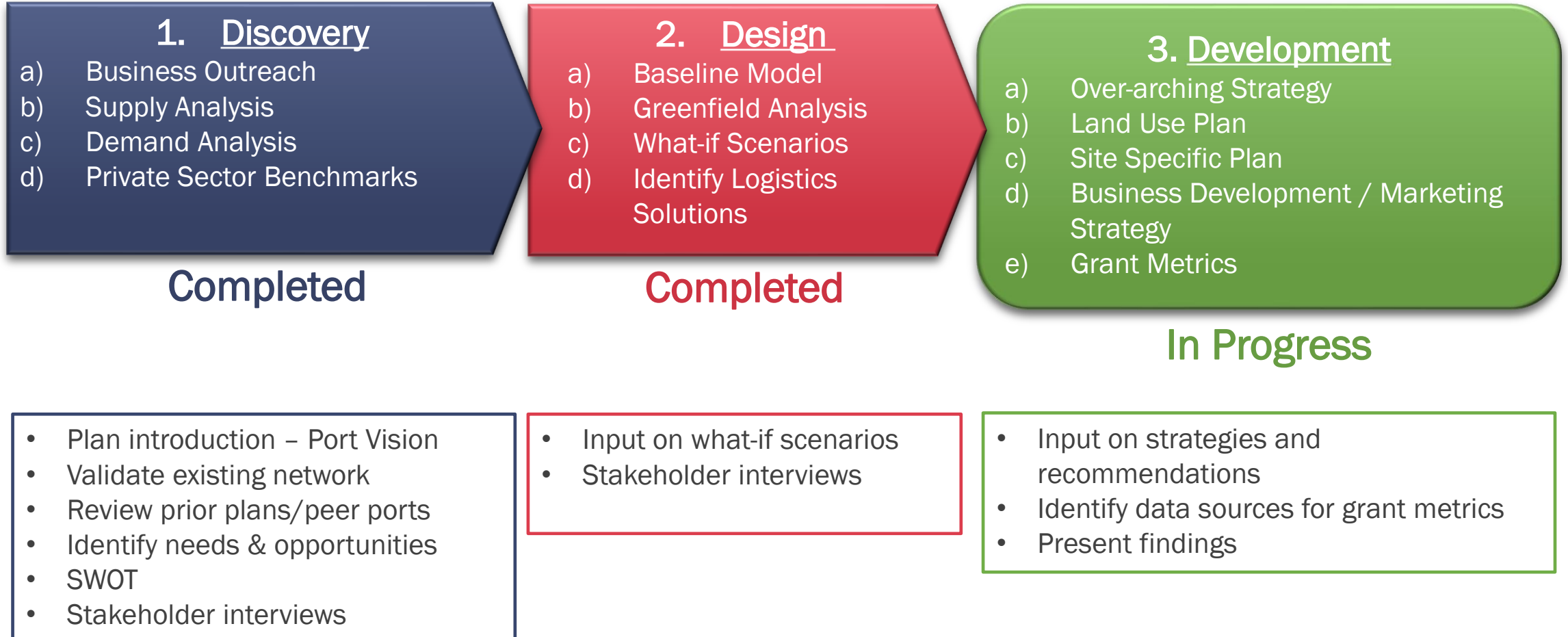


## WE TAKE A DIFFERENT APPROACH

- We use data and advanced modeling to support City of Henry's vision by identifying most promising barge products and markets:
  - based on current freight demand; and,
  - current and future transportation networks.
- We create a digital twin of the regional freight network and use optimization modeling to examine market demands for the new port.
- We identify target market opportunities for the new port and develop recommendations and metrics to support financing opportunities.



# THE THREE-STEP PROCESS – OPPORTUNITIES FOR INPUT





# OZINGA UPDATE



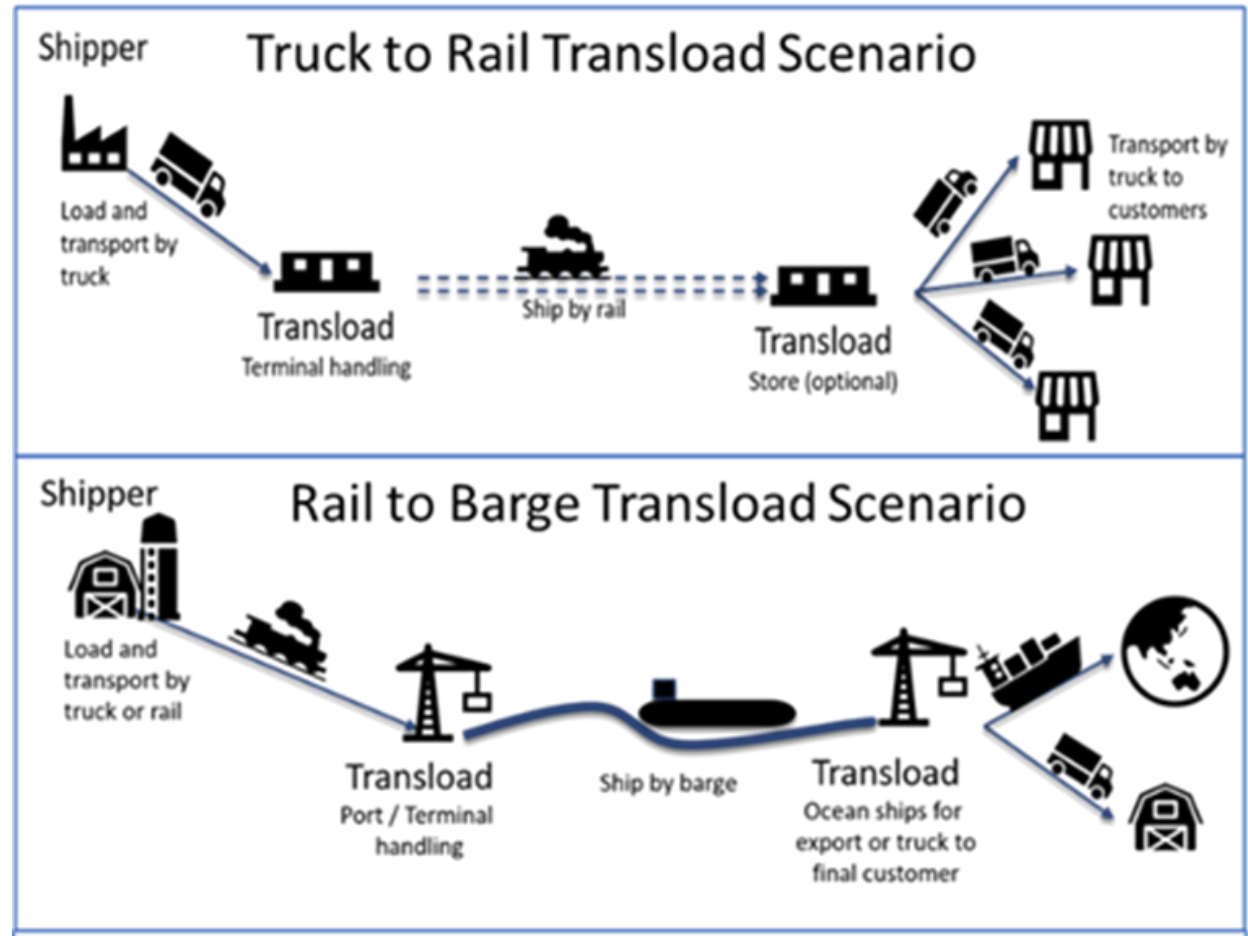
# PORT MASTER PLAN UPDATE

## What-if Scenario Results



# TRANSLOAD ASSUMPTIONS

- One or Two Transloads
- Shipment Sizes
  - Truck: 17.95 tons per truck
  - Railcar: 80.83 tons per railcar
- Transload Costs per Ton:
  - Study Area: dray cost + \$10 transload
  - #2: \$12 (dray cost) + \$10 transload
- Dray Distance
  - Study Area  $\leq$  50 miles
  - #2  $\leq$  20 miles



# TRANSLOAD SCOPE

## SCTG Commodity

02 Cereal grains  
04 Animal feed  
06 Milled grain prods.  
10 Building stone  
11 Natural sands  
12 Gravel  
13 Nonmetallic minerals  
14 Metallic ores  
15 Coal  
18 Fuel oils  
20 Basic chemicals

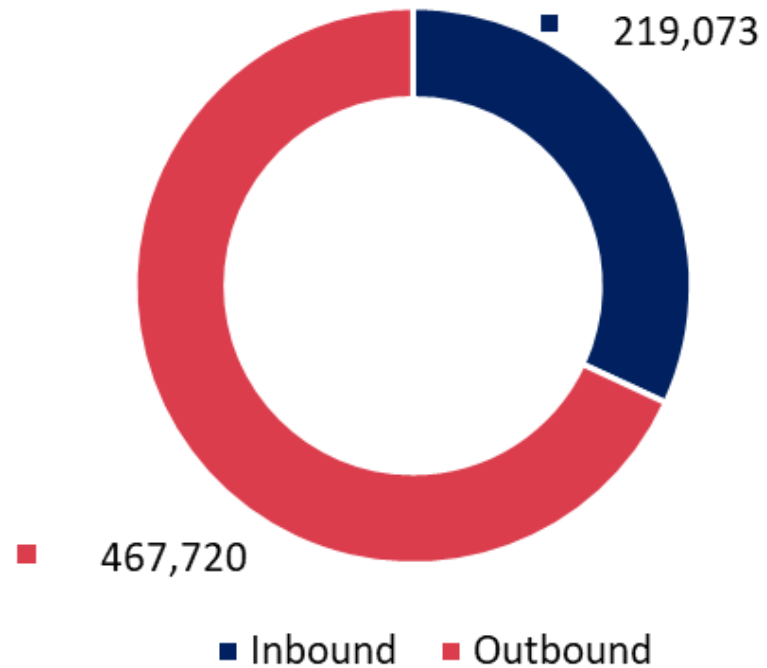
## SCTG Commodity

22 Fertilizers  
23 Chemical prods.  
24 Plastics/rubber  
25 Logs  
32 Base metals  
33 Articles-base metal  
34 Machinery  
36 Motorized vehicles  
40 Misc. mfg. prods.  
41 Waste/scrap

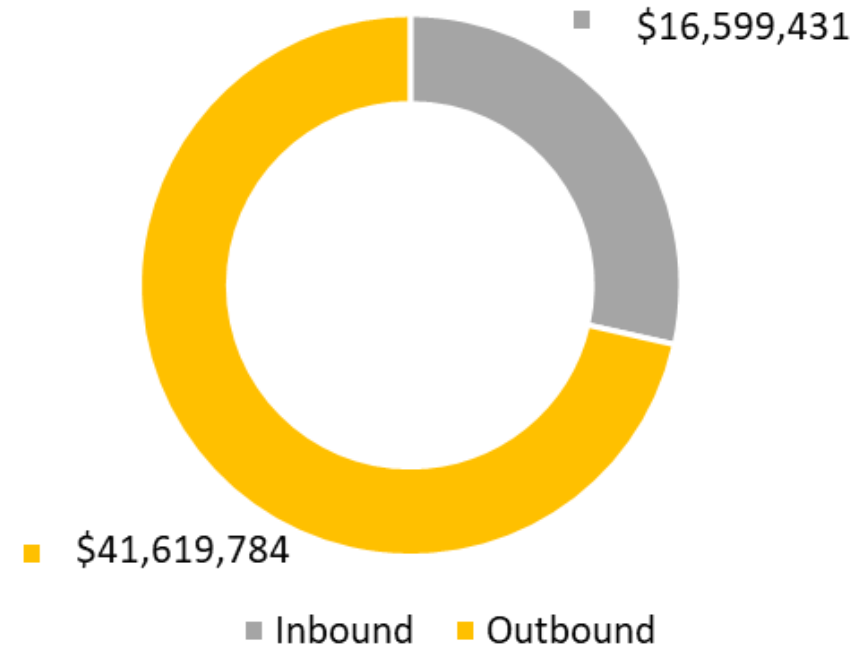


## BARGE TRANSLOAD: TOTAL MARKET OPPORTUNITY

VOLUME: 686,793 Tons

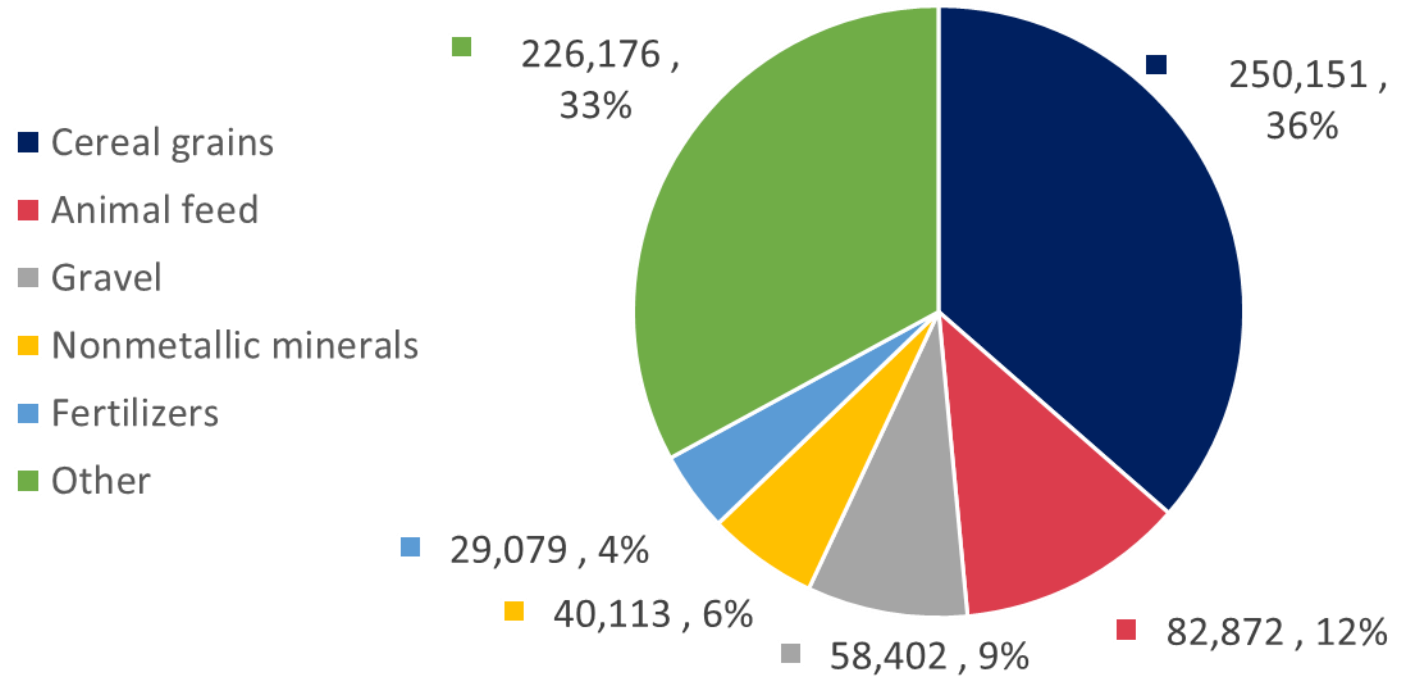


SAVINGS: \$58.2 million



# TOP COMMODITIES

- VOLUME: Tons



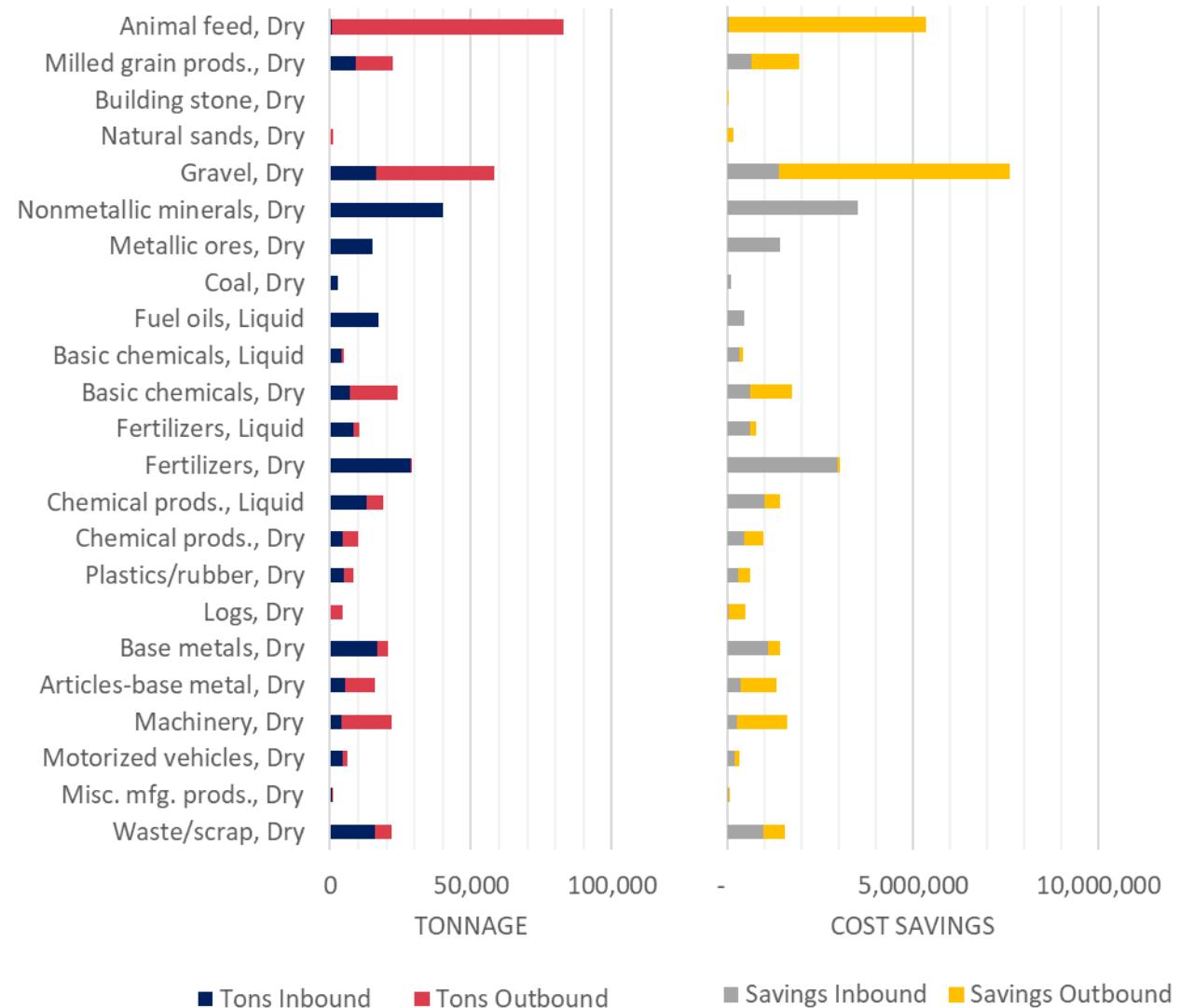
# COMMODITIES & EQUIPMENT

Cereal Grains (not shown)

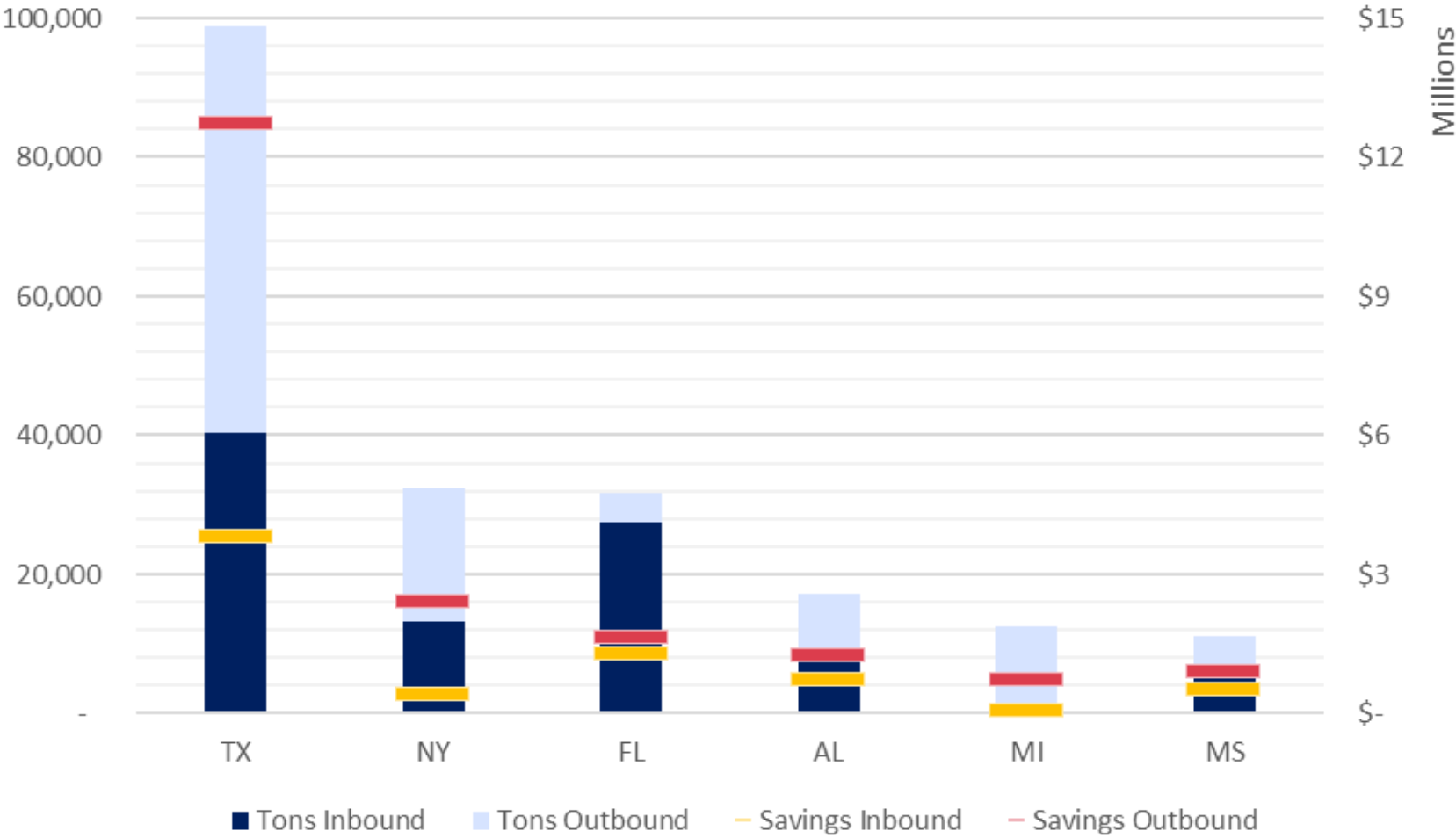
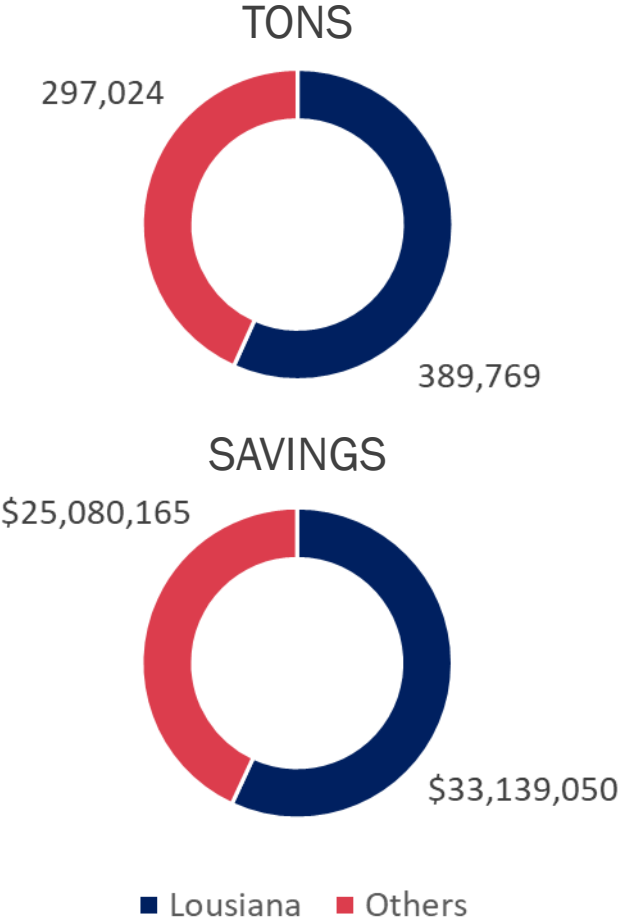
- 250k tons
- \$20.5 million in savings

Dry Commodities

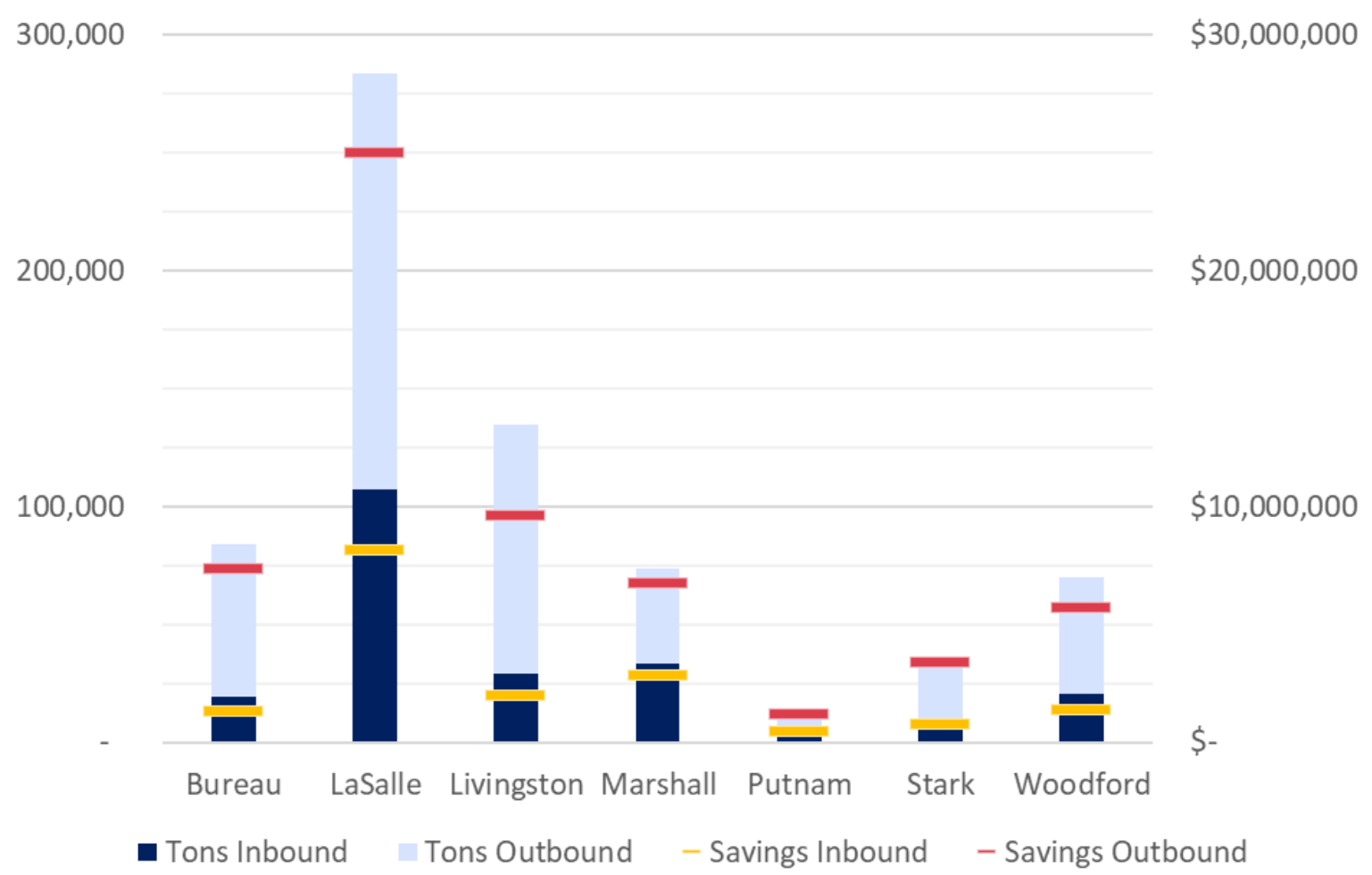
- Volume: 635,255 tons
- (92.5%)
- Savings: \$55,206,924
- (94.8%)

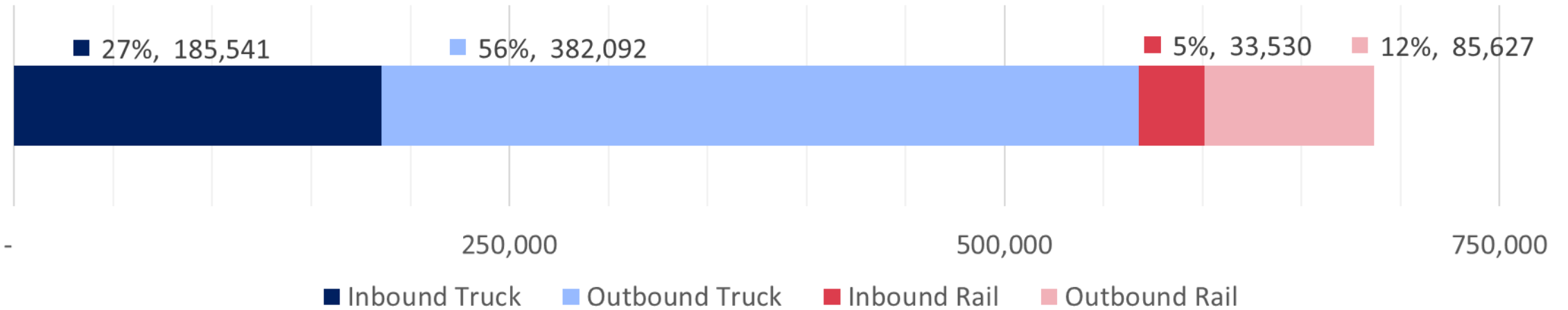


# TOP TRADE LANES: ALL COMMODITIES



# TOP LOCAL SOURCES/DESTINATIONS





# MODAL COMPOSITION

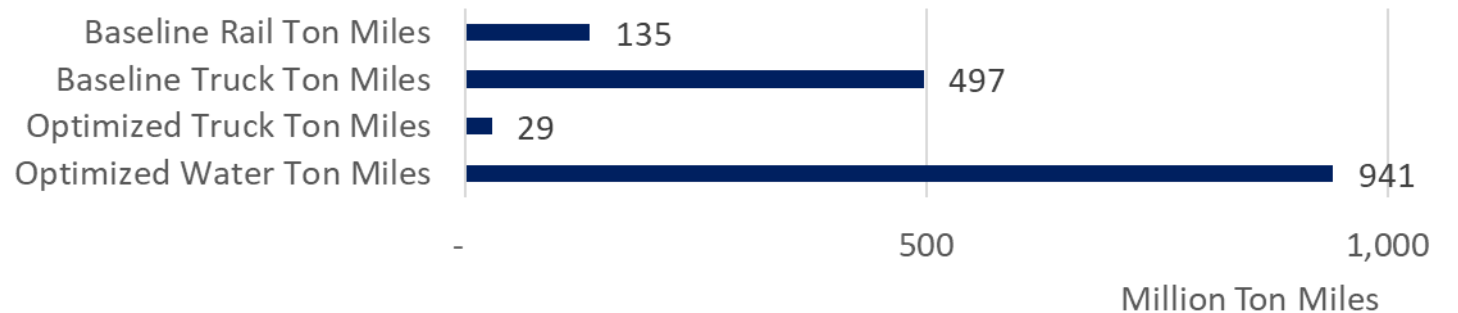
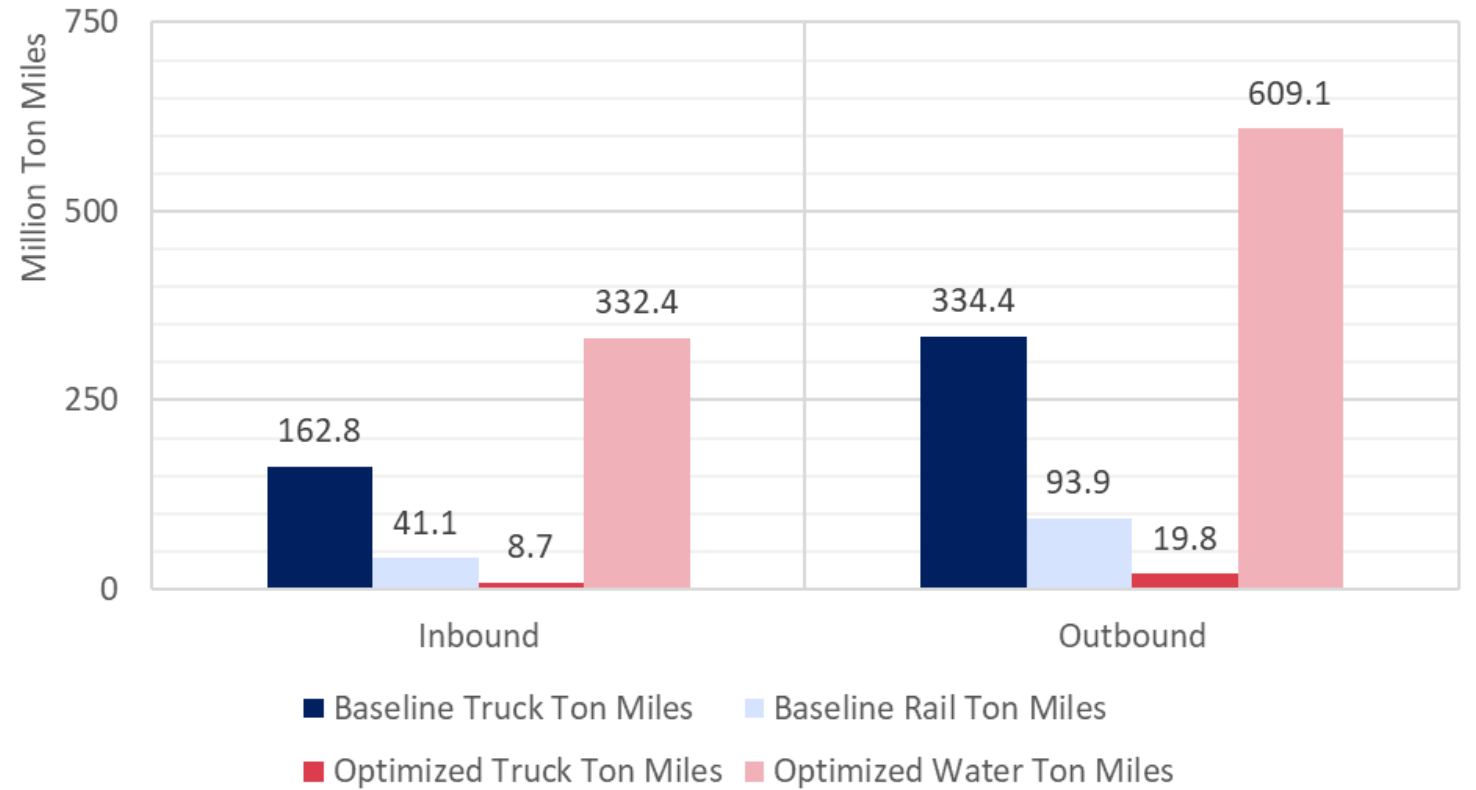
BASELINE VOLUME: TONS



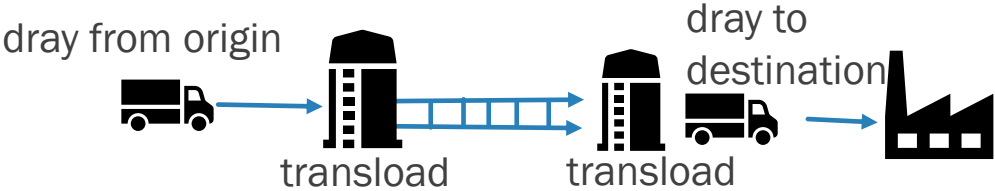
# MODAL COMPOSITION

## OPTIMIZED TON MILES

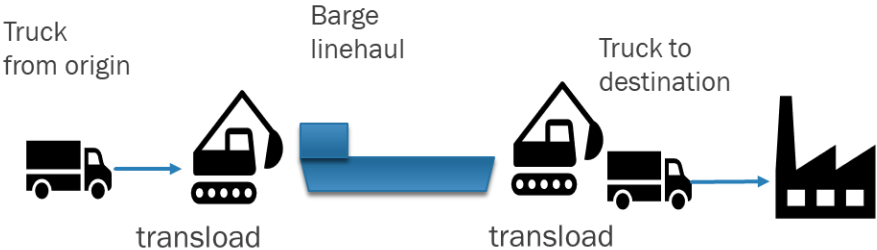
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# SCENARIO COMPARISON



| Scenario                  | Barge - 1 Transload | Barge - 2 Transloads | Rail - 1 Transload | Rail - 2 Transloads |
|---------------------------|---------------------|----------------------|--------------------|---------------------|
| Total Savings             | \$76,584,395        | \$58,219,215         | \$97,620,331       | \$77,342,550        |
| Total Tons                | 851,639             | 686,793              | 924,511            | 797,594             |
| Baseline Truck Tonnage    | 583,650             | 567,633              | 924,511            | 797,594             |
| Baseline Rail Tonnage     | 267,987             | 119,157              | -                  | -                   |
| Baseline Truck Ton Miles  | 510,955,405         | 497,164,063          | 1,009,112,659      | 876,618,902         |
| Baseline Rail Ton Miles   | 284,810,310         | 135,039,738          | -                  | -                   |
| Optimized Truck Ton Miles | 34,916,836          | 28,558,678           | 38,015,976         | 32,575,844          |
| Optimized Rail Ton Miles  | -                   | -                    | 1,094,253,458      | 952,603,902         |
| Optimized Water Ton Miles | 1,152,883,186       | 941,421,060          | -                  | -                   |





# PORT MASTER PLAN UPDATE

## Recent Stakeholder Feedback

# AGRICULTURE STAKEHOLDER FEEDBACK

- “Lots of competition”
  - Established river grain terminals: Hennepin, La Salle, Spring Valley, Lacon
  - Rail loaders: Toluca, Mendota, Ottawa, Dwight, Ransom, etc.
  - Region has ample opportunities to market products (corn, soy, wheat)
    - Coop grain elevators
    - Ethanol in Hennepin, Rochelle, and Gibson City (all within trucking distance)
    - Soybean plants in Decatur, Gilman, Gibson City
  - Identity preserved grains to Asia (market fluctuates)
  - River business down considerably from 20-25 years ago
  - “Henry is a great location, but has to be right company: success would depend on equipment, freight rates, and service.”

## AGRICULTURE STAKEHOLDER FEEDBACK

- Fertilizer is an opportunity
  - “Fertilizer is biggest challenge- not always where you want it when you want it”
  - “Need to drive a bit to get limestone” (Rock Falls is closest location)
  - “Ozinga used to bring limestone into Henry via backhaul of gravel to Chicago”
  - “Hennepin is difficult to get to and La Salle is further away”
  - Custom blended fertilizer based on soil samples
  - Competition for fertilizer includes Seneca, Marseilles, and Perdue
    - “Seneca has a huge new facility where a lot of dry fertilizer coming into the region goes to. Load truck, in and out in 3 minutes”
  - Can be an issue when river is shut down

## ECONOMIC DEVELOPMENT FEEDBACK

- Intersect Illinois/Department of Commerce—a public port would be beneficial, need 200 acres with adequate power
- Wind—Old Towne Project in early stages, 2 years from shovels in ground or turbine transport

## A CHANCE FOR INTERACTION AND FEEDBACK



## LET'S TEST OUT A SURVEY TOOL

Are you a fan of Egg Nogg?







## LET'S TEST OUT A SURVEY TOOL

Rank order your favorite Christmas movies.

## MORE INFORMATION FOR A SWOT

- Strengths mentioned last time included:
  - Great local leadership: visionary, resilient, community driven
  - Major river access w/ freight, opportunistic municipalities. Port development already underway with Ozinga. Rail onsite, not far from I-180. Plenty of room for expansion.
  - Port of Henry development is already significantly underway and privately funded. Does not depend on government funding.
  - Strong business partnerships.
  - Ozinga is an experienced partner and city management is open to local development.



## MORE INFORMATION FOR A SWOT

- Weaknesses mentioned last time included:
  - ☐ Need a coordinated communication strategy to share with key stakeholders.
  - ☐ Long timeline to fully develop port.
  - ☐ Some loss of industrial & manufacturing base.
  - ☐ Lack of housing for growth in the city.
  - ☐ Numbers in labor force declining and more population in the senior citizen group (also low-income housing).
  - ☐ Lack of current plan. Little access to capital for public private partnerships.
  - ☐ Current access and infrastructure.

## MORE INFORMATION FOR A SWOT

- Opportunities mentioned last time included:
  - ☐ Location, small town atmosphere to attract industry, industry upriver.
  - ☐ Attracting mid to large industrial and agriculture companies. Government alignment is available.
  - ☐ Access to EDA funding through the Economic Development District. Potential rail line improvements through project of bringing passenger rail services from Peoria to Chicago.
  - ☐ Lure new manufacturing operations, take advantage of restoring of manufacturing back to the US, and especially to rural areas.
  - ☐ Funding.
  - ☐ New business moving to adjacent property.

## MORE INFORMATION FOR A SWOT

- Threats mentioned last time included:
  - Reduce barriers across all entities/key stakeholders; leverage regional approach to maximize grant-funding.
  - Lock & dam projects—can shut down the river for long periods.
  - Global geopolitical uncertainty, trade wars & tariffs, changes in weather, river level fluctuation.
  - Citizens skeptical of type of goods moving in and out of Henry port.
  - Regulations, loss of ag ground.
  - "Chage" to previous route and mode concept.

## TARGET INDUSTRY OPPORTUNITIES

- Target Industries Based on Presence and Growth
  - Agriculture
  - Manufacturing
    - Food & Beverage
    - Chemical & Plastics
    - Construction Materials
    - Metal
    - Heavy Equipment
  - Transportation & Warehousing
  - Waste Remediation Services


## GROWTH FACTORS


### Agriculture, Forestry, Fishing, and Hunting

- **Logging** is growing in core region.
- **Support Activities for Animal Production** growing in core, greater, Illinois and US.

| Existing Industry Growth Comparison:<br>Past 5 -Year (2018 - 2023) & Projected 5 -Year (2023 - 2028) | Core Region<br>2018-2023 | Core Region<br>2023-2024 | Greater<br>Region<br>2018-2023 | Greater<br>Region<br>2023-2028 | Illinois<br>2018-2023 | Illinois<br>2023-2028 | United States<br>2018-2023 | United States<br>2023-2028 |
|--|--------------------------|--------------------------|--------------------------------|--------------------------------|-----------------------|-----------------------|----------------------------|----------------------------|
| Crop Production (NAICS 111000)   | (28%)                    | (19%)                    | (8%)                           | (2%)                           | 5%                    | 4%                    | 1%                         | 3%                         |
| Animal Production (NAICS 112000)   | (41%)                    | (19%)                    | (7%)                           | (2%)                           | (13%)                 | (2%)                  | (4%)                       | (0%)                       |
| Logging (NAICS 113310)   | 52%                      | 17%                      | (26%)                          | (11%)                          | (19%)                 | (1%)                  | (17%)                      | (7%)                       |
| Hunting and Trapping (NAICS 114210)  | Insf. Data               | 34%                      | (21%)                          | (6%)                           | 11%                   | 11%                   | 8%                         | 11%                        |
| Soil Preparation, Planting, and Cultivating (NAICS 115112)   | (50%)                    | (19%)                    | (12%)                          | 4%                             | 3%                    | 11%                   | 7%                         | 9%                         |
| Crop Harvesting, Primarily by Machine (NAICS 115113)   | Insf. Data               | Insf. Data               | (24%)                          | (5%)                           | (4%)                  | 11%                   | (5%)                       | 9%                         |
| Postharvest Crop Activities (except Cotton Ginning) (NAICS 115114)                                   | (77%)                    | Insf. Data               | 21%                            | 19%                            | (8%)                  | 8%                    | (5%)                       | 6%                         |
| Farm Labor Contractors and Crew Leaders (NAICS 115115)   | (14%)                    | 3%                       | 8%                             | 7%                             | (3%)                  | 8%                    | 3%                         | 8%                         |
| Farm Management Services (NAICS 115116)  | (7%)                     | 9%                       | 17%                            | 11%                            | 20%                   | 13%                   | 10%                        | 13%                        |
| Support Activities for Animal Production (NAICS 115210)  | 425%                     | 37%                      | 19%                            | 12%                            | (3%)                  | 4%                    | 11%                        | 11%                        |

Source: Lightcast 2023 Chrisman Consulting

Industry growth greater than or equal to ten percent in the respective region and time frame. 

Industry growth is less than or equal to negative ten percent in the respective region and time frame. 

## GROWTH FACTORS

### Agriculture, Forestry, Fishing, and Hunting

None of those mentioned here would be used at the port.

- **Logging** is growing in core region.
- **Support Activities for Animal Production** growing in core, greater, Illinois and US.

| Existing Industry<br>Past 5 -Year (2018 - 2023)                        | Greater<br>Region<br>2023-2028 | Illinois<br>2018-2023 | Illinois<br>2023-2028 | United States<br>2018-2023 | United States<br>2023-2028 |
|--|--------------------------------|-----------------------|-----------------------|----------------------------|----------------------------|
| Crop Production (NAICS 111000)   | (2%)                           | 5%                    | 4%                    | 1%                         | 3%                         |
| Animal Production (NAICS 112000)                                       | (2%)                           | (13%)                 | (2%)                  | (4%)                       | (0%)                       |
| Logging (NAICS 113310)   | (11%)                          | (19%)                 | (1%)                  | (17%)                      | (7%)                       |
| Hunting and Trapping (NAICS 114000)                                    | (6%)                           | 11%                   | 11%                   | 8%                         | 11%                        |
| Soil Preparation, Planting, Fertilizing, and Irrigation (NAICS 115110) | 1%                             | 3%                    | 11%                   | 7%                         | 9%                         |
| Crop Harvesting (NAICS 115210)   | 1%                             | (4%)                  | 11%                   | (5%)                       | 9%                         |
| Postharvest Crop Activities (NAICS 115310)                             | 13%                            | (8%)                  | 8%                    | (5%)                       | 6%                         |
| Farm Labor Contractors and Crew (NAICS 115410)                         | 7%                             | (3%)                  | 8%                    | 3%                         | 8%                         |
| Farm Management Services (NAICS 115510)                                | 17%                            | 11%                   | 20%                   | 10%                        | 13%                        |
| Support Activities for Animal Production (NAICS 116000)                | 19%                            | 12%                   | (3%)                  | 4%                         | 11%                        |

Source: Lightcast 2023 Chrisman Consulting

greater than or equal to ten percent in the respective region and time frame.  
less than or equal to negative ten percent in the respective region and time frame.



# GROWTH FACTORS

## Food & Beverage Manufacturing

| Existing Industry Growth Comparison:<br>Past 5 -Year (2018 - 2023) & Projected 5 -Year (2023 - 2028) | Core Region<br>2018-2023 | Core Region<br>2023-2028 | Greater<br>Region<br>2018-2023 | Greater<br>Region<br>2023-2028 | Illinois<br>2018-2023 | Illinois<br>2023-2028 | United States<br>2018-2023 | United States<br>2023-2028 |
|--|--------------------------|--------------------------|--------------------------------|--------------------------------|-----------------------|-----------------------|----------------------------|----------------------------|
| Other Animal Food Manufacturing (NAICS 311119)   | Insf. Data               | Insf. Data               | 41%                            | 16%                            | 2%                    | 6%                    | 5%                         |                            |
| Frozen Specialty Food Manufacturing (NAICS 311412)   | (54%)                    | Insf. Data               | (69%)                          | (35%)                          | (12%)                 | (9%)                  | 8%                         |                            |
| Fruit and Vegetable Canning (NAICS 311421)   | 0%                       | 0%                       | (30%)                          | 13%                            | (6%)                  | 6%                    | (4%)                       |                            |
| Fluid Milk Manufacturing (NAICS 311511)  | 0%                       | 0%                       | 22%                            | 3%                             | (2%)                  | 5%                    | 2%                         |                            |
| Cheese Manufacturing (NAICS 311513)  | 0%                       | 0%                       | (26%)                          | 0%                             | 15%                   | 13%                   | 22%                        |                            |
| Dry, Condensed, and Evaporated Dairy Product Manufacturing (NAICS 311514)                            | 0%                       | 0%                       | (37%)                          | 5%                             | 8%                    | 16%                   | 8%                         |                            |
| Animal (except Poultry) Slaughtering (NAICS 311611)  | Insf. Data               | Insf. Data               | (56%)                          | (4%)                           | (1%)                  | 1%                    | 5%                         |                            |
| Meat Processed from Carcasses (NAICS 311612)   | Insf. Data               | Insf. Data               | 3%                             | 38%                            | 20%                   | 12%                   | 15%                        |                            |
| Retail Bakeries (NAICS 311811)   | Insf. Data               | Insf. Data               | 223%                           | 12%                            | 22%                   | 11%                   | 19%                        |                            |
| Commercial Bakeries (NAICS 311812)   | 413%                     | 33%                      | (8%)                           | 12%                            | 0%                    | 3%                    | 6%                         |                            |
| Roasted Nuts and Peanut Butter Manufacturing (NAICS 311911)  | 0%                       | 0%                       | (65%)                          | 34%                            | 10%                   | 31%                   | 1%                         |                            |
| Coffee and Tea Manufacturing (NAICS 311920)  | Insf. Data               | 32%                      | 82%                            | 29%                            | 44%                   | 25%                   | 12%                        |                            |
| Flavoring Syrup and Concentrate Manufacturing (NAICS 311930)   | 0%                       | 0%                       | (18%)                          | 14%                            | (1%)                  | 12%                   | (17%)                      |                            |
| Spice and Extract Manufacturing (NAICS 311942)   | Insf. Data               | Insf. Data               | 16%                            | 31%                            | (4%)                  | 12%                   | 13%                        |                            |
| Perishable Prepared Food Manufacturing (NAICS 311991)  | Insf. Data               | Insf. Data               | 88%                            | 26%                            | 62%                   | 32%                   | 18%                        | 17%                        |
| Bottled Water Manufacturing (NAICS 312112)   | 0%                       | 0%                       | 11%                            | 24%                            | 10%                   | (0%)                  | 30%                        | 19%                        |

Source: Lightcast 2023, Chrisman Consulting

Industry growth greater than or equal to ten percent in the respective region and time frame.    
 Industry growth is less than or equal to negative ten percent in the respective region and time frame.  

- **Commercial Bakeries** is growing in core region.
- **Coffee & Tea Manufacturing** growing in core, greater, Illinois and US.
- **Spice and Perishable Food Manufacturing, and Bottled Water Manufacturing** is growing in the greater region and US.

## GROWTH FACTORS

### Food & Beverage Manufacturing

| Existing Industry<br>Past 5 -Year (2018 - 2023)                         | Illinois<br>2018-2023 | Illinois<br>2023-2028 | United States<br>2018-2023 | United States<br>2023-2028 |
|---|-----------------------|-----------------------|----------------------------|----------------------------|
| Other Animal Food Manufacturing   | 2%                    | 6%                    | 5%                         |                            |
| Frozen Specialty Food Manufacturing                                     | (12%)                 | (9%)                  | 8%                         |                            |
| Fruit and Vegetable Canning (NAICS 311130)                              | (6%)                  | 6%                    | (4%)                       |                            |
| Fluid Milk Manufacturing (NAICS 311111)                                 | (2%)                  | 5%                    | 2%                         |                            |
| Cheese Manufacturing (NAICS 311112)                                     | 15%                   | 13%                   | 22%                        |                            |
| Dry, Condensed, and Evaporated Milk Manufacturing (NAICS 311114)        | 0%                    | 16%                   | 8%                         |                            |
| Animal (except Poultry) Slaughtering and Meat Processing (NAICS 312110) |                       | 1%                    | 5%                         |                            |
| Meat Processing (NAICS 312111)  |                       | 12%                   | 15%                        |                            |
| Retail Bakeries (NAICS 311211)  |                       | 11%                   | 19%                        |                            |
| Commercial Bakeries (NAICS 311212)                                      | 0%                    | 3%                    | 6%                         |                            |
| Roasted Nuts and Peanut Butter Manufacturing (NAICS 311220)             | 10%                   | 31%                   | 1%                         |                            |
| Coffee and Tea Manufacturing (NAICS 311920)                             | 29%                   | 44%                   | 25%                        | 12%                        |
| Flavoring Syrup and Concentrate Manufacturing (NAICS 311930)            | 14%                   | (1%)                  | 12%                        | (17%)                      |
| Spice and Extract Manufacturing (NAICS 311942)                          | 31%                   | (4%)                  | 12%                        | 13%                        |
| Perishable Prepared Food Manufacturing (NAICS 311950)                   | 26%                   | 62%                   | 32%                        | 18%                        |
| Bottled Water Manufacturing (NAICS 312112)                              | 24%                   | 10%                   | (0%)                       | 30%                        |
|   |                       |                       |                            | 19%                        |

Source: Lightcast 2023, Chrisman Consulting

Industry growth is greater than or equal to ten percent in the respective region and time frame.

Industry growth is less than or equal to negative ten percent in the respective region and time frame.

None of those mentioned here would be used at the port.

- Commercial Bakeries is growing in core region.
- Coffee & Tea Manufacturing growing in core, greater, Illinois and US.
- Spice and Perishable Food Manufacturing, and Bottled Water Manufacturing is growing in the greater region and US.

# GROWTH FACTORS

## Chemical & Plastics Manufacturing

| Existing Industry Growth Comparison:<br>Past 5 -Year (2018 - 2023) & Projected 5 -Year (2023 - 2028) | Core Region<br>2018-2023 | Core Region<br>2023-2028 | Greater<br>Region<br>2018-2023 | Greater<br>Region<br>2023-2028 | Illinois<br>2018-2023 | Illinois<br>2023-2028 | United States<br>2018-2023 | United States<br>2023-2028 |
|--|--------------------------|--------------------------|--------------------------------|--------------------------------|-----------------------|-----------------------|----------------------------|----------------------------|
| Ethyl Alcohol Manufacturing (NAICS 325193)   | Insf. Data               | 30%                      | 85%                            | 13%                            | 41%                   | 12%                   | (5%)                       | 6%                         |
| All Other Basic Organic Chemical Manufacturing (NAICS 325199)  | Insf. Data               | 35%                      | (51%)                          | (21%)                          | (22%)                 | 2%                    | 7%                         | 8%                         |
| Plastics Material and Resin Manufacturing (NAICS 325211)   | (18%)                    | (31%)                    | 48%                            | 11%                            | 11%                   | 4%                    | 3%                         | 5%                         |
| Nitrogenous Fertilizer Manufacturing (NAICS 325311)  | (32%)                    | (50%)                    | (22%)                          | 13%                            | 5%                    | 11%                   | 8%                         | 13%                        |
| Pesticide and Other Agricultural Chemical Manufacturing (NAICS 325320)                               | (25%)                    | 14%                      | (63%)                          | 22%                            | 34%                   | 19%                   | 12%                        | 10%                        |
| Photographic Film, Paper, Plate, and Chemical Manufacturing (NAICS 325992)                           | 0%                       | 0%                       | (32%)                          | (38%)                          | (67%)                 | (29%)                 | (38%)                      | (19%)                      |
| All Other Miscellaneous Chemical Product and Preparation Manufacturing (NAICS 325998)                | 0%                       | 0%                       | 219%                           | 33%                            | (27%)                 | (19%)                 | 3%                         | 9%                         |
| Plastics Bag and Pouch Manufacturing (NAICS 326111)  | 138%                     | 22%                      | 200%                           | 33%                            | 14%                   | 7%                    | 13%                        | 10%                        |
| Plastics Pipe and Pipe Fitting Manufacturing (NAICS 326122)  | 0%                       | 0%                       | 1258%                          | 27%                            | 42%                   | 30%                   | 12%                        | 13%                        |
| All Other Plastics Product Manufacturing (NAICS 326199)  | Insf. Data               | Insf. Data               | (59%)                          | (2%)                           | 2%                    | 1%                    | (0%)                       | 1%                         |
| Rubber and Plastics Hoses and Belting Manufacturing (NAICS 325998)                                   | 0%                       | 0%                       | (13%)                          | 5%                             | (5%)                  | 7%                    | (6%)                       | 1%                         |

Source: Lightcast 2023, Chrisman Consulting

Industry growth greater than or equal to ten percent in the respective region and time frame.  
Industry growth is less than or equal to negative ten percent in the respective region and time frame.

- Organic Chemical Manufacturing is growing in core region.
- Plastic Bag and Pipe Manufacturing, Ethyl Alcohol Manufacturing and Pesticide and Ag Chemicals growing in core, greater, Illinois and US.

## GROWTH FACTORS

### Chemical & Plastics Manufacturing

| Existing Industry Growth Comparison:<br>Past 5 -Year (2018 - 2023) & Projected 5 -Year (2023 - 2028) | Core Region<br>2018-2023 | Core Region<br>2023-2028 | Greater Region<br>2018-2023 | Greater Region<br>2023-2028 | Illinois<br>2018-2023 | Illinois<br>2023-2028 | United States<br>2018-2023 | United States<br>2023-2028 |
|--|--------------------------|--------------------------|-----------------------------|-----------------------------|-----------------------|-----------------------|----------------------------|----------------------------|
| Ethyl Alcohol Manufacturing (NAICS 325193)   | 85%                      | 13%                      | 41%                         | 12%                         | (5%)                  | 6%                    |                            |                            |
| All Other Basic Organic Chemicals Manufacturing (NAICS 325110)                                       | 1%                       | 2%                       | 7%                          | 8%                          |                       |                       |                            |                            |
| Plastics Material and Resin Manufacturing (NAICS 325211)   | 1%                       | 4%                       | 3%                          | 5%                          |                       |                       |                            |                            |
| Nitrogenous Fertilizer Manufacturing (NAICS 325310)  | 5%                       | 11%                      | 8%                          | 13%                         |                       |                       |                            |                            |
| Pesticide and Other Agricultural Chemicals Manufacturing (NAICS 325320)                              | 34%                      | 19%                      | 12%                         | 10%                         |                       |                       |                            |                            |
| Photographic Film, Paper, Plate, and Other Photochemicals Manufacturing (NAICS 325992)               | (67%)                    | (29%)                    | (38%)                       | (19%)                       |                       |                       |                            |                            |
| All Other Miscellaneous Chemicals Manufacturing (NAICS 325998)                                       | 0%                       | (19%)                    | 3%                          | 9%                          |                       |                       |                            |                            |
| Plastics Bag and Pouch Manufacturing (NAICS 325411)  | 7%                       | 13%                      | 10%                         |                             |                       |                       |                            |                            |
| Plastics Pipe and Pipe Fitting Manufacturing (NAICS 325412)  | 30%                      | 12%                      | 13%                         |                             |                       |                       |                            |                            |
| All Other Plastics Manufacturing (NAICS 325419)  | 1%                       | (0%)                     | 1%                          |                             |                       |                       |                            |                            |
| Rubber and Plastics Hoses and Belts Manufacturing (NAICS 325510)                                     | 7%                       | (6%)                     | 1%                          |                             |                       |                       |                            |                            |

Source: [Lightcast 2023](#), Chrisman Consulting

ten percent in the respective region and time frame.

ten percent in the respective region and time frame.

Chemicals,  
Pesticides, Ag  
Chemicals would be  
ideal port uses.

- Organic Chemical Manufacturing is growing in core region.
- Plastic Bag and Pipe Manufacturing, Ethyl Alcohol Manufacturing and Pesticide and Ag Chemicals growing in core, greater, Illinois and US.

# GROWTH FACTORS

## Construction Materials Manufacturing

| Existing Industry Growth Comparison:<br>Past 5 -Year (2018- 2023) & Projected 5 -Year (2023 - 2028) | Core Region<br>2018- 2023 | Core Region<br>2023 - 2028 | Greater<br>Region<br>2018- 2023 | Greater<br>Region<br>2023 - 2028 | Illinois<br>2018- 2023 | Illinois<br>2023 - 2028 | United States<br>2018- 2023 | United States<br>2023 - 2028 |
|---|---------------------------|----------------------------|---------------------------------|----------------------------------|------------------------|-------------------------|-----------------------------|------------------------------|
| Clay Building Material and Refractories Manufacturing (NAICS 327120)                                | 0%                        | 0%                         | 365%                            | 20%                              | (29%)                  | 9%                      | (9%)                        | 3%                           |
| Flat Glass Manufacturing (NAICS 327211)   | 0%                        | 0%                         | 131%                            | 22%                              | 10%                    | 9%                      | 3%                          | 8%                           |
| Glass Container Manufacturing (NAICS 327213)  | 0%                        | 0%                         | 17%                             | (35%)                            | (29%)                  | (11%)                   | (13%)                       | (6%)                         |
| Cement Manufacturing (NAICS 327310)   | 0%                        | 0%                         | (10%)                           | (2%)                             | (2%)                   | 2%                      | 6%                          | 5%                           |
| Ready-Mix Concrete Manufacturing (NAICS 327320)   | Insf. Data                | Insf. Data                 | (6%)                            | (5%)                             | (10%)                  | (6%)                    | 6%                          | 4%                           |
| Other Concrete Product Manufacturing (NAICS 327390)   | 0%                        | 0%                         | 24%                             | 18%                              | 2%                     | 4%                      | (0%)                        | 3%                           |
| Abrasive Product Manufacturing ((NAICS 327910)  | 364%                      | 24%                        | 24%                             | 34%                              | (18%)                  | (2%)                    | (9%)                        | 3%                           |

Source: Lightcast 2023, Chrisman Consulting

Industry growth greater than or equal to ten percent in the respective region and time frame.  
Industry growth is less than or equal to negative ten percent in the respective region and time frame.

- Abrasive Product Manufacturing is growing in the core and greater region.
- Clay Building Material, Flat Glass and other Concrete Manufacturing is growing in the greater region.

# GROWTH FACTORS

## Construction Materials Manufacturing

| Existing Industry Growth Comparison:<br>Past 5 -Year (2018- 2023) & Projected 5 -Year (2023 - 2028) |  | Greater<br>Region<br>2018- 2023 | Greater<br>Region<br>2023 - 2028 | Illinois<br>2018- 2023 | Illinois<br>2023 - 2028 | United States<br>2018- 2023 | United States<br>2023 - 2028 |
|---|--|---------------------------------|----------------------------------|------------------------|-------------------------|-----------------------------|------------------------------|
| Clay Building Material and R  |  |                                 |                                  | 29%                    | 9%                      | (9%)                        | 3%                           |
| Flat Glass Manufacturing (NA  |  |                                 |                                  | 10%                    | 9%                      | 3%                          | 8%                           |
| Glass Container Manufacturing   |  |                                 |                                  | (29%)                  | (11%)                   | (13%)                       | (6%)                         |
| Cement Manufacturing (NAICS   |  |                                 |                                  | (2%)                   | 2%                      | 6%                          | 5%                           |
| Ready-Mix Concrete Manufactu  |  |                                 |                                  | (10%)                  | (6%)                    | 6%                          | 4%                           |
| Other Concrete Product Manufa   |  |                                 |                                  | 2%                     | 4%                      | (0%)                        | 3%                           |
| Abrasive Product Manufacturing (I   |  |                                 |                                  | (18%)                  | (2%)                    | (9%)                        | 3%                           |

Source: Lightcast 2023, Chrisman Co

Some of the materials  
to go into abrasive  
products or  
construction materials  
could be shipped via  
the port.

- Abrasive Product Manufacturing is growing in the core and greater region.
- Clay Building Material, Flat Glass and other Concrete Manufacturing is growing in the greater region.



# GROWTH FACTORS

## Metal Manufacturing

| Existing Industry Growth Comparison:<br>Past 5 -Year (2018- 2023) & Projected 5 -Year (2023 - 2028)           | Core Region<br>2018- 2023 | Core Region<br>2023 - 2028 | Greater<br>Region<br>2018- 2023 | Greater<br>Region<br>2023 - 2028 | Illinois<br>2018- 2023 | Illinois<br>2023 - 2028 | United States<br>2018- 2023 | United States<br>2023 - 2028 |
|---|---------------------------|----------------------------|---------------------------------|----------------------------------|------------------------|-------------------------|-----------------------------|------------------------------|
| Iron and Steel Mills and Ferroalloy Manufacturing (NAICS 331110)  | Insf. Data                | Insf. Data                 | (12%)                           | (9%)                             | 5%                     | (2%)                    | 1%                          | 1%                           |
| Iron and Steel Pipe and Tube Manufacturing from Purchased Steel (NAICS 331210)                                | 0%                        | 0%                         | (35%)                           | (11%)                            | 2%                     | (3%)                    | (2%)                        | 3%                           |
| Copper Rolling, Drawing, Extruding, and Alloying (NAICS 331420)   | 0%                        | 0%                         | 5%                              | 8%                               | 4%                     | (9%)                    | 3%                          | 2%                           |
| Iron Foundries (NAICS 331511)   | 0%                        | 0%                         | 4%                              | 9%                               | (9%)                   | 5%                      | (9%)                        | (2%)                         |
| Aluminum Foundries (except Die-Casting) (NAICS 331524)  | Insf. Data                | Insf. Data                 | 18%                             | 17%                              | (2%)                   | 8%                      | (10%)                       | 2%                           |
| Other Nonferrous Metal Foundries (except Die-Casting) (NAICS 331529)  | Insf. Data                | Insf. Data                 | 52%                             | 9%                               | (3%)                   | (3%)                    | (3%)                        | 5%                           |
| Prefabricated Metal Building and Component Manufacturing (NAICS 332311)                                       | 69%                       | 38%                        | (38%)                           | 22%                              | 12%                    | 6%                      | 16%                         | 12%                          |
| Fabricated Structural Metal Manufacturing (NAICS 332312)  | 0%                        | 0%                         | 156%                            | 27%                              | (7%)                   | 5%                      | 6%                          | 6%                           |
| Plate Work Manufacturing (NAICS 332313)   | Insf. Data                | 38%                        | 15%                             | 9%                               | 15%                    | 8%                      | 0%                          | 7%                           |
| Metal Window and Door Manufacturing (NAICS 332321)  | 266%                      | 39%                        | 27%                             | 7%                               | (6%)                   | (2%)                    | 5%                          | 4%                           |
| Sheet Metal Work Manufacturing (NAICS 332322)   | (31%)                     | 12%                        | 31%                             | 12%                              | (7%)                   | (4%)                    | 2%                          | 4%                           |
| Metal Tank (Heavy Gauge) Manufacturing (NAICS 332420)   | Insf. Data                | 39%                        | 90%                             | 27%                              | (2%)                   | 15%                     | 1%                          | 12%                          |
| Other Metal Container Manufacturing (NAICS 332439)  | 0%                        | 0%                         | (7%)                            | 13%                              | (5%)                   | 1%                      | (4%)                        | 6%                           |
| Machine Shops (NAICS 332710)  | 72%                       | 13%                        | (8%)                            | 3%                               | (6%)                   | 4%                      | (5%)                        | 5%                           |
| Precision Turned Product Manufacturing (NAICS 332721)   | Insf. Data                | 0%                         | 62%                             | 19%                              | 3%                     | 0%                      | (2%)                        | 1%                           |
| Bolt, Nut, Screw, Rivet, and Washer Manufacturing (NAICS 332722)  | 0%                        | 0%                         | 61%                             | 17%                              | (9%)                   | (9%)                    | (9%)                        | (3%)                         |
| Metal Coating, Engraving (except Jewelry and Silverware), and Allied Services to Manufacturers (NAICS 332812) | 35%                       | 41%                        | 17%                             | 25%                              | (4%)                   | (2%)                    | 1%                          | 6%                           |
| Industrial Valve Manufacturing (NAICS 332911)   | 109%                      | 19%                        | 2%                              | (14%)                            | (19%)                  | 4%                      | 0%                          | 6%                           |
| Ball and Roller Bearing Manufacturing (NAICS 332991)  | 0%                        | 0%                         | (38%)                           | 0%                               | (1%)                   | 3%                      | (22%)                       | (5%)                         |
| Small Arms, Ordnance, and Ordnance Accessories Manufacturing (NAICS 332994)                                   | (76%)                     | (54%)                      | (15%)                           | (6%)                             | (9%)                   | (1%)                    | 24%                         | 13%                          |
| Fabricated Pipe and Pipe Fitting Manufacturing (NAICS 332996)   | 0%                        | 0%                         | 37%                             | 19%                              | (9%)                   | 13%                     | (1%)                        | 9%                           |
| All Other Miscellaneous Fabricated Metal Product Manufacturing (NAICS 332999)                                 | 0%                        | 0%                         | 47%                             | 38%                              | (10%)                  | (6%)                    | 3%                          | 5%                           |

Source: Lightcast 2023, Chrisman Consulting

Industry growth greater than or equal to ten percent in the respective region and time frame.  
Industry growth is less than or equal to negative ten percent in the respective region and time frame.

- Metal Window/Door, Metal Tank, Metal Coating, and Industrial Valve is growing in the core and greater region.
- Prefab Metal Building and Component Manufacturing, Metal Tank is growing in the core, greater, Illinois, and US.

# GROWTH FACTORS

## Metal Manufacturing

| Existing Industry Growth Comparison:<br>Past 5 -Year (2018- 2023) & Projected 5 -Year (2023 - 2028)           | Core Region<br>2018- 2023 | Core Region<br>2023 - 2028 | Greater<br>Region<br>2018- 2023 | Greater<br>Region<br>2023 - 2028 | Illinois<br>2018- 2023 | Illinois<br>2023 - 2028 | United States<br>2018- 2023 | United States<br>2023 - 2028 |
|---|---------------------------|----------------------------|---------------------------------|----------------------------------|------------------------|-------------------------|-----------------------------|------------------------------|
| Iron and Steel Mills and Ferroalloy Manufacturing (NAICS 331110)  |                           |                            | (12%)                           | (9%)                             | 5%                     | (2%)                    | 1%                          | 1%                           |
| Iron and Steel Pipe and Tube Manufacturing from Purchased Steel (NAICS 331210)                                |                           |                            | (35%)                           | (11%)                            | 2%                     | (3%)                    | (2%)                        | 3%                           |
| Copper Rolling, Drawing, Extruding (NAICS 332110)   |                           |                            |                                 |                                  | 6%                     | (9%)                    | 3%                          | 2%                           |
| Iron Foundries (NAICS 331511)   |                           |                            |                                 |                                  | 2%                     | 5%                      | (9%)                        | (2%)                         |
| Aluminum Foundries (except Die Castings) (NAICS 332511)   |                           |                            |                                 |                                  | (2%)                   | 8%                      | (10%)                       | 2%                           |
| Other Nonferrous Metal Foundries (NAICS 332599)   |                           |                            |                                 |                                  | (3%)                   | (3%)                    | (3%)                        | 5%                           |
| Prefabricated Metal Building and Other Metal Structures (NAICS 332311)  |                           |                            |                                 |                                  | 12%                    | 6%                      | 16%                         | 12%                          |
| Fabricated Structural Metal Manufacturing (NAICS 332320)  |                           |                            |                                 |                                  | (7%)                   | 5%                      | 6%                          | 6%                           |
| Plate Work Manufacturing (NAICS 332330)   |                           |                            |                                 |                                  | 15%                    | 8%                      | 0%                          | 7%                           |
| Metal Window and Door Manufacturing (NAICS 332340)  |                           |                            |                                 |                                  | (6%)                   | (2%)                    | 5%                          | 4%                           |
| Sheet Metal Work Manufacturing (NAICS 332350)   |                           |                            |                                 |                                  |                        | (4%)                    | 2%                          | 4%                           |
| Metal Tank (Heavy Gauge) Manufacturing (NAICS 332360)   |                           |                            |                                 |                                  |                        | 15%                     | 1%                          | 12%                          |
| Other Metal Containers and Related Products Manufacturing (NAICS 332370)                                      |                           |                            |                                 |                                  |                        | 1%                      | (4%)                        | 6%                           |
| Machine Shops (NAICS 332410)  |                           |                            |                                 |                                  |                        | 4%                      | (5%)                        | 5%                           |
| Precision Turned and Bored Parts Manufacturing (NAICS 332420)   |                           |                            |                                 |                                  |                        | 0%                      | (2%)                        | 1%                           |
| Bolt, Nut, Screw, Rivet, and Washer Manufacturing (NAICS 332430)  |                           |                            |                                 |                                  |                        |                         | (9%)                        | (3%)                         |
| Metal Coating, Engraving (except Jewelry and Silverware), and Allied Services to Manufacturers (NAICS 332812) |                           |                            |                                 |                                  |                        | (4%)                    | (2%)                        | 1%                           |
| Industrial Valve Manufacturing (NAICS 332911)   |                           |                            |                                 |                                  |                        | 4%                      | 0%                          | 6%                           |
| Ball and Roller Bearing Manufacturing (NAICS 332920)  |                           |                            |                                 |                                  | 0%                     | (1%)                    | 3%                          | (22%)                        |
| Small Arms, Ordnance, and Ordnance Accessories Manufacturing (NAICS 332994)                                   |                           |                            |                                 |                                  | (6%)                   | (9%)                    | (1%)                        | 24%                          |
| Fabricated Pipe and Pipe Fitting Manufacturing (NAICS 332999)   |                           |                            |                                 |                                  | 19%                    | (9%)                    | 13%                         | 9%                           |
| All Other Miscellaneous Fabricated Metal Product Manufacturing (NAICS 332999)                                 |                           |                            |                                 |                                  | 38%                    | (10%)                   | (6%)                        | 3%                           |

Source: Lightcast 2023, Chrisman Consulting

Industry growth greater than or equal to ten percent in the respective region and time frame.  
Industry growth is less than or equal to negative ten percent in the respective region and time frame.

- Metal Window/Door, Metal Tank, Metal Coating, and Industrial Valve is growing in the core and greater region.
- Prefab Metal Building and Component Manufacturing, Metal Tank is growing in the core, greater, Illinois, and US.



# GROWTH FACTORS

## Heavy Equipment Manufacturing

| Existing Industry Growth Comparison:<br>Past 5 -Year (2018- 2023) & Projected 5 -Year (2023 - 2028)                                | Core Region<br>2018- 2023 | Core Region<br>2023 - 2028 | Greater<br>Region<br>2018- 2023 | Greater<br>Region<br>2023 - 2028 | Illinois<br>2018- 2023 | Illinois<br>2023 - 2028 | United States<br>2018- 2023 | United States<br>2023 - 2028 |
|--|---------------------------|----------------------------|---------------------------------|----------------------------------|------------------------|-------------------------|-----------------------------|------------------------------|
| Farm Machinery and Equipment Manufacturing (NAICS 333111)  | Insf. Data                | Insf. Data                 | 43%                             | 23%                              | 34%                    | 13%                     | 13%                         | 9%                           |
| Construction Machinery Manufacturing (NAICS 333120)  | Insf. Data                | 31%                        | (5%)                            | 0%                               | (9%)                   | (2%)                    | 7%                          | 7%                           |
| All Other Industrial Machinery Manufacturing (NAICS 333248)  | Insf. Data                | Insf. Data                 | (29%)                           | (14%)                            | (8%)                   | (5%)                    | 9%                          | 8%                           |
| Commercial and Service Industry Machinery Manufacturing (NAICS 333310)   | Insf. Data                | Insf. Data                 | 81%                             | 38%                              | (5%)                   | (1%)                    | (3%)                        | 4%                           |
| Air-Conditioning and Warm Air Heating Equipment and Commercial and Industrial Refrigeration Equipment Manufacturing (NAICS 333415) | Insf. Data                | 25%                        | (6%)                            | 26%                              | 4%                     | 9%                      | 11%                         | 5%                           |
| Special Die and Tool, Die Set, Jig, and Fixture Manufacturing (NAICS 333514)   | Insf. Data                | Insf. Data                 | 190%                            | 20%                              | (24%)                  | (14%)                   | (16%)                       | (6%)                         |
| Turbine and Turbine Generator Set Units Manufacturing (NAICS 333611)   | 0%                        | 0%                         | (22%)                           | 21%                              | (44%)                  | 17%                     | (27%)                       | (5%)                         |
| Mechanical Power Transmission Equipment Manufacturing (NAICS 333613)   | 0%                        | 0%                         | 11%                             | 11%                              | (5%)                   | 6%                      | (2%)                        | 6%                           |
| Other Engine Equipment Manufacturing (NAICS 333618)  | 0%                        | 0%                         | 9%                              | 3%                               | (0%)                   | (1%)                    | 2%                          | 6%                           |
| Air and Gas Compressor Manufacturing (NAICS 333912)  | 983%                      | 24%                        | 367%                            | 15%                              | (5%)                   | (5%)                    | (2%)                        | 7%                           |
| Elevator and Moving Stairway Manufacturing (NAICS 333921)  | 0%                        | 0%                         | (24%)                           | 27%                              | (11%)                  | 4%                      | 8%                          | 11%                          |
| Conveyor and Conveying Equipment Manufacturing (NAICS 333922)  | (52%)                     | (32%)                      | 2%                              | 12%                              | (10%)                  | (4%)                    | 10%                         | 8%                           |

Source: Lightcast 2023, Chrisman Consulting

Industry growth greater than or equal to ten percent in the respective region and time frame.  
Industry growth is less than or equal to negative ten percent in the respective region and time frame.

- Air & Gas Compressor Manufacturing is growing in the core and greater region.
- Farm Machinery Equipment Manufacturing is growing in all but core.
- HVAC Equipment Manufacturing is growing in the core, greater, and US.
- Commercial Machinery, Special Die & Tool, Mechanical Power Trans. Equipment is growing in greater region.

# GROWTH FACTORS

## Heavy Equipment Manufacturing

| Existing Industry Growth Comparison:<br>Past 5 - Year (2018- 2023) & Projections                                    | Greater Chicago | Illinois | Illinois<br>2023 - 2028 | United States<br>2018- 2023 | United States<br>2023 - 2028 |
|---|-----------------|----------|-------------------------|-----------------------------|------------------------------|
| Farm Machinery and Equipment Manufacturing (NAICS 3331)   |                 |          | 13%                     | 13%                         | 9%                           |
| Construction Machinery Manufacturing (NAICS 3332)   |                 | (1%)     | (2%)                    | 7%                          | 7%                           |
| All Other Industrial Machinery Manufacturing (NAICS 3333)   |                 | (6%)     | (5%)                    | 9%                          | 8%                           |
| Commercial and Service Industry Machinery Manufacturing (NAICS 333310)  |                 | (6%)     | (1%)                    | (3%)                        | 4%                           |
| Air-Conditioning and Warm Air Heating Equipment and Industrial Refrigeration Equipment Manufacturing (NAICS 333415) | 4%              | 9%       |                         | 11%                         | 5%                           |
| Special Die and Tool, Die Set, Jig, and Fixture Manufacturing (NAICS 333514)  |                 |          | (14%)                   | (16%)                       | (6%)                         |
| Turbine and Turbine Generator Set Units Manufacturing (NAICS 333611)  |                 |          | 17%                     | (27%)                       | (5%)                         |
| Mechanical Power Transmission Equipment Manufacturing (NAICS 333613)  |                 |          |                         | (2%)                        | 6%                           |
| Other Engine Equipment Manufacturing (NAICS 333699)   |                 |          | (1%)                    | 2%                          | 6%                           |
| Air and Gas Compressor Manufacturing (NAICS 3337)   |                 | (5%)     | (5%)                    | (2%)                        | 7%                           |
| Elevator and Moving Stairway Manufacturing (NAICS 3339)   |                 | (11%)    | 4%                      | 8%                          | 11%                          |
| Conveyor and Conveying Equipment Manufacturing (NAICS 333910)   |                 | (10%)    | (4%)                    | 10%                         | 8%                           |

Source: Lightcast 2023, Chrisman Consulting

Farm Machinery Equipment Manufacturing, and all metal related heavy equipment could be shipped via the port.

- Air & Gas Compressor Manufacturing is growing in the core and greater region.
- Farm Machinery Equipment Manufacturing is growing in all but core.
- HVAC Equipment Manufacturing is growing in the core, greater, and US.
- Commercial Machinery, Special Die & Tool, Mechanical Power Trans. Equipment is growing in greater region.

# GROWTH FACTORS

## Transportation and Warehousing

| Existing Industry Growth Comparison:<br>Past 5 -Year (2018- 2023) & Projected 5 -Year (2023 - 2028) | Core Region<br>2018- 2023 | Core Region<br>2023 - 2028 | Greater<br>Region<br>2018- 2023 | Greater<br>Region<br>2023 - 2028 | Illinois<br>2018- 2023 | Illinois<br>2023 - 2028 | United States<br>2018- 2023 | United States<br>2023 - 2028 |
|---|---------------------------|----------------------------|---------------------------------|----------------------------------|------------------------|-------------------------|-----------------------------|------------------------------|
| Rail transportation (NAICS 482110)  | (5%)                      | 6%                         | (8%)                            | 8%                               | (17%)                  | 4%                      | (16%)                       | 3%                           |
| Inland Water Freight Transportation (NAICS 483211)  | Insf. Data                | Insf. Data                 | 98%                             | 22%                              | 2%                     | 4%                      | 7%                          | 6%                           |
| General Freight Trucking, Local (NAICS 484110)  | (9%)                      | (3%)                       | 11%                             | 9%                               | 8%                     | 5%                      | 23%                         | 11%                          |
| General Freight Trucking, Long-Distance, Truckload (NAICS 484121)                                   | 36%                       | 8%                         | (18%)                           | (12%)                            | 20%                    | 11%                     | 19%                         | 10%                          |
| General Freight Trucking, Long-Distance, Less Than Truckload (NAICS 484122)                         | (91%)                     | (9%)                       | (21%)                           | 5%                               | 11%                    | 11%                     | 7%                          | 7%                           |
| Specialized Freight (except Used Goods) Trucking, Local (NAICS 484220)                              | 23%                       | 3%                         | (1%)                            | (8%)                             | (11%)                  | (3%)                    | 3%                          | 6%                           |
| Taxi Service (NAICS 485310)   | (14%)                     | 14%                        | (43%)                           | (11%)                            | (30%)                  | (5%)                    | (13%)                       | 10%                          |
| Limousine Service (NAICS 485320)  | (15%)                     | 13%                        | (40%)                           | (10%)                            | (29%)                  | (3%)                    | (16%)                       | 9%                           |
| School and Employee Bus Transportation (NAICS 485410)   | 0%                        | 0%                         | (14%)                           | 2%                               | (14%)                  | 2%                      | (8%)                        | 6%                           |
| Charter Bus Industry (NAICS 485510)   | 0%                        | 0%                         | 11%                             | 23%                              | (30%)                  | 1%                      | (26%)                       | 6%                           |
| Pipeline Transportation of Crude Oil (NAICS 486110)   | 0%                        | 0%                         | 24%                             | 19%                              | (11%)                  | 12%                     | (4%)                        | 8%                           |
| Marine Cargo Handling (NAICS 488320)  | Insf. Data                | 38%                        | (75%)                           | Insf. Data                       | 2%                     | 21%                     | 0%                          | 5%                           |
| Motor Vehicle Towing (NAICS 488410)   | Insf. Data                | Insf. Data                 | (11%)                           | 8%                               | 8%                     | 6%                      | 9%                          | 7%                           |
| Freight Transportation Arrangement 488510)  | (71%)                     | 4%                         | 10%                             | 6%                               | 14%                    | 8%                      | 15%                         | 10%                          |
| Packing and Crating (NAICS 488991)  | 0%                        | 0%                         | 34%                             | 28%                              | (17%)                  | (1%)                    | 7%                          | 4%                           |
| Couriers and Express Delivery Services (NAICS 492110)   | 233%                      | 31%                        | 147%                            | 27%                              | 188%                   | 30%                     | 160%                        | 29%                          |
| Local Messengers and Local Delivery (NAICS 492210)  | 216%                      | 31%                        | 180%                            | 29%                              | 264%                   | 33%                     | 302%                        | 34%                          |
| General Warehousing and Storage (NAICS 493110)  | 35%                       | 7%                         | (12%)                           | (0%)                             | 21%                    | 14%                     | 69%                         | 16%                          |
| Farm Product Warehousing and Storage (NAICS 493130)   | (85%)                     | Insf. Data                 | 8%                              | 12%                              | (13%)                  | 7%                      | 2%                          | 9%                           |
| Other Warehousing and Storage (NAICS 493190)  | Insf. Data                | Insf. Data                 | 11%                             | 20%                              | 2%                     | 3%                      | 22%                         | 10%                          |

Source: Lightcast 2023, Chrisman Consulting

Industry growth greater than or equal to ten percent in the respective region and time frame.  
Industry growth is less than or equal to negative ten percent in the respective region and time frame.

- Inland Water Freight Transportation is growing in the greater region.
- General Warehousing and Storage is growing in the core, Illinois and US.

# GROWTH FACTORS

## Transportation and Warehousing

| Existing Industry Growth<br>Past 5 -Year (2018- 2023) & Projected<br>2023 - 2028 | Greater<br>Chicago<br>Region | United States<br>2018- 2023 | United States<br>2023 - 2028 |
|--|------------------------------|-----------------------------|------------------------------|
| Rail transportation (NAICS 482110)   | 4%                           | (16%)                       | 3%                           |
| Inland Water Freight Transportation (NAICS 484110)                               | 4%                           | 7%                          | 6%                           |
| General Freight Trucking, Local (NAICS 484111)                                   | 5%                           | 23%                         | 11%                          |
| General Freight Trucking, Long-Distance, Truckload (NAICS 484112)                | 11%                          | 19%                         | 10%                          |
| General Freight Trucking, Long-Distance, Less Than Truckload (NAICS 484122)      | 11%                          | 7%                          | 7%                           |
| Specialized Freight (except Used Goods) (NAICS 484220)                           | 3%                           | 3%                          | 6%                           |
| Taxi Service (NAICS 485310)  | (13%)                        | 10%                         |                              |
| Limousine Service (NAICS 485320)   | (16%)                        | 9%                          |                              |
| School and Employee Bus Transportation (NAICS 485410)                            | (8%)                         | 6%                          |                              |
| Charter Bus Industry (NAICS 485510)  | 1%                           | (26%)                       | 6%                           |
| Pipeline Transportation of Crude Oil (NAICS 486110)                              | 12%                          | (4%)                        | 8%                           |
| Marine Cargo Handling (NAICS 488320)   | 2%                           | 21%                         | 0%                           |
| Motor Vehicle Towing (NAICS 488410)  | 8%                           | 6%                          | 9%                           |
| Freight Transportation Arrangement (NAICS 488510)                                | 14%                          | 8%                          | 15%                          |
| Packing and Crating (NAICS 488991)   | (17%)                        | (1%)                        | 7%                           |
| Couriers and Express Delivery Services (NAICS 492110)                            | 31%                          | 188%                        | 30%                          |
| Local Messengers and Local Delivery (NAICS 492210)                               | 31%                          | 160%                        | 302%                         |
| General Warehousing and Storage (NAICS 493110)                                   | 35%                          | 7%                          | 14%                          |
| Farm Product Warehousing and Storage (NAICS 493130)                              | (85%)                        | Insf. Data                  | 8%                           |
| Other Warehousing and Storage (NAICS 493190)                                     | Insf. Data                   | Insf. Data                  | 11%                          |

Source: Lightcast 2023, Chrisman Consulting

Industry growth greater than or equal to ten percent in the respective region and time frame.  
Industry growth is less than or equal to negative ten percent in the respective region and time frame.

Inland Water Freight is going to grow—and can use the port for general warehousing and storage.

- Inland Water Freight Transportation is growing in the greater region.
- General Warehousing and Storage is growing in the core, Illinois and US.

# GROWTH FACTORS

## Waste Remediation Services

- Solid Waste Collection and Other Waste Collection is growing in the core, greater, Illinois and US.

| Existing Industry Growth Comparison:<br>Past 5 -Year (2018- 2023) & Projected 5 -Year (2023 - 2028) | Core<br>Region<br>2018- 2023 | Core<br>Region<br>2023 - 2028 | Greater<br>Region<br>2018- 2023 | Greater<br>Region<br>2023 - 2028 | Illinois<br>2018- 2023 | Illinois<br>2023 - 2028 | United<br>States<br>2018- 2023 | United<br>States<br>2023 - 2028 |
|---|------------------------------|-------------------------------|---------------------------------|----------------------------------|------------------------|-------------------------|--------------------------------|---------------------------------|
| Office Administrative Services (NAICS 561110)   | 242%                         | 34%                           | (5%)                            | 5%                               | 3%                     | 8%                      | 18%                            | 13%                             |
| Facilities Support Services (NAICS 561210)  | Insf. Data                   | Insf. Data                    | 67%                             | 39%                              | 10%                    | 14%                     | 9%                             | 10%                             |
| Temporary Help Services (NAICS 561320)  | 0%                           | 0%                            | 12%                             | (4%)                             | (11%)                  | 0%                      | (5%)                           | 4%                              |
| Professional Employer Organizations (NAICS 561330)  | 0%                           | 0%                            | (19%)                           | 29%                              | 53%                    | 17%                     | 19%                            | 7%                              |
| Telephone Answering Services (NAICS 561421)   | 0%                           | 0%                            | (69%)                           | (51%)                            | (42%)                  | (22%)                   | 9%                             | 13%                             |
| Telemarketing Bureaus and Other Contact Centers (NAICS 561422)                                      | Insf. Data                   | 0%                            | (75%)                           | (41%)                            | (11%)                  | 5%                      | (21%)                          | (2%)                            |
| Collection Agencies (NAICS 561440)  | Insf. Data                   | Insf. Data                    | (51%)                           | (50%)                            | (48%)                  | (24%)                   | (27%)                          | (10%)                           |
| Court Reporting and Stenotype Services (NAICS 561492)   | Insf. Data                   | Insf. Data                    | (17%)                           | (22%)                            | (4%)                   | (4%)                    | (4%)                           | (5%)                            |
| Investigation Services (NAICS 561611)   | Insf. Data                   | Insf. Data                    | 3%                              | 22%                              | 11%                    | 11%                     | 5%                             | 7%                              |
| Security Systems Services (except Locksmiths) (NAICS 561621)  | Insf. Data                   | Insf. Data                    | (10%)                           | (3%)                             | 13%                    | 7%                      | 8%                             | 8%                              |
| Locksmiths (NAICS 561622)   | Insf. Data                   | Insf. Data                    | 59%                             | 25%                              | (2%)                   | 5%                      | 4%                             | 8%                              |
| Exterminating and Pest Control Services (NAICS 561710)  | Insf. Data                   | Insf. Data                    | 4%                              | 1%                               | 28%                    | 11%                     | 18%                            | 7%                              |
| Janitorial Services (NAICS 561720)  | 18%                          | 8%                            | 7%                              | 14%                              | 3%                     | 3%                      | 4%                             | 5%                              |
| Landscaping Services (NAICS 561730)   | 8%                           | 5%                            | 11%                             | 6%                               | 13%                    | 6%                      | 16%                            | 7%                              |
| Carpet and Upholstery Cleaning Services (NAICS 561740)  | Insf. Data                   | Insf. Data                    | 0%                              | 6%                               | (9%)                   | (2%)                    | (0%)                           | 0%                              |
| Other Services to Buildings and Dwellings (NAICS 561790)  | 5%                           | 5%                            | (3%)                            | 6%                               | 8%                     | 8%                      | 10%                            | 9%                              |
| Packaging and Labeling Services (NAICS 561910)  | Insf. Data                   | Insf. Data                    | (2%)                            | 24%                              | 12%                    | 10%                     | 9%                             | 7%                              |
| All Other Support Services (NAICS 561990)   | Insf. Data                   | Insf. Data                    | (11%)                           | (3%)                             | 11%                    | 1%                      | 7%                             | 6%                              |
| Solid Waste Collection (NAICS 562111)   | 277%                         | 36%                           | (12%)                           | 11%                              | (4%)                   | 8%                      | 18%                            | 12%                             |
| Other Waste Collection (NAICS 562119)   | Insf. Data                   | 38%                           | 245%                            | 30%                              | 15%                    | 17%                     | 41%                            | 21%                             |
| Solid Waste Landfill (NAICS 562212)   | Insf. Data                   | 0%                            | 21%                             | 25%                              | (1%)                   | 15%                     | 0%                             | 6%                              |

Source: Lightcast 2023, Chrisman Consulting

Industry growth greater than or equal to ten percent in the respective region and time frame.  
Industry growth is less than or equal to negative ten percent in the respective region and time frame.



# GROWTH FACTORS

## Waste Remediation Services

Solid Waste  
Collection can use  
the port.

| Existing Industry Growth<br>Past 5 -Year (2018- 2023) & Projections<br>(2023 - 2028) | Illinois<br>2023 - 2028 | United States<br>2018- 2023 | United States<br>2023 - 2028 |
|--|-------------------------|-----------------------------|------------------------------|
| Office Administrative Services (NAICS 561100)  | 8%                      | 18%                         | 13%                          |
| Facilities Support Services (NAICS 561200)   | 14%                     | 9%                          | 10%                          |
| Temporary Help Services (NAICS 561300)   | 0%                      | (5%)                        | 4%                           |
| Professional Employer Organizations (NAICS 561400)                                   | 17%                     | 19%                         | 7%                           |
| Telephone Answering Services (NAICS 561410)  | 9%                      | 9%                          | 13%                          |
| Telemarketing Bureaus (NAICS 561422)   | (1%)                    | (21%)                       | (2%)                         |
| Collection Agencies (NAICS 561440)   | (48%)                   | (24%)                       | (27%)                        |
| Court Reporting and Stenotype Services (NAICS 561500)                                | (4%)                    | (4%)                        | (5%)                         |
| Investigation Services (NAICS 561611)  | 11%                     | 5%                          | 7%                           |
| Security Systems Services (except Locksmiths) (NAICS 561620)                         | 13%                     | 7%                          | 8%                           |
| Locksmiths (NAICS 561622)  | (2%)                    | 5%                          | 4%                           |
| Exterminating and Pest Control Services (NAICS 561710)                               | 28%                     | 11%                         | 18%                          |
| Janitorial Services (NAICS 561720)   | 18%                     | 8%                          | 7%                           |
| Landscaping Services (NAICS 561730)  | 11%                     | 6%                          | 13%                          |
| Carpet and Upholstery Cleaning Services (NAICS 561740)                               | Insf. Data              | Insf. Data                  | 0%                           |
| Other Services to Buildings and Dwellings (NAICS 561790)                             | 5%                      | 5%                          | (3%)                         |
| Packaging and Labeling Services (NAICS 561910)                                       | Insf. Data              | Insf. Data                  | (2%)                         |
| All Other Support Services (NAICS 561990)  | Insf. Data              | Insf. Data                  | (11%)                        |
| Solid Waste Collection (NAICS 562111)  | 277%                    | 36%                         | (12%)                        |
| Other Waste Collection (NAICS 562119)  | Insf. Data              | 38%                         | 245%                         |
| Solid Waste Landfill (NAICS 562212)  | Insf. Data              | 0%                          | 21%                          |

Source: Lightcast 2023, Chrisman Consulting

Industry growth greater than or equal to ten percent in the respective region and time frame.  
Industry growth is less than or equal to negative ten percent in the respective region and time frame.

- Solid Waste Collection and Other Waste Collection is growing in the core, greater, Illinois and US.

## PRIORITIZE THE SUBSECTORS TO FOCUS ON

- Chemicals
- Pesticides
- Materials for Abrasive Products
- Materials for Construction
- Metal Tanks
- Metal Doors/Windows
- Prefab Metal Buildings
- Farm Machinery Equipment
- Metal Heavy Equipment
- General Warehousing/Storage
- Solid Waste



## PRIORITIZE THE ECONOMIC DEVELOPMENT OUTCOMES:

- Job Creation
- Higher Wages
- Additional Income for City Revenue
- Increase the Tax Base
- Get What you Can!



# FOREIGN DIRECT INVESTMENT PRIORITIZATION

- Domestic ONLY
- Any country works!
- Mexico
- Canada
- China
- Europe
- Middle Eastern countries
- Japan
- India
- Other Asia countries
- Australia
- Other

## REGIONALISM

- How does Henry work with the region on a range of economic issues, from transportation to infrastructure to grants?
  - Work well together on everything
  - Work well depending on the topic
  - We compete more than cooperate
  - If we could avoid working with some in the region on this project, that would be best
  - We will do whatever it takes to be successful

## CONTROL OF THE LAND AND PORT

- Who controls the land, the port, and the land surrounding the port is crucial to the types of companies that can be attracted to the area. Select all the options with which you agree.
  - Public, controlled by the city only
  - Private control, a company will run it all
  - Public/Private partnership with both city and a company operating
  - Whatever we can get done first
  - Hire someone to manage it, even if it is another Illinois port
  - No idea

## CONTROL OF THE LAND AND PORT

- Now rank order the same choices:
  - ☐ Public, controlled by the city only
  - ☐ Private control, a company will run it all
  - ☐ Public/Private partnership with both city and a company operating
  - ☐ Whatever we can get done first
  - ☐ Hire someone to manage it, even if it is another Illinois port
  - ☐ Other
  - ☐ None of the options

## FINAL QUESTIONS

- If you were a new company executive coming to Henry to find out if your company would fit in here, what assets does the new company executive need to know about the area?