



## Tobin Development Corporation

Metro-Chicago Business and Industrial  
Parks Guide  
Summer 2008

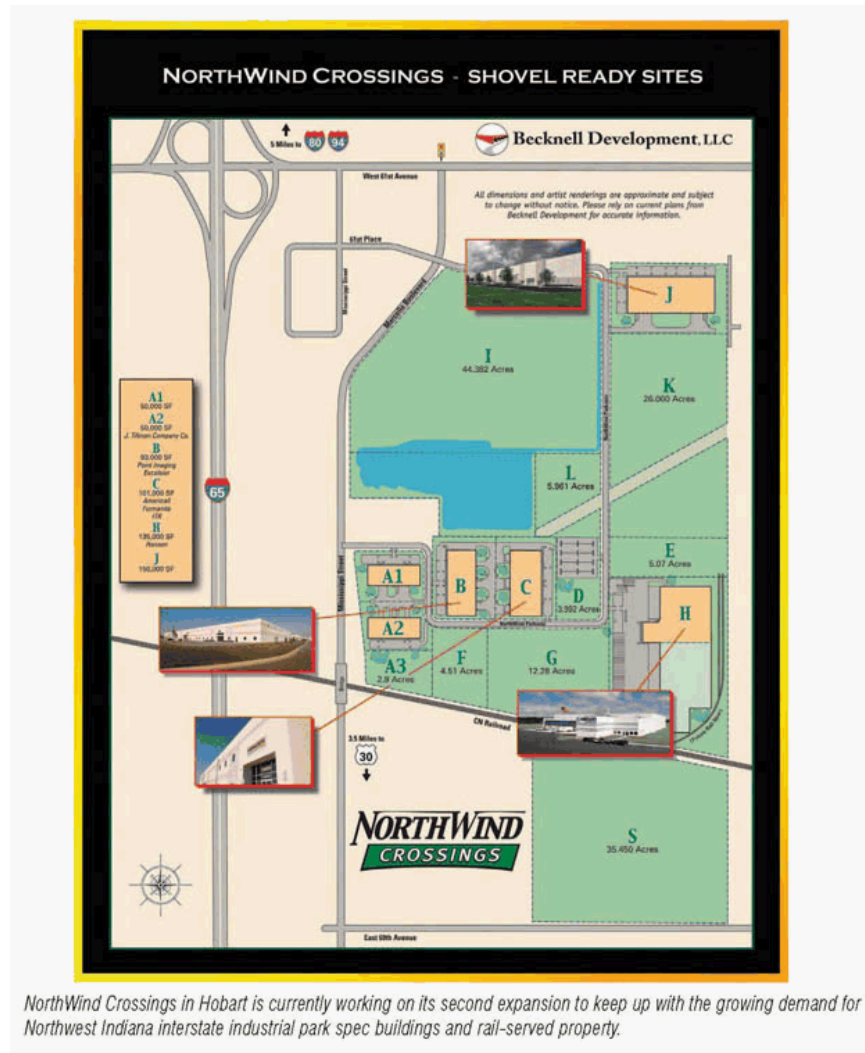
### Come on IN for lower taxes, business and housing costs

A good industrial realtor friend from Illinois once said that Indiana is easy to work with. When asked what that meant, she elaborated by saying that bringing a prospect to Indiana and working through the location is much easier in Indiana than in Illinois. Why — because in Indiana everyone works as a team.

In Indiana, for example, if the project originates with a community, they know who to call about workforce, site specifics, utilities and state incentive questions. A team of 4-6 people is assembled and the potential project moves quickly through the process. Everyone understands the necessity of communication and teamwork to assure the information is provided for the project in a timely manner.

But of course, a project won't even start unless there is a building or site that meets their needs. Recognizing that finding a building or site is the first step in the location process, Indiana is currently concentrating on buildings and shovel ready sites. Many leaders are working very hard to make sure that this happens. What type of investment and resource commitments are being made by these leaders? Here are a few of their stories.

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*NorthWind Crossings in Hobart is currently working on its second expansion to keep up with the growing demand for Northwest Indiana interstate industrial park spec buildings and rail-served property.*



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*The 574, 249 sf MidPoint USA spec building in AmeriPlex at the Port in Portage is nearing completion and will be ready for build out in the summer of 2008.*

### **AmeriPlex at Portage Prairie**

Holladay Properties has embarked on a master-planned, mixed use community in South Bend that will convert 450 acres into a central node of residencies, businesses and open green space. At the forefront of the plan is the office and light industrial component, which accounts for 200 of the total site's acreage. This anchor component, known as AmeriPlex at Portage Prairie, is the fourth AmeriPlex business park developed in Indiana by Holladay Properties. Other Indiana AmeriPlex business parks are AmeriPlex at the Port in Portage, AmeriPlex at the Crossroads in Merrillville and AmeriPlex Indiana.

South Bend's Portage Prairie has been state certified as "shovel ready" and eligible for quick development under Indiana's "Shovel Ready" program. Master-planned stormwater management and utilities are in place. Portage Prairie is located at the interchange of I-80/90 and US 31, and it is only thirty interstate-quality miles to I-94. With broadband access to carrier hotels in South Bend, Chicago and Indianapolis, Portage Prairie is an ideal location for projects requiring redundant fiber connections.

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#### **Midpoint USA**

Another huge investment in Indiana is being made in the AmeriPlex at the Port park in Portage. The 574, 249 sf Midpoint USA spec building being put up by TCB Development and Tobin Development Corporation joins the 2.5 million sf already under roof in AmeriPlex at the Port. Additionally, there are two other spec buildings under construction in the park that total 500,000 sf.

TCB is investing over \$24 million in the Midpoint building, which is expandable to over 1 million sf. It is situated on 31 acres, with an adjacent 23 acres available. All utilities are in place and the building will be ready for build out in the summer of 2008. Located at the intersection of I-94 and SR 249, Midpoint is a prime opportunity for a project that is looking for this large footprint for manufacturing or distribution.

AmeriPlex at the Port is currently home for 35 companies with a total of \$147 million in investment. Over 1,200 employees work in the park, which is expanding its retail component to add to the existing Bass Pro Shop and several other retail businesses. And to the north is a complimentary upscale residential marina development, Marina Shores, being built by Brant Construction. Marina Shores is located on the South Shore Line for easy access to Chicago and other communities via commuter rail. Marina Shores amenities include waterfront condominiums, yacht slips, a yacht club and the Blue Water Bar & Grille.

#### **AmeriPlex at the Crossroads**

We should also mention the third AmeriPlex development a few miles south on I-65, the 386 acre AmeriPlex at the Crossroads. This is a joint development with Purdue Research Foundation and is one of four Purdue Technology Parks in Indiana. Currently over 550 employees work in this primarily technology based industrial park. One of the park's key assets is its extensive redundant fiber optic network that provides direct access to both the Indianapolis and Chicago hubs. This unique feature has put AmeriPlex at the Crossroads in the running for several major datacenter projects.

A new I-65 interchange at 109th Street, which bounds the park on the north side, is scheduled to open by the end of 2009, and will certainly provide additional opportunities for AmeriPlex at the Crossroads. With the park's easy access south to Lafayette and Indianapolis or north with less than ten miles to I-94/80 and I-90, the interchange completion will have a major impact.

#### **NorthWind Crossings**

NorthWind Crossings is located at the I-65 and 61st Street interchange in Hobart, less than five miles south of I-94/80 and I-90. Becknell Development has seen such rapid occupation of this 200 acre rail-served park that they are looking to add additional acreage for the second time. Over 2,000 people are currently employed in the businesses located in NorthWind.

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The City of Hobart has been very creative with Tax Increment Financing (TIF) in order to help bring projects to NorthWind. Working closely with Becknell, they have been able to build out the infrastructure and utilities throughout the park. Presently action is being taken to allow for expansion of the local incentive options through TIF financing, including the potential to support rail expansion.

#### **Conclusion**

Like other areas mentioned, NorthWind Crossings is a prime example of an Indiana community working closely with the regional, workforce, utility and state team members to support development in Indiana.

We invite you to contact any of us in Indiana to further explore this unique business partnership model. We have leaders like Becknell Development, Holladay Properties, TCB Development and Tobin Development working with the communities, utilities and state to round out the Indiana team.

We invite you to “Come On IN” to Indiana and partner with us.

“NIPSCO is pleased to sponsor this article and proud to be able highlight several real and substantial investment stories in Indiana,” said Don Babcock, NIPSCO’s Director of Economic Development. “As an investor owned gas and electric utility that serves over 712,000 natural gas customers and 445,000 electric customers in the northern third of the state, we fully understand the value of partnering with our local, regional and state professionals and our private investors.”

For more information, please contact Diane Thalmann, Chris Pieri or Don Babcock in NIPSCO’s Economic Development Department at 800.262.6477,