

**DuPAGE AIRPORT AUTHORITY  
CAPITAL DEVELOPMENT, LEASING AND CUSTOMER FEES  
SPECIAL COMMITTEE MEETING  
THURSDAY, MARCH 30, 2017**

A special meeting of the Capital Development, Leasing and Customer Fees Committee of the DuPage Airport Authority Board of Commissioners was convened at the Daniel L. Goodwin Flight Center Building, First Floor Conference Room, 2700 International Drive, West Chicago, Illinois on Thursday, March 30, 2017. Committee Chairman Wagner called the meeting to order at 8:00 a.m. A quorum was present for this meeting.

**Commissioners Present:** Chavez, Ledonne, Davis, Wagner.

**Absent:** Posch, Sharp

**DAA Staff Present:** David Bird, Executive Director; Patrick Hoard, Director of Finance and Prairie Landing Golf Club; Pamela Miller, Executive Assistant and Board Liaison.

**Others:** Phil Luetkehans, Schirott, Luetkehans and Garner; Ed Harrington, CenterPoint Properties Trust.

**Press:** None

**NEW BUSINESS**

**Discussion of Concepts and Alternatives for Development of the DuPage Business Center.**

Chairman Wagner asked Executive Director Bird to update the committee regarding the Eola Road Extension. Executive Director Bird stated that he had learned there is now positive movement for the extension; discussion followed. DuPage County Chairman Cronin has established *DuPage Connects* for the development of a Long-Range Transportation Plan. Executive Director Bird was invited to participate on this Advisory Steering Committee for DuPage Connects and at the first meeting stated that the Eola Road extension is a priority for the Airport Authority; access is one of the constraints for attracting development to the DuPage Business Center. Discussion followed.

Committee Chairman Wagner invited Ed Harrington of CenterPoint Properties Trust to begin his presentation. Executive Director Bird commented prior to Mr. Harrington's presentation that CenterPoint has the most experience with the Business Center dating back to 2001. He added that much has happened during these years and it is valuable for the Committee to know CenterPoint's view of the strengths and weaknesses of the Business Center.

Mr. Harrington acknowledged that CenterPoint has had a long history at the Business Center and his involvement has been mostly over the last two years. He continued that changes since the recession have had a big and lasting effect on the industry and the market is now starting to catch up. Mr. Harrington related how CenterPoint has evolved and grown into a national company but has not abandoned their Chicago roots. CenterPoint has properties on the East Coast, West Coast and the Midwest; CenterPoint has a presence in approximately 20 states. Mr. Harrington discussed the current development agreement as it was rewritten in 2013 and shared his ideas for structuring the future agreement. Discussion occurred regarding the following topics:

- Spec Development and the risks involved.
- The importance of incentives with both the City of West Chicago and the Airport Authority. Working with the local taxing districts for incentives.

- More aggressive pricing and marketing strategies. Possibly offering incentives to CenterPoint in the way of pricing cuts or profit sharing.
- The need for streamlining the approval process with the City of West Chicago and the Airport Authority for proposed development. Recommended standards be relaxed somewhat regarding zoning and landscaping in order make the process less complicated and prohibitive for interested companies.

Mr. Harrington closed by saying that CenterPoint is a partner with no other conflicting business interests in this area; the Business Center is CenterPoint's primary focus for Western DuPage. He continued that CenterPoint is credible in the industry and a strong financial partner. Mr. Harrington stated that CenterPoint is invested at the Business Center and if CenterPoint is allowed to continue as developer, working on a day-to-day basis, it will be beneficial for the future of the Park. He expressed thanks for the opportunity to address the Committee. Mr. Harrington left the meeting at this point.

The Committee continued discussion regarding the Request for Proposal (RFP) process and Executive Director Bird advised that RFP drafts will be distributed to the Committee for review prior to the next Special Committee Meeting. The next Special Committee Meeting will be planned for late April. Discussion continued.

#### **RECESS TO EXECUTIVE SESSION**

There was no Executive Session held.

#### **OTHER BUSINESS**

**None**

Commissioner Ledonne made a **MOTION** to adjourn the Special Meeting of the Capital Development, Leasing and Customer Fees Committee; the **motion was seconded** by Commissioner Chavez and was passed by unanimous voice vote. The committee meeting was adjourned at 9:14 a.m.

### **Approved at the May 17, 2017 Board Meeting**

**Daniel J. Wagner, Committee Chairman  
Capital Development, Leasing and Customer Fees Committee**