



COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

CHICAGO CHAPTER

May 27, 2010

Governor Pat Quinn  
Office of the Governor  
100 West Randolph Street  
JRTC Suite 16-100  
Chicago, IL 60601

Mayor Joseph Broda  
Village President of Lisle  
925 Burlington Avenue  
Lisle, IL 60532

Mr. Warren Ribley  
DCEO Director  
100 W. Randolph Street  
JRTC Suite 3-400  
Chicago, IL 60601

Chairman Robert Schillerstrom  
DuPage County Board Chair  
421 N. County Farm Road  
Wheaton, IL 60187

Re: Navistar World HQs / Planned Move to Lisle Thwarted By Our Difficult Business  
Climate – *Corrective Action Needed*

Dear Sirs:

I write to express the dismay of NAIOP Chicago, which serves as the voice of commercial real estate in the Chicagoland area, over the Navistar debacle, and to urge your collective prompt action to reverse this profound setback for economic development in our region.

The 400 members of the Chicago Chapter of NAIOP are developers, owners and related professionals in office, industrial and mixed-use real estate, and they are alarmed over the increasingly difficult business climate in our state. That decline is reflected in the recent state ranking for business climate by *Chief Executive* magazine, based on its annual survey of CEOs- - Illinois is now the 46<sup>th</sup> worst state for business, having lost 29 spots since 2005. Certainly we can do better.

The Navistar HQs move should have been embraced and facilitated by all levels of government in our region. The company is an existing Illinois corporate citizen, and its intended move/consolidation to Lisle represented thousands of new jobs. That relocation/consolidation was an opportunity to revitalize a currently vacant property. It portended new tax revenue for our state and local governments, and more employment and spending for the region. The economic opportunity was tremendous, yet it appears to have been lost due to an unreasonable and misguided local zoning process. While the failure

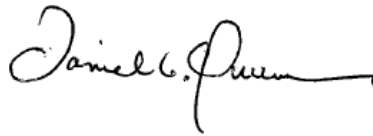
rests primarily with Lisle, other levels of government have been far too passive in the face of an economic opportunity that has been all but shown the door for a full year.

The Village of Lisle allowed a small group of opponents to effectively run a never-ending process designed to harass Navistar and ultimately drive it away. The resulting loss to Illinois will only benefit South Carolina, Texas or Alabama (where Navistar has other existing facilities), or some other jurisdiction that have the good sense to support rather than chase away business.

It is the sincere hope of NAIOP Chicago that, as government leaders in the region, you might collectively work to salvage the Navistar HQ move, if that is even possible. The outcome of this Navistar experience will long be remembered. If we cannot support an existing Illinois business that seeks to grow its presence here, how can we ever dream of attracting entirely new businesses.

Thank you for your attention to this request.

Respectfully yours,

A handwritten signature in black ink, appearing to read "Daniel Queenan", with a long horizontal flourish extending to the right.

Daniel Queenan  
NAIOP Chicago President

CC: Sen. Kirk Dillard  
Sen. Randy Hultgren  
Rep. Mike Connelly  
Rep. Darlene Senger