



# **Best of the west**

Your investment in Germany's most western region Welcome to the county of Heinsberg



### About the WFG (economic development corporation)

### • We support business in Heinsberg county

The WFG (economic development corporation) is a public corporation (Ltd.). Our remit is to develop favorable business operating conditions, to look after companies that are interested in locating their business in the area, to support start-ups and to market Heinsberg county as a location. Using our annual budget provided by our shareholders, we are able to offer a vast range of services to support these areas of responsibility - free of charge, skillfully, strictly confidential and with heart.

### Our target groups

We target our services to companies in Heinsberg county as well as national and international companies who are thinking about locating their business in the district. We undertake location marketing for the county of Heinsberg and support local business development activities in the towns and communities.

#### Our shareholders

WFG's shareholders are the county of Heinsberg, the ten county towns and communities and the Kreissparkasse Heinsberg (county savings bank).

### Get in touch with us

Do you have questions that we have not answered here? Are you interested in detailed location information and require personal, discreet advice with regards to settling in the area? Let us know. We are looking forward to hearing from you.



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# Best of the west - in central "Speckgürtel" (urban sprawl) location :

As the westernmost county in Germany, Heinsberg is not only located in the technology region of Aachen, but also in an economic area of European importance. Within less than an hour, you can reach the cities of Cologne, Düsseldorf, Aachen, Maastricht (NL), Lüttich (B) - within less than two hours the Ruhr area, Brussels and the Dutch conurbations of Eindhoven and Randstad. 150 million people in Europe are your potential customers, as they can be supplied by truck within 12 hours.

As a joke, this location is often referred to as the "central urban sprawl location". The fact is, however, that this location provides an advantageous combination of close proximity to economic, cultural and social potentials of the neighboring conurbations and the advantage of more cost-efficient framework conditions for companies in Heinsberg county.

This is one of the reasons for companies settling here and an increase in population in the most recent past. The second reason is without a doubt the great number of attractive residential areas that combine affordable prices of land and high living standards.

The above mentioned facts are the basis for an economic success story which highlights the county not just geographically as the "best of the west". The area between Wegberg and Übach-Palenberg is quite good at structural changes – it used to be the home of former coal mines, textile industry and the military. The county has seen those changes as a real opportunity – and seized it. The economically relevant infrastructure and the range of available commercial and industrial areas leave nothing to be desired.

Incubators for young companies were created with three start-up centers in Hückelhoven, Geilenkirchen and Übach-Palenberg. The logistics sector has become a great job creator in Heinsberg county over recent years. The expertise in rail vehicle technology in Wegberg-Wildenrath enjoys a great deal of international attention. It is also the location of the test center for the application of the European satellite navigation Galileo.



If you ask companies in Heinsberg county what they like about the location, you always get the same reply: The uncomplicated, cooperative and straight forward way of how politics, administration and economic development work together in order to be the best of the west, ensuring successful and healthy companies.



### Tongue-in-cheek location advertising

# The "Best of the West 3.0" campaign – the companies for the Location

Our location partners are ambassadors for the economic location that is the Heinsberg county. Successful businesses from various industries who describe their location as being at the "western tip". They emphasize the claim that Heinsberg county is not only the westernmost tip of Germany, but also offers tip-top conditions for businesses. They discuss the factors shaping their commercial activities at the local hubs as part of the WFG location advertising campaign – in a humorous manner typical of the people from that region. Because being tongue in cheek and not taking oneself too serious are traits even newcomers like to adopt. It makes the region endearing and liveable, creating a success-oriented, communicative and motivated atmosphere at businesses. Our local partners can sing you a song ... err, we mean ... tell you a story about this in the third edition of the "Best of the West" campaign.



### Infrastructure

### Connected to Europe - with our own solid foundation

In the heart of Europe. Do you recognize this phrase from the location marketing of many regions? If so, then you also know that not every region can rightly claim this. We believe that we can. People who live and work in Heinsberg county feel, think and act "European" since they can reach the cities of Aachen, Düsseldorf, Cologne, Mönchengladbach, Eindhoven, Genk, Liège, Maastricht or Roermond within an hour thanks to top-class transport connections. Heinsberg county takes advantage of its economically relevant infrastructure; for example, by providing business-friendly location development and support; or by providing intensive cooperation between science and research bodies of international standing for the companies in the county. The area also provides a great quality of life nestled between nature, culture and enjoyment - a location factor of utmost importance for contemporary lifestyles.





#### Traffic and more

# Benefit from the open borders: what once separated us, now offers great opportunities.

Borders used to be barriers in the past, but in a unified economic Europe they offer a great location advantage. Traffic infrastructure has overcome the former country borders and connects the county of Heinsberg perfectly to the neighboring economic areas in the Netherlands and Belgium.

In addition to the direct connection of the region via three crossing highways as well as the freeways A46, A44 and A61 to the Ruhr area and Rhine area, you can also take advantage of fast access to the Dutch (A2 Maastricht-Eindhoven) and Belgium (A2 Genk-Brussels) freeway network. This great situation will be further improved by bridging the gap of the A46 with the Dutch A2.

The inland ports in Born and Roermond on the Meuse are located just around the corner. The seaports of Antwerp and Rotterdam can be reached in less than two hours. Heinsberg county is located closer to Antwerp's port than any other German location and can therefore be referred to as the "real" hinterland of the sea port.

Three international passenger and freight airports in Düsseldorf, Cologne-Bonn and Brussels as well as the airports in Maastricht-Aachen, Liège and Eindhoven are close to Heinsberg county. They are international hubs used by tens of thousands of passengers daily.

Düsseldorf International is the closest of the airports and can be reached within 45 minutes. Smaller regional airports are available even closer to home and complement the transport options with special offers and discount air travel and provide take-off and landing space for business travelers using their own aircraft. In comparison to some metropolises, Heinsberg county has much better international air travel links.

On rail, Heinsberg county is connected to the neighboring metropolises and European rail traffic hubs via the Aachen - Mönchengladbach - Düsseldorf route.

### **Company location in Heinsberg county**

# Commercial and industrial sites: a wide variety of location options from green fields to attractive brownfield sites

The communities in Heinsberg county have done their commercial site homework. Planning efforts over recent years have created a development scale which encompasses 160 hectares of immediately available land. This means that the location not only provides a wide variety of plot sizes but also attractive prices between 13 to 50 Euro per square meter. The average price is 30 Euro per square meter and is significantly less than in the neighboring regions.



In addition to a large number of new sites, there have also been successful conversions of brownfield sites such as former mines, factories and military areas into attractive locations. A specific feature in North-Rhine-Westphalia is a special area in which a plot of more than a square kilometer in size can be made available for large scale projects.

### Commercial property just a click away – with an integrated search engine

WFG's regional property site offers you a direct overview of attractive locations, whether you are looking to build your own factory or need an immediately available property.

An option specifically for start-ups and young companies is one of the three business incubators in Heinsberg county, including the GSZH (internal link) Gründer- and Service-Zentrum Hückelhoven which offers start-up specific services, flexible space and lease offers and versatile synergy and cooperation opportunities.

The WFG can find - free of charge - a suitable property for your company within Heinsberg county. Please, talk to us.



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### **Quality of life**

# Intangible location qualities can become the winning argument for a location.

A large number of good and affordable plot sizes mean that the dream of your own home can come true. And in Heinsberg county, your dream home will be situated in a desirable location. You can do your shopping in out of town shopping centers or use the shopping streets in the town center. Why not join a club, visit museums, theaters or concerts.



Relax and dine out in a wide range of restaurants offering everything from Michelin star quality to good old fashioned home cooking. Or Join the annual <a href="Rhine-Meuse Food Festival">Rhine-Meuse Food Festival</a> set against the backdrop of Wassenberg's historic town centre. The Meuse-Schwalm-Nette nature park in the north and the "Selfkant" region in the far west of the county and the republic are turning the region more and more into a recreation area for locals and tourists.

Natural landscapes with lakes and forests offer great scope for sports and active recreation. Historic castles, fortresses, mansions and functioning wind and water mills are among the local landmarks. The Selfkant-Railway is one of the last narrow gauge museum railways. The Gangelt wildlife park, the well-established cycle network, attractive hiking routes, rafting on the Rur and four challenging golf courses complete the range of services available. Find out more about why Heinsberg county is a desirable place to live.

#### County

#### Because home is more than a house

Affordable, spacious living in the country. Outstanding range of kindergartens and all types of schools. Lively pub scene and specialty restaurants from Michelin star to asparagus specialties.

Diverse landscape with forests, lakes and river meadows. Surrounded by consistently changing cultural and leisure offerings, from symphonies to comedies. Museums, castles, fortresses, historic mills and many other sights. Heinsberg county is all that and more. Family friendly living and great career prospects: a winning combination.

Have we made you curious? Please join us on a virtual or real journey of discovery through Heinsberg county with the assistance of our partner, the <u>Heinsberg Tourism Service</u>.

#### Surrounding area

Oper in Düsseldorf... Thermen in Aachen... Pannekoeken in Maastricht Opera in Düsseldorf. Thermal baths in Aachen. Pancakes in Maastricht. In less than an hour, you can access the cultural and leisure activities in the neighboring cities of Germany, Belgium and the Netherlands. Business, science, culture, top sports, entertainment, leisure offers catering to all tastes. Enjoy the fact that you can find anything you desire for work or play within an hour's drive from Heinsberg.

Düsseldorf, Cologne, Mönchengladbach, Aachen, Liège, Genk, Maastricht, Roermond or Eindhoven – benefit from the proximity of those lively and innovative European conurbations directly on your doorstep. On your doorstep? Yes, of course. If you live and work in Heinsberg county, you can enjoy all the advantages of a "traffic jam free" zone. Thanks to clear roads, you can usually reach even further destinations much faster than driving from one side of a large city to the other side.



### **Numbers and facts**

**Heinsberg county: Area** 

Area	Heinsberg county		North-Rhine- Westphalia
	sqkm	%	%
Total	628	100	100
Settlement and traffic area	144	23.0	24.0
Agricultural area	404	64.3	44.7
Other free area	80	12.7	31.3

As of: December 31, 2012 Source: IT.NRW, Kommunalprofil Kreis Heinsberg

Heinsberg county: Population

Population	Heinsberg cou	Heinsberg county	
	Number	%	%
Total	254,430		
Female	128,798	50.6	50.9
18 to less than 65 years	161,110	63.3	63.8

As of: Decemeber 31, 2012 Source: IT.NRW, Kommunalprofil Kreis Heinsberg

**Heinsberg county: Employment** 

Hemsberg County. Employment			
Employees on site	Heinsberg c	Heinsberg county	
subject to social insurance			
	Number	%	%
Total	57,908	100	100
Agricultural, forestry, fishery	538	0.9	0.5
Manufacturing sector	18,154	31.3	29.3
Trade, catering/hospitality, traffic and warehousing	14,786	25.5	22.9
Other services	24,420	42.2	47.3

As of: December 31, 2012 Source: IT.NRW, Kommunalprofil Kreis Heinsberg

**Heinsberg county: Commuters** 

Commuting into the region	19,295
(beyond county border)	
Commuting out of the region	45,462
(beyond county border)	
Commuter	30,633
(within county border)	

As of June 30, 2011 Source: IT.NRW

**Heinsberg county: Unemployment** 

Unemployment	Rate
Heinsberg county	7.5
North-Rhine-Westphalia	8.6

As of: January 2014, Source: Bundesagentur für Arbeit 2014

Land cost for commercial property

Weighted average cost	€/sqm (net)
Heinsberg county	30
Aachen region	42

Source: Gewerbeflächenmonitoring AGIT 2013



Heinsberg county: Retail purchasing power

Retail purchasing power	in €/inhabitant	Index*
Heinsberg county	4,971	91.8
North-Rhine-Westphalia	5,454	100.8

Source: GFK Marktforschung GmbH, 2009-2012

**Heinsberg county: GDP** 

GDP	in €/inhabitant	in €/employed
Heinsberg county	18,300	51,300
North-Rhine-Westphalia	29,200	60,200

As of: 2009, Source: INKAR 2012, IT.NRW

### **About this site:**

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<sup>\*</sup> Index value refers to German national average (=100).