



ECONOMIC DEVELOPMENT COUNCIL OF THE BLOOMINGTON-NORMAL AREA

Investing in McLean County

IMPORTANT CONTACTS

Economic Development Council of the Bloomington-Normal Area

200 W. College Ave., Suite 402 • Normal, IL 61761 • (309) 452-8437 • www.bnbiz.org

Illinois Department of Commerce and Economic Opportunity

3201 CIRA Dr., Ste. 203
Bloomington, IL 61704
(309) 663-7528
www.illinoisbiz.biz

Career Link – McLean County

207 E. Hamilton Rd.
Bloomington, IL 61704
(309) 827-4026
www.careerlink16.com

Illinois Small Business Development Center at Illinois State University

College of Business Building
Campus Box 5580
Normal, IL 61790-5580
(309) 438-3610
www.sbdc.ilstu.edu

Central Illinois SCORE

402 N. Hershey Rd.
Bloomington, IL 61704
(309) 664-0549
www.central-illinois-score.org

McLean County

115 E. Washington St.
Bloomington, IL 61701
(309) 888-5110
www.mcleancountyil.gov

Town of Normal

100 E. Phoenix Ave.
Normal, IL 61761
(309) 454-2444
www.normal.org

City of Bloomington

109 E. Olive St.
Bloomington, IL 61701
(309) 434-2509
www.cityblm.org

IL Manufacturing Extension Center

Illinois State University
153 Turner Hall
Campus Box 5100
Normal, IL 61790-5100
(309) 438-3767
www.imec1.org

Bloomington-Normal Area Convention and Visitors Bureau

3201 CIRA Dr., Ste. 201
Bloomington, IL 61704
(309) 665-0033
www.bloomingtonnormalcvb.org

McLean County Chamber of Commerce

210 S. East St.
P.O. Box 1586
Bloomington, IL 61702-1586
(309) 829-6344
www.mcleancochamber.org

Stevenson Center for Community and Economic Development

Illinois State University
Campus Box 4200
Normal, IL 61790-4200
(309) 438-7090
www.stevensoncenter.org

McLean County Regional Planning Commission

115 E. Washington St.
Bloomington, IL 61701
(309) 828-4331
www.mcplan.org



A publication of
ECONOMIC DEVELOPMENT COUNCIL
OF THE BLOOMINGTON-NORMAL AREA
Investing in McLean County

The EDC helps businesses in McLean County grow and attracts new businesses to our community. We are a leadership organization, investing our community's assets to grow and improve our prosperity and quality of life.



CIRCLES OF SEVEN

MENTORS FOR BUSINESS GROWTH

POPULATION

Population and Projections

| Population by Gender | 2010 | 2015 | 2020 | 2025 | 2030 |
|----------------------|--------|--------|--------|---------|---------|
| Male | 81,330 | 85,571 | 89,896 | 93,156 | 94,643 |
| Female | 87,281 | 92,129 | 97,190 | 101,680 | 104,459 |

Population by Race

| | | | | | |
|--------|---------|---------|---------|---------|---------|
| Asian | 5,005 | 5,963 | 6,902 | 7,642 | 8,062 |
| Black | 12,182 | 13,586 | 15,000 | 16,281 | 17,279 |
| Latino | 4,907 | 5,381 | 5,852 | 6,368 | 6,935 |
| Other | 5,313 | 6,114 | 6,964 | 7,721 | 8,333 |
| White | 146,111 | 152,037 | 158,220 | 163,192 | 165,428 |

Population by Age Group

| | | | | | |
|-------|--------|--------|--------|--------|--------|
| 0-4 | 10,601 | 11,359 | 12,046 | 12,151 | 11,819 |
| 5-9 | 10,468 | 10,955 | 11,709 | 12,357 | 12,288 |
| 10-14 | 10,111 | 10,463 | 10,956 | 11,659 | 12,182 |
| 15-19 | 14,070 | 14,008 | 14,339 | 14,774 | 15,368 |
| 20-24 | 20,922 | 21,100 | 20,932 | 20,955 | 21,014 |
| 25-29 | 12,132 | 11,971 | 12,123 | 11,854 | 11,424 |
| 30-34 | 10,847 | 11,747 | 11,614 | 11,703 | 11,269 |
| 35-39 | 10,667 | 10,977 | 11,875 | 11,666 | 11,589 |
| 40-44 | 10,921 | 11,026 | 11,365 | 12,202 | 11,861 |
| 45-49 | 11,908 | 11,035 | 11,151 | 11,444 | 12,166 |
| 50-54 | 11,202 | 11,901 | 11,074 | 11,118 | 11,313 |
| 55-59 | 9,794 | 10,959 | 11,685 | 10,806 | 10,743 |
| 60-64 | 7,615 | 9,374 | 10,543 | 11,180 | 10,236 |
| 65-69 | 5,199 | 7,174 | 8,887 | 9,940 | 10,462 |
| 70-74 | 3,633 | 4,621 | 6,448 | 8,015 | 8,955 |
| 75-79 | 2,887 | 3,115 | 4,013 | 5,611 | 6,979 |
| 80-84 | 2,556 | 2,409 | 2,608 | 3,358 | 4,664 |
| 85+ | 3,078 | 3,506 | 3,718 | 4,043 | 4,770 |

| | | | | | |
|-------------------------|----------------|--------------------|----------------------|----------------|----------------|
| Total Population | 168,611 | 177,700 | 187,086 | 194,836 | 199,102 |
| Median Age | 31.0 | Male = 30.3 | Female = 31.7 | | |

Source: Department of Commerce and Economic Opportunity, Northern Illinois Planning Commission

Municipal Population

| Municipalities | 2007 |
|--------------------|--------|
| Anchor village | 175 |
| Arrowsmith village | 288 |
| Bellflower village | 388 |
| Bloomington city | 72,416 |
| Carlock village | 465 |
| Chenoa city | 1,831 |
| Colfax village | 1,002 |
| Cooksville village | 204 |
| Danvers village | 1,150 |
| Downs village | 759 |
| Ellsworth village | 260 |
| El Paso city | 2,766 |
| Gridley village | 1,430 |
| Heyworth village | 2,547 |
| Hudson village | 1,777 |
| Le Roy city | 3,500 |
| Lexington city | 1,895 |
| McLean village | 792 |
| Normal town | 51,716 |
| Saybrook village | 748 |
| Stanford village | 653 |
| Towanda village | 487 |

| | |
|-------------------------|-------------|
| McLean County Total | 164,209 |
| State of Illinois Total | 12,901,563 |
| United States Total | 304,059,724 |

Source: U.S. Census Bureau



For more in-depth information about Bloomington-Normal and McLean County, visit the EDC Web site at www.bnbiz.org



LABOR

Major Employers

| Company Name | Total FTE's* |
|--|--------------|
| State Farm Insurance Companies | 15,509 |
| Illinois State University | 3,205 |
| COUNTRY Financial | 2,178 |
| Unit 5 Schools | 1,692 |
| BroMenn Healthcare | 1,591 |
| Mitsubishi Motor Manufacturing | 1,418 |
| OSF St. Joseph Medical Center | 1,122 |
| Afni, Inc. | 883 |
| McLean County | 820 |
| District 87 Schools | 680 |
| City of Bloomington | 645 |
| Town of Normal | 610 |
| Illinois Wesleyan University | 540 |
| Heartland Community College | 533 |
| GROWMARK, Inc. | 533 |
| Nestle USA | 526 |
| Heritage Enterprises | 458 |
| Bridgestone/Firestone Off-Road Tire Co. | 425 |
| Wildwood Industries/Studley Products, Inc. | 415 |
| Verizon Communications | 400 |
| Stark Excavating & Materials | 370 |
| Chestnut Health Systems | 300 |
| Snyder Corporation | 300 |
| The Baby Fold | 270 |
| Illinois Agricultural Association | 250 |

Source: Individual Companies
 *FTE = Full-Time Equivalent, 1,950 work hours / year

County Employment and Labor Force

| Year | Labor Force | Employment | Unemployment | Rate |
|------|-------------|------------|--------------|------|
| 2008 | 91,644 | 86,976 | 4,668 | 5.1% |
| 2007 | 91,382 | 87,926 | 3,457 | 3.8% |
| 2006 | 88,931 | 85,828 | 3,103 | 3.5% |
| 2005 | 88,466 | 84,953 | 3,513 | 4.0% |
| 2004 | 85,546 | 81,827 | 3,719 | 4.3% |

Source: Bureau of Labor Statistics

Bloomington-Normal Employment By Industry

| | 2007 | 2008 |
|------------------------------------|--------|--------|
| Total Nonfarm | 90,700 | 91,400 |
| Total Private | 75,600 | 76,300 |
| Goods-Producing | 8,900 | 8,900 |
| Service-Providing | 81,900 | 82,500 |
| Natural Resources, Mining & Cons. | 3,200 | 3,200 |
| Manufacturing | 5,700 | 5,700 |
| Durable Goods | 3,000 | 2,900 |
| Transportation and Utilities | 2,300 | 2,300 |
| Information | 1,000 | 1,000 |
| Financial Activities | 12,200 | 12,800 |
| Professional and Business Services | 17,800 | 17,200 |
| Educational and Health Services | 8,900 | 9,000 |
| Leisure and Hospitality | 9,200 | 9,600 |
| Other Services | 3,400 | 3,400 |
| Government | 15,000 | 15,100 |

Source: Bureau of Labor Statistics. Numbers may not add due to rounding.
 2008 annual numbers derived from preliminary data.

Wage Rates for Selected Occupations

| Job Title | Median Hourly Wage | Job Title | Median Hourly Wage |
|----------------------------------|--------------------|--------------------------------------|--------------------|
| Nursing aides and orderlies | \$10.11 | Customer service representatives | \$10.92 |
| Food prep. and service | \$7.52 | Administrative assistants | \$17.18 |
| Building and grounds maintenance | \$10.91 | Telemarketers | \$8.86 |
| Cashiers | \$7.92 | Installation, maintenance and repair | \$19.39 |
| Retail salespersons | \$8.81 | Transportation and material moving | \$11.73 |
| Machinists | \$15.60 | Truck drivers, heavy | \$19.76 |
| Bookkeepers and accounting | \$15.60 | Laborers and freight, stock, hand | \$9.61 |

Source: Bureau of Economic Analysis



HOUSING

Bloomington-Normal Home Sales

| Year | Sales | Volume | Avg. Price |
|------|-------|-------------|------------|
| 2008 | 2,253 | 399,218,123 | \$177,194 |
| 2007 | 2,663 | 442,453,102 | \$171,859 |
| 2006 | 2,918 | 490,115,440 | \$167,963 |
| 2005 | 2,932 | 487,646,025 | \$166,274 |
| 2004 | 2,827 | 455,527,427 | \$161,135 |
| 2003 | 2,868 | 439,739,576 | \$153,326 |

Source: Bloomington-Normal Association of Realtors

Construction Permits 2008

Bloomington

| | |
|----------------------|---------------|
| Single Family Houses | 316 |
| Multi-Family Houses | 14 |
| Non-res / Commercial | 24 |
| Residential Remodels | 1,832 |
| Non-Res Remodels | 123 |
| Total Permits | 2,494 |
| Total Valuation | \$157,475,142 |

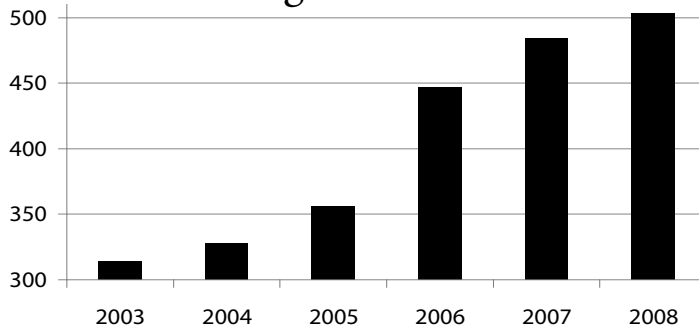
Normal

| | |
|----------------------|---------------|
| Single Family Houses | 96 |
| Multi-Family Houses | 13 |
| Non-res / Commercial | 18 |
| Residential Remodels | 864 |
| Non-Res Remodels | 65 |
| Total Permits | 1,140 |
| Total Valuation | \$142,889,410 |

Source: City of Bloomington, Town of Normal

INCOME

McLean County Foreclosure Filings 2003-2008



Source: McLean County Recorder's Office

Median Family Income 2008

| | |
|------------------------|----------|
| Bloomington-Normal MSA | \$70,900 |
| Champaign-Urbana MSA | \$61,600 |
| Chicago MSA | \$71,600 |
| Decatur MSA | \$57,600 |
| Peoria MSA | \$63,400 |
| Rockford MSA | \$60,500 |
| Springfield MSA | \$64,500 |
| St. Louis MSA | \$65,000 |

Source: Housing and Urban Development, Fiscal Year 2008

2008 ACCRA Price Index for Selected Goods by MSA

| | Composite | Food | Housing | Utilities | Transport | Healthcare | Misc. |
|--------------------|-----------|-------|---------|-----------|-----------|------------|-------|
| B-N | 95.7 | 99.5 | 86.2 | 113.4 | 98.2 | 99.6 | 96.0 |
| Champaign | 96.7 | 90.2 | 88.3 | 103.1 | 98.6 | 98.9 | 103.7 |
| Chicago | 112.5 | 106.9 | 129.2 | 117.9 | 108.7 | 103.1 | 100.8 |
| Peoria | 100.8 | 105.3 | 93.0 | 112.9 | 106.6 | 98.9 | 100.6 |
| Springfield | 89.4 | 93.1 | 77.6 | 91.9 | 99.4 | 109.6 | 91.7 |

Source: ACCRA Cost of Living Index

BUSINESS INCUBATOR

QUALITY OF LIFE

Education in McLean County

| Public School Districts | Enrollment | Phone Number |
|---------------------------|------------|----------------|
| Bloomington Sch. Dist. 87 | 5,201 | (309) 827-6031 |
| El Paso-Gridley CUSD 11 | 1,318 | (309) 527-4410 |
| Heyworth CUSD 4 | 940 | (309) 473-3727 |
| Le Roy CUSD 2 | 795 | (309) 962-4211 |
| Lexington CUSD 7 | 563 | (309) 365-4141 |
| McLean County Unit 5 | 12,452 | (309) 452-4476 |
| Olympia CUSD 16 | 2,022 | (309) 379-2842 |
| Prairie Central CUSD 8 | 2,187 | (815) 692-2355 |
| Ridgeview CUSD 19 | 617 | (309) 723-5111 |
| Tri-Valley CUSD 3 | 1,056 | (309) 378-2351 |

Illinois State University Laboratory Schools

| | | |
|------------------------|-----|----------------|
| University High School | 616 | (309) 438-8163 |
| Thomas Metcalf School | 443 | (309) 438-7624 |

Private Schools

| | | |
|-------------------------------|-----|----------------|
| Blooming Grove Academy | 130 | (309) 827-2932 |
| Calvary Baptist Academy | 310 | (309) 452-7912 |
| Central Catholic High School | 413 | (309) 661-7000 |
| Cornerstone Christian Academy | 430 | (309) 662-9900 |
| Epiphany Catholic School | 442 | (309) 452-3268 |
| Hammitt School | 157 | (309) 452-1170 |
| Holy Trinity Catholic School | 612 | (309) 828-2151 |
| Mulberry School | 70 | (309) 451-0510 |
| St. Mary's Catholic School | 174 | (309) 828-5954 |
| Trinity Lutheran School | 364 | (309) 829-7513 |

Sources: State Board of Education, Administrative Personnel

Heartland Community College

HCC was established in 1990 and classes were first offered in the fall of 1991. Since then, enrollment has grown to 8,800 credit students and 6,215 non-credit students. HCC offers associate and transfer degrees and certifications in 58 different areas.

Illinois State University

Founded in 1857, ISU was the first public university in Illinois. With a 2008 enrollment of 20,450 and faculty numbering 3,481, ISU has six colleges and 35 academic departments offering more than 160 fields of study.

Illinois Wesleyan University

A private university founded in 1850, IWU has a student enrollment of 2,100 undergraduates. Recognized as one of the nation's premier private residential liberal arts universities, IWU offers 39 majors and three pre-professional programs with 578 faculty and staff members.

Lincoln College - Normal

Lincoln College's Normal campus, a private residential college, offers academic and vocational programs to 700 students. Accredited by the North Central Association, Lincoln offers associate degrees as well as bachelor's degrees in business management and liberal arts with a student/faculty ratio of 13:1.

Average Monthly Climates

| | Temperature | Precipitation |
|-----------|-------------|---------------|
| January | 23° | 2.40" |
| February | 29° | 0.56" |
| March | 40° | 3.20" |
| April | 53° | 5.18" |
| May | 63° | 1.29" |
| June | 73° | 1.99" |
| July | 76° | 2.04" |
| August | 74° | 7.56" |
| September | 67° | 1.67" |
| October | 56° | 2.17" |
| November | 52° | 3.86" |
| December | 29° | 3.14" |

Source: Accuweather

Parks in McLean County

Bloomington - (309) 434-2260

The City of Bloomington Parks and Recreation Department is comprised of 39 parks, three golf courses, Miller Park Zoo and the Constitution Trail.

Normal - (309) 454-9540

The Town of Normal Parks and Recreation Department includes 13 parks, one golf course, a historic theater, a community center, two outdoor pools, a 10-field softball complex and the Constitution Trail.

McLean County - (309) 726-2022

The McLean County Department of Parks and Recreation encompasses 2,250 acres of regional parks including Comlara Park, offering camping and boating, and West County Park.

Moraine View State Park (309) 724-8032

Moraine View State Park is located near rural Le Roy and offers several activities such as camping, boating, fishing, swimming, cross-country skiing and sledding.

NAVIGATING

A NEW DIRECTION

TAXES

Property Tax Structure

| Bloomington | 2005 | % | 2006 | % | 2007 | % |
|--------------------|---------------|----------------|---------------|----------------|---------------|----------------|
| McLean County | 0.9389 | 12.48% | 0.9193 | 12.14% | 0.9010 | 11.82% |
| Township | 0.2370 | 3.15% | 0.2297 | 3.03% | 0.2208 | 2.90% |
| City | 0.9990 | 13.28% | 0.9973 | 13.17% | 1.0067 | 13.21% |
| School District | 4.4808 | 59.57% | 4.4822 | 59.17% | 4.5146 | 59.25% |
| All Others | 0.8660 | 11.51% | 0.9468 | 12.50% | 0.9767 | 12.82% |
| Totals | 7.5216 | 100.00% | 7.5753 | 100.00% | 7.6198 | 100.00% |

| Normal | 2005 | % | 2006 | % | 2007 | % |
|-----------------|---------------|----------------|---------------|----------------|---------------|----------------|
| McLean County | 0.9389 | 12.80% | 0.9193 | 12.55% | 0.9010 | 12.07% |
| Township | 0.1225 | 1.67% | 0.1183 | 1.61% | 0.1486 | 1.99% |
| Town | 0.7928 | 10.81% | 0.7582 | 10.35% | 0.7490 | 10.04% |
| School District | 4.4758 | 61.02% | 4.4476 | 60.72% | 4.5325 | 60.74% |
| All Others | 1.0054 | 13.71% | 1.0809 | 14.76% | 1.1308 | 15.15% |
| Totals | 7.3353 | 100.00% | 7.3242 | 100.00% | 7.4618 | 100.00% |

Source: Bloomington and Normal assessor's offices

State of Illinois Taxes

Corporate Income Tax

Calculated from reported federal income. The rate is 7.3% based on a 4.8% income tax and 2.5% replacement tax.

Sales/Use Tax

Sales tax of 6.25% is imposed on the purchase price of tangible personal property for use or consumption.

Property Tax

The State of Illinois levies no property taxes. Counties and municipalities, however, do levy these taxes.

Unemployment Compensation

Average rate 3.4%. Maximum rate is typically around 6.8%. Average payroll tax is 3.1% on the first \$9,000 paid to each employee. Average worker's compensation rate is 6.48% for manufacturing.

Source: Bloomington and Normal assessor's offices

Average Land Costs

| ...in \$ / square foot | Low | High | Typical |
|-------------------------------|------------|-------------|----------------|
| Retail | \$3.00 | \$20.00 | \$8.00 |
| Office | \$1.50 | \$10.00 | \$6.00 |
| Commercial | \$2.00 | \$8.00 | \$5.00 |
| Manufacturing | \$0.44 | \$2.00 | \$1.00 |

| ...in \$ / acre | Low | High | Typical |
|------------------------|------------|-------------|----------------|
| Agricultural | \$3,000 | \$8,000 | \$6,500 |
| Development | \$20,000 | \$100,000 | \$60,000 |

Source: Coldwell Banker Commercial Heart of America REALTORS®
Figures are not binding in any way, shape or form.

Utilities

Electricity

| | |
|------------------------------|----------------|
| Ameren | |
| <i>Residential</i> | (800) 755-5000 |
| <i>Commercial</i> | (800) 363-6805 |
| Corn Belt Energy Cooperative | (800) 879-0339 |

Natural Gas

| | |
|------------------------------|----------------|
| Corn Belt Energy Cooperative | (800) 879-0339 |
| Nicor Gas | (888) 642-6748 |

Telephone

| | |
|-----------------------|----------------|
| El Paso Telephone Co. | (309) 527-4500 |
| Frontier Co. | (217) 854-6067 |
| Gridley Telephone Co. | (309) 747-2221 |
| Verizon | |
| <i>Residential</i> | (800) 483-4600 |
| <i>Commercial</i> | (800) 483-5600 |

Water

| | |
|---------------------|----------------|
| City of Bloomington | (309) 434-2426 |
| Town of Normal | (309) 454-9563 |

Wastewater

| | |
|----------------------------|----------------|
| Bloomington & Normal | |
| Water Reclamation District | (309) 827-4396 |

NEW LEADERSHIP BOARD

RETAIL DATA

Retail Sales

Normal

| | 2004 | 2005 | 2006 | 2007 |
|---------------------------------|----------------------|----------------------|----------------------|----------------------|
| 1 General Merchandise | \$101,490,640 | \$109,829,008 | \$110,409,832 | \$115,152,882 |
| 2 Food | \$199,575,300 | \$188,931,200 | \$198,154,082 | \$215,118,757 |
| 3 Drinking and Eating Places | \$45,699,264 | \$46,703,712 | \$48,461,720 | \$53,898,670 |
| 4 Apparel | \$11,771,216 | \$15,989,360 | \$16,039,415 | \$17,276,492 |
| 5 Furniture & H.H. & Radio | \$17,600,272 | \$23,076,752 | \$23,456,179 | \$25,341,667 |
| 6 Lumber, Bldg, Hardware | \$46,624,432 | \$47,391,168 | \$56,023,654 | \$58,248,151 |
| 7 Automotive & Filling Stations | \$56,979,952 | \$64,905,824 | \$82,693,206 | \$90,766,316 |
| 8 Drugs & Misc. Retail | \$40,212,432 | \$41,437,152 | \$44,730,628 | \$43,517,475 |
| 9 Agriculture & All Others | \$22,030,592 | \$27,016,448 | \$35,143,684 | \$32,403,612 |
| 10 Manufacturers | \$6,425,904 | \$6,310,816 | \$5,654,195 | \$5,143,282 |
| Totals | \$548,410,004 | \$571,591,440 | \$620,766,594 | \$656,867,304 |

Bloomington

| | 2004 | 2005 | 2006 | 2007 |
|---------------------------------|------------------------|------------------------|------------------------|------------------------|
| 1 General Merchandise | \$115,767,072 | \$112,897,504 | \$119,066,734 | \$105,684,956 |
| 2 Food | \$329,174,300 | \$366,216,200 | \$403,722,866 | \$382,157,003 |
| 3 Drinking and Eating Places | \$111,591,072 | \$117,899,504 | \$126,415,455 | \$131,452,244 |
| 4 Apparel | \$29,943,456 | \$32,576,336 | \$32,822,532 | \$33,497,236 |
| 5 Furniture & H.H. & Radio | \$83,961,616 | \$85,550,704 | \$79,907,924 | \$77,227,019 |
| 6 Lumber, Bldg, Hardware | \$74,103,584 | \$68,807,024 | \$69,482,098 | \$66,634,750 |
| 7 Automotive & Filling Stations | \$230,708,928 | \$306,893,824 | \$214,274,961 | \$220,936,218 |
| 8 Drugs & Misc. Retail | \$90,523,472 | \$94,752,240 | \$96,931,386 | \$99,487,810 |
| 9 Agriculture & All Others | \$79,445,936 | \$92,747,344 | \$111,164,492 | \$98,091,405 |
| 10 Manufacturers | \$16,029,184 | \$13,923,296 | \$14,844,276 | \$14,941,021 |
| Totals | \$1,161,248,620 | \$1,292,263,976 | \$1,268,632,724 | \$1,230,109,663 |

McLean County

| | 2004 | 2005 | 2006 | 2007 |
|---------------------------------|------------------------|------------------------|------------------------|------------------------|
| 1 General Merchandise | \$218,012,960 | \$223,443,232 | \$229,476,566 | \$220,837,838 |
| 2 Food | \$685,434,700 | \$726,121,300 | \$749,147,212 | \$750,224,399 |
| 3 Drinking and Eating Places | \$165,385,648 | \$175,441,888 | \$183,508,748 | \$196,646,258 |
| 4 Apparel | \$41,714,672 | \$48,565,696 | \$48,861,947 | \$50,773,728 |
| 5 Furniture & H.H. & Radio | \$105,841,664 | \$112,124,784 | \$106,467,408 | \$105,045,844 |
| 6 Lumber, Bldg, Hardware | \$132,222,592 | \$132,091,488 | \$143,632,160 | \$138,809,088 |
| 7 Automotive & Filling Stations | \$329,270,304 | \$416,012,208 | \$347,041,423 | \$362,137,778 |
| 8 Drugs & Misc. Retail | \$139,726,800 | \$150,808,496 | \$156,688,611 | \$157,397,560 |
| 9 Agriculture & All Others | \$128,425,984 | \$141,747,072 | \$173,858,188 | \$151,458,021 |
| 10 Manufacturers | \$29,440,960 | \$32,501,024 | \$30,578,241 | \$26,922,319 |
| Totals | \$1,975,476,284 | \$2,158,857,188 | \$2,169,260,504 | \$2,160,252,833 |

Source: Illinois Department of Revenue. Data current as of 3/2009

One Community. One Voice.

VOICE

TRANSPORTATION

Regional Major Metro Areas - Distance from B-N



| | | | |
|------------------|-----------|-----------------|-----------|
| Chicago, IL | 130 Miles | Kansas City, MO | 405 Miles |
| Cincinnati, OH | 285 Miles | Louisville, KY | 290 Miles |
| Detroit, MI | 390 Miles | Milwaukee, WI | 210 Miles |
| Indianapolis, IN | 175 Miles | St. Louis, MO | 165 Miles |

Central Illinois Regional Airport

Four airlines serve the airport - AirTran, American Eagle, Delta Connection and Northwest AirlinK. Access to the world is available from CIRA with daily jet service to and from six hubs. Five car rentals serve customers from the terminal - Hertz, National, Avis, Alamo and Enterprise.

CIRA hosts direct flights to and from Atlanta, Chicago, Dallas, Detroit, Minneapolis-St. Paul and Orlando.

Annual Airport Usage

| | Passenger Enplanements | Cargo Shipped (lbs) |
|------|------------------------|---------------------|
| 2008 | 268,860 | 11,517,885 |
| 2007 | 269,839 | 6,728,927 |
| 2006 | 262,409 | 5,057,765 |
| 2005 | 232,089 | 7,198,577 |
| 2004 | 224,655 | 4,124,536 |
| 2003 | 211,828 | 4,378,312 |
| 2002 | 207,014 | 4,714,586 |

Source: Central Illinois Regional Airport

Economic Development Council Programs



REGIONAL ATTRACTION



MENTORS FOR BUSINESS GROWTH



GOVERNMENT ADVOCACY



WORKFORCE ENHANCEMENT



HELPING BUSINESSES GROW