

1                   MR. SILVERMAN: Wrap it up, wrap it up.

2                   MS. LeGRETTE: -- and their neighbors, we  
3 are demanding you do better. Thank you.

4                   MR. SILVERMAN: Does NorthPoint have a  
5 representative to make a closing argument? Ten  
6 minutes.

7                   MR. ROBINSON: Good evening. My name is  
8 a Patrick Robinson, P-A-T-R-I-C-K,  
9 R-O-B-I-N-S-O-N. Let me grab something. We'll  
10 probably just have to enter these into the record.

11                  MR. SILVERMAN: Clock's running.

12                  MR. ROBINSON: Good evening, Mr.  
13 Chairman, members of the village, and the planning  
14 and zoning commission. I want to thank you for  
15 giving us the opportunity to present our plan for  
16 Compass Business Park. As volunteers, your  
17 service and time commitment are certainly  
18 appreciated. This hearing has been a huge time  
19 commitment. I also want to thank Mayor Jenco and  
20 the trustees who have been present for this public  
21 hearing. In addition, I'd like to thank everyone  
22 who attended the meeting tonight and the prior  
23 evenings. We appreciate your passion and your  
24 patience.

1                   There's been hardy discourse which  
2 will make Compass Business Park better should the  
3 project receive approval from the Village of  
4 Elwood. I understand fully that there has been a  
5 lot of heartfelt emotion and sentiment regarding  
6 this process. In recognition of that, we can't  
7 stress enough our commitment to being a good  
8 neighbor and ensuring that Compass Business Park  
9 benefits the community and the region as a whole.

10                  It's been seven months since we  
11 introduced Compass Business Park at the open  
12 house. There's been more than 14 hours I think  
13 for so -- plus or minus of testimony before the  
14 planning and zoning commission. Despite the  
15 length of time and how our plan has gradually  
16 evolved to what it is today, our message has  
17 remained the same, Compass Business Park is a  
18 safe, responsible, and smart plan for long-term  
19 growth that reflects the needs and concerns of  
20 this community. I recently heard someone  
21 criticize Compass Business Park saying it wasn't  
22 like any other development. That's true, it's  
23 not. That's a reflection of our approach from the  
24 very start. From the beginning the community has

1 had an opportunity to have a say, to have a seat  
2 at the table, and to play a role in deciding both  
3 how Compass Business Park gets built and how it  
4 will operate. We've embraced that  
5 community-minded approach, one that calls for  
6 well-managed and long-term development and  
7 capturing growing intermodal demand, containing  
8 truck traffic with our closed loop, and providing  
9 benefits for the community.

10 The real reason we're here tonight is  
11 because of the growth of the new economy and how  
12 we purchase goods with a few clicks and swipes and  
13 have them delivered hours later. As a result, the  
14 BNSF and UP intermodals which ship and receive  
15 those goods right near Elwood and Will County are  
16 growing. That additional capacity will require  
17 more distribution center space. Based on what the  
18 gentlemen said from 150 and if BNSF expands by 1.5  
19 million lifts, that represents 2.7 million truck  
20 trips per year in the village of Elwood and  
21 because you are the host community, you will get  
22 the 2.7 million truck trips no matter what.

23 With Compass Business Park you do have  
24 a partner in NorthPoint that will set a new

1 standard in development. Together we have an  
2 opportunity to set the course for the future. I  
3 think we can all agree that given the development  
4 of the intermodals, the trends in new global  
5 economy, growth if Will County will continue with  
6 our Compass -- with or without Compass Business  
7 Park. So without Compass Business Park, what's  
8 the alternative? What's plan B? More warehouses  
9 up and down Route 53. More truck and employee  
10 traffic on neighborhood streets. More unplanned  
11 development.

12 We all agree that Chief Hayes and the  
13 Elwood Police Department do a great job of  
14 enforcement. If you say no to this project, the  
15 land likely perhaps in a different jurisdiction  
16 with a different developer will develop. Do you  
17 really want another jurisdiction in charge of the  
18 enforcement adjacent to the village of Elwood? If  
19 you say no to this project, there is likely no  
20 bridge and Route 53 once again becomes a major  
21 truck route in Elwood. Do you want to preserve  
22 the victory that was won with Safe Roads?

23 If you say no to Compass Business  
24 Park, Elwood would still be the recipient of an

1 additional somewhere between 900,000 and 2.7  
2 million truck trips per year because it is the  
3 host community for the BNSF Intermodal. According  
4 to the Ehlers report, if you say no, there's not a  
5 plan to fund the 10 million in capital  
6 improvements needed in the village. If you say  
7 no, there is no relief to property tax increases  
8 and a 619 percent water rate increase over the  
9 next ten years. If you do nothing, it's more of  
10 the same. The convenience and ease of online  
11 shopping isn't going to wane. The growth at the  
12 intermodals isn't going to stop.

13 MR. SILVERMAN: Five minutes,  
14 Mr. Robinson.

15 MR. ROBINSON: Thank you. The additional  
16 truck traffic from this growth is not going to  
17 stop. The demand for efficient distribution will  
18 continue.

19 We've listened to the community to  
20 accommodate the needs and concerns, everything  
21 from the closed loop and barriers to restrict  
22 access, reducing noise, extending berms and  
23 setbacks, leading environmental standards  
24 including naturalized detention, enhancing park

1 space, constructing bike and pedestrian paths to  
2 Midewin, enabling farmer access, donating retail  
3 space to the village and keeping the roads safe to  
4 visitors to the Abraham Lincoln National Cemetery.

5 I will say that we did personally go  
6 and meet with Abraham Lincoln, and I know this  
7 came up a lot, this is not in my prepared  
8 statement, but I would tell you is that they were  
9 relieved that we were building the bridge and had  
10 the closed loop. And what they told us, what they  
11 told us is that they've been asking for a sign  
12 from IDOT for the past ten years and they thought  
13 that our project could probably get that sign from  
14 IDOT because they thought they would pay  
15 attention. That's a direct quote.

16 Since the first time we were together  
17 for planning and zoning commission, some  
18 significant developments have taken place. Joliet  
19 approved the annexation of some 138 acres of  
20 property for a total of 600 annexed acres paving  
21 the way for a developer to build an industrial  
22 park just north of Route 53 -- or, I'm sorry,  
23 yeah, just north of Manhattan there, right in  
24 Elwood's doorstep. In addition, the village of

1 Elwood received its own independent financial  
2 report prepared by Ehlers that highlights  
3 NorthPoint's commitment to provide 46 million in  
4 the debt relief to the Village of Elwood. In  
5 addition, this report identifies an addition 10  
6 million needed in capital improvements that the  
7 village would otherwise need to fund with other  
8 revenue sources. This same report indicates that  
9 there are approximately 1,000 households in the  
10 village of Elwood. Together that adds up to 36  
11 million -- or 36,000 per parcel per household in  
12 the village of Elwood. If we passed the hat here  
13 tonight, you said there are 600 people here, we  
14 would each have to kick in \$60,000 each.

15 I've heard various comments about the  
16 size of Compass Business Park. I can tell you for  
17 certain that during the past 15 years, Will County  
18 has increased it's distribution warehouse capacity  
19 by 100 million square feet. The buildout of a  
20 Compass Business Park is being developed in Will  
21 County every three to four years. Recent  
22 warehouse and distribution facilities in places  
23 like Channahon, Bolingbrook, Minooka, Joliet,  
24 Wilmington, New Lenox, University Park, and

1 Shorewood together have all eclipsed the size of  
2 Compass Business Park. And I should note that a  
3 good number of those trucks start and stop right  
4 here in the village of Elwood because of the  
5 presence of the intermodal. The difference is  
6 it's not contained in one place. It's scattered  
7 up and down 53 and the same amount of warehouse  
8 space --

9 MR. SILVERMAN: Two minutes.

10 MR. ROBINSON: -- will be developed in  
11 the next several years regardless if Compass  
12 Business Park is here or not.

13 While there's no stopping the growth,  
14 Elwood does have an opportunity to decide how it  
15 gets done and where it gets built, more than a  
16 mile east of the Silver Dollar where trucks will  
17 be restricted from using local roads and Route 53.

18 In closing, I'd like to read part of a  
19 letter that the Edgerton, Kansas mayor Don Roberts  
20 wrote to the Elwood trustees this past fall. In  
21 it he spoke of NorthPoint Logistics Park, Kansas  
22 City located in his town, Edgerton. Both projects  
23 share many similarities. He said, quote, before  
24 the Intermodal Kansas City was built, there was a

1 considerable discussion as well as concerns from  
2 the community regarding the project. I believe  
3 that this dialogue was healthy and prompted  
4 feedback from residents that NorthPoint ultimately  
5 incorporated into its plans to benefit the city  
6 and residents, end quote.

7                   Compass Business Park puts Elwood in  
8 the driver's seat. It can control its own destiny  
9 and benefit from thoughtful planned development  
10 that keeps trucks off local roads or it can  
11 continue to watch what's happened during the past  
12 decades and stay the course with the wild west  
13 mentality; in other words, more warehouses, no  
14 long-term planning and no voice in how development  
15 is built or how developers operate. I don't think  
16 any one here tonight thinks that's a good  
17 strategy. We have an opportunity to do something  
18 different. I want to finish the final quote from  
19 Mayor Roberts: Our partnership with NorthPoint  
20 represents precisely the kind of positive  
21 relationship a city and business should maintain.  
22 NorthPoint is an engaged responsible partner and  
23 good corporate citizen. Beyond the financial  
24 contributions and benefits to Edgerton, NorthPoint

1 brings an intangible to the community and strives  
2 to improve our quality of life which can not put a  
3 dollar figure on. You have my commitment --

4 MR. SILVERMAN: Look, he's trying to  
5 finish his sentence, the same as the ladies did  
6 when they were up, okay.

7 MR. ROBINSON: You have my commitment  
8 that we'll do the same for Elwood and the  
9 surrounding community. Thank you in your  
10 consideration.

11 MR. SILVERMAN: Ladies, did I cut you  
12 off? They're saying no. Thank you.

13 MS. FRIEBELE: May I have a motion to  
14 close the public hearing?

15 COMMISSIONER VAUGHN: I'll make that  
16 motion.

17 COMMISSIONER FANNING: I second the  
18 motion.

19 MS. FRIEBELE: I have a motion and second  
20 to close the public hearing. Going to do roll  
21 call. Commissioner Hickey?

22 CHAIRMAN HICKEY: Yes.

23 MS. FRIEBELE: Commissioner Nagel?

24 COMMISSIONER NAGEL: Yes.