

Annual Report

Lake County Partners 2007 Annual Report

Released:
June 27, 2008

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Lake County Partners – 2007 Annual Report

During 2007, Lake County Partners' Board, stakeholders, members and others implemented the first year of its ***5-year economic development plan /delivery system***. We closed our first capital campaign and embarked on a program focused on Investor Relations, Business Retention and Expansion, Business Recruitment and Regional Competitiveness. To that end, measures were taken to encapsulate the overall structural changes recommended through these efforts. In December, 2006, the Lake County Board of Directors approved the following changes in anticipation of launching the 2007-2011 program of work and performance metrics:

- Fiscal Year – approved change to mirror LCP's fiscal year with the calendar year
- Reflect changes in the Governance Structure to recognize additional roles/responsibilities of the Treasurer in the Finances of LCP
- Reflect ***realignment of committees*** to support the program of work
- ***Board and committee reorganization***
- ***Developed quantifiable metrics*** for the organization which will be the benchmark for measuring annual goals through the expanded program of work beginning in 2007.
- Created an ***Investor's Forum*** and ***Strategic Policy Planning Team***

Capital Campaign: “Doing Nothing Is Not An Option” - Closed

As our investors remember, we conducted a 3 month feasibility study in 2006 and initiated a capital campaign that same year numerous discussions, meetings and forums, it was clearly stated that in order for LCP to function and grow to address increasingly competitive pressures both internal and external to the region, the organization needed to embark on a capital campaign to seek commitments from our public and private partners. Mike Trubiano and the team at Resource Development Group worked throughout the year to meet and encourage business leaders to join and engage with Lake County Partners.

This is the first time that Lake County Partners executed a capital campaign and while we did not hit our five year goal of \$6 million, we came very close. In fact, we increased total annual revenues by an incredible 71%. A very good first time showing.

The private sector really stepped up in this campaign and increased their annual participation by 157%. This really shows that the business community is behind LCP's program of work and wants to see it implemented.

At the same time, the public sector increased its annual commitments by 17%.

In 2006, public sector investment represented approximately 60% of LCP's annual revenues with the other 40% coming from the private sector. With this campaign that situation has completely reversed with the private sector providing almost 60% of the budget.

	5 Year Goal	5 Year Committed	Annual Commitments	2006 Actual Revenues	Annual % Increase
Private Sector	\$3,250,000	\$3,150,000	\$630,000	\$245,550	157%
Public Sector	\$2,750,000	\$2,250,000	\$450,000	\$384,425	17%
Total	\$6,000,000	\$5,400,000	\$1,080,000	\$629,975	71%

Campaign Summary:

- Private sector participation *increased by 157%*
- Public sector participation *increased by 17%*
- Total commitments *increased by 71%*
- Total annual revenues increased from \$630,000 to \$1,080,000
- LCP was able to secure \$5,400,000 to its \$6,000,000 5-year campaign goal

Investor Relations

With the new 5-year economic development plan, we implemented a number of new strategies to improve investor relations:

- In early 2007, we discontinued our quarterly newsletter and began publishing a more responsive, electronic bi-weekly *President's Letter*. The President's Letter contains updates regarding Lake County Partners, news items from investors and communities, statistical data, reports, legislative information and news about important events
- In response to a request from the Lake County Board, Frank Unick, LCP Chair and Marvin Bembry, LCP's Vice-Chair, began making quarterly presentations to the county board, which are broadcast on Channel 19. This will be a continuing effort that will all future chairs and vice-chairs will control.
- As part of LCP's governance realignment, the Board of Directors and Executive Committee were consolidated to form a new 21 member Board of Governors that will oversee the day-to-day operations. In place of the board of directors' meetings and in response to Investors' requests

for more high-level networking opportunities that will engage all LCP's investors in LCP, we will host quarterly Investor Forums, with the last forum being the Annual Meeting in January.

- We created a Strategic Policy Planning Team (SPPT), comprised of the 25+ Senior Managers drawn from the \$10,000+ Investors in LCP & the Board of Governors. Charles Lamphere, the President of Van Vlissingen & Company Chaired this group and Steve Bergfeld, Baxter Healthcare's VP of Corporate Services & Administration Co-Chaired. This group will act in an advisory capacity to the Board of Governors; providing LCP's leadership and Lake County's elected leadership their perspective on global competition and how it impacts their operations in Illinois, Lake County. This group of senior managers will also be recruited to act as Lake County's international/national ambassadors. This group will host 2 meetings per year in corporate settings.
- We transitioned away from committees and have focused on the establishment of Task Forces that are convened around strategic needs. Task force members are asked to employ their expertise and relationships to develop solutions within a 9-12 month window. The Annual Meeting, which is a quarterly investor forum, was moved from the traditional date in November to January.
- LCP continues to operate the Economic Developers' Network as an informal monthly forum for economic developers to talk together and learn from one another.

Business Retention/Expansion

LCP Hires New Outreach Staff

LCP welcomed three new employees into the organization. The three are William Whitmer who is the new Vice President of Economic Development, Patty Gayes who is an Economic Development Manager, and Beth Dybala, who is also a new Economic Development Manager. The three head up LCP's business retention, expansion, and attraction programs.

LCP Launches Business Visitation Program

LCP launched a business visitation program in 2007 to identify the needs of the local business community and to retain and create jobs and investments in Lake County.

The program, which will consist of face-to-face visits with local businesses, will examine such issues as expansion plans, competitive challenges, workforce and training issues, and overall satisfaction with Lake County as a place to do business. Lake County Partners staff members Bill Whitmer, VP of Economic Development; Beth Dybala, Economic Development Manager; and Patty Gayes, Economic Development Manager will initiate the program. Other organizations that will be involved in the program include the College of Lake County, local utilities, Lake County municipal representatives, and the Lake County Municipal League.

The goal of the staff is to reach 300 companies on an annual basis.

Business Retention Projects

- **Fenwal Inc.** is spin-off of Baxter International. The company supplies blood collection and processing products and was scouting Wisconsin locations for its new corporate headquarters but chose a site at Kemper Lakes Business Center in Long Grove thanks to the \$5 million incentive package. Four hundred jobs were retained in Lake County with the potential for 200 more.
- **Siemens Medical Diagnostics** purchased Dade Behring Inc. and was looking at sites for a new headquarters for this division. Siemens ultimately chose to remain in Deerfield where Dade Behring was headquartered. Three hundred and eighty jobs remained in Lake County
- **Medline Industries** looked to Wisconsin for a new location for a warehouse/distribution center. Fortunately, Medline chose to build its new 600,000 sq. ft. facility in Libertyville keeping 100 jobs in Lake County. At the request of two school districts, we supported their efforts to negotiate a Property Tax Abatement to retain Medline's state-of-the-art 600,000 sq. ft. warehouse distribution facility in Lake County. Their efforts complimented the efforts of the local community and the State of Illinois and resulted in a \$30 million capital investment and the retention of 100 jobs

Business Attraction

Business Attraction Projects

Lake County Partners is constantly working attraction projects. However, we do get official **RFIs** – *requests for information* through official sources such as state agencies, site selection consultants and corporate real estate personnel that require formal responses. Responses to RFIs include reams of information including site information, topography, environmental features, zoning information, local demographics, incentive programs and information regarding the local business community. The RFIs from 2007 included the following:

Project #1

January 2007: A site selection consultant contacted Lake County Partners looking to locate a \$120 million, stand alone medical treatment facility on 10 to 30 acres of land. The facility would have housed an advance proton therapy center and employed 250 to 350 medical personnel. Lake County Partners' staff showed the consultant several sites. Ultimately, the investors in the company wanted to look in a different market. Closed.

Project #2

March 2007: A site selection consultant requested a 75 to 100 acre site for a manufacturing company looking to build a production facility. The facility, when fully built, would measure in at 500,000 sq. ft. and represent a \$250 million investment (land and equipment). The facility would also employ 120 workers initially with continued growth expected. Unfortunately, the sites submitted by Lake County Partners could not be ready in time for construction. Closed.

Project #3

April 2007: Lake County Partners was contacted by the Illinois Department of Commerce and Economic Opportunity with a request for information from a site selection consultant. A medical/pharmaceutical company was looking for 30 to 40 acres of greenfield land on which to construct a 350,000 to 500,000 sq. ft. facility. The facility, when completed, would have employed 1,200 employees. Unfortunately, the sites submitted could not be ready in time for the client's needs. Closed.

Project #4

April 2007: A real estate company representing a big-box retailer contacted Lake County Partners looking for 20 acres of buildable land. After much interest from several communities and the submittal of numerous properties, the company put expansion plans on hold. Closed.

Project #5

June 2007: A real estate brokerage firm contacted Lake County Partners looking for 3,000 to 6,000 sq. ft. of Class A office space for the headquarters staff of a bio-fuels company. The primary focus for this 30 person headquarters was quality of life. The company eventually selected a location in the southern US. Closed.

Project #6

July 2007: Lake County Partners was contacted directly by corporate real estate personnel looking to locate a freight forwarding transfer facility in Lake County. The company was looking for 15 to 30 acre sites. The corporate real estate personnel have been on site visits to Lake County twice and still reviewing their options. Open.

Project #7

July 2007: Freight-forwarding company looking for 50 to 75 acres to construct a transfer terminal. Any sites found lacked the proper zoning to accommodate the use. General lack of interest from communities for this use. Closed.

Project #8

August 2007: A site selection consultant representing the spin-off of a Fortune 500 company contacted Lake County Partners looking for an existing building or site information. The company wanted to relocate 30 corporate headquarters and research and development personnel to expandable, image conscious-space. Closed.

Project #9

November 2007: A new headquarters, R&D, design, and warehouse facility on 15 to 25 acres of land. When fully constructed the facility would employ 280 to 380 workers. The sites submitted by Lake County Partners could not be ready in time for construction. Closed.

Project #10

November 2007: 100 acre site that could be used for a worldwide corporate training facility. If realized, the training center would employ 200 to 300 training professionals. Lake County Partners has submitted a site for this project and we are still actively working it. Open.

Project #11

December 2007: 150,000 sq. ft. data center project on 75 to 95 acres. The center would have employed 25 engineers. Unfortunately, the amount of land the client was looking for surpassed what was available. Closed.

Trade Shows:

International Council of Shopping Centers (ICSC) 2007 Chicago Dealmaking Show, October 25-26:

Lake County Partners and 10 communities collaborated to market Lake County to retailers from around the nation at this annual exposition. The communities involved in this joint marketing effort were Barrington, Beach Park, Island Lake, Libertyville, Lincolnshire, North Chicago, Round Lake Beach, Wauconda, Winthrop Harbor, and Zion.

National Manufacturing Week Trade Show, September 24-27:

Lake County Partners staff worked the National Manufacturing Week Trade Show that is held annually at the Rosemont Convention Center in Rosemont, IL. Many Lake County companies were in attendance and staff was able to meet with representatives from Buehler (Lake Bluff), Coleman Cable (Waukegan), Laserage Technology (LCP Investor, Waukegan), Maine Plastics (Zion), Profile Plastics (Lake Bluff), Smalley Steel Ring (Lake Zurich), Visiplex (Vernon Hills), W.W. Grainger (Lake Forest), and Yasakawa (Waukegan).

Regional Competitiveness

Lake County Transportation Alliance (LCTA)

It came to our attention that very few of our key investors understood that LCTA was LCP's independent sister company with its own Investors, Board and Program of Work. They are separate because LCP is a 501 c (3) Charitable Corporation and LCTA is a 501 C (6) advocacy / lobbying corporation and never the two shall mix.

Recognizing this, LCP investors recommended we approach LCTA and ask them to broaden their agenda to incorporate more than transportation issues, given that LCTA's "purpose/mission" incorporates an economic development perspective and an interest in Lake County's quality of life.

They further recommended that we more closely align the strengths of the two corporations, to position the LCTA brand to address legislation that impacts our tax and fiscal stability, using a non-partisan, Lake County perspective.

LCTA will recruit a broader cross-section of Lake County business communities to invest, allowing us to engage them in both the consensus building process on issues (LCP's Niche) and the advocacy process in Springfield and Washington (LCTA's Niche).

With this linked agenda between the two organizations, LCTA was successful in putting a "Lake County face" on the recently passed Regional Transit Authority (RTA) reform legislation and funding package. Because the continuing legislative impasse in Springfield, our next challenge is to support our General Assembly Delegation's efforts to pass a robust capital bill with that include funding for Lake County Transportation Consensus Agenda's priority State Add-lanes Projects and Transit projects.

In late 2007, we convened two joint LCTA/LCP meetings to hammer out how we can more closely align our agendas, resources, communications and staffing to attain our shared vision and we have reached consensus. To assist us in achieving our vision, we have once again retained the services of DSM Consulting.

IL Route 120 Corridor Planning Council

The Illinois Route 120 Corridor Planning Council (CPC), which is made up of 10 communities and Lake County, has hired TranSystems Corporation to investigate the feasibility of capacity improvements to this critical travel corridor.

TranSystems is conducting a feasibility study to evaluate alternative solutions that address traffic congestion issues, as well as future land use, environmental resource considerations and economic development within the corridor. The study will provide recommendations for final alignment, along with defined future roadway characteristics. Additionally, the study will produce a land use plan that has the consensus of the governmental bodies located within the corridor. Multiple ways to finance the preferred alternative will be considered so the improvement can eventually become a reality.

TranSystems will present the study findings, including the feasible alternatives, to the CPC this summer, which will be followed by a through analysis. Lake County recognizes that this corridor is in desperate need of improvement and we ask for your patience and understanding while the necessary studies are conducted. The public can stay informed on the project's progress at www.120now.com. The study is expected to be ready for public review by the summer of 2009.

US Highway 41 Corridor Planning Council

The US Highway 41 Corridor Planning Group, which LCP staffs, completed the development of a transportation improvement consensus agenda for a corridor through Lake County. This project was identified as a priority regional transportation planning project at the 2006 Lake County Transportation Summit. Engineering staffs from the Cities of Highland Park, Lake Forest, North Chicago, Waukegan and the Villages of Lake Bluff and Gurnee worked with IDOT and LCDOT to develop this consensus plan. The estimated cost for the short term projects selected for submission is \$6 to \$24 million. The estimated cost for the long term projects along the Route 41 corridor is \$259 to \$315 million.

US HWY. 41 Corridor Planning Group Participants:

- o Kent Street – Manager, Village of Lake Bluff, Chair of the US 41 CPG
- o David Limardi – Manager, City of Highland Park
- o Mary Anderson - Director of Public Works, City of Highland Park
- o John Welch - City Engineer, City of Highland Park
- o Robert Kiely – Manager, City of Lake Forest
- o Ramesh Kanapareddy – Assistant City Engineer, City of Lake Forest
- o Deborah Waszak – Chief of Staff, City of North Chicago
- o Bruce Burris – City Engineer, City of North Chicago
- o Ray Vukovich –Director of Governmental Services, City of Waukegan
- o John Moore – City Engineer, City of Waukegan
- o James Hayner – Manager, Village of Gurnee
- o David Ziegler – Director of Engineering, Village of Gurnee
- o Paula Trigg – Director of Planning and Programming, LCDOT
- o Chuck Gleason – Project Engineer, LCDOT
- o Brian Carlson – Area Programmer, IDOT
- o John Baczek – Consultant Studies Unit Head, IDOT
- o Sue Palmer – Area Programmer, IDOT

Incentive Frameworks

A task force created by Lake County Partners finalized a Sales Tax Incentive Agreement Resource Guide for municipalities. It offers a comparison of almost 50 existing sales tax incentive agreements, showing the widely varying uses and designs of the agreements, as well as “best practice advice. Sales tax incentives are powerful tools for local municipalities. See final product at LCP’s website:

http://www.lakecountypartners.com/content/incentives/lake_county/sales_incentives_resource_guide.asp

Lake County Partners also developed and implemented a Property Tax Abatement Framework for communities. See final product at LCP’s website:

http://www.lakecountypartners.com/content/incentives/lake_county/property_tax_abatement_program.asp

Economic Impact Model

LCP has purchased the Regional Project Assessment System, an economic and revenue impact analysis tool from Applied Economics. Oftentimes, elected officials and professional staffs at the municipal and county levels are confronted with the challenge of clearly demonstrating the impact that a business has on the local economy.

The impact model quantifies the direct impacts that a company’s capital investment and job creation/retention has on the community as well as its “multiplier effect” or spin-off effect (in terms of indirect/induces job creation and revenue generation). LCP will be able to demonstrate the direct/indirect/induced economic impact a company’s business decision has on the community the company is located in, Lake County as a whole and the region.

Regionally, we can evaluate the impact of a business decision on the Chicago Metro Region, as well as the extended region that stretches from Lake County, Indiana to Kenosha/Racine County, Wisconsin.

In 2007, we assisted three LCP Investors in quantifying their impacts on the local and regional economies

MEGA – Metro Economic Growth Alliance of Chicago

Consistent with our philosophy as a corporation to act locally, think regionally and compete globally, LCP is a founding member of MEGA, The Metropolitan Economic Growth Alliance of Chicago. The purpose of MEGA is to grow the economy of Northeastern Illinois through coordinated and effective regional business development. Part of LCP’s involvement is being active on the Economic Development Committee of the new Regional Planning Organization – CMAP, the Chicago Metropolitan Agency for Planning.

David Young, LCP’s President, serves as the Chair of MEGA’s Marketing Committee.

Events

May 18, 2007: Strategic Policy Planning Team Meeting

Hosted by: Baxter President/CEO Bob Parkinson, Baxter International

Topic: "Location Decision Making: Perspectives and Realities for Lake County's Business Attraction Success"

Presenter: Bob Hess, Consulting Partner, Cushman & Wakefield

Bob Hess, Consulting Partner, Cushman & Wakefield, Global Business Consulting Group presented to this first ever Strategic Policy Planning Team Meeting that included 40 attendees. With his presentation, Hess hammered home several points to audience members regarding being successful at attracting or retaining businesses:

- Competition is both local and global
- When developing a plan, do fewer things better
- Know what you can control and go forth with a "can-do attitude"
- Important to have alignment on economic development from top level officials all the way down. Teamwork is important.
- Need stellar after care for all companies. Be relentless in working with companies and helping them grow

Hess stressed the point that decisions are made rapidly and that the regions that are succeeding are those that have a team approach to economic development and are able to quickly give the green light to a project. Even if issues come up, these regions or communities make sure that these issues do not derail a project. Those areas that are overly deliberative or have disjointed responses are rapidly falling out of favor in today's ultra-fast paced global economy. Companies want to know that there is a contact person or ombudsman there to help shepherd them through the entitlement process and they want to know that a community or region wants to help them succeed.

June 28, 2007: Economic Developers' Network Quarterly Luncheon

Hosted by: the Village of Round Lake Beach and the Round Lake Beach Civic and Cultural Center at the civic and cultural center in Round Lake Beach

Topic: "The Business District Program: An Alternative Tool For Redevelopment"

Presenter: Shannon O'Hare, NexGen Advisors LLC

Approximately 40 economic developers, planners and village managers gathered to learn about a new economic development tool, the Business District, which is an alternative to traditional tax increment financing (TIF).

July 11, 2007: Investor Forum

Co-sponsored by Lake County Forest Preserve District at Independence Grove, Libertyville

Topic: "2016 Olympics – What If Chicago Wins The Bid? What Will It Mean For Lake County and the Chicago Region?"

**Presenters: John Landgraf, President of Global Pharmaceutical Operations, Abbott
Abbott Representative on the 2016 IOC Bid Committee**

**Bonnie Thomson Carter
Lake County Forest Preserve District
Lake County Board Member**

The July 11, 2007 investor forum was the inaugural investor forum. Approximately 125 investors and guests attended this meeting that included a talk about Chicago's chances to land the Olympics, what local companies including Abbott were doing to help attract the event to the Chicago area, and what Lake County venues would be needed to accommodate the games.

September 27, 2007: Economic Developer's Network Quarterly Luncheon

Hosted by: the Village of Barrington at Francesca Famiglia Restaurant

Topic: "Bringing Retail Development To Your Community"

Presenter: Baum Realty

Thirty economic developers from across Lake County met to discuss working with retail site selectors. Information covered included what a retail site selector is looking for, how retail site selection works and the type of information that a community should be prepared to present to retail developers and site selectors.

November 16, 2008: Strategic Policy Planning Team Meeting

Hosted by: Chuck Lamphere, President, Van Vliissingen & Co.

Topic: "Development of LCP 2008 Action Plan"

After the May 18th Strategic Policy Planning Team (SPPT) meeting, Lake County Partners sought out input from investors on defining its 2008 Action Plan. Five industry specific focus groups composed of SPPT members were convened during September and October. A full 85% of the companies that made up the SPPT participated. Each group was facilitated by SPPT Chairman Chuck Lamphere or SPPT Co-Chairman Steve Bergfeld, VP of Corporate Services & Administration, Baxter International Inc. The focus groups allowed for participants to discuss their own needs from an industry perspective, the local business climate, and what LCP can do to attract and nurture companies.

The information gathered in these discussions was used as the basis for the LCP 2008 Action Plan draft that was presented at this morning's meeting. According to SPPT members, LCP should focus its efforts and allocate resources as follows:

- Business Retention/Expansion – 50% resource allocation
- Regional Competitiveness Issues – 30% resource allocation
- Business Attraction – 10% resource allocation
- Investor Relations – 10% resource allocation

Additionally, participants suggested that task forces be developed to tackle the following three issues:

- Align the workforce needs of businesses with the capabilities of local educational institutions.
- Move more building sites from raw land to "shovel-ready" (i.e zoning/permits/infrastructure in place)
- Develop team approach to economic development: align the economic development agenda of Lake County, its communities, the region, and the state

The 2008 Action Plan was ratified at the January 25, 2008 Annual Investors' Meeting.

November 28, 2008: Investor Forum

Co-sponsored by Lake County Transportation Alliance at the University Center of Lake County

Topic: "A Transportation Update: Local, State & Federal Perspectives"

**Presenters: IL State Rep. Julie Hamos, Chair of Mass Transit Committee
IL State Rep. Sidney Matthias, Member of Mass Transit Committee**

This event was cancelled due to the fact that the state legislators were called back to session to discuss the budget.

Financial Services – SBA 504 Loans & IRB's

SBA 504 Debentures Funded and Approved in 2007

Lake County Partners is a Certified Development Company certified 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 Debentures Funded and Approved in 2007 Totals

<u>Funded</u>	<u>Total Project</u>	<u>SBA Portion</u>	<u>Bank Portion</u>	<u>Jobs Retained</u>	<u>Jobs Created</u>
Arden's Furniture Libertyville <i>furniture store</i>	\$1,663,000.00	\$665,200.00	\$831,500.00	6	7
ADT Properties Libertyville <i>plastic surgeon</i>	\$1,216,048.00	\$425,616.00	\$608,024.00	2	9
Total	\$2,879,048.00	\$1,908,816.00	\$1,439,524.00	8	16
 <u>Approved</u>					
Grace Hotels Waukegan <i>Hotel – Holiday Inn Express</i>	\$8,115,000.00	\$1,940,000.00	\$4,955,000.00	0	27
Anderson & Assoc. Waukegan <i>manufacturer – silicone products</i>	\$1,800,000.00	\$720,000.00	\$900,000.00	8	10
Total	\$9,915,000.00	\$2,660,000.00	\$5,855,000.00	8	37
Total Funded & Approved	\$12,794,048.00	\$4,568,816.00	\$7,294,524.00	16	53

Industrial Revenue Bonds – 2007

- Lake County Partners collaborated with Buffalo Grove Private Activity Bond Clearinghouse (PABC) and Lake County Board to process a \$7,368,000.00 Industrial Revenue Bond for the purchase of new manufacturing equipment for Nonwoven Solutions in Ingleside, IL.
- Lake County Partners collaborated with Buffalo Grove PABC and Lake County Board to process a \$9,600,000.00 multi-family housing revenue bonds for the acquisition and renovation of Brookstone Apartments, in Waukegan, IL.
- Lake County Partners provided a \$7.7 million IRB for Laser Precision, a Libertyville manufacturer to help in the purchase and expansion of a vacant 60,000 sq. ft. manufacturing facility and the purchase related machinery & equipment. The project resulted in the retention of 50 jobs and the creation of 20 new jobs.
- Working with Buffalo Grove PABC, Lake County Partners was able to assist with a \$16.0 Million IRB for the acquisition/renovation of the Colonial park Apartments in Park City. LCP and PABC transferred \$16.0 million in 2007 PABC Cap to the Illinois Housing Development Authority (IHDA) for this project, a 320 unit apartment complex originally constructed in the 1960s.

LCP Board of Governors

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CFO

Uline, Inc.

Chairman

Marvin Bemby

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

Dave Scudder
Managing Partner
McGladrey & Pullen LLP
Past Chairman of LCP

Stevenson Mountsier
Lake County Board District #17
Lake County Board Liaison

David Stolman
Lake County Board District #20
Treasurer

Kenneth Robinson
Owner
Baskin Robbins – Waukegan
Chair, LCP's Certified Development Company

Ray Vukovich
Director of Governmental Services
City of Waukegan
Chair, Investor Forum

Suzi Schmidt
Chair, Lake County Board
Lake County Board District #3

David Young
President
Lake County Partners

How did we get to the 2008 ACTION PLAN?

In the first quarter of 2006; the Resource Development Group conducted a Business Needs Assessment that included 70 one-on-one interviews with member and non-member public and private sector leaders:

- 92% of those interviewed recommended that LCP focus on retaining and expanding high-growth companies currently located in Lake County;
- 86% of those interviewed recommended that LCP focus on mitigating the barriers to the continued growth of these companies; and,
- 68% of those interviewed recommended that LCP focus on recruiting new product and service companies that would support the continued growth and diversification of these high-growth companies.
- All the *members* interviewed recommended we restructure the governance of LCP to engage the membership, increase the number of networking opportunities and establish task forces that involve the members in meaningful work that leverages their talent and relationships to accomplish LCP's mission.

In the third quarter of 2007, LCP conducted five industry focus groups involving 26 of its 30 SPPT companies, for an 85% participation rate. At the close of November, it convened a meeting of the SPPT and presented the focus group's summary findings. This meeting involved our largest private and public sector investors, municipal leaders and members of the General Assembly.

In response to a question regarding how LCP should allocate its human/dollar resource allocation, it was recommended that:

- 50% be allocated to business retention/expansion,
- 30% be allocated to addressing regional competitiveness issues,
- 10% be allocated to business recruitment, and
- 10% be allocated to Investor Relations.

In terms of LCP's 2008 Regional Competitiveness Agenda, they recommended that we form task forces to further discuss, research and develop an action plan to address the following top three business issues:

Workforce – Closely align Lake County's education / training network with occupation, skill, employment needs of target industries; LCP should convene companies in our target industries with Lake County's primary, secondary and post-secondary educational community to build awareness of our target industries' short and long-term occupational/skill needs in the interest of developing a talent pipeline.

Shovel Ready Sites – increase the number of shovel-ready sites in lake County for new office/industrial/R&D, Warehouse-Distribution Users; by definition, a shovel-ready site is fully improved, platted and zoned and an end user can be on site and in the ground 30 days or less from making the decision to locate/expand in a Lake County community.

Align Local/Regional/State ED Agendas – Illinois Economic Development Team is not aligned and it is reactive; DCEO disconnected from regional/county/local economic development delivery network because locals bring few incentives to table; majority of Illinois' incentives are "but-for" credits against corporate taxes, very little 'cash" injected into a deal; given confidentiality concerns of end users, LCP is not afforded a seat at the table early-on because it has nothing to offer; therefore, it is difficult to put a local face on economic development, which results in lost opportunities.

Goals/Actions

Business Retention & Expansion (50% Resource Allocation)

Goal: Execute target industry visitation program

- Action: Conduct 300 business calls annually,
- Action: Compile, evaluate and report on resulting survey data on a regular basis.

Goal: Engage target industry in partnership toward defining and addressing Lake County / regional business strengths and weaknesses as a business environment

- Action: Evaluate data collected during business calls to a) identify products / services in demand and b) understand met and unmet needs of target industries in Lake County.
- Action: Respond to immediate needs of companies surveyed through cooperation with proactive resource team.
- Action: Develop industry profile and impact assessment for each target industry, designed to highlight importance of industries' retention in Lake County.

Goal: Assist Lake County companies in expansion efforts through use of Resource Team relationships and State / local incentive

- Action: Develop Resource Team comprised of public / private partners focused on growing and retaining business in lake County.
- Action: Increase use of LCP's IRB and SBA financial products and local and state incentives to facilitate expansions and retention in Lake County.
- Action: Use IRB roll-over cap to support the County's Attainable Housing goals.

Goal: Integrate the delivery of workforce and economic development services to facilitate business retention / expansion

- Action: Work with Lake County Job Center to strengthen workforce development and placement services by providing them continuous feedback from the business community.
- Action: Convene Lake County's education / training community and interested target-industry businesses to discuss better aligning employers' needs with education / training community's supply of employees.
- Action: Coordinate economic developers' networking breakfasts / luncheons; provide information / training on the use of LCP's informational/analytical tools to implement their community's economic development vision.
- Action: Provide staff training on State / IFA / DCEO programs as well as LCP's financial products.

Goal: Improve our internal reporting structures and our ability to demonstrate our progress and accomplishments

- Action: Implement use of Economic Impact Assessment Model to quantify the impact of economic development projects and industries' growth and retraction.
- Action: Develop potential of Sales Logix for managing, tracking and reporting staff's efforts and economic development projects.

Regional Competitiveness (30% Resource Allocation)

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

- Action: Support efforts to secure capital funding from local, state and federal sources for priority highway and transit projects (as defined by the Lake County Consensus Transportation Agenda).
- Action: Staff IL Route 120 Corridor Planning Council and US Highway 41 Corridor Planning Group.
- Action: Support mobility plans in transit and Para transit services.

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

- Action: Organize an expanded LCTA advocacy agenda to include tax, fiscal and economic development policies.
- Action: Organize Lake County companies with shared interests to speak with one non-partisan voice on key issues, to educate elected leaders on policy impacts.
- Action: Promote policy discussions between Lake County business leaders and federal and state delegations on key economic development issues.

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

- Action: Support intergovernmental planning to deliver infrastructure for shovel-ready sites.
- Action: Develop internet system, coordinated with municipalities and key private sector parties, to show current and comprehensive listings of available sites.
- Action: Advocate for continuous improvement in permitting processes at the county, utility and municipal levels.

- Action: Act as ombudsman for projects requiring multiple jurisdictional reviews/processes; troubleshoot solutions.

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

- Action: Convene a public/private task force focused on aligning our Local / Regional/ State ED Agendas.
- Action: Develop and implement a prospect management protocol that supports this alignment.
- Action: Lead a countywide initiative to evaluate, develop, and implement a competitive local incentives framework to leverage state incentives to retain, expand and attract businesses and insure that LCP and “host” municipalities are afforded a seat at the table early-on.
- Action: Explore the alignment of LCP’s regional marketing efforts with a regional marketing entity focused on marketing the Metro-Chicago Region nationally and internationally.

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

- Action: On a semi-annual basis, analyze the results of the industry visitation program to identify emerging barriers to our target industries’/communities’ continued economic growth; report these results to the Strategic Policy Planning Team to secure their input and strategic advice on product and service modifications.
- Action: Where appropriate, support the efforts of the LCTA to redress local, state, national policy that is negatively impacting our target industries’/communities’ continued economic growth.

Business Attraction (10% Resource Allocation)

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

- Action: Promptly respond to all inquiries and referrals using a team approach.
- Action: Provide quarterly reports on:
 - location criteria of marketplace and any emerging trends;
 - economic / fiscal impacts of opportunities won and lost;
 - office, industrial vacancy and absorption rates;
 - results of exit interviews with “missed opportunities.”
- Action: Facilitate alignment of prospective businesses’ employee needs and Lake County’s education, training capacities and the labor pool’s knowledge, skills and occupations.

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

- Action: Provide detailed, current, and accessible information on Lake County’s communities, industries, quality of life, incentives, labor pool, academic and healthcare resources.
- Action: Develop target industry profile information to facilitate clustering by attracting buyers / suppliers and related industries.

Goal: Expand and strengthen Lake County sales team’s knowledge of the industry, processes, and competitive locations

- Action: Maintain dialogue with real estate and development players impacting Lake County.

- Action: Start and / or maintain active participation in associations within each targeted industry.
- Action: Work with municipalities as needed to create and maintain their own retail industry programs, through ICSC and other contact.

Investor Relations (10% Resource Allocation)

Goal: Improve the investor experience with Lake County Partners

- Action: Increase B2B opportunities for investors.
- Action: Involve key investors in the strategic direction of the corporation and client-related work.

Goal: Engage / leverage the skills, expertise, and relationships of our investors to mitigate to business issues and barriers to economic development

- Action: Involve key investors in identification of these barriers and issues through the SPPT focus groups.
-

Goal: Increase investor knowledge about the competitive world of economic development

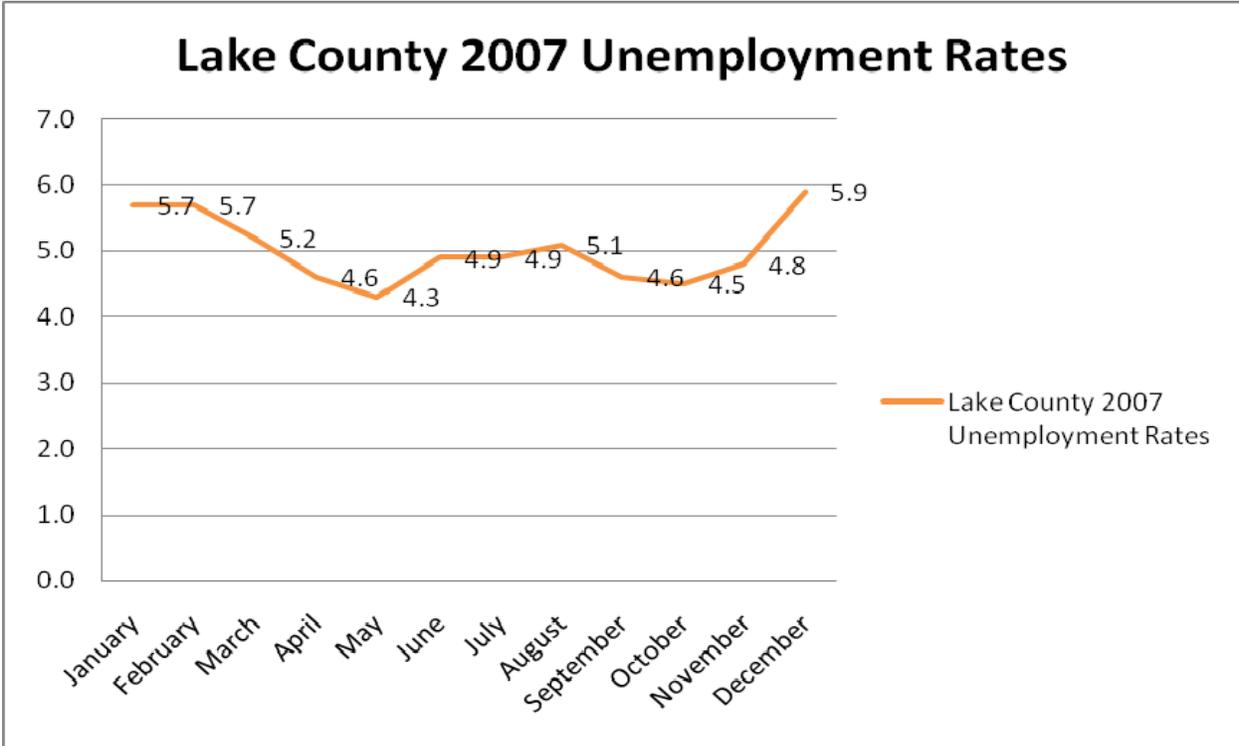
- Action: Sponsor/Host special events with topical speakers or discussion forums.
- Action: Develop and publish communications/messaging pieces.

Lake County, IL Demographics & Statistics

	2007	2006	2005
Population:	725,913	723,591	704,048
Households:	242,240	239,641	235,425
Median Age:	35.0 years	34.8 years	34.5 years
Average Household Size:	2.92 persons	2.93 persons	2.9 persons
Number of Business Establishments:	26,185	27,569	24,604
Median Owner-Occupied Housing Value:	\$282,359	\$294,812	\$269,853
Average Household Income:	\$119,871	\$118,580	\$104,367
Median Household Income:	\$83,072	\$81,302	\$76,743
Per Capita Income:	\$40,393	\$39,721	\$37,892
Median Disposable Income:	\$59,400	\$58,724	\$55,954

Source: ESRI 2005, 2006 and 2007

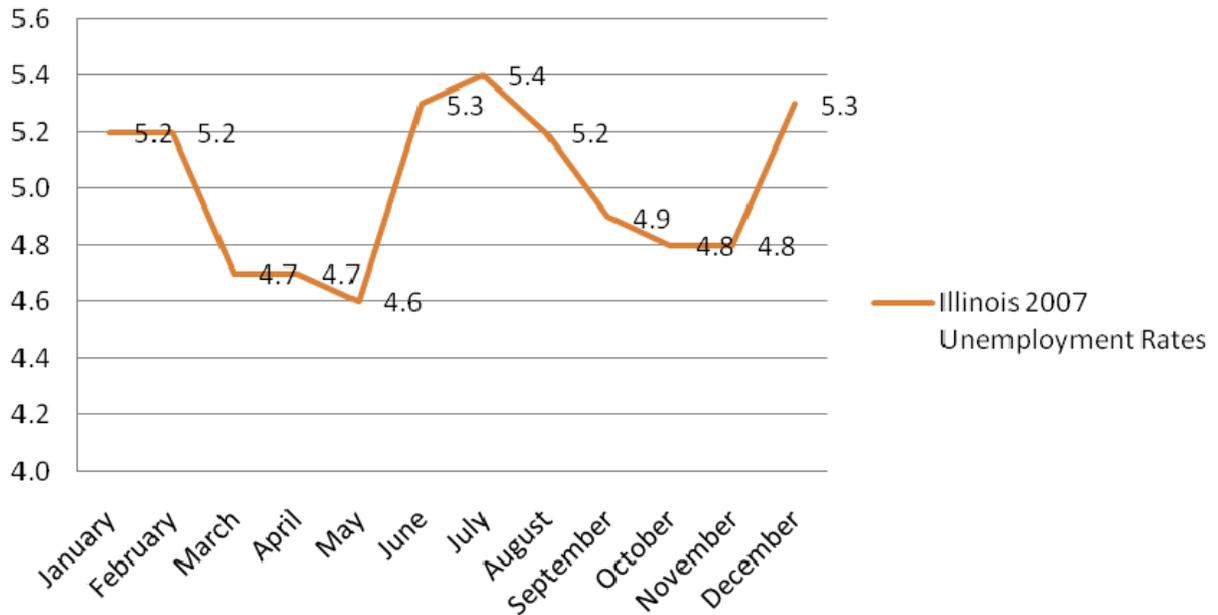
Unemployment Statistics



Lake County 2007 Labor Force

Lake County	January	345,916
Lake County	February	344,229
Lake County	March	347,112
Lake County	April	351,479
Lake County	May	355,218
Lake County	June	364,024
Lake County	July	362,117
Lake County	August	358,571
Lake County	September	359,989
Lake County	October	358,952
Lake County	November	356,099
Lake County	December	354,451

Illinois 2007 Unemployment Rates



Illinois 2007 Labor Force

Illinois	January	6,622,196
Illinois	February	6,623,090
Illinois	March	6,627,946
Illinois	April	6,632,746
Illinois	May	6,648,456
Illinois	June	6,785,802
Illinois	July	6,797,151
Illinois	August	6,717,353
Illinois	September	6,715,454
Illinois	October	6,719,023
Illinois	November	6,748,362
Illinois	December	6,731,002

Corporate & Development Activity - 2007

Note: The 2007 Annual Report includes a collection of information regarding economic development activity in Lake County, Illinois over the past year. The information in this report has been gathered by Lake County Partners from various media sources, as well as from local municipalities, non-profit partners, government organizations, developers, and real estate brokers. It is not intended to be a complete report of business and development activity for the entirety of Lake County. Because of the multiple sources, Lake County Partners does not guarantee the accuracy of the information contained in the Corporate Development Activity sections of this report.

ACCO Brands Corp. (Lincolnshire – office products)

- Office supply products maker Acco Brands Corp. said it agreed to divest its MACO label and tag business to Chartpak Inc. of Leeds, Mass.
- Acco Brands Corp., which makes office products, said it will begin a strategic review of its commercial laminating solutions business, including a possible sale of the segment.

ASAP Software (Buffalo Grove – information technology services and products)

- Computer giant Dell Inc. announced plans to purchase Buffalo Grove-based ASAP Software for \$340 million. ASAP Software, a unit of Corporate Express, provides information technology services to corporations and government organizations

Abbott (Abbott Park – pharmaceuticals)

- Abbott announced that it would sell its core laboratory diagnostics business included in the Abbott Diagnostics Division and Abbott Point of Care (formerly known as i-STAT) to GE for \$8.13 billion in cash. However, the two companies eventually terminated their contract when they were unable to agree on terms.
- Abbott received U.S. Food and Drug Administration (FDA) approval to market HUMIRA® (adalimumab) as a treatment for reducing the signs and symptoms and inducing and maintaining clinical remission in adults with moderately to severely active Crohn's disease who have had an inadequate response to conventional therapy.
- Abbott was named to *DiversityInc* magazine's annual "Top 50 Companies for Diversity" list for the fourth consecutive year.
- Abbott announced the official opening of its new state-of-the-art biologics manufacturing facility in Puerto Rico to support the long-term supply of its leading biologic agent, HUMIRA® (adalimumab), and other future biologics. The new facility, Abbott Biotechnology Limited (ABL), received U.S. Food and Drug Administration (FDA) approval in February to commercially produce HUMIRA for the U.S. market.
- Abbott and Abbott Fund, the company's philanthropic foundation, will be providing \$1 million in new support to HealthReach, including \$750,000 in grants from Abbott Fund which will allow HealthReach to double the capacity of its clinic in Mundelein, Illinois. This grant will also support ongoing operations at HealthReach's clinic in Waukegan, Illinois and planned pharmacy facilities in Libertyville, Illinois.
- Abbott was recognized as one of the "Top 10" on The Dave Thomas Foundation's "100 Best Adoption Friendly Workplaces" list based on adoption benefits offered to employees. Abbott is the highest ranked healthcare company on the list.

- Abbott released its 2006 Global Citizenship Report, now available online at www.abbott.com/citizenship. The report, which is also available in a shorter, printed version, highlights Abbott's integrated approach to corporate citizenship around the world, and the company's financial, social and environmental progress and performance.
- Abbott was named among *The Scientist* magazine's "Best Places to Work in Industry" for the fifth year in a row.
- Abbott's Chairman and Chief Executive Officer Miles D. White joined Tanzania's Minister of Health and Social Welfare the Hon. David Mwakuya in Arusha, Tanzania to dedicate the new Abbott Fund-supported laboratory at Mt. Meru Hospital. Mr. White also announced two new initiatives that will improve overall access to health care, and expand access to HIV testing and care throughout Tanzania.
- Abbott and Abbott Fund announced several efforts to expand access to treatment and care for children living with HIV/AIDS, including an additional investment of \$12 million in grants and product donations this year.
- Abbott was named one of the best companies for college graduates to launch their careers by *The Princeton Review* in its 2008 edition.
- Abbott was named to the Dow Jones Sustainability World Index and the Dow Jones Sustainability North America Index for the third consecutive year. This selection recognizes Abbott's continued leadership in business, environmental and social performance.
- Abbott was again named to *Working Mother* magazine's list of "100 Best Companies for Working Mothers." This marks the seventh consecutive year that Abbott has been honored on this list.
- Abbott was recently named one of the "50 Best Places to Launch a Career" by *Business Week* magazine. For the second year in a row, Abbott was the highest-ranking health care company on the list.
- Abbott was named to *Hispanic Business* magazine's list of the nation's best companies for Hispanics. Abbott was recognized as one of the magazine's "Diversity Elite 60" companies for its commitment to Hispanic hiring, promotion, marketing, philanthropy and supplier diversity.
- Abbott received a 2007 Chicago Innovation Award for its *m2000*[™] molecular diagnostic instrument and the Abbott *RealTime* HIV-1 viral load test, the most sensitive test of its kind capable of detecting and precisely measuring all known strains of the human immunodeficiency virus (HIV).
- For the fifth consecutive year, Abbott was named among the top 20 employers in the *Science* magazine 2007 Top Biotech and Pharma Employer's survey.
- Abbott was recognized as a leading company for diversity in two publications. Abbott was named an "Industry Sector Leader" in a special section on diversity in *FORTUNE* magazine, marking the 10th straight year that Abbott has been honored for diversity in the magazine. In addition, Abbott was named one of the "Most Admired Employers for 2007" by *U.S. Black Engineer and Information Technology* magazine.
- Abbott supported Operation Smile's global initiative to help bring smiles to kids with facial deformities by providing treatment to an estimated 5,000 children in need of surgeries. The initiative, which is part of Operation Smile's 25th anniversary celebration – *World Journey of Smiles* –, consists of 40 medical missions across 25 countries. Abbott donated 1,700 bottles of its anesthesia product, valued at almost \$500,000, for the surgeries.
- Abbott received the annual Illinois Governor's Pollution Prevention Award for outstanding environmental excellence for the sixth time in the last seven years.
- Abbott Laboratories confirmed that the company is eliminating about 200 jobs, mostly those that belong to researchers and scientists, in its drug discovery business as part of a recently completed reorganization.
- Abbott purchased land in Wisconsin, a few miles north of the Illinois state line and west of Interstate 94 between Highway C on the north and Highway 165 on the south.
- The company announced that it had signed a new group purchasing agreement with VHA subsidiary Novation LLC, a health-care contracting services company, and the Oak Brook-based University HealthSystem Consortium, an alliance of medical centers and their affiliated hospitals.

The three-year contract represents potential sales to Novation alliance members in excess of \$350 million in supplies of Abbott's diagnostic equipment, including immunochemistry analyzers, reagents and accessories.

- Abbott Laboratories Inc. and Genentech Inc. will collaborate to develop and eventually sell two Abbott cancer drugs now in early stages of human testing.
- General Electric Co. and Abbott Laboratories Inc. terminated a proposed \$8 billion deal for the sale of two Abbott diagnostics units to the diversified conglomerate.
- The Food and Drug Administration approved the PRISM HCV test for hepatitis C for use alongside other Abbott Laboratories tests that detect hepatitis B.
- A U.S. judge backed Abbott Laboratories Inc. in a patent lawsuit against Medinol Ltd, enforcing a 2006 settlement in a way that gives Abbott an unrestricted license to use certain patents.
- Abbott Fund teamed up with PBS show host and the "I Have a Dream" Foundation to create a weeklong science day camp for underprivileged area children.
- Abbott Laboratories and British drug maker AstraZeneca PLC said they plan to begin late-stage trials for a combination treatment to treat cholesterol and triglycerides.
- Abbott offered Chicago 500 acres of land adjacent to the 540 acre Raven Glen Forest Preserve near Antioch, making it a possible site for the equestrian portion of the 2016 Summer Olympic Games.
- Through its charity arm, Abbott Fund, Abbott has teamed up with the "I Have A Dream" Foundation and David Heil, former host of the PBS science series for children, "Newton's Apple" to host a week long summer camp for underprivileged children in the area at the Melody Nature Farm preserve in Lake Forest. The goal is to encourage children to learn about and enjoy science. Despite the US's need growing need for scientific talent, since 1975 the United States has dropped from 3rd to 17th place among nations in the number of college students studying science and engineering. Among American Minority groups, the numbers are even worse. African Americans and Hispanics make up 30% of the total population but only account for 7% of the science and engineering workforce.

Abiant (Deerfield – bio-imaging)

- Abiant, Inc., an Illinois based company specializing advanced bio-imaging to accelerate and improve drug development and disease diagnosis, announced the successful closing of a \$600,000 private placement. Lead investor Heartland Angels, an angel network specializing in early-stage technology, syndicated the round with Kettering Medical Center and other participants.

Advocate Health Care (Oak Brook – health care system/hospitals – Advocate Good Shepherd Hospital, Barrington)

- Advocate detailed more than \$296 million in community programs and services in its 2006 Community Benefits Report filed with the State under Illinois' Community Benefits Act.
- United Healthcare and Advocate Health Care, the largest integrated health care system in Illinois, announced a new long-term agreement that will expand access to affordable, quality health care for nearly 1 million Chicagoland residents.
- HealthGrades, the nation's leading hospital healthcare ratings organization, awarded Advocate Good Shepherd Hospital its 2007 Distinguished Hospital Award for Clinical Excellence.
- Good Shepherd's emergency services transitioned from its original quarters to the hospital's new, state-of-the-art facility at 4:00am on Thursday April 5th, 2007.
- Advocate Good Shepherd in Barrington unveiled its new \$29 million emergency room makeover to the public. The hospital currently serves a population of 486,000 people in Southwest Lake County, Southeast McHenry County, Northeast Kane County, and Northwest Cook County. However, growth projections suggest that number will grow by 58,000 over the next five years and the need for updated and expanded facilities to meet emergency services demand became very important. The last major renovation to the emergency department was in the 1990s.

- Advocate Health Care announced plans for a 144-bed, 300,000-square-foot hospital that officials hope would be approved to be constructed in Round Lake at the corner of Route 120 and Wilson Rd. Additionally, Advocate filed a letter of intent with the Illinois Health Facilities Planning Board to establish a freestanding emergency center at the location in the event that the hospital plan is shot down.

Akorn Inc. (Buffalo Grove – pharmaceuticals)

- Akorn, Inc. said it has a ten-year operating lease for a newly constructed product development facility in Gurnee. It is combining operations from Decatur and New Jersey at this facility.
- Akorn Inc. said that the Food and Drug Administration cleared a single-dose version of its tetanus diphtheria vaccine.

Amcore Bank (Lincolnshire – bank)

- AMCORE Bank announced the opening of its new branch in Deerfield at 677 Lake Cook Road.
- Amcore Bank will locate an new bank branch at the northwest corner of Route 173 and Deep Lake Road in Antioch on an empty one-acre lot that was the only parcel not purchased by Great Lakes Principals, developer of Wal-Mart and Menards.

Astellas Pharma US, Inc. (Deerfield – pharmaceuticals)

- Astellas Pharma's "Transplant Experience" program received national recognition.
- Astellas Pharma Inc. announced that its US subsidiary, Astellas US Holding, Inc. has signed a definitive agreement to acquire Agensys, Inc. for \$387 million up front assuming approximately \$30 million net cash balance at closing.

AutoMed (Buffalo Grove – automated pharmacy dispensing equipment)

AutoMed signed a lease for 147,902 sq. ft. of space at 1400 Busch Parkway, Buffalo Grove.

Bank of America (formerly LaSalle Bank) (Vernon Hills – bank)

- LaSalle Bank N.A. expanded into Lake Forest with a new branch located at 225 E. Deerpath Road. On April 2, 2007, the bank officially opened its doors for customers to take advantage of the new and conveniently located facility.
- Bank of America Corporation announced a definitive agreement to purchase ABN AMRO North America Holding Company, parent of LaSalle Bank Corporation and its subsidiaries, from ABN AMRO Holding NV. The combination of LaSalle and Bank of America creates a leading banking franchise in metropolitan Chicago, the No. 3 banking market in the United States.
- Bank of America Corporation completed its purchase of ABN Amro North America Holding Company, parent of LaSalle Bank Corporation and its subsidiaries, from ABN Amro Holding NV to create the largest bank franchise by deposits in Illinois and in Michigan. Bank of America significantly expands its metropolitan Chicago and Michigan presence by adding LaSalle's 17,000 commercial banking clients, 1.4 million retail customers, 400 banking centers and 1,500 ATMs.
- Bank of America Corp. received U.S. antitrust approval to acquire the LaSalle Bank unit of ABN Amro Holding N.V.
- Bank of America said it will lay off about 2,500 employees in Illinois over the next two years as part of its planned purchase of LaSalle Bank.

Baxter Credit Union (Vernon Hills – credit union)

- Baxter Credit Union moved to 340 N. Milwaukee Ave., a 101,000-square-foot building just south of State Route 60. The location, which use to house Washington Mutual's offices, will serve as Baxter Credit Union's new headquarters and a retail banking location. The credit union will vacate a 50,000-square-foot building at 400 N. Lakeview Parkway that was built in 1999 as its headquarters.

Baxter International Inc. (Deerfield/Round Lake – health care products/diagnostics)

- Baxter International Inc. (NYSE: BAX) ranked among the leading socially responsible companies as announced in Innovest Strategic Value Advisors' "Global 100 Most Sustainable Corporations in the World" list and *Corporate Responsibility Officer* magazine's "100 Best Corporate Citizens" list.
- Baxter International Inc. and The Baxter International Foundation, the philanthropic arm of Baxter, announced their combined 2006 charitable giving, which focused on increasing access to healthcare, helping developing nations and countries in crisis, and addressing other critical community needs. In 2006, combined giving from the company and its foundation totaled more than \$35 million.
- Baxter International Inc. (NYSE: BAX) released its *2006 Sustainability Report – Connected by a Higher Purpose*, which highlights the company's 2006 social, economic and environmental performance. Available at: <http://sustainability.baxter.com>.
- Baxter International Inc. was named 2007 Medical Products Industry Leader of the Dow Jones Sustainability World Index (DJSI World) and the Dow Jones Sustainability North America Index (DJSI North America). This marks the ninth consecutive year that the company has been listed in the DJSI and the sixth year the company has been named Medical Products Industry Leader since the launch of the DJSI in 1999.
- Baxter International Inc. will be stepping up its investments in China, hiring an additional 200 workers a year.
- Baxter International Inc. said it completed the \$540 million sale of its transfusion therapies business to a consortium of two private equity groups that plan to keep the business based in Lake County. The business, purchased by Texas Pacific Group and Maverick Capital Ltd., is known as Fenwal Inc. and was initially based at its existing site in Round Lake before moving to its new location at Kemper Lakes in Long Grove.
- Baxter moved 350 of its information technology personnel to 440 N. Fairway Dr., Vernon Hills, the former Komatsu Headquarters building. The move brings most of Baxter's information technology personnel under one roof for the first time.
- Baxter International Inc. announced that Baxter's European subsidiary in the United Kingdom has entered into an advanced supply agreement with the Department of Health that contains an option to purchase pandemic influenza vaccine in the event the World Health Organization declares a pandemic.
- Baxter International Inc. said it expanded the recall of its Colleague and Flo-Gard drug infusion pumps to include an additional 986 devices due to falsified service records.
- Baxter International, which already has sales offices and manufacturing plants in China, launched a joint venture, called Guangzhou Baxter Qiaoguang Health Care Co., with a pharmaceutical company in the southern city of Guangzhou to expand its sales.
- Baxter International announced Novation, the University HealthSystem Consortium's contracting services company, has signed a new two-year contract extension on behalf of the consortium valued at more than \$200 million.

Bio-Imaging Research (Lincolnshire – medical imaging products)

- Bio- Imaging Research of Lincolnshire, Ill., developed the Intell- X system for inspecting cargo and vehicles. The Department of Homeland Security is currently testing the product at the Laredo, Texas, border crossing.

BioSante Pharmaceuticals (Lincolnshire– pharmaceuticals)

- BioSante Pharmaceuticals Inc. agreed to a private placement of about 2.8 million shares at \$6 per share that was expected to generate about \$15.6 million in net proceeds.

Brightstar US Inc. (Libertyville – wireless communications)

- Wireless communication provider and distributor Brightstar US, signed a 131,980 sq. ft. lease in Libertyville Business Park. The company now occupies a total of 238,067 sq. ft. in the business park.

Brunswick Corp. (Lake Forest – recreational equipment)

- Brunswick Corp., which makes boats and bowling and billiard products, is selling its fleet management business to Navman Wireless Holdings L.P. for an undisclosed amount.

CCH Inc. (Wolters Kluwer US Group) (Riverwoods – provider of tax and accounting law information, services, and software)

- CCH launched “Just-in-time learning”, which connects users to the CCH Learning Center where they can learn what they need to know, when they need to know it, and get CPE credit as they apply their knowledge.
- The IRS selected CCH to provide the sales tax data for use by all taxpayers who file a 1040 tax return. This marks the third consecutive year that CCH has been chosen by the IRS as its selected provider of sales tax information.
- Wolters Kluwer Law & Business announced that it has acquired MediRegs and that the company's health care research database services and compliance software will become part of the unit's Business Compliance group.
- Wolters Kluwer Law & Business announced that it has acquired the assets of Technical Answer Group, Inc., a provider of information and related expert analysis to third-party administrators, insurance companies, actuaries and other benefit plan professionals who design and administer qualified deferred compensation plans for employers. It will become part of the pension and benefits portfolio within the Business Compliance group in Wolters Kluwer Law & Business.
- The Riverwoods-based publisher of tax, audit, and accounting information products signed a new agreement with H & R Block. H & R Block tax professionals will have access to CCH's Learning Center and to associated tax and audit courses produced by the company.

CDW Corp. (Vernon Hills – computer products distributor)

- CDW Corp. was purchased by Madison Dearborn Partners LLC.

CF Industries (Deerfield – fertilizer manufacturer)

- CF Industries purchased a 50 percent stake in Swiss fertilizer trading company, Keytrade AG, for about \$25 million.

CNH Global N. V. (Lake Forest - agricultural and construction equipment)

- Farm and construction equipment maker CNH Global N.V. announced plans to relocate its corporate headquarters from Lake Forest to the company's plant in Burr Ridge.

Cardinal Health (Warren Township – health care products)

- Gov. Rod R. Blagojevich announced the awarding of an almost \$11.8 million business investment package for Cardinal Health, a global health care supplier and services company, to help it retain a substantial number of jobs in Lake County. The company will keep about 1,800 jobs in Northern Illinois and secure space to house its offices, research and development labs, packaging center and other local operations. The company is moving 700 jobs from its suburban Chicago office to its central Ohio headquarters.

CenterPoint Properties (real estate developer)

- CenterPoint Properties sold about \$164 million in Chicago-area distribution centers and development sites to a new joint venture it has formed with the real estate investment arm of UBS A.G.
- Self-storage and -moving company Pack Rat LLC. leased 37,397 square feet of space at 5605 Center Point Court.
- Akorn Inc., a Buffalo Grove based specialty pharmaceuticals manufacturer announced plans to move product development operations from Decatur, IL and New Jersey to a newly constructed facility in CenterPoint Properties' CenterPoint Business Center in Gurnee.

- Qualanex, a company specializing in pharmaceutical logistics, signed a long term lease for 50,000 sq. ft.
- Kalle USA, one of the world's leading makers of viscose, a product used for plastic and textile based artificial sausage casings, has signed a 10-year lease for 55,000 sq. ft. at 5750 CenterPoint Court in the Gurnee Business Center.

Community Trust Credit Union (Gurnee/Grayslake – credit union)

- Community Trust Credit Union began building a full-service branch at the southwest corner of Deep Lake and Grass Lake roads in Lake Villa that will be the village's first credit union.

Condell Medical Center (Libertyville – hospital)

- Condell Medical Center was one of only seven sites in the U.S. selected by stent graft manufacturer, Medtronic, to train doctors in endovascular repair for abdominal aortic aneurysms (AAA).
- Following an extensive evaluation, Condell Medical Center's cancer care program received re-accreditation from the Commission on Cancer (CoC) of the American College of Surgeons.
- Condell Medical Center began construction of its expanded emergency department—marking a new era for emergency care with advanced trauma services designed to meet Lake County's growing patient needs.
- Condell was named a top hospital in its market by National Research Corp., a healthcare research firm.
- Condell Medical Center was recognized for its exceptional performance this year facilitating organ transplants by the Gift of Hope, Illinois' organ donor network.
- Condell Medical Center's President and CEO Dennis C. Millirons, FACHE, was chosen by the American Hospital Association (AHA) to serve as a Section for the Metropolitan Hospitals Delegate to Regional Policy Board 5. The election term is through December 31, 2008.

Consumers Cooperative Credit Union (Waukegan – credit union)

- CCU obtained 2,200 new locations when it joined the Shared Branching Network of Financial Service Centers Cooperative, Inc.

CrossCom National (Buffalo Grove – communication networks)

- CrossCom National, a company that specialized in the distribution services of communication networks, relocated its business to a new headquarters at 900 Deerfield Parkway in Buffalo Grove. The building is a standalone facility with 60,014 sq. ft.

Dade Behring (Deerfield – clinical diagnostics products)

- Siemens A.G. acquired Deerfield-based Dade Behring Holdings Inc. for \$77 a share.
- Dade Behring Inc. said it received clearance from the U.S. Food and Drug Administration for use of its microscan synergies plus gram-positive panels. The new technology allows for rapid two-hour identification of bacteria and same-day test results for detecting certain antibiotic-resistant bacteria that cause serious health threats in a hospital environment.

Discover Financial Services (Riverwoods – financial services)

- Discover was officially spun-off from its parent company, Morgan Stanley in 2007. Discover Financial Services is now a stand alone, independent financial services company and one of the largest finance companies in the Chicago region.
- Discover Financial Services announced the availability of Discover gift cards at various General Growth Properties mall locations nationwide, including locally at Northbrook Court, Oakbrook Center and Water Tower Place.
- Discover credit card finished second in J.D. Powers & Associates' initial survey of consumer satisfaction with credit cards, trailing only American Express.

Drinker Biddle Gardner Carton (Chicago - law firm)

- The announced merger between Drinker Biddle and Gardner Carton law firms became official in 2007.
- All 13 lawyers and the support staff of Chicago-based Connelly Sheehan Harris LLP became part of Philadelphia-based Drinker Biddle

Duke Realty Corp. (Chicago – commercial real estate broker/developer)

- Duke Realty Corp. is building a 100,000 square foot office building at Conway Park in Lake Forest.
- Duke Realty Corp. has purchased another development site in the Conway Park office complex in Lake Forest, after selling off its most recent project to hospital products company Hospira Inc. in a \$30-million deal. The real estate investment trust is planning an office building of up to 170,000 square feet on the 9.75-acre site.

Evanston Northwestern Healthcare (Evanston/Highland Park – hospital system)

- Evanston Northwestern Healthcare was selected by the Institute for Healthcare Improvement (IHI) to join their 5 Million Lives Campaign Mentor Hospital Network. This distinction for Evanston, Glenbrook and Highland Park Hospitals will allow Evanston Northwestern Healthcare (ENH) to connect with other hospitals and healthcare organizations across the country.
- Evanston Northwestern Healthcare (ENH) was ranked one of the best hospitals in the United States according to *U.S. News & World Report* in its annual survey of America's hospitals. In the 2007 "Best Hospitals issue" Evanston Northwestern Healthcare's Oncology Program was ranked among the 50 best programs in the country for a second consecutive year.

Fenwal, Inc. (Long Grove – blood supply technology products)

- Baxter International Inc. completed the \$540 million sale of its transfusion therapies business to a consortium of two private equity groups, Texas Pacific Group and Maverick Capital Ltd. The new company is called Fenwal Inc. The company is expected to have 400 to 600 employees within 2 to 3 years.
- In order to free up space on the Baxter Corporate Campus, Fenwal moved from Round Lake to new corporate headquarters at Kemper Lakes Business Center in Long Grove thanks to a \$5 million incentive package provided by the State of Illinois.

FGMK (Bannockburn – accounting/consulting)

- FGMK LLC purchased the 98,700-square foot structure at 2801 Lakeside Drive for nearly \$18 million from Northwestern Mutual Life Insurance Co.

Fortune Brands Inc. (Deerfield – consumer products)

- The Swedish government plans to unload the parent of vodka giant Absolut later this year, and Fortune Brands Inc. CEO Norman Wesley has said he plans to make a bid. The estimated value of the deal is \$5 billion, although the price could reach \$8 billion if a bidding war occurs.
- Deerfield-based Fortune Brands agreed to sell its US wine business to beer, wine, and spirits company Constellation Brands Inc. for \$885 million. The sale includes brands such as Clos du Bois, Geyser Peak, and Wild Horse as well as more 1,500 acres of vineyards in California and five California wineries.

Great Lakes Credit Union (Round Lake Beach – credit union)

- Great Lakes Credit Union's Zion branch will celebrate the opening of the newest GLCU location at 2111 Sheridan Road.

Great Lakes Naval Base

- The US Senate Appropriations Committee approved \$125 million to fund military construction projects at Great Lakes Naval Station and at the North Chicago VA Hospital. Senator Dick Durbin, D-IL said that the Naval Station will receive \$26 million for infrastructure improvements on the base and \$99 million is expected to be used for renovating and expanding the VA Hospital.

Green Courte Partners LLC (Lake Forest – real estate)

- Green Courte Partners LLC acquired 12 buildings in Long Grove totaling 50,449 square feet that make up about half of the commercial space in the historic Lake County village's downtown.
- Green Courte provided mezzanine debt that's convertible to equity for a new retail-office development in Lake Forest called Fiore Square that's under construction at 840 S. Waukegan Road.

Harris, N.A. (bank)

- Acquired First National Bank and Trust in Indiana.
- Harris Bank, Chicago's third-largest bank by deposits, announced plans to cut an unspecified number of jobs, in what will mark the bank's first substantial job cut in more than a decade. Harris employs about 3,500 in the Chicago area.
- Harris Bankcorp Inc. is cutting 250 jobs in the U.S., the vast majority of which will hit its Chicago workers, as part of a broad cost-cutting effort by Toronto-based parent BMO Financial Group. In addition, Harris will close an unspecified number of its 200 Chicago-area bank branches, a spokeswoman says, part of a trend in which some large Chicago-area banks are pruning their branches after an unprecedented wave of branch-building over the past several years.

Hewitt Associates LLC (Lincolnshire – human resources/benefits consulting)

- Acquired Adelaide Consulting, expanding its operations in Italy.
- Acquired HeptaCon, expanding its operations in Austria.
- Hewitt Associates, Inc., a global human resources services company, announced it is enhancing its portfolio of benefits outsourcing services and solutions for middle-market companies with the acquisition of RealLife HR, a leading provider of benefits management services.
- Hewitt Associates has put 316,000 sq. ft. of Lincolnshire office space on the sublease market. The space is located at Two Overlook Point.

Hospira (Lake Forest – hospital products)

- Hospira purchased Mayne Pharma Ltd. For \$2.1 billion.

IDI (Atlanta, GA - real estate development)

- IDI, based in Atlanta, developed a 200-acre industrial park near Route 45 and Route 173. The \$200-million Antioch Corporate Center will have between two million sf and 2.5 million sf of space when completed.

Lake County

- The National Association of Counties (NACo) selected the Rt. 173/I-94 Corridor Intergovernmental Agreement as a recipient of a 2007 Center for Sustainable Communities Award. Lake County is one of ten communities to receive this distinguished recognition.
- Lake County government will contribute \$300,000 this year to promote access to affordable housing in Lake County.
- Lake County continues to be one of the fastest-growing counties in Illinois, according to U.S. Census Bureau data, making it the 77th fastest growing county in the country.
- Lake County legislators and officials expressed concern about the potential impact of Gov. Rod Blagojevich's proposed gross receipts tax on local businesses.
- In an attempt to avoid cutting planned road improvement projects, Lake County officials agreed to make their five-year Highway Improvement Program a six-year plan.

- Lake County officials plan to offer a "one-stop shop" for building permits by consolidating services near downtown Libertyville. The county already owns the 90-acre site at Winchester Road and Milwaukee Avenue, where a building contains Lake County's transportation and public works divisions.
- Lake County voters turned thumbs-down to tax increases for schools, recreation centers and to the notion of using subsidies to promote residential development on vacant farmland.
- Lake County Forest Preserve commissioners are delaying plans to construct a new district headquarters until other options can be considered. Forest preserve officials had originally proposed building a \$21 million headquarters building near Libertyville, part of a \$36 million building program which included plans for a new operations and public safety facility near Lindenhurst and an expansion of the Greenbelt Cultural Center near North Chicago.
- Lake County's request for a village site plan permit to build a central permit facility on County Farm property at Milwaukee Avenue and Winchester Road passed through the Village Board.
- In Lake County, the ranks of poor dropped to a five-year low at 5.6 percent. A year after poverty rates, income levels and unemployment all worsened, Lake County's median household income edged higher to \$75,170 and unemployment rates dropped to 4.2 percent.
- An expert hired jointly by Lake County, Antioch, Fox Lake, Lake Villa, Lindenhurst, Old Mill Creek and Wauconda said that taking water from Lake Michigan and bringing it to these communities would require about 45 miles of pipe and other equipment. The estimated cost, including fees and contingencies, was more than \$178 million.
- Lake County officials made a pitch for countywide cooperation in studying the county's water resources and initiating planning efforts to help ensure long-term and affordable water supplies.

Lake Forest Hospital (Lake Forest/Grayslake – hospital)

- Lake Forest Hospital has launched the region's first SOMATOM Definition CT, a state-of-the-art computed tomography (CT) technology manufactured by Siemens Medical Solutions that is revolutionizing diagnostic capabilities.
- Lake Forest Hospital was named among the nation's top hospitals in its market by National Research Corp., a healthcare research firm. This is the third year in a row that Lake Forest Hospital has received this award.
- Lake Forest Hospital is named #1 consumer choice in both Lake and Kenosha counties.
- The Illinois Senate approved a plan that would allow Lake Forest Hospital to bring emergency medical services to the north and western areas of Lake County.
- New legislation, proposed by State Sen. Susan Garrett, D-29th, of Lake Forest, could help pave the way for Lake Forest Hospital to offer 24-hour emergency medical services at its facility in Grayslake. The outpatient center located at 1475 E. Belvidere Rd. would become an emergency care center.

Learning Resources Inc.(Vernon Hills –manufacturer of learning toys/educational materials)

- Learning Resources Inc. expanded its corporate headquarters in Vernon Hills with the purchase of a 137,000 sq. ft. warehouse near its existing facility in Continental Executive Park. Learning Resources now has approximately 350,000 sq. ft. of space.

Manhard Consulting Ltd. (Vernon Hills – engineering consultants)

- Manhard Consulting, Ltd. was named one of the Top 500 Design Firms in the nation for 2007 by ENR Magazine (Engineering News Record). ENR, a McGraw-Hill Construction publication, is one of the largest trade publications in the engineering and construction industry.
- Manhard Consulting, Ltd., a mid-size civil engineering firm with over 350 employees, announced the acquisition of Capital Engineering, Inc., of Carson City, NV.

Nicor Gas (natural gas provider)

- Nicor announced its 2006 philanthropy efforts, which resulted in more than \$1.7 million in corporate and employee donations – and countless volunteer hours – benefiting communities throughout northern Illinois.

Omniceil Inc. (Waukegan – provider of patient safety technology)

- Omnicell Inc. has renewed its lease in the Amhurst Lake Business Park with major plans for renovation and build-out for the 38,459-sf space.

Pactiv Corp. (Lake Forest – consumer plastics and storage products)

- Pactiv Corp. agreed to pay \$1 billion to acquire Bedford Park, IL-based Prairie Packaging Inc., a maker of disposable tableware.

Prime Source (Buffalo Grove – manufacturer of fasteners)

Prime Source leased 173,000 sq. ft. of space at 15773 Aptakisic Rd., Buffalo Grove.

Takeda Pharmaceuticals North America, Inc. (Deerfield – pharmaceuticals)

- Takeda Pharmaceuticals North America, Inc., announced it has formed new community partnerships with Girls on the Run-Chicago and Midtown Educational Foundation, two Chicago-area not-for-profit organizations. The three-year partnerships and \$500,000 donation are part of Takeda's focus on promoting health and wellness and commitment to give back to the communities where its patients and employees live and work.
- The U.S. Green Building Council (USGBC) recognized the Takeda Pharmaceuticals North America, Inc. U.S. corporate Home Office in Deerfield, Ill., with its Leadership in Energy and Environmental Design® (LEED) designation at a Gold-level certification in the New Construction category. The facility, which houses approximately 1,100 Takeda Pharmaceuticals North America and Takeda Global Research & Development Center, Inc. Home Office employees, is the only pharmaceutical office in Illinois to achieve this designation. Takeda is one of only five Gold LEED certified buildings in Illinois, and one of only 205 in the United States.
- TAP Pharmaceutical Products Inc. is building a closer sales relationship with its half owner, Takeda Pharmaceutical Co., just as talk has heated up recently that the Japanese parent might buy the remaining stake in the Lake Forest-based company.

The Alter Group (Chicago – business park developer)

- Alter Group filed a petition to bring 600 acres into Grayslake's municipal boundaries. The parcel is near Peterson Rd., Rte. 83, and Alleghany Rd. and part of the property falls into Grayslake's 954 acre Central Range area. Plans for the site include a mix of industrial, office, retail, and residential.

Smalley Steel Ring (Lake Zurich – manufacturer of rings and springs)

- Smalley Steel Ring has purchased Spirolex Inc. from Kaydon Corp. Smalley is a maker of spiral retaining rings, snap rings, and wave spiral retaining rings, snap rings, and wave springs.

Uline Inc. (Waukegan – packaging supplies)

- The company announced plans to locate its corporate headquarters in Pleasant Prairie, WI. Uline will continue to maintain its presence in Waukegan but future corporate headquarters' growth will take place in Pleasant Prairie.

United Way of Lake County (Gurnee - non-profit organization)

- www.findhelplakecounty.org launched in a partnership between UWLC and the Lake County government.

Van Vlissingen & Company (Lincolnshire – real estate developer)

- Van Vliissingen announced that ZF Industries, a major supplier to the automotive industry with Global Headquarters in Germany, renewed its lease for its Corporate Woods Business Park facility in Vernon Hills resulting in the retention of 300 jobs.
- Woodhead Industries, a division of Molex Inc. and global developer, manufacturer, and marketer of a wide array of automation and electrical products for industrial environments, is moving its corporate headquarters and 160 employees from Northbrook to Van Vliissingen's Lincolnshire Corporate Center.

Vista Health (Waukegan, Lindenhurst – hospital)

- Vista Health submitted a certificate of need of application to the Illinois Health Facilities Planning Board to build a \$99 million hospital in Lindenhurst that would meet the current health care needs of residents in northern Lake County.
- Vista Health System announced plans to open a "standby emergency department/24-hour urgent care" center at its west campus, located at 2615 Washington St., in Waukegan. Included in Vista's plans is an open-heart center at Vista Medical Center East in Waukegan.
- Antioch, Lake Villa Township, Lindenhurst, Waukegan and North Chicago signed resolutions supporting a 140-bed hospital proposed by Vista Health on Grand Avenue in Lindenhurst.
- The Illinois Health Facilities Planning Board ruled to defer action on Vista's certificate-of-need application, citing inconsistencies in Vista's proposal on the first day of the board's two-day meeting in Chicago.

Walgreens (Deerfield – drug store retailer)

- Walgreen Co. announced it has reached an agreement to acquire select assets of Farmington, Conn.-based Familymeds Group Inc., a specialty pharmacy and medical specialty product provider. Walgreens is acquiring the assets for approximately \$60 million, in addition to assuming certain real estate leases.
- Salix Pharmaceuticals, Ltd. is partnering with Walgreens and the Colon Cancer Alliance (CCA) to raise awareness and increase screenings for colorectal cancer.
- Walgreen Co. said it intends to acquire Take Care Health Systems, a leading operator of convenient care clinics. The clinics, combined with the drugstore chain's nearly 5,700 pharmacies across the country, will form the core for the future rollout of a variety of patient-focused health care services.
- Walgreen Co. and Option Care, Inc. announced a definitive agreement in which Walgreens will acquire Option Care in a cash transaction for \$19.50 per share. With the assumption of some debt, the transaction has a total enterprise value of approximately \$850 million.
- Walgreens announced that Bison Acquisition Sub Inc., its wholly owned subsidiary, has successfully completed its tender offer for all of the outstanding shares of common stock of Option Care, Inc.
- Take Care Health Systems, a leading operator of convenient care clinics and a wholly-owned subsidiary of Walgreens, announced it has signed a national contract with Aetna, one of the nation's leading diversified health care benefits companies, to become part of their national network of providers.
- Wilson Health Information, LLC, an independent healthcare consumer research firm, named Walgreens Health Initiatives the highest rated pharmacy benefit manager (PBM) nationally in overall member satisfaction.
- Walgreens has acquired two pharmacies from TabSafe Prescription Services, LLC, the pharmacy services division of TabSafe Medical Services, Inc., a privately-held company that manufactures and markets a state-of-the-art personal medication management system for seniors.

Washington Mutual (Waukegan – bank)

- Washington Mutual Inc., one of the nation's biggest mortgage lenders, will cut 250 Chicago-area jobs as part of a national restructuring of its home-loan business. Many of the job cuts come from the company's Vernon Hills mortgage processing unit.

Windy City Novelties Inc. (Vernon Hills – party supplies)

- Windy City Novelties Inc. purchased a 134,790-sf building to allow for expansion. The company purchased the building at 300 Lakeview Parkway and will keep its current location in the same business park at 595 N. Lakeview Parkway.

WMS Industries (Waukegan – slot machine/video game manufacturer)

- WMS Industries, a slot-machine manufacturer based on Waukegan, opened its \$11 million, 120,000 sq. ft. facility expansion at its headquarters in Northpoint Business Center on Rte. 43.

WW Grainger (Lake Forest – industrial supplies distributor)

- W.W. Grainger Inc. announced the expansion of its workforce, the addition and expansion of facilities and the expansion of its product lines. In Chicago, Grainger currently has 18 branch sites and will add four more, relocate three facilities and expand 12 others. This includes a new 25,000-square-foot branch in Mundelein.

Woodhead Industries (Lincolnshire – electrical/automation products)

- Woodhead Industries, a division of Molex Inc. and global developer, manufacturer, and marketer of a wide array of automation and electrical products for industrial environments, is moving its corporate headquarters and 160 employees from Northbrook to Lincolnshire Corporate Center.

Zebra Technologies Corp. (Vernon Hills – printing solutions provider)

- Vernon Hills-based Zebra Technologies Corp. has agreed to buy WhereNet Corp., a Santa Clara California based company, for \$126 million. The acquisition bolsters Zebra's place as a leader in radio frequency identification.

County & Community Activity - 2007

Lake County

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- Lake County officials made a pitch for countywide cooperation in studying the county's water resources and initiating planning efforts to help ensure long-term and affordable water supplies.

City of Highland Park

- Highland Park City Council gave preliminary approval to a fourth affordable housing development, adding 14 units for working families near the city's northern border.
- Highland Park city officials are working with Pace and three elected federal legislators to obtain an \$800,000 federal grant to purchase two hybrid-electric buses for the city's eight-bus fleet.
- Proposed development: Walnut St. Condo's, 640 Walnut St., 3-unit condo construction, May 2008, \$300,000.
- Proposed development: Sheridan Road Residential Development, 405 Sheridan Rd., 12-unit residential development, March 2008, \$2 million.
- Proposed development: Lexus of Highland Park, 2930-3040 Skokie Valley Rd., 38,663-sq.-ft. automobile dealership, February 2008, \$5 million.
- Proposed development: Temple B'nai Torah Addition, 2789 Oak St., multi-purpose building, October 2007, \$2 million.

- Proposed development: Birchwood Tennis Club Addition, 1174 Park Ave. W., 924-square-foot rec center addition, September 2007, \$100,000.
- Proposed development: Skokie Valley mixed-use development, 300 Skokie Valley Rd., 21,686-square-foot mixed-use building, July, \$1.5 million.

City of North Chicago

- The Illinois Department of Commerce and Economic Opportunity is providing grant funding to the City of North Chicago, Veterans Administration Hospital and Rosalind Franklin University to conduct a feasibility study on the potential for a North Chicago Medical District. The medical district would provide an area and means for financing infrastructure within the given area. Focus of the uses in the area would be on medical services and life sciences including hospitals and schools. With this designation, there is the potential for incubator space and laboratories for small start-up health science companies.
- The North Chicago Fire department was awarded a grant of over \$100,000 to install life saving equipment such as defibrillators.
- The Illinois Department of Public Health awarded the North Chicago Water Department with a certificate of the Water Department's compliance with the Illinois Fluoridation Act.
- North Chicago continued to pursue the redevelopment of its downtown, recently completing the purchase of 40 acres of industrial and commercially zoned property near King Drive and Sheridan Road.
- Two years after military realignment cut jobs at the Great Lakes Naval Station, North Chicago will receive a \$150,000 grant to study workforce and economic redevelopment.
- The City Council was informed that an unofficial deal to obtain 35 acres from the Navy for commercial development has fallen through. The property northeast of Buckley and Green Bay roads -- currently Halsey Village Navy housing slated for demolition -- was to have been transferred to North Chicago in lieu of \$1.6 million in real estate taxes it is scheduled to receive from privatized family housing at Great Lakes.
- More than \$125 million was approved by the Senate Appropriations Committee to help fund military construction projects at Naval Station Great Lakes and North Chicago VA Hospital.
- North Chicago High School was awarded a \$150,000 federal grant made available through the county's Workforce Development Department. School officials apparently want to use the money to help pay for the Princeton Review ACT Course for students, as a means to getting more graduates into college. The school's composite ACT score for 2006 was 16.8, compared to 20 statewide, as reported in the 2006 Illinois School Report Card.
- Proposed development: Joint Navy/VA Federal Health Care Facility Alterations, 3001 Green Bay Rd., medical renovation, November 2007, \$6.5 million.
- Proposed development: Foss Park Golf Course Banquet Hall & Lounge, 3124 Argonne Dr., 10,000-square-foot banquet hall, July 2007, \$ 1 million.
- Proposed development: Greenbelt Cultural Center Renovation, 1215 Green Bay Rd., community center expansion, June 2008, \$4 million.

City of Park City

- Proposed development: Park City Lake County Branch Court, 301 Greenleaf St., 14,200-sq.-ft. court facility, October 2007, \$4 million.

City of Waukegan

- Waukegan is holding an auction for a piece of land that has been sitting undeveloped for about a year. The 27-acre Traditions at Glen Flora, on Waukegan's north side, was supposed to be a high-end 98-unit community for people 55 and older.
- A surprising City Council decision to move forward with a plan that would dredge harmful sediment buildup from the harbor would also petition to have the harbor closed to commercial ships. A closure could affect hundreds of jobs at industrial companies, including La Farge and National Gypsum.

- Advocates of the Artspace concept picture a redeveloped downtown area taking shape not only with new businesses, condominiums and restaurants, but also with a live-and-work community for artists. A market survey has been launched to see if Waukegan will be selected for the non-profit real estate development project, which among other things could draw federal funds to set up residences and work spaces in and around downtown.
- The city's recently announced plans to radically transform the future makeup of Waukegan Harbor hit a snag when the U.S. Environmental Protection Agency withdrew its support for a \$36 million dredging project. The U.S. Environmental Protection Agency officially killed its agreement with the city to design a project to clean up Waukegan Harbor. The city will now lose more than \$30 million in federal grants for the dredging project. The county had pledged \$2.5 million, while the state offered to chip in \$4 million to subsidize the harbor dredging project with Great Lakes Legacy Act money.
- Waukegan filed a federal lawsuit seeking to have Sea Horse Drive businesses bear the costs for any future removal of polychlorinated biphenyls (PCBs) from the harbor.
- Proposed development: Fifth Third Bank, 720 N. Green Bay Rd., 4,200-sq.-ft. bank, March 2008, \$600,000.
- Proposed development: Buffalo Wild Wings, 3961 Fountain Square Pl., 6,095 square-foot restaurant, December 2007, \$500,000.
- Proposed development: Fashion Bug #3723 / Waukegan, Lakehurst Rd., 7,500-sq.-ft. retail build-out, January 2008, \$350,000.
- Proposed development: O'Plaine Road Multi-Family, O'Plaine Road and Belvidere Rd., 300-unit multi-family development, May 2008, \$30 million.
- Proposed development: Fountain Square — Lot 7 — Phase 2, Fountain Square Place, 18,668-square-foot retail build-out, October 2007, \$2 million.
- Proposed development: Dunkin' Donuts, 2900 Belvidere Rd., 2,200-square-foot doughnut shop, August 2007, \$250,000.

City of Zion

- Plans go ahead on the \$21 million Market Square, an area planned to have shops, multi-level parking, a 60- to 70-room hotel, and 113 condominiums on the block bordered by Sheridan Road, Elim Avenue, and 27th and 28th Streets.
- After four years of planning, a new 8,500-square-foot shopping center has been approved for the northwest corner of Sheridan Road and 20th Street. Arby's has already agreed to be a tenant of the center.
- Proposed development: Partners Dental, TBA, new dental clinic, December 2007, \$2 million.
- Proposed development: Zion Fire Station, 1307 27th St., new fire station, November 2007, \$5 million.
- Proposed development: TravelCenters of America #030 Remodel / Zion, 16650 W Russell Rd., 976-sq.-ft. travel center remodel, October 2007, \$75,000.
- The Zion Super Wal-Mart located at Rte. 173 and Kenosha Rd. is set to open January 2008 and is looking to hire 450 workers.

Village of Antioch

- V Land Corp., a Chicago developer, submitted paperwork to Antioch's building department proposing a 500,000-square-foot retail development on 60 acres on the north side of Route 173.
- The village has officially declared its support for Vista Health's proposal to build a 140-bed acute care hospital in Lindenhurst.
- Antioch Marketplace, proposed on 73 acres north of Route 173 just west of Wal-Mart and Menards, could include a Lowe's home improvement store, Target and Kohl's department stores, said Development Manager Andy Goodman with GMX Real Estate Group. The development of these stores would create around 800 jobs.
- The village's sales tax revenue has increased by \$1 million in two years, thanks to new retail development on Route 173.

- The village board voted to take \$200,000 from the business district fund, established to set aside 25 percent of the sales tax revenue, and put it into a capital improvement account. That has upset many downtown business owners.
- Work began on the 200 acre, Antioch Corporate Center business park being developed by IDI.
- The village's new wastewater treatment plant, which had been projected to be done by the end of this year, had finally been put out for bids. Originally estimated to cost \$15 million in 2005, the price has gone up by about \$2 million.
- A facade improvement program for local merchants may either become focused on improving the exterior appearances of certain retail businesses located in downtown Antioch, or it may be broadened to include money for any type of businesses located anywhere in town.
- Antioch officials assessed the impact locally of Neumann Homes' announcement that the developer is filing for Chapter 11 bankruptcy protection because of the slump in the housing market. There are two Neumann Homes' developments, Clublands and NeuHaven, both of which have not reached build-out, but combined there are close to 800 residences, some of which are not quite finished.
- Antioch officials may tax residents' utilities from 1 to 5 percent to replenish dwindling village funds. A 5 percent tax on telephone, electricity and gas could generate about \$750,000 annually.
- Antioch trustees reached agreement and unanimously approved a new 600,000-square-foot shopping center. The Antioch Marketplace development, anchored by Kohl's, Lowe's and Target, along with Best Buy and PetsMart, will be built on the north side of Route 173, just west of Menard's.
- Antioch Fire Protection District officials sought voter approval to raise the limiting tax rate from 0.185 to a maximum 0.215 for four years, an increase of 40 cents per \$100 of equalized assessed valuation, to provide around-the-clock staffing in downtown Antioch and one of the substations, either on Grass Lake or Deep Lake roads.
- Proposed development: Clubland Commons, Route 173 and Savage Rd., 25-acre mixed-use development, January 2008, \$93 million.
- Proposed development: Amcore Bank, Illinois Route 173 and Deep Lake Rd., 4,100-square-foot financial facility, March 2008, \$600,000.

Village of Barrington

- Proposed development: Lake Zurich Road Offices, 777 Lake Zurich Rd., 23,000-sq.-ft. office renovation, November 2007, \$1 million.
- Proposed development: Jim Carlstrom Subdivision, 320 W. Roslyn Rd., 2-unit single-family subdivision, July 2007, \$200,000.

Village of Beach Park

- The Village Board instituted a tax-increment finance district along Sheridan Road and a business corridor district along Green Bay Road. Water and sewer extension and the proposed widening of Green Bay are also crucial issues.
- Village officials agreed to study two potential hotel sites at the request of Hyatt officials. The vision is to first study the viability of an airport suite hotel at the intersection of Green Bay and Wadsworth roads. The second possible discount hotel could be placed at the junction of Wadsworth and Sheridan roads.

Village of Buffalo Grove

- The Village Board tried to reach a conclusion on an issue that has created a rift for years. The debate is over what to develop on the corner of Deerfield Parkway and Milwaukee Avenue: some members feel it should be high end retail and restaurants while others feel it should be developed into a business center including a hotel and a bank.
- Buffalo Grove officials received an expansive development proposal for vacant land on the northwest and southwest corners of Milwaukee Avenue and Deerfield Parkway. It shows a mix of

retail and restaurant uses on 18 acres located on the northwest corner, including a hotel and one office building. The proposal shows seven retail and restaurant buildings between 6,500 square feet and 20,000 square feet. The hotel is expected to house 126 guest rooms. The plan shows a total of nine buildings on the corner. The proposal also shows three more retail buildings and another office building on the southwest corner. Retail uses on the south side of the intersection will include a bank and a drug store.

- Bridge Development Partners LLC, based in Chicago, and McMorgan & Co., based in San Francisco, bought 29 acres at the intersection of Aptakisic Road and Leider Lane with plans for an industrial park. The partnership acquired the property from Peerless of America for \$16.6 million.
- Two chain restaurants, El Pollo Loco and Houlihan's, are interested in establishing a franchise in Buffalo Grove, 5.5 miles away from each other.
- Planned development: Taco Bell, 50 W. Dundee Rd., 2,427-sq.-ft. chain restaurant renovation, September 2007, \$100,000.
- Planned development: Berenesa Plaza, Deerfield Parkway and Milwaukee Ave., 200,000-sq.-ft. mixed-use development, October 2007, \$60 million.

Village of Deer Park

- The Deer Park Village Board approved an ordinance to include a referendum on the February ballot asking residents' permission to increase the sales tax by 0.5 percent. Deer Park needs sales tax as revenue because there are no property taxes in that village.
- Proposed development: Deer Park Multi-Tenant Retail Building, 20530 N. Rand Rd., 13,500-square-foot retail building, August 2007, \$2 million.

Village of Deerfield

- Proposed development: Barking Lot / Deerfield, 495 Lake Cook Rd., 19,080-sq.-ft. dog kennel, October 2007, \$1 million.
- Proposed development: Starland Kids, 710 Robert York Ave., 2,000-sq.-ft. recreational center expansion, October 2007, \$200,000.
- Proposed development: Deerfield Orthodontics, 710 Robert York Ave., 2,372-square-foot medical facility, April 2008, \$200,000.
- Six buildings in the Parkway North Center office complex in Deerfield are to be put up for sale in January in a deal that could fetch upward of \$200 million.
- Australian investment firm Mariner Financial Ltd. bought its second suburban Chicago office building this year, paying \$23.3 million for a four-story property in Deerfield just off the Edens Expressway.

Village of Fox Lake

- Village officials voted unanimously to approve a zoning overlay agreement for 1,100 acres owned by Thelen Sand and Gravel on the village's north side.
- Developers purchased land for a Fox Lake hotel. Investors and developers have bought the 10-acre Sayles property and 10 acres of Watts Marina.
- Big Hollow Elementary District 38 announced it will sell the 13 acres it owns at routes 12 and 134.
- Developers from the long-awaited Fox Lake hotel are almost done with the red tape needed to begin construction on the site. The property, a 16-acre parcel on Route 12, one block south of Eagle Point Road, will become a Holiday Inn and plans for the attached 450-seat banquet facility and In-Play high-tech game area also are ready to go.
- Proposed development: Bella Terra Townhouses, 125-135 Manor Ln., 22-unit townhome development, August 2007, \$3 million.
- Proposed development: Menards Warehouse Expansion, Route 12 and Stanley Rd., 40,000-square-foot retail warehouse, October 2007, \$3 million.

- Fox Lake was the latest community to continue pursuing a study designed to bring Lake Michigan water to the northern part of Lake County.
- Fox Lake Public Library District officials asked voters to approve issuing roughly \$15 million in bonds to build a new library on Grand Avenue.

Village of Grayslake

- An overall plan for residential and commercial development in the Rollins Road corridor was developed by officials from the Grayslake village, local schools, developers and the Lake County Board. The area includes about 231 acres, with about 180 acres of buildable land.
- Construction began on the new \$5.9 million Grayslake Police Department facility. It will be attached to the current Grayslake Village Hall at 10 S. Seymour Avenue.
- Village trustees agreed to two planning revisions, including the addition of another level of underground parking, which will speed up construction of a \$17 million downtown retail and condominium development.
- Plans for the Lake County fairgrounds include 548,422 square feet of retail stores with a mix of specialty retailers and restaurants, according to Robert Elias of Developers Diversified Realty, or DDR, of Ohio. They will develop the property, tentatively called The Shoppes of Grayslake, in partnership with Sid Wiener of SKW Capital Management in Deerfield. The proposal to redevelop the Lake County Fairgrounds into an upscale outdoor shopping center received unanimous support from the Grayslake Plan Commission.
- Development might be in the offing for Grayslake on a mammoth parcel near Peterson Road, Route 83 and Alleghany Road. Skokie-based Alter Group recently filed a petition to bring 600 acres within Grayslake's municipal boundaries. Other pieces of land Alter Group might build on already are in Grayslake.
- Proposed development: Overlook Place, Belvidere Road and Neville Dr., 70-unit senior housing complex, November 2007, \$3 million.
- Proposed development: The Shoppes at Grayslake, Route 45 and Route 120, 680,339-square-foot lifestyle center, June 2008, \$90 million.

Village of Gurnee

- A Wal-Mart SuperCenter just west of Gurnee Mills -- an expansion of the current store -- will include a 24-hour grocery, expanded retail services and an indoor-outdoor garden center.
- Proposed development: Columbia College Educational Building, 1225 Tri-State Parkway, 42,000-sq.-ft. educational building, October 2007, \$6 million.
- Proposed development: Spartan Computer Service — Red Lobster KDS Roll-Out / Gurnee, 6230 Grand Ave., restaurant electrical upgrade, September 2007, \$1,000.
- Proposed development: Gregory Chrysler Jeep, 18834 Grand Ave., 23,101-square-foot car dealership, August 2007, \$2 million.
- Proposed development: The Children's Place — Shoe Department Retrofit, 6170 Grand Ave., retail store retrofit, July 2007, \$30,000.
- Proposed development: Starbucks #13526 Tenant Improvement, 1500 Nations Dr., 4,300-square-foot tenant improvements, October 2007, \$200,000.

Village of Highwood

- Highwood Towers, a proposed development that was scaled down, would be a mixed-use, twin-tower residential and retail development of 31,000 square feet with indoor parking. It was originally nine stories and is now proposed with eight. The proposal has been under review by Highwood Plan Commission members since 2006 and was revised in January to meet concerns expressed by Plan Commission members as well as by community residents.

Village of Lakemoor

- Proposed development: The Shops at Lakemoor, a new 640,000-square-foot retail center.

Village of Lake Barrington

- Proposed development: Lake Barrington Field House, Pepper Road and Onion Dr., 175,000-sq.-ft. athletic facility, November 2007, \$30 million.

Village of Lake Bluff

- Lake Bluff is investing nearly \$1 million in street improvements in its town center as it works with developers to revitalize the North Shore town by building on its historic roots.
- Proposed development: Sherwood Drive Office Building, 917 Sherwood Dr., 11,500-square-foot office building, August 2007, \$1.5 million.

Village of Lake Forest

- Proposed development: Lake Forest Place Duplexes, 777 W. Gage Ln., 32-unit residential development, May 2008, \$3 million.
- Proposed development: Barat Woods Development, 700 E. Westleigh Rd., 115-unit residential development, April 2008, \$10 million. The development will be on the former Barat College Campus.

Village of Lake Villa

- The Village of Lake Villa granted preliminary approval for a mixed-use planned unit development at the former Sherwood and Cedar Lake parks. Buschman Development Inc. intends to build 100 single-family homes and 133 townhomes on the Cedar Lake Park property, and 102 townhomes and 180 condominiums on the Sherwood Park property. Plans also call for 12 acres of commercial property.

Village of Lake Zurich

- A 32 residence condominium project is proposed for a stretch of Route 22 across from the lakefront promenade. It includes a two-story parking garage to the rear and 12 townhouses along nearby Lake and Mionske streets. It is one of two initial phases of downtown redevelopment.
- The Lake Zurich Village Board approved spending about \$1 million on expenses for the downtown tax- increment financing district.
- The village has spent \$29.3 million on redevelopment, and has \$500,000 left for expenses before reaching the spending limit under its current tax increment financing district budget.
- A Lake Zurich village committee overruled an earlier plan commission recommendation and voted to move forward with a hotel proposed for Rand Road. The project, known as The Shops of Lakeview, calls for an 86-room Holiday Inn Express, an 8,000-square-foot restaurant with a drive-through, a Starbucks and a 7,500-square-foot retail building on roughly 5 acres off Route 12. The property at 195 S. Rand Road, adjacent to a vacant Kmart building, is the site of the former Frank's Nursery that went bankrupt.
- The Village Board voted to approve a controversial proposal by Joseph Freed and Associates for the vacant Frank's Nursery site on Rand Road.
- Proposed development: Astor Warehouse, Astor Court, 21,685-sq.-ft. distribution warehouse, March 2008, \$1.5 million.
- Proposed development: Main St. Commercial Development, Main St. and Buesching Rd., 176,000-sq.-ft. commercial development, April 2008, \$20 million.
- Proposed development: Marathon Gas Station Additions, 1125 S. Old Rand Rd., 1,800-sq.-ft. convenience store & donut shop, April 2008, \$300,000.
- Proposed development: The Shops of Lakeview — Phase II, 195 S. Rand Rd., 17,425-sq.-ft. commercial development, February 2008, \$1.5 million.
- The Lake Zurich village board voted to make up for a roughly \$750,000 shortfall in anticipated revenue from the village's special tax increment financing district by borrowing internally from the village's water and sewer fund.

Village of Libertyville

- Libertyville was ranked number 52 on *Money Magazine's Top 100 Places to Live* for 2007.
- A joint venture between McShane and MetLife broke ground on the final two facilities of the three-building Liberty Point Corporate Center, an industrial corporate park at Peterson and Midlothian roads. The two buildings, which will cost up to \$25 million, are speculative facilities totaling more than 359,000 sf on a 25-acre site.
- Crews are widening about 2 miles of Butterfield between Harding Avenue and Route 137. It's the final leg of a \$36 million Lake County transportation project that began in the late 1990s.
- Plans to spend \$12 million to expand library facilities in the Cook Memorial Library District are expected to be approved at the next meeting of the Library Board.
- The Offices at Pine Meadows are currently under construction (see attached flyer)
- Liberty Point is completing construction, with several new tenant announcements, including Culligan. Medline occupied their space in Phase I of Liberty Point.
- Manchester Square mixed use building is under construction in downtown and will contain several restaurants (www.mslibertyville.com).
- 747 N Milwaukee is under construction as a mixed use building downtown with ground floor retail and expanded office space for Mueller Trading on the second story.
- Proposed development: Winchester House, Winchester Road and Milwaukee Ave., 175-bed nursing home, April 2009, \$31 million.
- Proposed development: Lake County Public Works Administration Facility, 650 Winchester Rd., public works building renovation, October 2008, \$1.2 million.
- Proposed development: Jewel-Osco #3406 Remodel, 1300 S. Milwaukee Ave., 71,069-square-foot regional-chain grocery store remodel, August 2007, \$3 million.

Village of Lincolnshire

- **Lincolnshire Commons Lifestyle Center** -The development of this 150,000-square foot lifestyle center, located at the northwest corner of Milwaukee Avenue and Aptakisic Road is nearly complete, with only a handful of available multi-tenant spaces and one building pad remaining. Last year saw the opening of a 33,000-square foot, two-story Barnes & Noble Booksellers store overlooking the adjacent lake and office building "skyline." In addition to the bookstore and the number of fine dining and fast-casual restaurants, the newest high-caliber specialty retailers at Lincolnshire Commons include DSW Shoes, Chico's, White House | Black Market, Joseph A. Bank, LensCrafters Optique, Bath & Body Works, and Ritual Aveda Salon & Spa. These tenants are soon to be joined by Talbots Misses and Petites, which received all necessary Village approvals and, as of February 2008, in an interior space build-out stage.
- **CityPark of Lincolnshire Lifestyle Center** - ECD Company, CityPark's original developer, is proposing the construction of a 7-story, 138-room aloft Hotel (a luxury brand of W/Starwood Hotels), catering to a younger clientele. As proposed, the hotel will be built on a deck over the existing detention pond in CityPark, located at the southwest corner of Milwaukee Avenue and Aptakisic Road. The proposal is currently under review by the Village. If approved and constructed, the hotel will be the latest addition to the existing offices as well as retail and entertainment venues at CityPark.
- **Downtown Redevelopment** - The Village is currently working under a Redevelopment Agreement with CFRI/CBK LLC, for the development of a 15-acre retail/commercial site located at the northeast corner of Half Day Road and Milwaukee Avenue. This development is expected to serve as Lincolnshire's downtown, encompassing approximately 50,000 square feet of office, retail, and restaurant space. The developer is seeking tenants, in order to move forward with final design plans. It is anticipated that construction on this project will begin in 2008.
- **Lincolnshire Place Condominiums** - Following the Village Board's approval of final site plan and building elevations, Weiss Development, developer of Lincolnshire Place, broke ground on a 62-unit condominium building in the Spring of 2007. The 2.44-acre development enjoys a prominent location in the heart of Lincolnshire, just east of the intersection of Olde Half Day Road

and Milwaukee Avenue. The site was most recently owned by the Village of Lincolnshire, and had been acquired as part of our Downtown Redevelopment Project. In 2006, it was sold to Weiss Development for the construction of a single, four-story condominium building. The development will serve as a well-integrated extension to the existing Village Green South condominiums, previously completed by the same developer, creating a harmonious and architecturally-pleasing condominium campus. Scheduled for occupancy in the Summer of 2008, the building that contains two- and three-bedroom units with seven different floor plans, will offer an extensive array of exterior and interior amenities. Close proximity to the vibrant Village Green Retail Center, Walgreens, and walking and biking paths, as well as ample adjacent open space, will make this an enviable location.

- **Walden Ponds Condominiums** - In 2007, the Village Board approved a proposal for a 36-unit condominium building as part of the final development phase of the Tri-State International Office Center. The 3-story, brick and stone Walden Pond Condominiums will be constructed on the vacant site directly south of the Homewood Suites Hotel, and will fit well into a neighborhood consisting of single-family homes, townhouses, and an adjacent hotel. The condominium building will offer a unique and high-quality architectural design, with views overlooking the large pond, underground parking, and spacious floor plans. Construction is scheduled for early 2008.
- **Sedgebrook Retirement Community** - Sedgebrook Retirement Community, located at the northeast corner of Milwaukee Avenue and Aptakasic Road, completed two more buildings for occupancy in 2007, and has broken ground on the 96,197-square foot Renaissance Gardens Extended Care Center, which will be located along the southeastern portion of the campus with views of the man-made lake. The Renaissance Gardens complex includes a 4-story building that will include a Skilled Nursing residence, an Assisted Living residence, and an attached community building, with anticipated completion in 2008. As Sedgebrook continues to move forward through the remaining phases of development, construction of all the approved neighborhoods will be underway over the next few years and full build-out is expected to be completed in 7-9 years, with Sedgebrook reaching a population of approximately 2,100 residents.
- **Bridgeview Bank Office Development** -The Village Board has granted approval for the development of a 4.8-acre office campus at the corner of Olde Half Day Road and Milwaukee Avenue, anchored by a 2,900-square foot relocated Bridgeview Bank and a 16,000-square foot office building, with a possible restaurant tenant. This site formerly housed P. J. Willickers and Tacos Monterrey Restaurants, whose aging structures were removed in 2007 to make way for this new campus. Bridgeview Bank long ago made a commitment to Lincolnshire, and even though initial plans for a new building fell-through in 1998, Bridgeview moved into a smaller temporary space at the nearby Oak Tree Corners and is now excited about final approvals by the Village and a ribbon cutting in 2008.
- **Bridge Office Development** -The redevelopment of the Aptakasic corridor is continuing since the addition of the United Auto Workers facility at Barclay Boulevard and Aptakasic Road and a recent rezoning of two parcels of land immediately west of that facility to accommodate a proposed 4-story, 160,000-square foot Class A office building along a planned extension of Shelter Road to Margate Drive. Review of this office project will continue through the first half of 2008, with construction to begin thereafter. This will result in the removal of older marginal buildings in disrepair, to be replaced with a Lincolnshire-quality office building that will continue the landscaped campus environment of the adjacent Lincolnshire Corporate Center.

Village of Lindenhurst

- Developer Oliver McMillan proposed the construction of an upscale retail and residential development in Lindenhurst called Village Green. The lifestyle center will have 450,000 sq. ft. of retail space and a number of upscale retailers have expressed interest. Lindenhurst approved a business district for the area and has agreed to allocate half of one percent the village will receive in sales tax revenue from businesses within the district to the developer to offset the provision of public improvements. A first phase of apartments, condominiums, and row houses is

expected. A second phase of single family homes will come later. The project has been scaled back from \$229 million to \$130 million since it was first proposed last year.

Village of Long Grove

- Proposed development: Route 83 Commercial Building, 7107 Route 83, 6,800-sq.-ft. commercial building, November 2007, \$700,000.
- A proposed project is set to include a Sunset Foods grocery store, a bank, dry cleaner, coffee shop, restaurant and drug store.

Village of Mundelein

- Mundelein plans to restore its downtown development plan with sites including Cardinal Square, a 541-unit condominium and townhouse development near the post office, which is being partly financed through a TIF district.
- Mundelein officials backed off long-stated plans to move village hall to a former factory on Archer Avenue. They still want to relocate the municipal offices from the one-time firehouse on Hawley Street, however, and are keen on developing a new plan for the land near the town's commuter train station at Archer Avenue and Division Street.
- Village trustees gave the green light for a fourth Diamond Lake condominium project by adopting several zoning variances recommended by the Plan Commission. Diamond Cove Condominiums will consist of a four-story, 16-unit building on a two-acre lakefront site at 728 Diamond Lake Road, near the Harbor Pointe Condominiums. The existing single-family residential structure currently on the site will be demolished.
- BPG Properties Ltd., based in Philadelphia, purchased the Park Butterfield Apartments at 2200 S. Butterfield Rd. BPG purchased the 522-unit complex for \$60 million for BPG's affiliate Madison Apartment Group LP.
- Mundelein Village Board gave the go-ahead to a developer to move forward with a 100-acre shopping center despite opposition from some residents. The center would have about 600,000 square feet of retail space and could include Menards, Wal-Mart, Kohl's, Circuit City, OfficeMax, PetSmart and Dick's Sporting Goods. The location is south and west of Illinois Highways 60 and 83, just north of Illinois Highway 176.
- Clark Street Development appeared before the Village Board to sound out both the Village Board and some nearby residents on the viability of building a 100,000-square-foot shopping center at Routes 60/83 and 176.
- Proposed development: Joy of the Game Baseball and Softball Academy, 915 Tower Rd., 18,000-sq.-ft. renovation for a recreational facility, December 2007, \$1 million.
- Proposed development: Advanced Auto Parts, Forest Ave. and US-RT 45, 6,900-sq.-ft. auto parts store, October 2007, \$1.2 million.
- Proposed development: Forest Plaza Building #1, Forest Ave. and US-RT 45, 10,000-sq.-ft. retail shell, October 2007, \$ 1 million.
- Proposed development: Forest Plaza, 317 Forest Ave., 10,000-sq.-ft. commercial development, February 2008, \$1 million.
- Proposed development: Wingstop / Mundelein, 720 South Route 83, 1,581-sq.-ft. restaurant build-out, September 2007, \$100,000.
- Proposed development: Mundelein Town Center, Route 60 and Route 176, 600,000-sq.-ft. retail center, September 2008, \$51 million.
- Proposed development: South Butterfield Road Retail Development, 650 S. Butterfield Rd., 5,300-square-foot retail building, October 2007, \$500,000.
- Proposed development: Diamond Lake Condominiums, 755 Diamond Lake Rd., 18-unit residential building, August 2007, \$1.2 million.
- Proposed development: Jewel-Osco #3488 Remodel, 1501 S. Lake St., 70,000-square-foot interior grocery and retail remodel, August 2007, \$3 million.

Village of Riverwoods

- Riverwoods held a ceremonial groundbreaking to mark the beginning of a new agreement to purchase water from Northbrook.

Village of Round Lake

- Round Lake Mayor Bill Gentes created a taskforce charged with looking to the development of a minor league baseball stadium being built in the village.
- Proposed development: Round Lake Townhouses, Chardon Road and Route 60, 249-unit townhouse subdivision, July 2008, \$30 million.
- NBG Land Partners LLC of Rosemont submitted an application with the village of Round Lake to build 249 townhomes on about 120 acres of land on Chardon Road in Fremont Township, just south of Route 60 and east of Fairfield Road. The developer is seeking to have the property annexed into Round Lake.

Village of Round Lake Beach

- Proposed development: Route 83 and Engle Retail Outpad, Route 83 and Engle Dr., 6,000-sq.-ft. retail outpad, February 2008, \$510,000.
- Proposed development: Dunkin Donuts, 327 E. Rollins Rd., 2,000-sq.-ft. restaurant, November 2007, \$300,000.
- Proposed development: Panda Express, 380 E. Rollins Rd., 2,459-square-foot tenant improvement, August 2007, \$125,000.

Village of Round Lake Park

- The village moved forward with plans to build a rail spur to service the Stock Building Supply company, which moved into the village a little more than a year ago.
- Proposed development: The Players Club, Porter Drive and Route 120, 57,000-sq.-ft. indoor tennis facility, May 2008, \$6 million.

Village of Vernon Hills

- The village approved plans for Port Clinton Place, a mixed-use 20-acre development which will include 132 condominiums and 47 townhomes.
- An assisted living facility specifically for those with dementia and Alzheimer's disease received informal approval in Vernon Hills. The 44 bed facility is planned to be built on 4 acres at Deerpath and Atrium drives in the west central part of the village. The area is zoned for office use and would need to be rezoned.
- A private investor from Colorado purchased the Townline Commons, a shopping complex at 555 Townline Road, from Mokena, IL-based Location Finders International. The sale price was \$24 million.
- The Vernon Hills board made Lowe's official.
- Town Center plans call for condominium buildings, townhouses, retail shops, and man-made lakes created within the 42-acre Tax Increment Financing district located at Route 45 and Milwaukee.
- The Half Day Inn was closed and cleared away to make room for the Vernon Hills Town Center, a 42-acre, \$57 million mix of condominiums, townhouses and retail space.
- Jason's Deli, a Texas based chain, is looking to inhabit the old Hooter's restaurant building on Milwaukee. Jason's operates 151 stores in 21 states and wants to expand to Illinois. Besides Vernon Hills, the company has signed leases in Naperville, downtown Chicago and Palatine, according to information provided to the village.
- Proposed development: Old Country Buffet, 701 N. Milwaukee Ave., 5,000-sq.-ft. restaurant, June 2008, \$200,000.
- Proposed development: Life Time Fitness, 680 Woodlands Pkwy., three-story, 141,000-sq.-ft. fitness facility, November 2007, \$14 million.
- Proposed development: Community High School District 128, Various Addresses, renovation of multiple high school athletic facilities, June 2008, \$10.4 million.

- Proposed development: Vernon Hills Hotel, TBA, 128-room hotel renovation, October 2007, \$2 million.
- Proposed development: Lowe's Home Improvement, TBA, 169,311-sq.-ft. retail store, August 2007, \$6 million.
- Proposed development: Congregation or Shalom, 21 Hawthorn Pkwy., 21,372-sq.-ft. religious facility, September 2007, \$3 million.
- Proposed development: Autumn Leaves Memory Care Residences, Atrium Drive and Deerpath Dr., 26,000-square-foot elderly care facility, September 2007, \$3 million.
- Proposed development: Westfield Shoppingtown Hawthorn expansion, 122 Hawthorn Ctr., 14-screen movie theater and retail center expansion, August, \$5 million.

Village of Volo

- The village board approved spending \$3.1 million on a new 15,000-square-foot village hall at Route 60 and Fish Lake Road.
- A partnership between Orput Cos., Mid-America Asset Management Inc., and Archon Group has acquired 90 acres in Volo at the intersection of Rte. 120 and US Highway 12. The partnership plans to build a 725,000 sq. ft. regional open air center, Volo Village Marketplace. The partnership puts the cost for the project at \$100 million and estimates that the project will create 750 jobs.

Village of Wadsworth

- Plans were made for street lights to be installed in hopes to deter theft in some neighborhoods of Wadsworth.
- The Village Board unanimously approved having the village attorney write the ordinance to cement a three-way pact controlling zoning and land use for the Route 173/94 corridor.
- Many residents were pleased to see that no big box developments will be zoned and opened in Wadsworth. There was a plan threatening to develop retail along Rte. 173.

Village of Wauconda

- A \$9.5 million equestrian center to include a cross country course, stables for 280 horses, an arena with seating for 15,000, and even an esplanade overlooking a small lake would be part of the package the city's exploratory committee would include in its pitch to the U.S. Olympic Committee.
- Trustees unanimously approved a consent decree with the U.S. Environmental Protection Agency over the former Wauconda Sand & Gravel landfill at Bonner and Garland roads.
- Wauconda Park District officials wanted voters to approve issuing \$12 million in bonds for building an outdoor water park and related facilities, and expanding and improving its community center.