

# Annual Report

## Lake County Partners 2008 Annual Report

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## Message from the President...

Anyone paying attention to the news over the past year will recognize that it has been tumultuous, to say the least. The fragile national economy struggled through a recession and the political climate in Illinois continued to perplex most observers.

Lake County is not immune to the impacts, but business continued uninterrupted here at Lake County Partners and that's because of our investors. Because of their commitment to economic development, 2008 was a very proactive year and you'll see that throughout this annual report.

Despite the economy, 2008 proved to be a banner year for site location requests, SBA 504 loans, and projects utilizing industrial revenue bond financing. Our staff worked cooperatively with Lake County's communities to determine their real estate assets and to market them. We launched task forces focused on healthcare workforce, regional marketing activities, getting sites ready for high quality development, and working collaboratively with state and local officials to ensure that our economic development agendas are aligned. We launched a very successful business visitation program to understand corporate needs and assist in working on solutions. We also expanded our advocacy agenda through our sister organization, the Lake County Transportation Alliance (LCTA) to include emphasis on business taxes and school funding reform.

We're proud of our achievements and look forward to more success in 2009. Lake County is an attractive location that continues to foster corporate growth, entrepreneurship, and innovation. Our local governments and school districts exercise prudent financial management while providing superlative services. Most importantly, our proactive business leaders, government officials and educators work in partnership to develop solutions for needs when they are identified.

As Lake County Partners' Interim President, I'm pleased to present the **2008 Annual Report** for your review. Lake County Partners is here to serve your interests, now and in the future. Together, we can improve and enhance the business climate and quality of life in Lake County.

Sincerely,

A handwritten signature in black ink that reads "Frank Brisbois".

**Frank Brisbois,  
Interim President  
Lake County Partners**

## Summary of 2008 Accomplishments

### Business Retention & Expansion

#### *Goal: Conduct target industry visitation program to identify opportunities and threats*

Between January 2008 and December 2008 staff completed 162 interviews with businesses representing almost 60,000 employees. In many cases, municipal representatives and staff from assorted agencies also participated in these calls.

Using Synchronist<sup>®</sup> Questionnaires and software we are able to ascertain regional strengths and weaknesses as reported by respondents and provide assistance where needed.

In order to respond to business needs identified during interviews, Lake County Partners developed a Business Resource Team that consists of the following partners: the Illinois Department of Commerce and Economic Opportunity, the Illinois Small Business Development Center, the College of Lake County, University Center of Lake County, the Job Center of Lake County, Lake County Public Works, Lake County Department of Planning, Lake County Stormwater Management Commission, Lake County Division of Transportation, ComEd, NICOR, Peoples Gas, North Shore Sanitary District, TMA of Lake Cook, Pace Suburban Bus, Metra, the US-DOC Trade Adjustment Assistance Program and Export Assistance Center, municipal economic development/planning/administrative staff from Lake County's 52 communities, the Chicago Metropolitan Agency for Planning (CMAP), the Lake County Convention and Visitors Bureau, the Lake County Center for Independent Living, several chambers of commerce and the Metropolitan Economic Growth Alliance (MEGA).

#### What is Synchronist<sup>®</sup> ?

Synchronist<sup>®</sup> is a software tool and interview system that communities throughout the country use to gather intelligence about their existing companies.

Use of the survey instrument allows us to analyze confidential company data to identify strengths/weaknesses and barriers to business growth. It serves as an "early warning system" where intervention can be taken to assist in expansion or to stave off relocation threats.

The system was developed by Blane, Canada, Ltd., a national leader in economic development marketing and business retention strategies.

Use of the system is made possible by the generous support of LCP investor, ComEd.

*2008 Synchronist® Summary of Results*

**Total Number of Companies Surveyed: 162**

**Number of Employees: 58,038**

**Company Demographics**

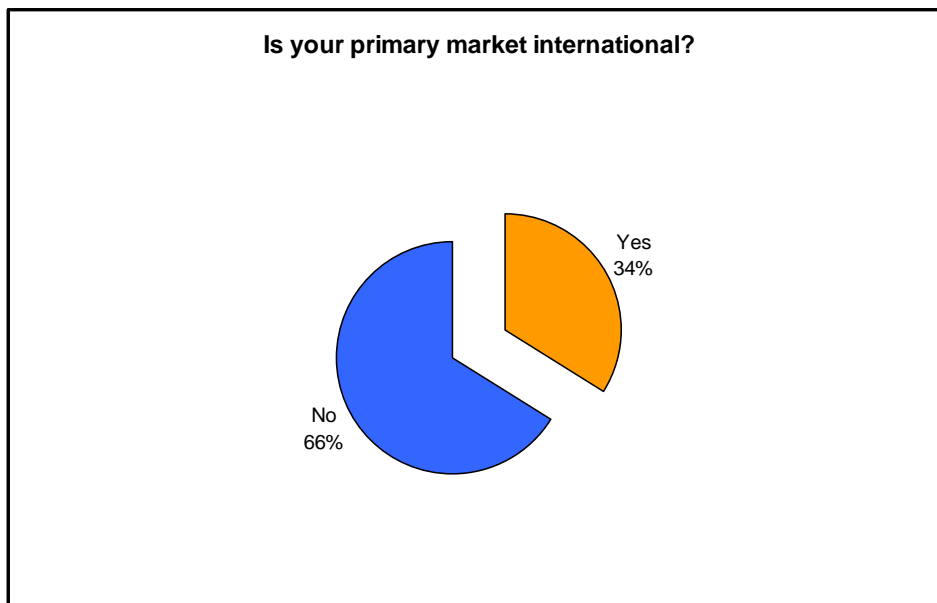
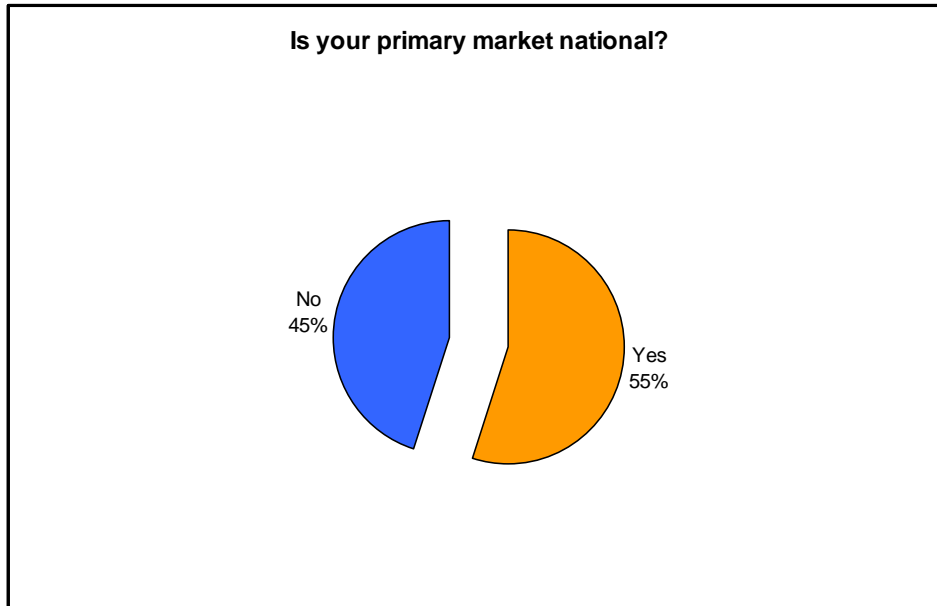
<b>Business Sector</b>	<b>#</b>	<b>% of Total Number</b>
Advanced Manufacturing	65	40%
Consumer Goods	5	3%
Consumer Services	1	1%
Durable Goods	1	1%
Finance/Insurance/Real Estate	8	5%
Healthcare/Pharmaceuticals	19	12%
High End Business Services	26	16%
Industrial Goods	15	9%
Retail	6	4%
Technology/Information	8	5%
Telecommunications	1	1%
Transportation	5	3%

<b>Type of Facility</b>	
Headquarters	90
Division	18
Office Operation	64
Branch Plant	14
Distribution	29
Manufacturing Plant	58

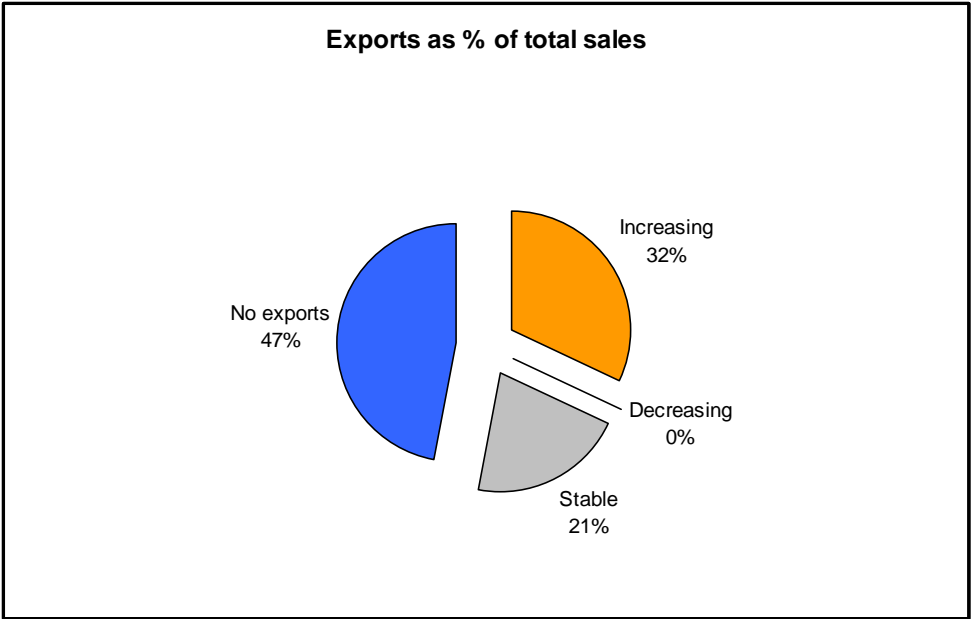
The companies surveyed by LCP staff included a mix of sector types. “Advanced Manufacturing” companies made up 40% of respondents. Other categories with significant

presences include “High End Business Services” representing 16% of respondents and “Healthcare/Pharmaceuticals” with 12% of respondents.

### Markets

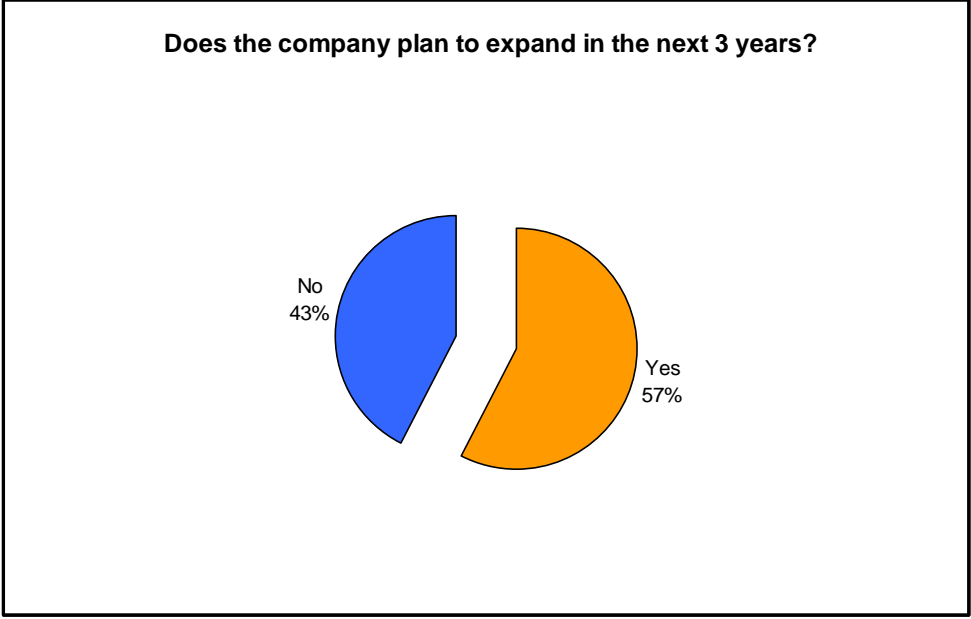


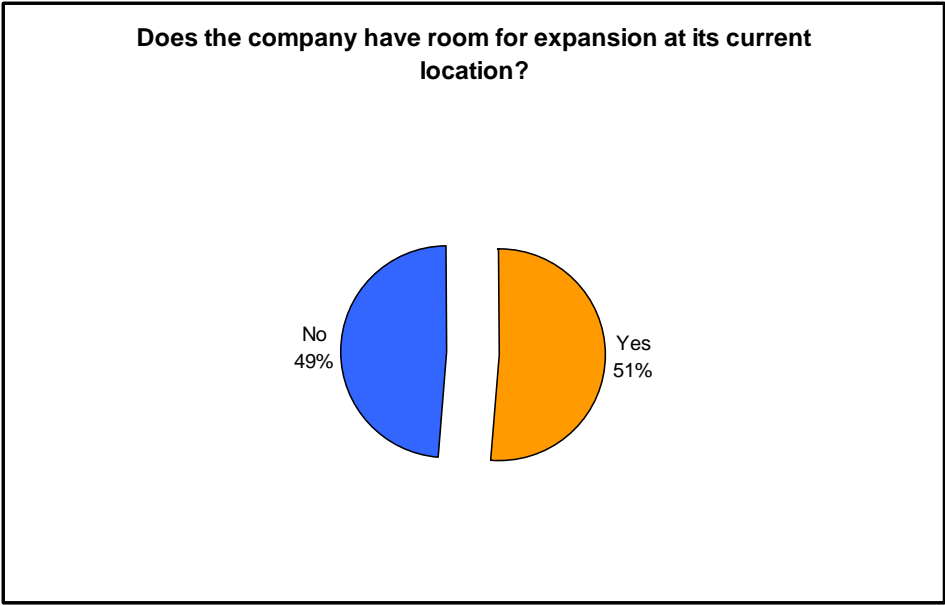
A full 89% of respondents indicated that their companies primary markets were national or international in scope. This includes 34% who indicated that their primary focus was on international markets. The rest of the 11% not covered here indicated that their primary focus was on selling products and services locally or on a regional basis.



A full 47% of the respondents interviewed by staff in 2008 reported that they did not have export sales and did not export products/services. Another 21% reported stable export sales and 32% reported increasing export sales.

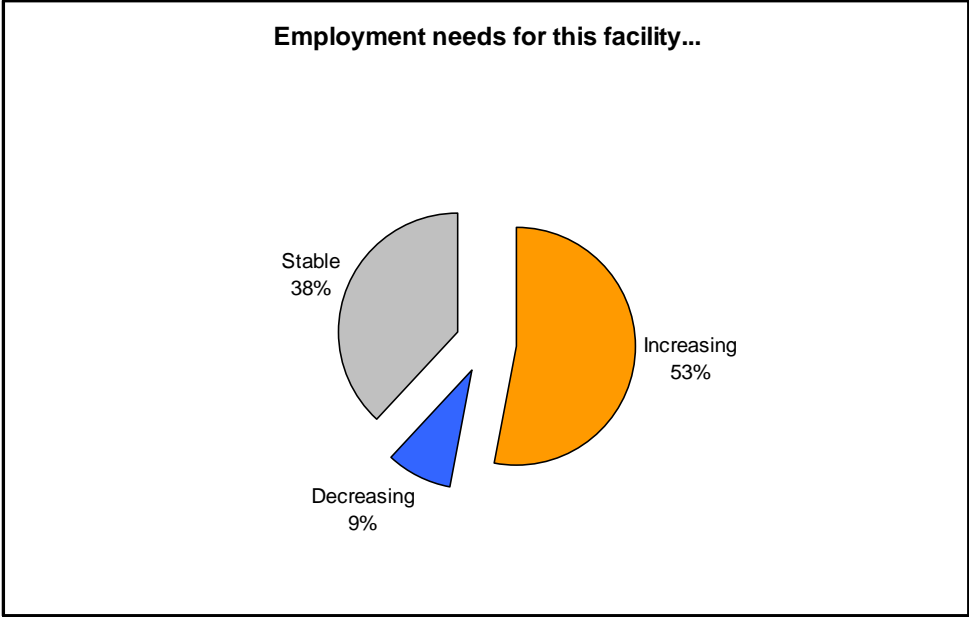
**Growth Plans**



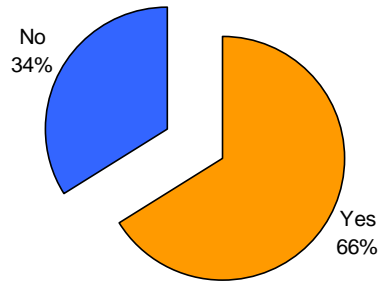


Despite the fact that the current recession began in December 2007, 66% of surveyed companies reported that they had plans to expand within the next three years. This represents an opportunity for Lake County to grow its employment base through its existing corporate mix. However, 49% of respondents indicated that they did not have room for planned expansions at their current locations.

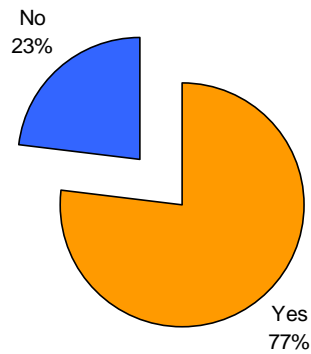
**Workforce Issues**



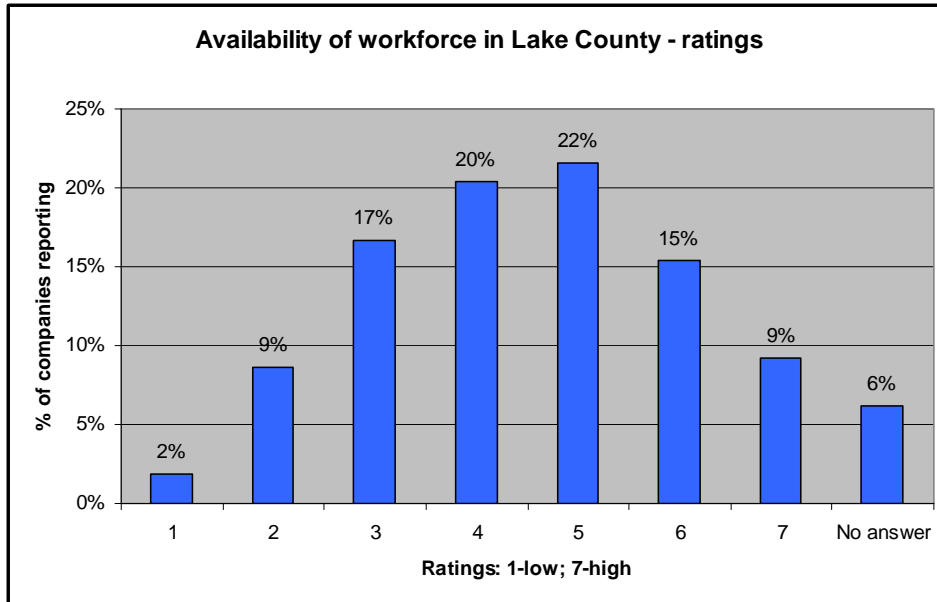
**Is company experiencing recruiting problems?**



**Do you anticipate significant changes in workforce?**

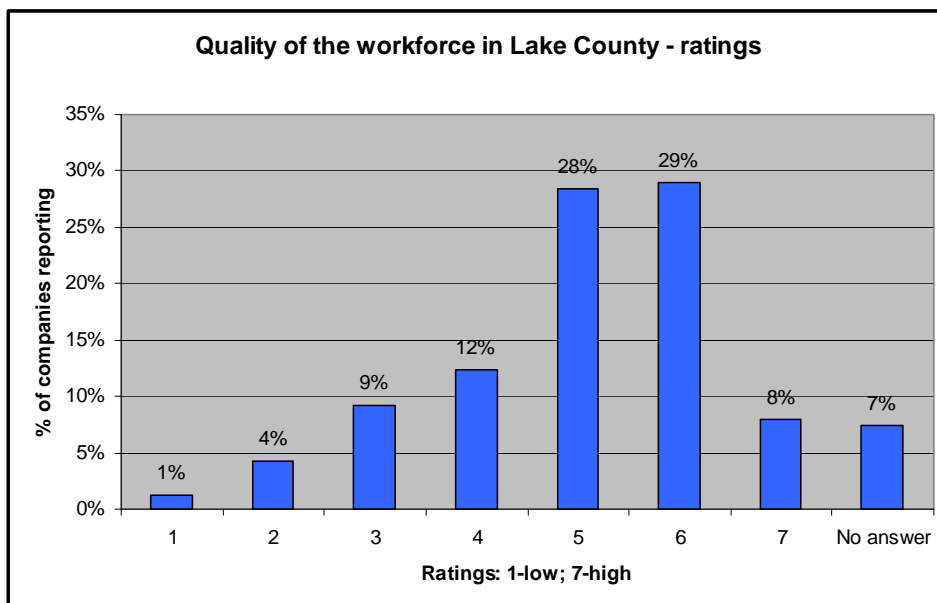


Of the companies surveyed in 2008, 53% reported that employment needs for their Lake County location would be increasing. However, 107 of 162 Companies or 66% have reported workforce recruiting problems. Of those companies, over 50 have reported difficulty in recruiting skilled management, marketing/sales, scientific and technical employees.

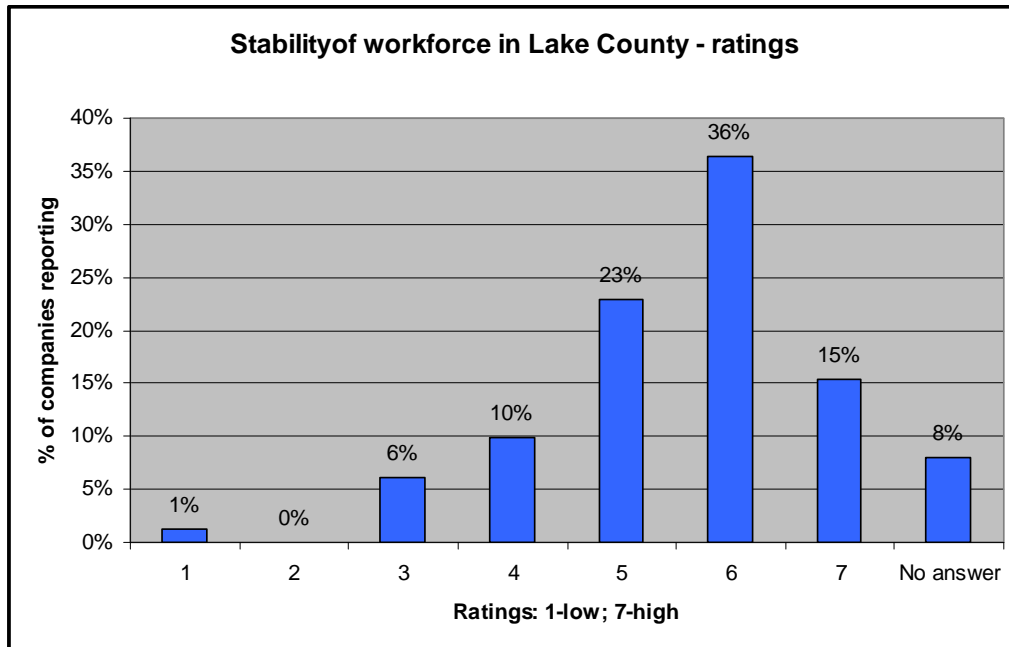


The recruitment issue is generally reflected in the availability of workforce. The highest number of respondents reported that the availability of workforce in Lake County fell in the “satisfactory” range (3 to 5). Approximately 24% indicated high ratings for the availability of workers and 11% gave low ratings.

Lake County is located in a regional market and residents work from Chicago to Milwaukee. Lake County companies are competing with companies throughout the region for a smaller share of the total population that has the skills that are in demand.



Generally speaking, respondents gave the quality of Lake County’s workforce above average ratings, with the highest number of respondents giving the local workforce a rating of 6 out a possible 7 points.



One of the benefits in doing business in Lake County is the stability of the local workforce. Approximately 51% of respondents gave the stability of the workforce high marks (6 or 7). The stability reflects employee satisfaction with the local corporate environments and importance that local companies have placed on retaining employees.

Workforce resources are critical economic development and business considerations. As an organization, we need to work with employers to impact identified barriers to recruiting and retaining employees. Among the barriers identified in the interviews the perceived lack of attainable housing near employment sites, the lack of public transit options, increasing traffic congestion on county roads and the mismatch between what post-secondary institutions are training students for and what the business community needs.

### Ratings

The following chart quantifies interview responses with respect to the quality of utilities as perceived by survey respondents. Specifically, the chart indicates the percentage of

respondents ranking utility services as low (1) through high (7). The far right hand column is the average ranking of all respondents relative to a specific category.

<b>Utility services and satisfaction report</b>									
<b>1-low, 4-satisfactory, 7-high</b>									
<b>Utility</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>6</b>	<b>6</b>	<b>7</b>	<b>NA</b>	<b>AVG.</b>
Water	<1%	<1%	2%	14%	21%	21%	23%	15%	5.6
Sewer	1%	1%	2%	15%	19%	24%	21%	16%	5.5
Natural Gas	0%	1%	3%	16%	24%	20%	17%	19%	5.4
<b>Utility</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>6</b>	<b>6</b>	<b>7</b>	<b>NA</b>	<b>AVG.</b>
Electric	<1%	5%	10%	22%	21%	17%	11%	12%	4.7
Telecom (voice)	<1%	0%	5%	20%	24%	23%	13%	15%	5.2
Cellular services	0%	2%	7%	19%	30%	21%	8%	14%	5
Internet access	<1%	2%	2%	15%	26%	29%	13%	14%	5.3
Internet speed	<1%	1%	2%	15%	27%	27%	13%	15%	5.4

Overall, respondents indicated that they were generally satisfied with utility services in Lake County. However, several respondents noted that they had to contend with a number of power outages that affected their operations.

The following chart quantifies interview responses with respect to the quality of public services (including local government, infrastructure and educational resources) as perceived by survey respondents. Specifically, the chart indicates the percentage of respondents ranking public services as low (1) through high (7). The far right hand column is the average ranking of all respondents relative to a specific category.

Public Services									
1-low, 4-satisfactory, 7-high									
Service	1	2	3	4	5	6	7	NA	AVG.
Police Protection	0%	<1%	<1%	4%	14%	35%	35%	10%	6.11
Fire Protection	.61%	0%	0%	2%	10%	32%	43%	12%	6.31
Ambulance/ Paramedic	<1%	0%	<1%	2%	9%	30%	30%	28%	6.16
Health Care Services	1%	2%	3%	6%	25%	31%	19%	14%	5.54
Child care	<1%	3%	3%	7%	2%	11%	4%	69%	4.78
Schools (K-12)	0%	1%	1%	13%	4%	28%	18%	35%	5.69
Community College	<1%	2%	4%	7%	16%	27%	12%	31%	5.42
Colleges & Universities	0%	1%	2%	7%	17%	23%	12%	38%	5.54
Public Transportation	18%	20%	14%	12%	9%	10%	2%	16%	3.14
Traffic Control	13%	17%	23%	13%	19%	6%	.61%	9%	3.31
Local Streets and Roads	6%	15%	17%	18%	23%	13%	1%	7%	3.86
Highways	7%	14%	16%	18%	23%	15%	1%	7%	3.92
Airline Passenger Service	1%	5%	6%	17%	21%	29%	6%	15%	4.94
Air Cargo Services	0%	1%	<1%	5%	18%	17%	6%	53%	5.40
Trucking	0%	<1%	3%	5%	18%	26%	7%	39%	5.39
Property Tax Assessment	3%	4%	10%	22%	19%	7%	1%	34%	4.13

Public Services									
1-low, 4-satisfactory, 7-high									
Service	1	2	3	4	5	6	7	NA	AVG.
Zoning Changes and Building Permits	4%	3%	7%	13%	15%	13%	7%	37%	4.55
Regulatory Enforcement	2%	3%	3%	12%	26%	17%	6%	32%	4.86
Community Planning	1%	2%	5%	11%	19%	13%	1%	48%	4.69
Community Services	0%	<1%	2%	10%	33%	22%	4%	29%	5.19
Chambers of Commerce	<1%	0%	2%	5%	15%	13%	2%	63%	5.16
Economic Development	1%	1%	0%	9%	8%	10%	6%	65%	5.23

Companies identified transportation and regulatory issues as areas of primary concern. The lowest ranking public service was “Public Transportation” followed by “Traffic Control”, “Local Streets and Roads”, and “Highways”. These results reflect the consistent identification of transportation as the number one issue impacting businesses in Lake County.

Regulatory indicators such as “Property Tax Assessments”, “Zoning Changes & Building Permits”, “Community Planning” and “Regulatory Enforcement” scored, on average, above 4 indicating general satisfaction.

**Outcomes:**

- In order to assist companies with the issues identified in the surveys, LCP developed a Business Resource Team consisting of municipal and county representatives, utilities, regulatory agency staff and educational and workforce training personnel. In 2008, LCP staff made 79 referrals to Business Resource Team members and they are working with our Business Resource Team partners to improve communications and the completion rate on referrals.

- Since establishing LCP's Business Resource Team to assist us in meeting the needs of existing companies, we have been accessing this network to develop solutions to business attraction issues as well.
- 2008 represents the first full year of the business visitation program and the utilization of the Synchronist<sup>®</sup> Survey to track business needs in the community. The 2008 results will represent an initial baseline against which we can measure future results and track trends.

### ***Goal: Manage Business Retention Projects***

Lake County Partners continues to focus on business retention efforts throughout Lake County. A number of projects arose in 2008 that required our intervention:

**Project #1:** Lake County Partners worked with an existing Lake County company looking at consolidating locations. Through LCP efforts, we were able to retain 330 manufacturing and 120 corporate jobs in Lake County. However, 75 warehouse/distribution and customer support jobs were relocated to more inexpensive site alternative out of state.

**Project #2:** Lake County Partners staff began work in 2008 with a national pharmaceuticals company looking to expand and hire 400 new employees and maintain an existing workforce of 800. This project is on-going.

**Project #3:** Lake County Partners worked with an existing manufacturer to keep them from relocating outside of the county. Unfortunately, the issue came down to incentives and Lake County was unable to compete: 410 jobs lost.

**Project #4:** Lake County Partners worked with a local manufacturer to keep its headquarters in Lake County. Almost 400 corporate headquarters job remained in Lake County, but a comparable number of manufacturing/warehouse/distribution jobs were lost due to the downturn in the economy.

**Project #5:** Staff worked with an office products company on developing a sales tax agreement with a local community to retain 60 jobs and keep them in 130,000 sq. ft. of space. Company put project on hold.

**Project #6:** Lake County Partners worked with a local distributor looking to consolidate sites. Staff provided the company with a number of sites and the company selected one in Lake County.

**Project #7:** Lake County Partners began working with a local healthcare company that was looking to for a local site to build a new corporate headquarters facility on. The company currently employs 50 and is looking to expand to 100 in the next five years. Because of the economic conditions, the company decided to hold off on expansion/relocation plans.

***Goal: Deliver integrated economic development services***

LCP staff worked extensively with the Lake County Job Center, the Lake County Workforce Development Department, local schools and other training providers to integrate economic development and workforce development goals during 2008:

- LCP convened quarterly meetings with Lake County WIB Executive Committee to coordinate LCP's Business Calls with the Lake County Workforce Development Department's Business Service Team's outbound call program. Redrafted Synchronist On-Site Visit Form to include training and workforce questions that will assist the BST in their understanding of business' training/education needs.
- Initiated work with the Business Service Team staff to develop an incentive calculator to market available job training programs and/or job creation tax credits as a component of our overall incentive package.

***Lake County Partners' Regional Project Assessment System - Lake County's own economic impact analysis software***

LCP staff conducted the following five custom economic impact analysis reports for clients in 2008:

- A study was completed for a utility company looking to understand the economic impact of its employment on the Northeastern Illinois market.
- Staff analyzed the proposed impacts of a hotel and retail development for a member community. The information was used to further discussions with state officials to garner support.
- LCP help a local company show its host community that while the sales tax generated by the company was minimal, the impact of its employees on the community was substantial.
- LCP completed a report for a client looking at developing a 700 acre business park in Lake County. The report provided solid evidence and justification for community support of the project.
- A report was developed for a local university that was interested in knowing the economic impact of its presence on its host community and Lake County, as well as the impact of the university's student spending on the local economy.
- LCP staff assisted a company analyze the impacts of its low growth and high growth employment projections for a local community working to attract the business.

- LCP staff participated in monthly Lake County Workforce Board Marketing and Employer Linkages Committee meetings in an effort to market local workforce programs to employers.
- LCP staff participated in monthly College of Lake County Workforce Related Entities' Team Meetings where workforce organizations share information on Lake County business needs and contacts for private sector clients.

## Business Attraction

*Goal: Continuously improve LCP's ability to impact business decisions to locate in Lake County*

Lake County Partners is constantly working attraction projects. However, we do get official **RFIs** – **requests for information** through official sources such as the Illinois Department of Commerce and Economic Opportunity (DCEO), site selection consultants and national real estate companies, and corporate real estate personnel that require formal responses. Responses to RFIs include reams of information such as site information, topography, environmental features, zoning information, local demographics, incentive programs and information regarding the local business community.

In 2008, we received fifteen RFIs. These fifteen projects represented the potential for 5,380,000 sq. ft. of industrial or office space construction or absorption, over 4,065 jobs, and \$2.37 billion in capital investment for Lake County. After careful review, Lake County Partners decided not to pursue two of the projects due to incompatibility of use in the local market or the right sites to match the client's established location criteria could not be had. Of the fourteen remaining projects, four remain active:

### **RFI #1 – active**

Lake County Partners submitted Zion's Trumpet Park for this project sent to us from the Illinois DCEO. In addition, Libertyville also separately submitted Mallory Park for this project. The manufacturer is in the automotive industry, specifically the electric motor area. The client requested an existing facility (preferably) of 400,000 sq. ft. on 50 acres. The potential number of jobs was estimated to be 700 and the potential capital investment included \$50 million in real estate and \$30 million in equipment.

### **RFI #2 – active**

Lake County Partners submitted Waukegan's Johns Manville property for consideration by this manufacturer, also in high-tech sector of the automotive industry. The company requested a

facility of 450,000 sq. ft. and approximately 300 acres. The potential number of jobs is estimated at 2,000 and the potential investment is projected to be \$350 million.

### **RFI #3 – active**

This client is a manufacturer with a large distribution component, looking for a 500,000 sq. ft. building and a 60 acre minimum. The client indicated that they might be interested in adding 1 million sq. ft. in new construction. The potential job estimate for this project is 500.

Lake County Partners submitted three sites in three different communities to DCEO. These include: Mallory in Libertyville, Trumpet Park in Zion, and Antioch Corporate Center in Antioch. This project is still live.

### **RFI #4 - active**

The client is a manufacturer in the life sciences or bio-pharmaceutical industries, planning to build a 190,000 sq. ft. facility with a 60 – 90 ft. ceiling heights on 20 – 60 acres. The client plans to employ 450 people at the facility. The total capital investment is estimated at \$400 million.

Lake County Partners submitted four sites to Deloitte Consulting for this RFI: IDI's Antioch Corporate Center, the Alter Group's Cornerstone Park in Grayslake, CenterPoint's McGaw Park in Waukegan, and CenterPoint's Gateway Park in Wadsworth. The proposals were submitted on June 23, 2008.

### **RFI #5 - active**

The client is a manufacturer in life science or bio-pharmaceutical manufacturing, planning two manufacturing facilities. The two facilities could be located at the same site, in the same region, or in separate locations depending on site availabilities, regional resources, and client specific needs. If located separately, Operation 1 would be a 400,000 sq. ft. building on 60 acres, employing up to 1,000 people with an investment of nearly \$700 million. Operation 2 would be a 200,000 sq. ft. building on 60 acres, employing over 500 people with an investment of over \$300 million. If located at the same site or in the same region then total headcounts, investments, and specifications would probably change, due to the potential for shared resources between the two facilities.

Lake County Partners submitted three sites to Deloitte Consulting for this project proposal: IDI's Antioch Corporate Center, Alter's Cornerstone Park in Grayslake, and CenterPoint's Gateway Park in Wadsworth. The proposals were submitted on June 16, 2008.

### **RFI #6 – eliminated 9/08**

This client was a domestic manufacturer of consumer products, looking for a stand-alone building for manufacturing, distribution, research and development space and class A office space. The facility would have been the new headquarters for the company, which was restructuring and moving from elsewhere in the country. Initially, the client needed a facility with 115,000 sq. ft. and acreage of 15-20 acres for expansion purposes. Lake County Partners submitted 8 sites.

Illinois DCEO notified us that we were out of the running on 10/13/09 – company decided to focus on sites west of Chicago metro area.

### **RFI #7 – eliminated 8/08**

The client is a heavy manufacturing operation of mono and multi-silicon wafers for the solar industry. The company proposes to build a 1.8 million sq. ft. facility on 60 acres (proportions are tight, but that is the information given to us). The client plans to invest (Euro) 440 million, hiring 1,100 employees. This would be the client's first location in the United States, with four facilities in Europe.

Lake County Partners submitted two sites to the Illinois DCEO for this RFI: IDI 's Antioch Corporate Center and to the Mallory Industrial Park Campus in Libertyville. The proposals were submitted on August 12, 2008.

The Illinois DCEO reported that the consultant never responded regarding submissions.

### **RFI #8 – eliminated 9/08**

Client was a heavy manufacturing operation in the solar industry. The company was planning to construct a 650,000 sq. ft. building on 60 -80 acres. It would have employed approximately 320 workers and resulted in an investment of \$1 billion in capital improvements by 2013. Plans called for the site to include a manufacturing facility, laboratory, offices, staging and storage area for raw materials, and a port / rail siding and loading area. About 75% of the 320 jobs would be in production, with the rest in management, engineering, and technical support.

Lake County Partners submitted one site to the Illinois DCEO for this project, Panattoni's Trumpet Park in Zion. The proposal was submitted on 7/24/08.

### **RFI # 9 – no sites submitted**

RFI #9 was a client looking to construct a sports/recreation complex on a parcel of at least 100 acres. The proposed project would result in 320 new jobs (120 full-time and 200 part-time). After review of sites in Lake County and discussions with a few communities about this

proposal, it was determined that there were no parcels that would fit this use. Therefore, no sites were submitted.

#### **RFI #10 – no sites submitted**

The client, a food processor, requested information regarding existing buildings that may have previously housed food processing companies. The client's needs included a facility that could accommodate refrigeration and freezers, have at least 75,000 sq. ft with expansion space up to 500,000 sq. ft. The client was willing to look at greenfield sites of 20 – 30 acres. Unfortunately we could not find an existing building that met their specifications. Additionally, no greenfield sites were submitted because of the unusually high water and wastewater requirements and the requirement for a rail siding.

#### **RFI #11 – eliminated 6/08**

The client was an engine manufacturer seeking a site among Illinois and six other Midwestern states. The company was seeking 40 - 80 acres to initially construct a 650,000 sq. ft. production and assembly facility. The planned investment was in excess of \$100 million with an estimated 120 jobs. The company had a very high electric demand of 30-80 megawatts, and a very quick turnaround – they wanted to break ground by early 2009.

Lake County Partners submitted one site to the Illinois DCEO for this RFI, Panattoni's Trumpet Park in Zion. The proposal was submitted on 5/23/08. Illinois was eliminated, most likely due to a revision of the company's logistics analysis.

#### **RFI #12 – eliminated 5/08**

Lake County Partners was contacted by a client who represented a Fortune 500 company seeking a build-to-suit site for a distribution facility with a size range of 400,000 to 500,000 sq. ft. Lake County Partners submitted sites located in Antioch and Zion for consideration by the client.

#### **RFI #13 - eliminated 3/08**

Client was a manufacturer seeking 160,000 sq. ft. building. New employment was estimated to be 75 with a capital investment of \$15 million. Lake County Partners submitted sites at Trumpet Park and Antioch Corporate Center. After submittal, IL DCEO reported that Northeast Illinois was eliminated from consultant's consideration.

### **RFI #14 –eliminated 2/08**

A food processing manufacturer requested assistance with finding a food processing plant – seeking 20 acres, 160,000 sq. ft. building, 25 new jobs.

No buildings were submitted for this project because the client needed a facility that had Food & Drug Administration certification already in place.

### **RFI #15– eliminated 1/08**

Lake County Partners was contacted by a consultant representing a data center. The client was looking for 75 – 90 acres on which to construct a 300,000 sq. ft. facility that would have 15 – 20 jobs.

Lake County was eliminated from consideration due to the high cost of land in this market.

*In addition to the projects listed above, Lake County Partners staff worked on **24 separate site selection projects during 2008**. These projects came directly to Lake County Partners through local and regional real estate brokers/developers, corporate real estate personnel or through a general inquiry to our website but did not require a formal RFI response.*

*Lake County Partners staff also fielded and responded to **76 requests** for data (demographics, marketing information, business lists, real estate data).*

### **Trade Shows**

LCP staff pursued a number of opportunities to market Lake County as a business location networked with company leaders in their target industries and multipliers through their participation in target industry and related associations. Event Participation for 2008 included:

#### **CoreNet Global Conference, San Diego, CA: May 4 – 7, 2008**

CoreNet Global is the world’s leading professional association for corporate real estate and workplace executives serving leading multinational companies from the Fortune and Global 1000 companies. LCP staff attended the global conference to meet with site selectors representing companies looking for new locations and with corporate real estate personnel who are responsible for real estate assets.

**Illinois Development Council: Site Selectors Networking Event, Chicago, IL: June 19, 2008**

LCP was a primary sponsor for this site selection event organized by the Illinois Development Council held at a Chicago White Sox Game. As a sponsor, LCP was given the opportunity to address 20 site selection consultants and real estate professionals active in the regional and national markets.

**Biotechnology Industry Organization (BIO) Conference, San Diego, CA: June 17 – 20, 2008**

The Biotechnology Industry Organization BIO is the world's largest biotechnology organization, providing advocacy, business development and communications services for more than 1,200 members worldwide. This year's conference was held in San Diego, CA.

**National Manufacturing Week Trade Show & Expo, Rosemont, IL: Sept. 23 – 25, 2008**

LCP staff attended the conference and provided staffing for the State of Illinois' information booth. The event is used as a way to touch base with Lake County's existing manufacturing companies and to present Lake County to attendees that may be looking at relocation options.

**International Council of Shopping Centers (ICSC)- Chicago Deal Making Event, Chicago, IL: Oct. 23 – 24, 2008**

LCP staff attended two International Council of Shopping Center (ICSC) events in 2008 and hosted a booth at its two-day conference in Chicago called the October 2008 ICSC Chicago Deal Making Event where LCP provided booth space and collaborative marketing opportunities for 11 Lake County Communities interested in pursuing retail development. Pre and post 2007 event meetings resulted in jointly coordinating format for booth displays and marketing materials and the incorporation of client meeting space into the booth layout which resulted in 25+ retail leads that communities are pursuing to close.

***Goal: Develop LCP website as the go-to information gateway for prospective Lake County businesses and site selectors***

In 2008, LCP undertook the comprehensive redesign and update of its website to improve its functionality, refresh data and improve branding. Updated information included county-level demographic data; workforce, business and incentive program data. LCP also included an online, searchable investor's directory to market investors to the general public. First-cut industry profiles are included on the website.

LCP staff also continues to manage the Lake County Transportation Alliance website ([www.lcta1.com](http://www.lcta1.com)) and the Route 120 Corridor Planning Council's website ([www.120now.com](http://www.120now.com)). This includes content management and design.

## Financial Services – SBA 504 Loans and Industrial Revenue Bonds

Lake County Partners is a **Certified Development Company** designated by the U.S. Small Business Administration to assist companies from application to funding for SBA 504 loans. These loans are designed for long term fixed assets such as land, buildings, machinery and equipment. The SBA portion has a low fixed rate for up to 20 years. The loan can also be used to finance your soft costs including accountant fees, title insurance and attorney's closing fees. The SBA 504 loan is an invaluable tool for helping existing local companies expand and to assist new companies exploring locations in the Lake County Market.

### *SBA 504 Loan Program 2008*

<i>Funded 2008</i>	<i>Location</i>	<i>Total Project</i>	<i>SBA Portion</i>	<i>Bank Portion</i>	<i>Jobs Retained</i>	<i>Jobs Created</i>
<i>Nonprofit school facility</i>	<i>Libertyville</i>	<i>\$1,450,000</i>	<i>\$580,000</i>	<i>\$725,000</i>	<i>13</i>	<i>2</i>
<i>Manufacturing company</i>	<i>Waukegan</i>	<i>\$1,795,000</i>	<i>\$718,000</i>	<i>\$897,500</i>	<i>8</i>	<i>21</i>
<i>Sub-total</i>		<i>\$3,245,000</i>	<i>\$1,298,000</i>	<i>\$1,622,500</i>	<i>21</i>	<i>12</i>
<i>Approved 2008</i>						
<i>Medical clinic</i>	<i>Vernon Hills</i>	<i>\$540,000</i>	<i>\$189,000</i>	<i>\$270,000</i>	<i>2</i>	<i>2</i>
<i>Car wash</i>	<i>Antioch</i>	<i>\$2,075,000</i>	<i>\$622,500</i>	<i>\$1,037,500</i>	<i>0</i>	<i>10</i>
<i>Retail distributor</i>	<i>Gurnee</i>	<i>\$480,000</i>	<i>\$192,000</i>	<i>\$240,000</i>	<i>6</i>	<i>3</i>
<i>Sub-total</i>		<i>\$3,095,000</i>	<i>\$1,003,500</i>	<i>\$1,547,500</i>	<i>8</i>	<i>13</i>
<i>Total</i>		<i>\$6,340,000</i>	<i>\$2,301,500</i>	<i>\$3,170,000</i>	<i>29</i>	<i>25</i>

## ***Industrial Revenue Bond Financing Program 2008***

- Brookhaven Apartments, Gurnee, IL: An \$18.3 million private activity bond, in combination with housing tax credit equity, was used to acquire and renovate the Brookhaven Apartment Complex, a 181 unit multi-family development. This complex was constructed in the 1980s and the project entailed a significant upgrade/modernization of the buildings.
- Whispering Oaks Apartments, Waukegan, IL: Working with the Buffalo Grove Private Activity Bond Clearinghouse and the Lake County Board, Lake County Partners was able to assist with a \$26 million private activity bond, in combination with \$20 million in housing tax credit equity, was used to acquire and renovate the 405 unit affordable housing complex
- Kenall Manufacturing, Gurnee, IL: Lake County Partners was able to assist with \$1.4 million in bond financing that was used to leverage another \$4.2 million through the Illinois Finance Authority to fund a \$5.6 million expansion that added an additional 20,000 sq. ft of manufacturing/warehouse/distribution space to the company's existing 110,000 sq. ft. facility in Gurnee. Funds were also used to acquire new machinery and equipment. As a result of the expansion, 30 new manufacturing jobs were created. Before the expansion the company employed 172 full time workers and 80 contract workers.

## **Regional Competitiveness**

***Goal: In cooperation with LCP's affiliated strategic partner, Lake County Transportation Alliance (LCTA), lead efforts to improve and update highway and transit systems***

LCP through its sister corporation, LCTA:

- Advocated on behalf of HB 656, which amended the RTA Act with the following items:
  - A half of a percent sales tax increase to fund transportation projects: ¼% for enhanced/expanded PACE/METRA Operations; ¼% for local empowerment fund that Lake County allocated 100% to local road projects; will use bonding authority to leverage sales tax revenues, state and local participation.
  - Increased county representation on RTA and METRA boards.
  - Created new grant programs to facilitate planning/development of paratransit service vs. fixed service.

- Hosted *“Case for Capital” Transportation Forum* to create awareness about:
  - The uses and sources of Illinois capital for transportation
  - The risks to federal funding for Illinois transportation projects resulting from not passing a State Capital Bill.
  - Lake County’s consensus transportation agenda for state add-lane and transit projects.
  - National needs for transportation improvement and expansion.
  - Public-private partnership financing opportunities for transportation improvements.
  - Applying paratransit dial-a-ride service to employees.
- Expanded LCTA’s “Legislative Update” newsletter to bi-weekly publication.
- Enhanced LCTA website to broadcast “calls to action” to investors, elected officials, strategic partners and targeted companies on urgent issues.
- Developed a legislative “bill tracker” to keep LCTA/LCP investors up to date on issues before the legislature that impact transportation and other economic development issues.
- LCTA chair, president supplied testimony on Illinois Works budget proposal.

Additionally, LCP staff has completed the following tasks during 2008:

- Staffed IL Route 120 Corridor Planning Council and 4 Task Forces that support the joint LCDOT/IDOT Feasibility study – scheduled to be completed Summer 2009.
- Staffed US Highway 41 Corridor Planning Group, which consisted of engineering staffs from 6 communities, IDOT and LCDOT – developed short and long-term consensus improvement priorities, which were presented at the “Case for Capital” forum; group has been completed its work.
- Assisted and encouraged LCCTSC efforts to establish a seamless Paratransit – “dial a ride” service in cooperation with LCDOT, using ICE grant funding. Encouraged LCDOT to allocate a portion of its local empowerment funds to facilitate the planning efforts of the LCCTSC and support the implementation of a countywide, seamless paratransit system for businesses and residents.

- Secured co-location of PACE Business Development Manager at LCP's offices to focus on improving connectivity between place of residence and place of work – a top priority identified during our Business Calls.

***Goal: Advocate and educate about tax and fiscal policies at a global, national or state level that support Lake County's economic development***

In the first quarter of 2008, LCP and LCTA announced their plan to “align” operations – which have resulted in a broadened advocacy role for LCTA beyond transportation issues and LCP's commitment to build awareness on the pros/cons of tax, fiscal and economic development policies that will impact Lake Counties' businesses and communities. To that end, we recruited a representative from Baxter to co-chair the LCTA Legislative Committee. At his suggestion, we conducted initial research on states that had initiated school funding reform – converting from a property tax based funding mechanism to one funded by sales tax and/or income tax revenues. LCP/LCTA also initiated discussions with a bi-partisan group of Lake County General Assembly members regarding the practicality of initiating a consensus building approach on state tax, fiscal and economic development policy issues similar to our “one voice, one transportation future” approach on transportation; their response was a resounding “yes!”

***Goal: Increase Lake County's inventory of shovel-ready sites***

LCP initiated the “Shovel Ready Sites Task Force” with Co-Chairs, Ghida Neukirch, Deputy Village Manager, Buffalo Grove and Peter Manhard, Executive Vice President, Manhard Consulting. The task force consisted of representatives from various communities across Lake County. Through that group, we developed a ***Shovel Ready Sites Resource Guide*** that serves as a “how to” guide for communities and developers in developing greenfield sites into fully improved, shovel ready sites. The group was also responsible for the November 18<sup>th</sup> Investor Forum entitled ***“Aligning Community Goals with Real Estate Market Trends”*** that was designed as an educational forum for elected officials, municipal staffs and the real estate community.

Parallel to the work of the task force, LCP staff met with 36 Lake County communities to understand their economic development goals and to inventory sites and buildings available in their communities. Using the information from these meetings, LCP is developing an online sites and buildings inventory with a special focus on development ready land sites.

***Goal: Align LCP's Economic Development Agenda with that of DCEO, the Region and local developers***

We convened a task force co-chaired by State Representative Kathy Ryg and LCP Chair Frank Unick and surrounded them with members drawn from the public and private sectors. On July

30, the co-chairs, Senator Bond and Bob Litt from KPMG met with Director Lavin and his leadership team on the need for the coordinated management of prospects, improved communications up and down the line and a seamless local/county/state team approach focused on providing solutions – Director Lavin indicated that he felt the required tweaks/fixes could be accomplished by the people in the room. He tasked his Chief of Staff to work with us on this. On the topic of strategic alignment, we got a tentative commitment from Illinois DCEO to co-fund an Advanced Science Technology Cluster Feasibility Study.

Working with LCP’s Economic Developers Network and KPMG, we developed a proposed Clearinghouse Approach to prospect management that we will pursue in discussion with DCEO. Using the outcomes from this year’s meeting of the ED Network - a development matrix that will be signed off by Lake County's municipalities and a comprehensive Sites/Building data base - we will work to execute a process to screen RFI’s and develop coordinated state/county/local responses.

***Goal: Keep LCP’s delivery of products and services focused on the needs of the market – Lake County’s high growth industries and the governmental units that host them***

One of the outcomes from last year’s strategic focus group discussions with our largest investors was a commitment to convene a task force to explore the feasibility of aligning the capacities of our education (K-16) / training providers with the occupational skill needs of the healthcare sector. State Senator Susan Garrett and Manpower Regional Director Anne Edmunds have spearheaded this initiative. In cooperation with the Lake County Workforce Investment Board staff, LCP staff has completed the secondary research necessary to develop focus group and one-on-one interview protocols; we have completed the former and the one-on-ones are underway. This task force is well on its way to identifying collaborative opportunities to assist education and healthcare providers in addressing the emerging “healthcare talent crunch.”

## **Investor Relations**

***Goal: Improve the investor experience with Lake County Partners & Increase investor knowledge about the competitive world of economic development***

Besides an updated and expanded website, LCP published the following documents: ***the 2007 Annual Report (includes a 2007 Lake County Barometer), The Case for Capital Investor Forum Handbook, The Shovel Ready Sites Resource Guide*** and the ***Investors’ Directory***. LCP also updated its printed SBA program materials.

LCP also publishes a bi-weekly newsletter, *"The President's Letter"* (the newsletter goes on hiatus in July for summer vacation season and during the December Holiday season). LCTA publishes a bi-weekly newsletter, "The Legislative Update" that is sent out on alternate weeks from the President's Letter.

LCP's Chair / Vice-Chair made quarterly presentations to the Lake County Board that covered the Business Call Program's Findings; Business Retention/Expansion Activity, an Update on Task Force Accomplishments; Current Economic Indicators and major business announcements that occurred during the quarter.

## **Events:**

### **January 25, 2008: Lake County Partners' Annual Investors Meeting**

**7:30 to 10 am, Independence Grove, Libertyville, IL**

**Topic: "Confronting The Coming Talent Crunch"**

**Keynote Speaker: Melanie Holmes, Vice President, World of Work Solutions, Manpower Inc.**

Over 300 business and community leaders attended our annual investors' meeting with special keynote speaker Melanie Holmes, address the coming talent shortage and how it will affect business operations, locally and globally. Despite the downward pressure on the economy and increasing unemployment, Ms. Holmes noted that demographic changes throughout the developed world were leading us into an era of talent scarcity. Not enough people are being trained for the jobs that are being created in the global economy. The factors contributing to this talent crunch include:

- Low fertility rates and an aging population in the developed world.
- Economic development is occurring all over the world and companies are fighting over a much smaller labor pool of highly skilled workers.
- Increasing global competition for customers
- Increasing use of technology is eliminating low skilled jobs and increasing productivity (and marketability) of high skilled workers.

Holmes concluded that the government must focus more investments in education and vocational/technical training, develop strategic migration programs to attract overseas talent, become more creative in workforce development initiatives, and encourage older workers to stay on the job longer.

### **April 28, 2008: Spring Investor Forum**

**7:30 to 10 am, University Center of Lake County, Grayslake, IL**

**Topic: "The Case For Capital – What Will It Take To Pass The Capital Bill?"**

**Co-sponsors: Lake County Transportation Alliance (LCTA), Lake County Municipal League, and Lake County**

**Keynote speakers:** IL State Representative Julie Hamos, Chair of the House Mass Transit Committee and IL State Rep. Sidney Mathias, Member, House Mass Transit Committee

**Panel Discussion moderated by James LaBelle, Metra Board Member. Welcomes from Suzanne Zupec, Chairman of LCTA; Michael Talbett, Vice Chairman, Lake County Board; Illinois State Senator Terry Link; and Illinois State Representative JoAnn Osmond.**

Almost 150 registrants turned out to hear about the potential for the State to pass a capital bill in 2008. In addition to the keynote speakers, guests were also provided with updates regarding the IL Route 120 Corridor Planning Council's feasibility study, the US Rte. 41 Corridor Planning Council, the Lake County Coordinated Transportation Committee efforts to integrate paratransit, IDOT's 5-year plan, and the Lake County Division of Transportation's 5-year Capital Plan and report on Local Roads' Needs.

**[June 19, 2008: Lake County Partners' Open House/After Hours Event](#)**

**4 to 8 pm, Lake County Partners' Office, Libertyville, IL**

LCP hosted open house for elected officials, investors, bankers, realtors, developers, accountants to show off newly renovated offices.

**[June 26, 2008: Lake County Partners' Summer Picnic/Networking Event](#)**

**4 to 8 pm, North Bay Pavilion, Independence Grove, Libertyville, IL**

Over 80 guests attended LCP's first annual summer picnic/networking event at Independence Grove for food, fun, and networking. This will become an annual event and may morph into a more formal networking event at a different location.

**[October 8, 2008: Joint LCP and LCTA Awareness Forum](#)**

**7:30 to 9 am, University Center of Lake County, Grayslake, IL**

Lake County Partners and Lake County Transportation Alliance joined forces to host a special meeting with Congressman Mark Kirk as the special guest. Congressman Kirk addressed approximately 75 attendees regarding federal transportation funding, the financial bailout of the banks, energy independence.

**[November 18, 2008: Fall Investor Forum](#)**

**7:30 to 10 am, University Center of Lake County, Grayslake, IL**

**Topic: "Aligning Community Goals with Real Estate Market Trends"**

**Keynote Speakers:** William Strauss  
Senior Economist & Economic Advisor  
Federal Reserve Bank of Chicago  
Roger Dahlstrom  
Adjunct Professor and Senior Research Associate  
NIU, Regional Development Institute

**Moderators:** Ghida Neukirch, Deputy Village Manager, Buffalo Grove  
Peter Manhard, Executive Vice President, Manhard Consulting

**Panelists:** Tom Gledhill, Gledhill Properties  
Mike Murphy, CenterPoint Properties  
Rick Delisle, Lee & Associates  
Steve Park, The Alter Group  
Mike Firsell, Mid-America Development Partners

Lake County Partners and its Shovel Ready Sites Task Force hosted a special forum to discuss the supply of Lake County real estate and the demand for it in recessionary times. William Strauss from the Federal Reserve Bank of Chicago set the stage by discussing the current state of the economy, the credit crisis and the federal bank bailout initiative.

Panelists representing different facets of the real estate industry discussed their current projects in Lake County, what they foresaw in terms of projects on the horizon and projections for the industry going forward. The panelists also discussed issues specific to Lake County that were impacting the number of projects in the county.

Roger Dahlstrom, Adjunct Professor and Senior Research Associate at NIU's Regional Development Institute summarized by imploring local communities to tie economic development goals to their comprehensive plans. Too often, the goals are not linked and it results in disjointed development patterns that also impact their fiscal bottom lines. For rational development, we need to understand demographic changes, be realistic about economic development goals and objectives, tie everything together in updated comprehensive plans and work to standardize agreements and processes.

There were approximately 130 guests in attendance at this forum.

**In addition to these events, Lake County Partners hosted 5 Economic Developers' (ED) Network Meetings in 2008. Meeting topics included:**

**January** – Prospect management and communication of available real estate listings.

**April** - Shovel Ready Sites Task Force co-chair presentation, prospect management, and the development of an on-line database of available sites/buildings for Lake County.

**May** – Presentation from commercial real estate database developers: IL DCEO Location One and Catylist Inc. Shovel ready Sites task Force Update.

**June** – GIS Planning Inc. presentation of their GIS-based real estate database option. Other topics prospect management and Shovel Ready Sites discussion.

**August** – In August, Affinity Commercial Real Estate made a presentation to the ED Network on the Lake County Retail Market to prepare our 11 Community Partners for the October ICSC Deal Making Show in Chicago.

**Outcomes:**

- LCP staff developed a proposed clearinghouse process to align DCEO / LCP / Local community efforts to manage and fulfill prospect inquiries.
- LCP staff developed a proposed development matrix to assist LCP in aligning prospect's site location criteria/needs with community economic development goals and real estate assets.
- Staff initiated a community outreach effort to provide hands-on economic development assistance to Lake County's 52 municipalities.
- Worked with Economic Developers' Network and individual communities to develop Lake County's first searchable sites/building data base.

Municipal participation in business retention calls is encouraged and through the Economic Developers' Network and we are beginning to relay customer satisfaction information gathered through the Synchronist surveys on "Zoning changes and Building Permits" as well as "Regulatory Enforcement," "Community Services" and other rated municipal services to begin affecting change in the interest of improving communities' competitiveness for capital investment and jobs.

# LCP's Proposed 2009 Action Plan Summary

## Business Retention & Expansion (50% of LCP's resource allocation)

- Goal #1:** Execute target industry visitation program - total 235 visits.
- Goal #2:** Strengthen the delivery of workforce development and placement services including Lake County Job Center and post secondary educational institutions to facilitate business recruitment, retention, expansion.
- Goal #3:** Expand and strengthen Lake County's sales team, both internally and externally (including internal reporting structures for progress and accomplishments)
- Goal #4:** Market LCP's IRB and SBA financial products to LC business community as well as the Chicago investment banking community to generate prospects.

## Regional Competitiveness (30% of LCP's resource allocation)

- Goal #1:** Fine tune the infrastructure to advocate for state capital bill, stable tax and fiscal policy and competitive economic development incentives to compete for new investment and jobs globally.
- Goal #2:** Create awareness and advocate for sound transportation infrastructure, stable tax and fiscal policies and competitive economic development incentives to compete globally for capital investment and jobs.
- Goal #3:** Increase Lake County's inventory of shovel-ready sites to facilitate the expansion of existing companies and out-of-region companies looking to enter the market.
- Goal #4:** Advocate for "Advance Science Technology Cluster" feasibility study to explore the establishment of a STEM Cluster that will stimulate/support the commercialization of technology, help companies recruit and retain high quality knowledge workers; increase the diversity of communities; improve the area's quality of life; support a pro-business public climate and encourage continuous investment in the infrastructure that supports business growth.

## **Business Attraction**

**(10% of LCP's resource allocation)**

- Goal #1:** Conduct regionally focused (Midwest) multiplier outreach to create regional awareness of Lake County and increase Lake County's placement on the short Lists for regional & national location/expansion projects.
- Goal #2:** Effectively manage business attraction projects to close.
- Goal #3:** Expand and strengthen Lake County's sales team, both internally and externally.
- Goal #4:** Market LCP's IRB and SBA financial products to LC business community as well as the Chicago investment banking community to generate prospects.

## **Investor Relations**

**(10% of LCP's resource allocation)**

- Goal #1:** Improve the investor experience with Lake County Partners.
- Goal #2:** Increase investor knowledge about the competitive world of economic development.
- Goal #3:** Increase the number of LCP investors and the number of investors that renew commitments every year.

## LCP Board of Governors - 2008

**Frank Unick**

CFO

Uline, Inc.

**Chairman**

**Marvin Bembry**

Director, State & Local Government Affairs

Abbott, Inc.

**Vice Chairman**

**Ed Ashton**

VP, Treasurer

MacLean – Fogg Co.

**John Bratsakis**

Senior VP Business Development

Baxter Credit Union

**Chair, Business Retention & Expansion  
Committee**

**Barry Burton**

County Administrator

Lake County

**Chair, Business Attraction Committee**

**Anne Edmunds**

Regional Director – Chicago

Manpower Inc.

**Diane Emerson**

External Affairs Manager

ComEd

**Mayor Bill Gentes**

Village of Round Lake

*Lake County Municipal League Liaison*

**Angelo Kyle**

Lake County Board District #12

**Secretary**

**Charles Lamphere**

President

Van Vlissingen & Co.

**Chair, Strategic Policy Planning Team**

**David Lee**

First Vice President,

Middle Market Commercial Banking

JP Morgan Chase

**Stevenson Mountsier**

Lake County Board District #17

**Lake County Board Liaison**

**Kenneth Robinson**

Owner

Baskin Robbins – Waukegan

**Chair, LCP's Certified Development  
Company**

**Suzi Schmidt**

Chair, Lake County Board

*Lake County Board District #3*

**Dave Scudder**

Managing Partner

McGladrey & Pullen LLP

**Past Chairman of LCP**

**David Stolman**

Lake County Board District #20

**Treasurer**

**Ray Vukovich**

Director of Governmental Services

City of Waukegan

**Chair, Investor Forum**

**David Young**

President

*Lake County Partners*

## LCP Investors – 2008

**Abbott**  
**Abbott Fund**  
**Advocate Healthcare**  
**AECOM**  
**Affinity Commercial Real Estate**  
**American Chartered Bank**  
**Assured Healthcare, LLLC**  
**Astellas Pharma US, Inc.**  
**Barrington Area Chamber of Commerce**  
**Barrington Bank & Trust**  
**Baxter Credit Union**  
**Baxter International**  
**Beach Park School Dist. #3**  
**CCH, Inc. (Wolters Kluwer US Group)**  
**CenterPoint Properties**  
**Central Lake County Joint Action Water Agency**  
**CISCO**  
**City of North Chicago**  
**City of Waukegan**  
**City of Zion**  
**Clearbrook of Lake County**  
**Cloverleaf Group, Inc.**  
**College of Lake County**  
**Comcast**  
**ComEd**  
**Community HS District #128**  
**Condell Medical Center**  
**Consumers Credit Union**  
**DB Aviation, Inc.**  
**Drinker Biddle Gardner Carton**  
**Fabrication Technologies**  
**First Midwest Bank**  
**Flex Construction Corp.**  
**GLMV Chamber of Commerce**  
**Good Shepherd Hospital**  
**Gorter Family Foundation**  
**Grayslake Area Chamber of Commerce & Industry**  
**Grayslake Community HS District #127**  
**Great Lakes Record Management**  
**Greengard, Inc.**

**Harris N.A**  
**Hotel Indigo**  
**Industrial Development International (IDI)**  
**Integrays Energy Group – North Shore Gas International Profit Associates**  
**JP Morgan Chase Bank, N.A.**  
**Kessler Management Consulting, Inc.**  
**KPMG**  
**L.J. Sheridan & Co.**  
**Lake County**  
**Lake County Contractors Association**  
**Lake County Convention & Visitors Bureau**  
**Lake County Journals**  
**Lake County Press, Inc.**  
**Lake County Regional Office of Education**  
**Lake Forest Hospital**  
**Lee & Associates**  
**Libertyville Bank & Trust Company**  
**Lindenhurst/Lake Villa Chamber of Commerce**  
**MacLean Fogg Co.**  
**Manhard Consulting Ltd.**  
**Manpower, Inc.**  
**Markel Shand**  
**Matthews Employment, Inc.**  
**McGladrey & Pullen LLP; RSM McGladrey, Inc.**  
**Metra**  
**Midwest Generation EME, LLC**  
**Midwestern Regional Medical Center**  
**Miller Cooper & Co., Ltd.**  
**Mundelein High School District #120**  
**National City Bank**  
**NexGen Advisors**  
**Nicor Gas**  
**NorStates Bank**  
**Northern Trust Company**  
**NorthShore University HealthSystem**  
**Nostalgia Home Fashions, Inc.**  
**Oak Grove School District #68**  
**Pace Suburban Bus**  
**Panattoni Development Corp.**

## LCP Investors – 2008 cont.

Plastic Bottle Corp.  
Rosalind Franklin University of Medicine & Science  
Rosen Motor Sales, Inc.  
Round Lake Area Chamber of Commerce  
Schultz Bros. Co.  
St. Martin de Porres High School  
State Bank of the Lakes – Antioch  
Takeda Pharmaceuticals North America  
TDS Metrocom  
The Alter Group  
The DeBruler Company  
The John Buck Company  
The Private Bank & Trust Company  
Township High School District #113  
Trustmark Insurance  
Uline, Inc.  
United Way of Lake County  
University Center of Lake County  
Van Vlissingen & Company  
Village of Antioch  
Village of Bannockburn  
Village of Barrington  
Village of Beach Park  
Village of Buffalo Grove  
Village of Deefield  
Village of Grayslake  
Village of Green Oaks  
Village of Gurnee  
Village of Island Lake  
Village of Lake Barrington  
Village of Lake Bluff  
Village of Lake Zurich  
Village of Lakemoor  
Village of Libertyville  
Village of Lincolnshire  
Village of Mundelein  
Village of Riverwoods  
Village of Round Lake  
Village of Round Lake Beach  
Village of Round Lake Park  
Village of Vernon Hills  
Village of Volo  
Village of Wauconda  
Village of Winthrop Harbor  
Waukegan C.U.S.D #60  
Waukegan Port District  
Zion-Benton Township High School  
District #126

## LCP Staff

### **Frank Brisbois**

#### ***Interim President***

(847) 247-0137, ext. 225

[fbrisbois@lakecountypartners.com](mailto:fbrisbois@lakecountypartners.com)

Manages and administers the corporation. Manages investor relations, advocacy issues, and serves as main spokesman for the organization. Serves as main economic development liaison to external organizations.

Facilitates SBA 504 and 7a financing and Industrial Revenue Bond financing for Lake County businesses.

### **Beth Dybala**

#### ***Economic Development Manager***

(847) 247-0137, ext. 226

[bdybala@lakecountypartners.com](mailto:bdybala@lakecountypartners.com)

Facilitates business attraction, retention, and expansion (focus: Life Sciences). Assists with LCP Business Visitation Program, community outreach, and ombudsman activities.

### **Patricia Gayes**

#### ***Economic Development Manager***

(847) 247-0137, ext. 228

[pgayes@lakecountypartners.com](mailto:pgayes@lakecountypartners.com)

Facilitates business attraction, retention, and expansion (focus: Professional/IT/Financial/Logistics/Corporate Headquarters). Assists with LCP Business Visitation Program, community outreach, and ombudsman activities.

### **Joan Hasiak**

#### ***Loan Administrator***

(847) 247-0137, ext. 223

[jhasiak@lakecountypartners.com](mailto:jhasiak@lakecountypartners.com)

Processes loans and oversees servicing of loan portfolio.

### **Rita Lumadue**

#### ***Executive Assistant/Office Manager***

(847) 247-0137, ext. 221

[rlumadue@lakecountypartners.com](mailto:rlumadue@lakecountypartners.com)

Manages overall office operations, systems and procedures.

## LCP Staff – 2008

### **Russell Medley**

#### ***Marketing & Research Director***

(847) 247-0137, ext. 227

[rmedley@lakecountypartners.com](mailto:rmedley@lakecountypartners.com)

Oversees Lake County Partners' marketing and research activities, including information clearinghouse resources and business location searches. Manages public relations and human resource activities.

### **William Whitmer**

#### ***Vice President - Economic Development***

(847) 247-0137, ext. 224

[wwhitmer@lakecountypartners.com](mailto:wwhitmer@lakecountypartners.com)

Works to retain, expand, develop and attract business to Lake County. Manages LCP Business Visitation Program, community outreach, ombudsman services, and workforce development issues. (focus: Manufacturing/Retail).

### **Co-located Personnel**

#### **Robin Mugford**

##### ***Manager***

US Department of Commerce/Libertyville Export Assistance Center

(847) 327-9082

[Robin.Mugford@mail.doc.gov](mailto:Robin.Mugford@mail.doc.gov)

Provides export assistance to local companies.

#### **Joseph McKeown**

##### ***Account Manager***

IL Department of Commerce & Economic Opportunity (DCEO)

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Assists companies with working with Illinois State government.