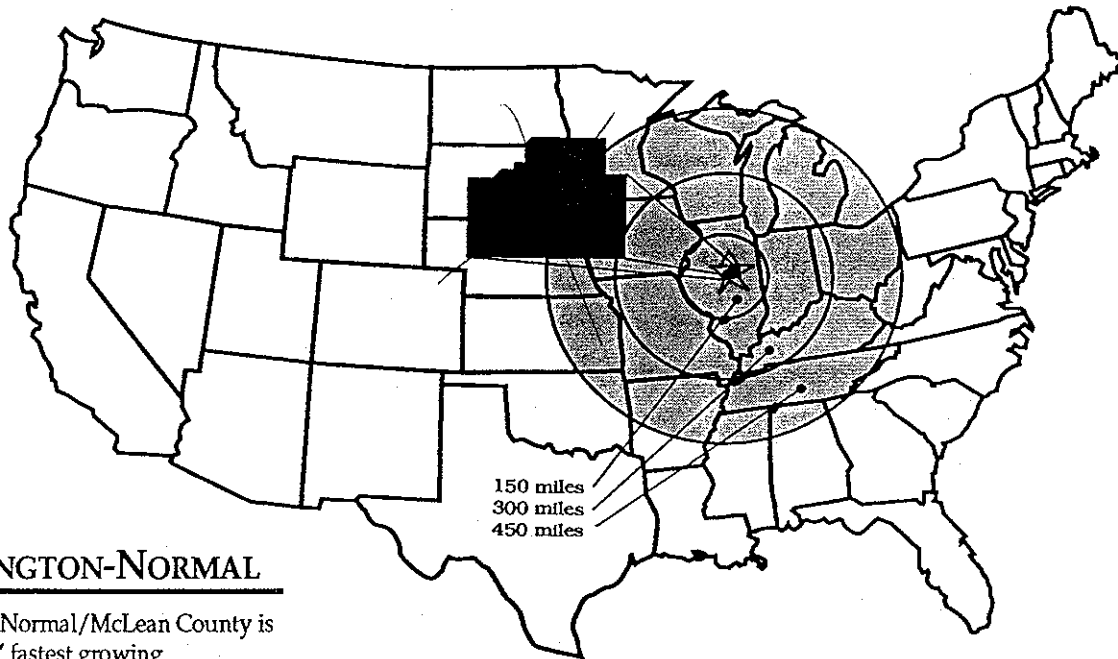


MCLEAN COUNTY

A SHINING STAR IN CENTRAL ILLINOIS

Demographic Profile 1991



BLOOMINGTON-NORMAL

Bloomington-Normal/McLean County is one of Illinois' fastest growing population, economic and development centers. Endowed with excellent location and transportation advantages, diverse population and employment sectors and enviable community assets. The area has become a sought-after site for commercial and industrial investment. Here's why:

LOCATION:

A key advantage is McLean County's location relative to major United States markets. Two-thirds of the nation's gross national product producers are within 500 miles of McLean County. Over 30 million people live within 300 miles. McLean County is near the geographic center of Illinois and convenient to most Midwest commercial and industrial centers.

TRANSPORTATION:

McLean County is also at the center of an excellent network of interstate and intrastate highways, as five major roadways meet near Bloomington-Normal. Four railroads run through the

county, and an expanding airport provides links to national and international routes.

DIVERSITY:

McLean County's diverse economy has historically been well-insulated against recession. Insurance, education, and agribusiness remain as the foundation of the local economy, with industry adding further strength and diversity. The labor force is large and equally diverse, with employees in nine traditional employment sectors. Unemployment figures in McLean County have been among the lowest in the Midwest.

COMMUNITY:

As a community, McLean County's assets go well beyond the usual parks, universities, and libraries. The people of the county are its greatest asset, and they have been positive and receptive to well over a billion dollars of commercial and industrial investment since 1985.

FINANCING/ TRAINING:

State of Illinois Loan and Grant Program; Community Development Block Grants; Tax Increment Financing Districts; SBA Guaranteed Loans through the Small Business Development Center located at the CCED office among the offerings in McLean County. Also, High Impact Training Services Program; Illinois Industrial Training Program; Job Training Partnership Act; On-the-job Training Programs; Customized Training Assistance services are available.

ENTERPRISE ZONE:

Companies that locate in the Bloomington-Normal/McLean County Enterprise Zone qualify for the following incentives: Property Tax Abatement; Sales Tax Exemption; State Income Tax Deductions; Investment Tax Credits; Public Land Discounts; Reduced Development Fees; Enterprise Zone Bonds; McLean County Revolving Loan Fund (some restrictions apply).

POPULATION

	1960	1970	1980	1990
BLOOMINGTON	36,271	39,992	44,189	51,165
NORMAL	13,357	26,396	35,672	39,315
MCLEAN COUNTY	83,877	104,389	119,149	128,375
ILLINOIS	10,081,653	11,113,772	11,418,461	11,325,247

1990 figures are preliminary. Provided by the U.S. Census Bureau

POPULATION BY AGE FOR BLOOMINGTON-NORMAL (special census 1987)

AGE	NUMBER	PERCENT
0-4 YEARS	5273	6.01
5-9 YEARS	5282	6.02
10-14 YEARS	4346	4.95
15-19 YEARS	12517	14.27
20-24 YEARS	15129	17.25
25-34 YEARS	14422	16.44
35-44 YEARS	10608	12.09
45-54 YEARS	6286	7.17
55-64 YEARS	5608	6.39
65-74 YEARS	4420	5.04
75+ YEARS	3827	4.36
TOTAL	87718	100.00

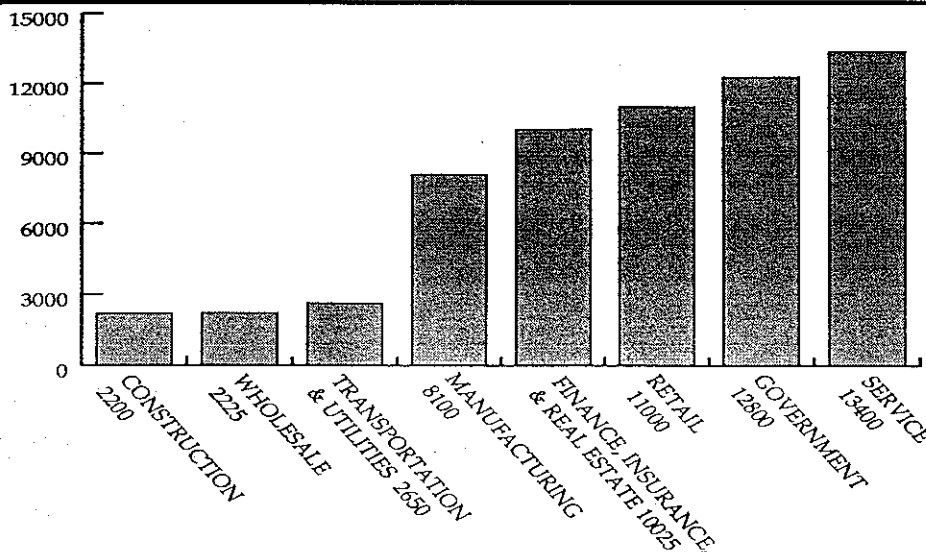
Note: population figures reflect ISU & TWU enrollment
 Provided by the U. S. Census Bureau

LABOR FORCE DATA - McLEAN COUNTY

	1985	1986	1987	1988	1989
LABOR FORCE	61775	62925	65600	68425	74525
EMPLOYMENT	57950	59475	62525	64950	71200
UNEMPLOYED	3825	3450	3050	3475	3325
UNEMPLOYMENT RATE	6.19%	5.48%	4.65%	5.08%	4.46%

Source: Illinois Dept. of Employment Security. *10 month unemployment rate for 1990: 4.02%

1989 McLEAN COUNTY NON - FARM WAGE AND SALARY EMPLOYMENT SECTORS



ORGANIZED LABOR

McLean County currently has 33 labor unions with representatives of organized labor actively participating in economic development through their representation on the Chamber of Commerce and Economic Development Board of Directors.

MAJOR EMPLOYERS FOR McLEAN COUNTY

FIRM	EMPLOYEES
1. STATE FARM INSURANCE	6700
2. ILLINOIS STATE UNIVERSITY	3718
3. DIAMOND-STAR MOTORS	3000
4. BROMENN HEALTHCARE	1700
5. COUNTRY COMPANIES INSURANCE	1690
6. EUREKA COMPANY	1400
7. GENERAL TELEPHONE CO.	1300
8. BLOOMINGTON PUBLIC SCHOOLS	1100
9. UNIT 5 SCHOOLS	917
10. ST. JOSEPH MED. CENTER	750
11. CHAMPION FEDERAL SAVINGS & LOAN	725
12. NESTLE-BEICH	600
13. McLEAN COUNTY GOVT	475
14. GENERAL ELECTRIC CO.	450
15. GROWMARK	435
16. IRS CENTRAL AREA DISTRIBUTION CENTER	415
17. CITY OF BLOOMINGTON	400
18. BLOOMINGTON POST OFFICE	361
19. AMERICA OTR	325
20. ILLINOIS WESLEYAN UNIVERSITY	300

GOVERNMENTAL OFFICES

City of Bloomington
 109 E. Olive
 Bloomington, IL 61701
 (309)-828-7361

Town of Normal
 100 E. Phoenix
 Normal, IL 61761
 (309)-454-2444

County of Mc Lean
 104 W. Front
 Bloomington, IL 61701
 (309)-888-5001

RETAIL SALES

1989	\$1,140,986
1988	\$994,030
1987	\$960,340
1986	\$916,882
1985	\$883,319

Source: Illinois Department of Commerce and Community Affairs

COMMUNICATIONS

Daily Newspaper	1
Weekly Newspapers	10
Radio Stations	5
Television Stations	1

UTILITIES

ELECTRICITY:

Central Illinois Light Co.
 Corn Belt Electric Cooperative
 Illinois Power Co.

NATURAL GAS:

Central Illinois Light Co.
 Illinois Power Co.
 Northern Illinois Gas Co.

TELEPHONE:

Eastern Illinois Telephone Co.
 El Paso Telephone Co.
 General Telephone Co.
 Gridley Telephone Co.
 Inland Telephone Co.

BLOOMINGTON WATER

Source:	2 Lakes
Storage Capacity	17,750,000 GPD
AVG Daily Consumption	11,000,000 GPD
Peak Consumption	20,000,000 GPD

NORMAL WATER

Source:	13 wells
Storage Capacity	14,200,000 GPD
AVG Daily Consumption	3,753,000 GPD
Peak Consumption	5,395,000 GPD

SEWER: Bloomington-Normal Sanitary District

TYPE OF TREATMENT: Tertiary

The Bloomington-Normal Sanitary District owns and operates a 22.5 MGD average advanced water treatment facility.

Information compiled as of 11/90 - the CCED does not guarantee the correctness of the data

REAL ESTATE TRANSACTIONS

	UNITS SOLD	DOLLAR VOLUME	AVG. PRICE	CHANGE SINCE 1985
1989	1,937	\$149,953,265	\$77,415	21.64%
1988	1,850	\$104,203,822	\$75,785	
1987	2,046	\$149,377,357	\$73,009	
1986	2,186	\$147,586,348	\$67,514	
1985	1,603	\$102,021,192	\$63,644	
1984	1,301	\$79,505,420	\$61,111	
1983	1,323	\$79,490,558	\$60,084	

Source: Bloomington-Normal Board of Realtors

ENTERPRISE ZONE

The Chamber of Commerce and Economic Development is the administrative unit for a 2880 acre Enterprise zone, located on the west-side of Bloomington-Normal, and within incorporated McLean County. Contact the office for further details.

TOTAL CONSTRUCTION - COMMERCIAL & RESIDENTIAL

		#OF PERMITS	\$ VALUE	AVG \$/PERMIT
BLOOMINGTON	1989	1659	\$88,939,217	
	1988	1626	\$86,133,999	
	1987	1584	\$104,051,799	
	1986	1547	\$68,669,877	
	1985	1037	\$78,150,317	
NORMAL	1989	571	\$45,794,026	
	1988	619	\$25,733,581	
	1987	637	\$35,933,929	
	1986	637	\$130,321,474	
	1985	357	\$12,234,245	
TOTAL	1989	2230	\$134,733,243	\$60,419
	1988	2245	\$137,601,111	\$49,830
	1987	2221	\$139,985,728	\$63,028
	1986	2184	\$198,991,351	\$91,113
	1985	1394	\$78,150,317	\$64,838

NEW CONSTRUCTION - SINGLE FAMILY

BLOOMINGTON	YEAR	PERMITS	VALUE	COST	CHANGE SINCE 1985
	1989	283	\$22,763,913	\$80,438	14.07%
	1988	343	\$25,885,063	\$75,467	
	1987	420	\$29,962,563	\$71,339	
	1986	325	\$23,696,563	\$72,913	
	1985	149	\$10,507,075	\$70,517	
NORMAL	1989	61	\$4,366,750	\$71,586	37.19%
	1988	90	\$5,770,237	\$64,114	
	1987	65	\$4,424,931	\$68,076	
	1986	72	\$4,664,300	\$64,782	
	1985	46	\$2,400,320	\$52,181	

RAILROADS

Company	Direction
Southern Pacific	N/S
Conrail	E/W
Norfolk-Southern	E/W
Toledo, Peoria & Western (Santa Fe)	E/W

HIGHWAYS

Roadway	Direction
Interstate 55	N/S
Interstate 74	E/W
U.S. 51/ I-39	N/S
U.S. 150	NW/SE
Illinois 9	E/W

TAX STRUCTURE

	BLOOMINGTON 1985	1986	1987	1988	1989
TOWNSHIP	0.1931	0.197	0.1914	0.1819	0.1521
CITY	1.2683	1.3801	1.3286	1.2962	1.2669
COUNTY	0.6765	0.7715	1.1397	0.9883	1.075
SCHOOL	3.5324	3.5118	3.6615	4.3594	4.3778
ALL OTHERS	0.6752	0.6935	0.6672	0.57	0.5563
TOTAL	6.3455	6.5539	6.9884	7.3958	7.4281
	NORMAL 1985	1986	1987	1988	1989
TOWNSHIP	0.2451	0.2287	0.1831	0.1688	0.1359
CITY	1.1838	1.1991	1.1016	0.9001	0.8048
COUNTY	0.6765	0.7715	1.1391	0.9883	1.075
SCHOOL	3.6154	3.7449	4.0311	3.9439	3.7259
ALL OTHERS	0.6911	0.7668	0.7726	0.6238	0.8148
TOTAL	6.4119	6.711	7.2275	6.6249	6.5564

Property is assessed at 33.3% of fair market value. The tax rate is applied to each \$100.00 of assessed value. Source: McLean County Assessor

AIRPORT

Bloomington-Normal Airport Authority	
Length of runway	6,500 ft
	6,400 ft* concrete
Lighted runway	Yes
Charter service	Yes
Private aircraft storage	Yes
ILS Rated	Category 1 Precision

Commercial Airlines	
	American Eagle
	Trans World Express
	Midway Connection
	Skyway Airlines

*to be completed in 1993

GENERAL COMMODITY MOTORCARRIERS

Carriers	38
Terminal (interchange)	10

Source: American Motor Carrier Directory

COMMUNITY FACILITIES

Public Golf Courses	11
Outdoor Pools	11
Parks	49
Campgrounds	7
Country Clubs	8
Enclosed Shopping Malls	2
Tennis Courts	49
Hotels/Motels	23
Restaurants	229
Zoo	1

EDUCATION

Public Schools in McLean County	
Total 1989-90 Enrollment	20277
Number of High Schools	10
Number of Junior H.S.	6
Number of Elementary Schools	34

Non-Public Schools in McLean County	
Total 1989-90 Enrollment	1929
Number of High Schools	1
Number of Junior H.S.	0
Number of Elementary Schools	11

Source: Regional Office of Education

Community College

Two year programs are available through Lincoln College and Community College District #540.

Universities

Illinois State University - the first public university in the State, was founded in 1857. ISU has a student enrollment of approximately 22,000 and a faculty of over 1,200. ISU offers over 70 different fields of study.

Illinois Wesleyan University - a private university founded in 1850. IWU has a student enrollment of approximately 1650, and a faculty of over 125. IWU offers over 30 fields of study.

FURTHER INFORMATION

For further information contact:

Chamber of Commerce and Economic Development of the Bloomington-Normal Area

210 S. East St. • P.O. Box 1586 • Bloomington, IL 61702-1586

Phone: (309)-829-6344 • Fax: (309)-827-3940