

# Barometer 2000

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## Overview

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The national economy appears to be slowing down from its record pace over the past eight years. The U.S. Commerce Department revised down its estimate of gross domestic product (total goods and services produced within U.S. borders) to an annual rate of 2.2% for the third quarter.

That was less than half the 5.6% rate of expansion registered in the second quarter and the most sluggish performance since a 2% rate during the third quarter of 1996. A major contributor to the revision in third quarter's expansion rate was a downward revision for exports of U.S. goods and services.

Industrial production fell in November by 0.2%, the third such drop this year. Operating capacity at the nation's factories, mines, and utilities fell to 81.6% in November from 82.1% in October.

After-tax corporate profits exhibited similar weaknesses. Profits grew at only a 0.6% annual rate for the third quarter, down from a 2.5% increase in rates during the second quarter. Alan Greenspan, Federal Reserve Chair, noted that the slump in corporate profits was particularly concerning and many economists believe that Greenspan will cut interest rates at the next meeting of the Federal Reserve Board on Jan. 31, 2001.

**Population:** The population in Lake County increased by 1.5% between July, 1998 and July, 1999. These figures are based on Census Bureau Estimates.

**Unemployment:** The October, 2000 unemployment rate in Lake County was 2.6%. This represents the lowest monthly unemployment rate posted for the year 2000. This compares to an annualized unemployment rate of 3.4% for 1999. The national unemployment rate for November, 2000 was 4.0%.

**Workforce:** The number of workers in the Lake County workforce decreased from an annualized figure of 329,923 in 1999 to 325,684 in October, 2000.

**Housing:** Lake County is divided into 3 markets by the Illinois Association of Realtors. The Barrington and North Shore markets include both Lake County and Cook County communities. As demonstrated by the figures in the table, the median sales price for single family homes in the Barrington area increased 11.0% over the 1999 figure, in the North Shore market the median sales price increased 12.5%, and in the rest of Lake County the median sales price increased by 7.4%.

However, the number of single family home sales in 3rd quarter 2000 have decreased since 3rd quarter 1999. In Barrington, sales of single family homes decreased by 16.2%, in the North Shore market they decreased by 17.3%, and in the rest of Lake County sales of existing single family homes decreased by 9.4%.

Local Indicators	Previous Data	Current Data
Population	608,348 (1998)	617,975 (1999)
Unemployment	3.4% (1999)	2.6% (10/2000)
Workforce	329,923 (1999)	325,684 (10/2000)
Housing		
Median Price		
Barrington	\$402,900 (3Q 1999)	\$447,100 (3Q 2000)
North Shore	\$358,700 (3Q 1999)	\$403,400 (3Q 2000)
Lake County	\$166,400 (3Q 1999)	\$178,700 (3Q 2000)

National Indicators	Percentage Change from 3rd Quarter 1999 to 3rd Quarter 2000	Percentage Change from 2nd Quarter 2000 to 3rd Quarter 2000
<b>Productivity</b>		
<i>Manufacturing</i>	7.8%	7.3%
<i>Business</i>	4.7%	2.8%
<b>Output Per Hour</b>		
<i>Manufacturing</i>	6.5%	4.1%
<i>Business</i>	6.0%	2.6%
<b>Unit Labor Costs</b>		
<i>Manufacturing</i>	-2.6%	-0.7%
<i>Business</i>	0.3%	2.8%
<b>Real Hourly Compensation</b>		
<i>Manufacturing</i>	1.5%	3.4%
<i>Business</i>	1.5%	2.6%

**Productivity/Output:** Manufacturing productivity in the third quarter of 2000 increased 7.3% from the second quarter of 2000 and 7.8% from third quarter of 1999. Output increased 4.1% and hours of all persons engaged in manufacturing activities fell 2.9%. Output per hour in the manufacturing sector increased 6.5% from the same quarter in 1999.

Business sector productivity increased by 2.8% between the second and third quarters of 2000 as output increased 2.6% and hours of all persons engaged in the business sector decreased 0.2%. Productivity in this sector increased 4.7% from the same quarter in 1999. Output per hour in the business sector increased 6.0% since the 3rd quarter in 1999.

**Unit Labor Costs:** Because of the productivity gains in manufacturing, unit labor costs decreased 0.7% in the third quarter of 2000. Unit labor costs declined 2.6% between 3rd quarter 1999 and 3rd quarter 2000.

Business sector unit labor costs increased 2.8% in the third quarter of 2000. Since the same time quarter last year, unit labor costs increased by only 0.3% in the business sector.

**Real Hourly Compensation:** Increases in consumer prices kept real hourly compensation of manufacturing workers to a 3.4% increase in the third quarter of 2000. If consumer price increases are factored out, the hourly compensa-

tion for the manufacturing sector increased by 6.5% in the third quarter. The percent change in real hourly compensation for manufacturing workers from a year ago is 1.5%.

Real hourly compensation (including consumer price increases) increased 2.6% in the third quarter of 2000. Hourly compensation for business workers, factoring out consumer price increases, increased 5.7% in the third quarter. As with manufacturing workers, the percent change in real hourly compensation for business sector workers from a year ago is 1.5%.



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## LAKE COUNTY BUSINESS 2000 A YEAR IN REVIEW

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While the national and regional economies exhibited signs of slowing growth, the year 2000 was a healthy time for Lake County businesses in terms of corporate expansions, relocations, new contracts and partnerships, technological developments, and recognized workplace achievements.

\*Denotes Lake County Partners Member

### **APAC Customer Services Inc. (Deerfield) teleservices**

Expanded strategic alliance with MarchFirst Inc. in which MarchFirst will help APAC develop new software designed to enhance online customer service

- Received contracts in the 2nd quarter valued at more than \$100 million
- won a multi-year contract from Harrah's Entertainment, Inc. to provide customer care and support services to Harrah's customers at its website
- Leased 70,000 sq. ft. facility at 6 Parkway North in Deerfield.

### **\*Abbott Laboratories (multiple locations) pharmaceuticals**

Signed long term lease for 242,088 sq. ft. industrial space at 2000 USG Dr., Libertyville for medical supplies distribution

- Cited by Fortune Magazine as one of the "50 Best Companies for Minorities"
- Received the International Historic Chemical Landmark award from the American Chemical Society and the Royal Society of Chemistry for its large scale development of penicillin during WWII
- Named by Information Week Magazine to its 12th Annual Information Week 500 List as an innovative corporate user of technology
- Ranked 46th in the 2000 Greater Chicagoland Technology Fast 50 List compiled by Deloitte & Touche of companies with the greatest revenue growth over the past 5 years
- Signed a 5-year, sole source \$250 million contract to provide Consorta Inc., a group purchasing organization representing half the Catholic Hospitals in the U.S., with Abbott's line of Medi-Sense blood glucose monitoring products.

### **Advanced Packaging & Fulfillment, Inc. (Waukegan) contract packaging**

Leased an additional 30,887 sq. ft. at Amhurst Industrial Center IV in Amhurst Lake Business Park.

### **Akorn, Inc. (Buffalo Grove) manufacturer/distributor of pharmaceutical & medical products**

Ranked 31st in the 2000 Greater Chicagoland Technology Fast 50 List compiled by Deloitte & Touche of companies with the greatest revenue growth over the past 5 years

- Entered into an exclusive, worldwide cross licensing agreement with NovaDAQ Technologies for diagnostic use during coronary artery bypass graft surgery of Akorn's Contrast Imaging Agent and NovaDAQ's Digital Laser Imaging System.

### **Aksys, Inc. (Lincolnshire) hemoodialysis product developer**

Received gross proceeds of \$7.4 million from the sale of 960,000 shares of common stock to institutional investors.

### **Allegiance Healthcare Corporation (McGaw Park) healthcare products**

Purchased Bergen Brunswig Medical Corp., a unit of Bergen Brunswig Corp (medical supply distributor)

- Parent company, Cardinal Health Inc. purchased Rexam Healthcare Packaging's folding carton facility in Guaynabo, Puerto Rico
- Acquired Ni-Med kit manufacturing business from Oak Medical Industries (sterile procedure kits) in Farmington, MO.
- Acquired CurranCare LLC, a North Riverside, IL-based healthcare consulting firm.

### **Alliant Exchange (Deerfield) food service distributor**

Named preferred food service distributor for all U.S. lodging brands of Choice Hotels International, Silver Spring, MD.

- Signed agreement with Oinke, Inc. that will allow AlliantLink.com customers to put their loan requests up for auction before Oinke's network of 160 lenders.

### **Allscripts, Inc. (Libertyville) electronic prescription & medication delivery services**

Entered a 5-year, marketing pact with e-MediSoft.com, a comprehensive healthcare portal

- Agreed to acquire ChannelHealth, Inc., a subsidiary of IDX Systems Corp.

### **Allstate Corporation (Northbrook, Vernon Hills) insurance**

Opened a new 75,000 sq.ft., facility at 300 N.Milwaukee. Ranked by Working Mother Magazine as one of the best companies in the U.S. for working mothers. Ranked by Chicago Magazine as the 9th best company to work for in the Chicago market. Acquired Provident National Assurance Company from Unum Provident Corporation.

### **Alternative Resources Corporation (Barrington) technology mgmt. services**

Signed three year deal to manage a full-service help desk for Boston, MA.-based Cross Country Automotive Services.

### **American Marketing Services & Consultants (Mundelein) direct mail marketing**

Began construction of a 38,000 sq. ft. facility on Tower Road.

**\*Ameritech (multiple locations)  
telecommunications**

Approximately 20,000 customers in 5 states signed up to receive their phone bills online through an electronic billing service provided by New Jersey-based Princeton eCom Corp.

**\*AMLI Commercial Properties Trust (Waukegan)  
real estate**

Broke ground on the 171,397 sq. ft. Amhurst Industrial Center V and the 137,222 sq. ft. Amhurst Industrial Center VI at Amhurst Lake Business Park • Announced leases to AT&T Broadband & Internet Services (75,545 sq. ft.); Maplewood LF, wedding accessories distributors (33,147 sq. ft.); Visual Pak, repackaging firm (32,516 sq. ft.); Merchandising Inventives and Displaywerks, Inc. (30,704 sq. ft.); and RJ Contracting, office furniture manufacturer (22,387 sq. ft.).

**Arthur J. Rogers (Vernon Hills and Buffalo Grove)  
real estate**

Announced leases at Rogers Executive Park in Vernon Hills to American Wireless, Inc., distributor of cellular communications products (7,450 sq. ft.); Norbert Planting Co., metal finishing firm (5,400 sq. ft.); and TDS Metrocom, Inc. (5,400 sq. ft.). Announced leases at Rogers Centre for Commerce in Buffalo Grove to Ghetzler Aero-Power Corp, R&D and marketing of airplane parts (4,250 sq. ft.) and Hoel America, manufacturer of electronic parts (2,700 sq. ft.).

**\*Bank One Corporation (multiple locations)  
financial services**

Set up a private banking unit to service private clients • Launched an improved website, bankone.com/business, that allows small business owners to shop for health insurance, develop human resource policies, and better manage financial affairs.

**\*Baxter International (Deerfield and Round Lake)  
healthcare products/equipment**

Ranked by Chicago Magazine as the 17th best company to work for in the Chicago market • Ranked 40th in the 2000 Greater Chicagoland Technology Fast 50 List compiled by Deloitte & Touche of companies with the greatest revenue growth over the past 5 years • Announced the creation of an internet-based, global healthcare exchange that will allow healthcare providers to make quicker, more efficient purchasing decisions. Partners in the exchange include Baxter, Abbott Laboratories, Johnson & Johnson, GE Medical Systems, and Medtronic Inc. • Acquired North American Vaccine Inc. of Columbia, MD for \$380 million.

**Bergen Brunswig Corporation (Lake Zurich)  
medical supply distributor**

Cardinal Health Inc.'s Allegiance Healthcare Corporation acquired the medical supply distribution unit of

Bergen Brunswig Corporation for \$181 million • CVS Corp. agreed to pay \$124 million for Bergen Brunswig's specialty pharmacy business, Pittsburgh PA - based Stadtlander Pharmacy. The deal also includes a distribution pact that calls for Bergen to provide CVS's ProCare Unit with \$2.5 billion of pharmaceutical over the next 5 years.

**Bio-Logic Systems Corporation (Mundelein)  
computer based electro-diagnostic systems**

Signed a licensing/development agreement with the Massachusetts Eye and Ear Infirmary of Boston, an affiliate of Harvard Medical School, for new technology to evaluate hearing loss in infants • Ranked 41st in the 2000 Greater Chicagoland Technology Fast 50 List compiled by Deloitte & Touche of companies with the greatest revenue growth over the past 5 years.

**Brook Electrical Distribution Co. (Lincolnshire)**

Purchased 71,556 sq. ft. facility at 645 Heathrow Drive in the Lincolnshire Business Center.

**C & F Packing Company (Lake Villa)  
meat processing**

Broke ground on a new 114,000 sq. ft., meat processing plant in Lake Villa. The facility will also serve as the company's new corporate headquarters, moving operations from Elk Grove Village, IL.

**CDW Computer Centers, Inc. (Vernon Hills)  
computer sales**

Ranked by Chicago Magazine as the number 1 company to work for in the Chicago market • Ranked 94 on Fortune Magazine's annual "100 Fastest Growing Companies in America" list • Reached the number 5 position on Catalog Age's list of the top 100 national and worldwide direct marketing and catalog companies • CDW was one of 24 companies to win the 2000 Better Business Bureau National Torch Award for Market Place Ethics • Announced that it will add a 156,000 sq. ft. office for 900 people in Mettawa and construct a 250,000 sq. ft. warehouse addition at its headquarters site • Announced that it will hire 250 additional account managers by year's end 2000 and double the size of its Chicago sales office in 2001.

**CTI Industries (Barrington)  
manufacturer of mylar and latex balloons**

Hired Fahnestock & Company, Inc. to evaluate its strategic alternatives in business acquisitions and shareholder value.

**Case Corporation/CNH Capital (Lake Forest)  
agricultural equipment/financial services**

Relocated its corporate headquarters to 100 S. Saunders Rd.

**Certified Packaging Corp. (Waukegan)**  
**contract packaging**

Leased 53,940 sq. ft. at 3821 Court St.

**Clear Communications Corporation (Lincolnshire)**  
**supplier of optical network mgmt. software**

Signed an agreement with Fujitsu Network Services (FNS) in which Fujitsu will provide systems integration and related professional services for both Clear Communications and FNS Network Operating Center Customers • Announced agreements with systems integrators NETVisor (Budapest, Hungary), Eastecnica (Lisbon, Portugal), and Steria (Paris, France) in which the integrators will use Clear's Clearview product suite to monitor network performance and to warn of trouble within specific circuits.

**Clark/Bardes Holdings (Barrington)**  
**executive compensation and benefits consulting services**

Acquired Los Angeles-based Compensation Resource Group, Inc. for \$24.6 million cash and \$6 million of Clark/Bardes common shares.

**\*College of Lake County (Grayslake)**  
**community college**

Broke ground on the University Center at the Grayslake Campus. 11 universities have signed on to offer bachelor degree programs at the \$22.8 million facility • Announced \$51.2 million budget for fiscal year 2001 • Received \$329,520 grant from the Illinois Community College Board to provide job training for the unemployed. Recipients will be trained in health care occupations • Signed training pacts with W.W. Grainger, Deere & Co., Abbott Laboratories, CDW Computer Centers, Inc., and Lake Forest Hospital.

**\*ComEd (various locations)**  
**electric utility**

Unicom Corp., ComEd's parent company, and Peco Energy agreed to merge creating one of the largest electric utilities in the nation with \$12 billion in annual revenues. The companies are merging to form Exelon Corp., with headquarters in Chicago.

**Complete Computer Solutions (Buffalo Grove)**  
**computer consulting**

Complete Computer Solutions was acquired by Westchester, IL-based Common Sense Solutions. The combined organization will continue to operate out of both Westchester and Buffalo Grove.

**\*Condell Medical Center (Libertyville)**  
**Hospital**

Opened the Condell Heart Center at its Libertyville Campus, the first open heart surgery unit in Lake County • Donated 25 portable defibrillators to police departments in Hainesville, Hawthorn Woods, Grayslake, Lake Forest,

Libertyville, Mundelein, Round Lake, Round Lake Beach, Round Lake Heights, Round Lake Park, Vernon Hills, and Wauconda.

**Corporate Resource Systems (Gurnee)**  
**commercial printing**

Leased 30,900 sq. ft. at 1960 Swanson Ct.

**CrossCom National (Buffalo Grove)**  
**retail voice POS/data communications network implementor**

Leased 74,000 sq. ft. industrial building in Arbor Creek Business Park.

**Cycle Logistics (Gurnee)**  
**logistics**

Leased 94,739 sq. ft. at the Tri-State Distribution Center.

**Cytomedix, Inc. (Deerfield)**  
**developer of cellular therapies and molecular biotechnology products**

Agreed to acquire worldwide manufacturing and distribution rights to Procuren, a proprietary wound healing agent developed by Curative Health Services, Inc.

**Dade Behring, Inc. (Deerfield)**  
**clinical diagnostics instruments**

Signed agreements with Diagnostics Systems Group that create sales and distributional relationships between the companies and their healthcare customers • Announced a collaboration with Premier, Inc. to create an internet-based purchasing and information initiative that will make Dade Behring's lab products available to Premier's 1900 member hospitals through medibuy.com.

**\*Discover Financial Services/Morgan Stanley Dean Witter (Deerfield/Riverwoods)**  
**financial services**

Announced that the Account Center at Discovercard.com had registered 2 million accounts as of August, 2000 • Morgan Stanley Dean Witter and Kanbay International, an e-business integrator, signed an agreement to create a global electronic business and software development delivery organization.

**Doetsch Brothers Co. (Waukegan)**  
**earth moving contractor**

Relocating headquarters from Prospect Heights to a 45,000 sq. ft. manufacturing/warehouse facility in Waukegan.

**eLoyalty Corporation (Lake Forest)**  
**provider of outsourced teleservices**

Agreed to provide electronic customer relationship management services to Ford Motor Co.

**Eagle Test Systems (Mundelein)**  
**designer/manufacturer of test equipment used in semiconductor production**

Leased a 24,237 sq. ft. facility at 620 S. Butterfield Rd. for expansion purposes.

**Eastek International Corp. (Buffalo Grove)**  
**injection molding, magnetic components, & custom equipment assemblies**

Leased 25,076 sq. ft. at 360 Hastings Lane in Buffalo Grove.

**Empyrean Candles (Lake Zurich)**  
**candle manufacturer**

Purchased 71,000 sq. ft. facility at 330 E. Main St., Lake Zurich from Kemper Insurance Companies.

**Etoora/Virotek (Buffalo Grove)**  
**cGMP compliant manufacturer of products for medical and assay fields**

Leased 40,010 sq. ft. building in Arbor Creek Business Park.

**Europa International (Buffalo Grove)**  
**eyewear and sunwear manufacturer**

Relocated corporate headquarters to a 16,467 sq. ft. building in Buffalo Grove from Wheeling.

**\*First Midwest Bank (Itasca, Gurnee)**  
**financial services**

Dedicated the Robert P. O'Meara Administration Center in Gurnee. The three story, 45,000 sq. ft. building houses 140 employees and includes the Bank's Loan Operation Center, its regional human resource headquarters, a local corporate lending office, and a consumer bank operation

- Third quarter income climbed 9.3% to a record \$19.4 million. For the first 10 months of the year, net income increased 10.6% to a record \$56.1 million.

**\*Firstar Bank (multiple locations)**  
**financial services**

Agreed to acquire Minneapolis-based U.S. Bancorp in a share exchange valued at \$21 billion, creating the 8th largest bank holding company in the U.S.

**Fort James Corporation (Deerfield)**  
**paper products**

Georgia Pacific Corporation agreed to acquire Fort James Corporation for \$11.3 billion

- Acquired Sandusky, Ohio plastic thermoforming plant from Whirley Industries, Inc., expanding Fort James' thermoforming production by 25%.

**Fortune Brands (Lincolnshire)**  
**consumer products**

Company officials reported that they have expectations for double digit growth in earnings per share for the full year 2000.

**GFX International (Grayslake)**  
**operations printer specializing in screen printing, digital imaging, and print management**

Signed a long-term lease for 84,000 sq. ft. at 333 Baron St; relocating 175 workers.

**Gaylord Container (Deerfield)**  
**corrugated containers, containerboard, and grocery bags**

Fourth quarter earnings were \$4.5 million versus a \$4 million net loss for the same quarter last year. Sales rose to \$297 million from \$241.8 million in 1999.

**Goodman Packaging (Waukegan)**  
**case packing systems**

Groundbreaking for a 64,000 square foot build to suit facility for office and manufacturing in Northpoint Business Center.

**\*Hamilton Partners (Buffalo Grove)**  
**real estate**

Began construction on two developments: Woodland Falls, at the corner of I-94 and Rte. 60 in Mettawa, will include a 525,000 sq. ft. of office space, a full service hotel, and a stand alone restaurant. The other development is Deer Park Office Center, on Lake-Cook Rd. in Deer Park. The site is zoned for 800,000 sq. ft. of office space plus hotel.

**Harbortown Industries (Lake Forest)**  
**manufacturer of picture frames**

Relocated from Elk Grove Village to 79,200 sq. ft. in the Bradley Business Center.

**\*Harris Bank (multiple locations)**  
**financial services**

Began offering wireless banking services to customers who have internet-enabled Sprint PCS phones.

**Henry M. Greene & Associates, Inc. (Lake Forest)**  
**provider of outsourced teleservices**

Dolan Media Company of Minneapolis acquired Henry M. Greene & Associates. Greene & Associates' offices in Lake Forest and Manchester, IA will remain open.

**\*Hewitt Associates (Lincolnshire)**  
**employee benefits, compensation consultants**

Ranked by Chicago Magazine as the 3rd best company to work for in the Chicago market

- Launched Sageo, a full-service electronic business that delivers health and welfare benefits on the internet at sageo.com. The service

offers employers a way to give employees more information regarding health benefits • Completed an internet-based HMO auction program that allowed health plans to compete directly online for corporate clients • Announced that the company is working with Arkidata Corp., Downers Grove, IL to develop innovative internet solutions for the delivery of employee benefits to major corporations.

**Hydraforce, Inc. (Lincolnshire and Buffalo Grove)**  
**producer of hydraulic systems & controls**

Leased 301 East Half Day Road to accommodate recent growth. The facility will serve as a 2nd manufacturing and testing facility.

**IMC Global, Inc. (Lake Forest)**  
**producer and marketer of concentrated phosphates and potash fertilizer for agriculture**

Relocated its corporate headquarters from Northbrook to 100 Saunders Rd. Approximately 260 employees from the corporate headquarters site in Northbrook and an office in Bannockburn • Announced that Canpotex Limited had reached agreement with JSC Uralkali, a Russian potash producer, to form a joint marketing arrangement in certain offshore markets. IMC Global is a member of Canpotex, an exclusive offshore marketing company • Announced that Phosphate Chemicals Export Association, Inc. (PhosChem) signed a letter of intent with Apatit Fertilizers S.A. to assume marketing, sales, and administrative responsibilities for Apatit products in Asian and Latin American markets. PhosChem serves as an export marketing association for members, including IMC Global • Partnered with The Andersons, Bunge Corporation, and the Louis Dreyfus Group to develop Rooster.com, an online web exchange serving the agricultural marketplace.

**J. Emil Anderson & Son (Gurnee)**  
**real estate**

Purchased a 75,710 sq. ft. building at Tri-State Business Park.

**Kemper Insurance Companies (Long Grove)**  
**insurance**

National Loss Control Service Corp. (NATLSCO), a Kemper Unit, signed a 1-year deal with Poland's Hestia Loss Control that transfers NATLSCO's property and casualty loss control engineering technology to Hestia in return for access to eastern and central Europe's insurance market • Announced targeted marketing to small businesses with several new products Kemper Premier, a business owners policy, and insurance policies customized for particular business types • Launched "Financial Prescription Program" for CFOs and risk managers in the healthcare industry • Launched an excess property insurance facility providing up to \$50 million in capacity to domestic and U.S.-based multinational, energy, industrial, and commercial large risk customers.

**\*Lake Forest Hospital (Lake Forest)**  
**hospital**

Received approval for a \$5.7 million expansion. • Announced plans to build a \$30 million satellite campus near Prairie Crossing in Grayslake by early 2003 • Surveys indicate that the Emergency Department's patient satisfaction scores skyrocketed in the 2nd quarter placing the hospital in the top 97th percentile of 565 surveyed hospitals • Lt. Governor Corinne Wood announced that the hospital received a state grant totaling \$45,000. The grant will be used for osteoporosis awareness and prevention.

**Leica Microsystems (Bannockburn)**  
**microscopic imaging equipment manufacturer**

Split former Deerfield office and moved operations to two new sites: 2345 Waukegan Rd., Bannockburn Lake Office Plaza, Bannockburn and 700-730 Anthony Trail, Northbrook.

**MFN Financial Group (Lake Forest)**  
**holding company**

Reported that 2nd quarter profits increased to \$4 million up from \$1 million in the same quarter in 1999.

**\*Manpower, Inc. (Vernon Hills)**  
**temporary & permanent staffing agency**

The 1st quarter 2001 Employment Outlook Survey indicated that Lake County employers foresee solid job growth. Of the firms queried, 47% reported plans for increasing staffing levels, 13% predicted staff reductions, and 40% expected no changes. At the same time in 1999, only 10% of firms expected job gains.

**Mechanical Power, Inc. (Wauconda)**  
**importer of precision ball bearings, sprockets, and other power transmission components**

Broke ground on a 10,000 sq. ft. facility in the Wauconda Business Park.

**\*Medline Industries (Mundelein)**  
**medical/surgical supply distributor**

Broke ground on a \$14 million, 123,384 sq. ft. corporate headquarters site in Mundelein. • Awarded a 3-year contract valued at \$50 million by Premier Inc. for non-sterile kits • Received a \$20 million contract from Henry Mayo Newhall Memorial Hospital, Valencia, CA. In the cost management supply contract, Medline agrees to save the hospital \$1.5 million in health supply costs over the next 5 years • Won a patent for its Soft-Span Knitted Sheets that are made with hyper-elastic spandex yarns.

**Midway Gaming (Lake Bluff)**  
**manufacturer of gaming components**

Leased 45,646 sq. ft. at 86 Albrecht Lane.

**Millbrook Properties, Inc. (Lincolnshire)**  
**real estate**

Began construction on a 142,000 sq. ft. office building at 485 Half Day Road in the Millbrook Business Center.

**Money Concepts, Inc. (Libertyville)**  
**financial planning**

Acquired a 20,500 sq. ft. building at 1509 N. Milwaukee Avenue.

**Moore Business Products (Bannockburn)**  
**business documents**

Nominated by the National Minority Supplier Development Council as "Corporation of the Year" for its role in minority business development • Announced an agreement with Direct Insite Corp. to offer fully integrated data mining and electronic presentation/payment products • Chosen by Gemplus Tag to develop flexible paper labels that incorporate Gemplus Tag's small radio frequency identification transponders • Raised investment in Edmonton, Alberta's Quality Color Press, Inc. to support Quality's acquisition of Vancouver, BC-based printer Benwell Atkins.

**\*Motorola, Inc. (Libertyville)**  
**telecommunications products**

Ranked by Chicago Magazine as the 12th best company to work for in the Chicago market • Announced plans for a new research campus in Deer Park. The company will consolidate 28 offices into the new site with approximately 2800 employees • Met 3rd quarter profit expectations with reported sales of \$9.5 billion, up 18% from \$8.1 Billion a year earlier • Signed a third generation mobile network supply and deployment contract with Telsim, a Turkish communications company. The contract is potentially worth \$2 billion. Motorola signed a \$1.5 billion contract earlier in the year to provide infrastructure, handset, and associated services to expand Turkey's global system for mobile communications (GSM) • Received approval from the Chinese government to invest \$1.9 billion in a pair of semiconductor and telecommunications plants, making Motorola China's largest foreign investor.

**NeoPham, Inc. (Bannockburn)**  
**cancer drug developer**

Issued a new patent extending its electrostatic liposomal technology platform via agreements with Georgetown University • Sold 3.2 million shares of common stock to finance product development, clinical trials, and product commercialization.

**Northern Screw Co. (Mundelein)**

Leased 15,367 sq. ft. at 960 Tower Rd.

**One, Inc. (Barrington)**  
**professional services focused on personalization technology**

Opened new office in Austin, TX • Formed partnership with Art Technology Group to offer customized electronic business programs • Created alliance with E.piphany Inc. through which One, Inc. will create state of the art customer relationship management solutions using E.piphany software.

**OnePoint Communications (Lake Forest)**  
**telecommunication services for multi-unit buildings**

Acquired StreamNow Inc. and its proprietary streaming video solutions that lets customers view DVD movies or surf the internet on any TV set • Offered customers the ability to participate in localized digital community networks through its high speed internet service • Verizon Communications agreed to acquire OnePoint for \$250 million.

**Option Care, Inc. (Bannockburn)**  
**healthcare services**

Signed a service agreement with Aetna U.S. Healthcare to provide or arrange for home intravenous therapy services to Aetna members • Acquired the infusion business of Excel Healthcare LLC, an Option Care franchise in Sterling, VA • Reported a third quarter earnings increase of 69% over the same period a year before. Revenue grew 17% to a record \$35.3 million.

**Packaging Corp. of America (Lake Forest)**  
**packaging**

Sold 385,000 acres of forested land to Southern Timber Ventures LLC for \$250 million cash and one-third ownership stake in Southern Timber Ventures.

**Pactiv Corp. (Lake Forest)**  
**aluminum foil & heat resistant paperboard containers**

Reported that 3rd quarter net income rose more than three-fold to \$38 million compared to \$12 million for the same quarter in 1999.

**Paddock Publications /Daily Herald (countywide)**  
**newspaper**

Expanded Daily Herald coverage to include the Fox Lake and Round Lake Area communities.

**Parexel International (Bannockburn)**  
**contract research and medical marketing**

Leased 44,290 sq. ft. at 2333 Waukegan Rd.

**Pitney Bowes, Inc. (Buffalo Grove)**  
**faxes & copiers, business outsourcing, and digital document management**

Leased 43,296 sq. ft. of industrial space at 2550 Millbrook Drive.

**Plexus Corp. (Buffalo Grove)**  
**design, manufacturing, and testing service**  
**provider to the electronic industry**

Signed a 15-year lease to occupy a 135,000 sq. ft. build to suit facility at Millbrook Business Center in Buffalo Grove. Will relocate 125 employees from Wheeling location.

**PocketCard (Gurnee)**  
**financial services**

Leased 42,000 sq. ft. at 1175 Tri-State Parkway.

**Polyfoam Packers (Waukegan)**  
**manufacturer of foam products**

Announce that it had sold its block-molding and construction business to Wisconsin EPS Inc.

**Product Development Technologies (Lincolnshire)**  
**industrial design, engineering, & tooling**

Purchased 18,742 sq. ft. manufacturing facility.

**Realized Technologies (Buffalo Grove)**  
**product design and consulting firm**

Relocated its corporate headquarters site from Northbrook to the Rogers Center for Commerce East.

**Rexam Healthcare Packaging (Mundelein)**  
**packaging services for healthcare industry**

Cardinal Health, Inc., parent company of Allegiance Healthcare Corp., acquired Rexam's folding carton manufacturing operations in Guaynabo, Puerto Rico.

**Rose Cabinets (Mundelein)**  
**custom cabinet manufacturer**

Leased 24,000 sq. ft. in a multi-tenant facility at 408 Washington Blvd.

**\*STS Consultants Ltd. (Vernon Hills)**  
**engineering consultants**

Won a contract from the Army Corps of Engineers' Chicago District and Metropolitan Water Reclamation District to conduct quarry wall and tunnel geological mapping at the Material Service Corp. quarry in south suburban, Thornton, IL.

**Salton, Inc. (Lake Forest)**  
**home products manufacturer**

Announced the relocation of corporate headquarters from Mt. Prospect to Lake Forest. Prentiss Properties is contracted to develop a 60,000 sq. ft. building in Conway Park.

**Schering-Plough Corp. (Lincolnshire)**  
**pharmaceuticals**

Named for the fourth time to the "100 Best Companies for Working Mothers" list by Working Mothers Magazine •Submitted a new drug application to the

FDA seeking clearance to sell desloratadine to treat chronic idiopathic uricaria, or hives of unknown origin.

**Six Flags, Inc. (Gurnee)**  
**amusement park operator**

Premier Parks, Inc. owner of the Six Flags Amusement Park in Gurnee changed its corporate name to Six Flags, Inc. •Signed a 5-year sponsorship agreement with Eastman Kodak giving Kodak exclusive rights to sell cameras and film at Six Flags, Inc.'s 25 U.S. parks.

**Sphere Communications (Lake Bluff)**  
**communications technologies**

Announced that its VIM100-TEL is now available, providing the market with the first integrated access device that extends a customer's broadband communication network to small or remote areas.

**Stericycle, Inc. (Lake Forest)**  
**regulated medical waste management services**

Ranked no. 10 in Fortune Magazine's annual list of the "100 Fastest Growing Companies in America" •Formed a joint venture with South Africa - based Evertrade Infection Control Solutions Ltd. in order to provide a more complete approach to processing medical waste in the South African market •Concluded an agreement with Econovation Group of Aso Group of Companies in Japan for the application of Stericycle's electro-thermal deactivation technology and associated plastic recycling and material reuse technologies.

**TAP Pharmaceutical Products, Inc. (Lake Forest)**  
**pharmaceuticals**

Moved corporate headquarters from Deerfield to a 275,000 sq. ft. facility in Conway Park. •Signed licensing agreement with Fujisawa Pharmaceutical Co. Ltd. for exclusive rights to develop and market a compound for the treatment of erectile dysfunction. The compound was discovered at Fujisawa's research laboratories in Japan •Unveiled phase 3 studies for new anti-bronchitis drug, SPECTRACEF, that is currently under review by the FDA.

**Ta Chen International (Vernon Hills)**  
**distributor of stainless steel products**

Unified Chicago and Wisconsin branches in a new, 111,634 sq. ft. facility in Continental Executive Park.

**Takeda Pharmaceuticals America, Inc. (Lincolnshire)**  
**pharmaceuticals**

Takeda America Research & Development Center, Inc. is transferring its pharmaceutical research operations in Princeton, from NJ to its affiliate in Lincolnshire.

**Tekgraf, Inc. (Vernon Hills)**

**digital computer graphics technology provider**

Signed agreement with Microtek International for distribution rights to Microtek's new line of ArtixScan professional imaging scanners • Formed partnership with Sawgrass Co. to provide digital sublimation transfer systems for large format and commercial graphics applications.

**Telular Corp. (Vernon Hills)**

**telecommunications products**

Earned certification from Underwriters Laboratories, Inc. for its Telguard Databurst wireless security products • Provided digital phonedial fixed wireless terminals to NBC Olympics for the 2000 Summer Olympic Games in Sydney, Australia.

**Tenneco Automotive (Lake Forest)**

**automotive products**

Joined with other auto parts makers to study the implementation of an internet exchange site that would cut costs in the replacement parts business.

**\*The Cherry Corporation (Waukegan)**

**automotive products**

Cabo Acquisitions Corp. completed an offer for outstanding shares of Cherry stock. With the purchase of the stock Cabo and Cherry merged and The Cherry Corporation reverted to a privately owned company • Signed a nonexclusive reseller agreement with HyperSecur Corp. that allows HyperSecur to resell Cherry smart card and biometrics products worldwide.

**Tiger Electronics (Vernon Hills)**

**toy manufacturer**

The What's Hot Survey conducted by The ToyBook retailers and wholesale distributors ranked Tiger's "Poo-Chi" as the number one selling toy item for this Christmas Season.

**Top Hits! (Buffalo Grove)**

Leased 25,076 sq. ft. at 360 Hastings Lane.

**UNext.com (Deerfield)**

**online educational service provider**

Signed a sublease for 34000 sq. ft corporate headquarters building on Lake Cook Road.

**Vacala Construction (Libertyville)**

**construction**

Recently completed the construction of the New 90,000 sq. ft. Dawes Elementary School in Chicago.

**\*Van Vlissingen & Company (Lincolnshire)**  
**real estate**

Acquired 650 acres of land in Kane County for a major new mixed-use development to be called Brier Hill Crossing. The development will include a business park, commercial and retail areas, and multi-family residential.

**VisionTek (Gurnee)**

**circuit board manufacturer**

NVIDIA-based add-in cards developed by VisionTek will be used by micronpc.com, a direct vendor of e-services and personal computer systems, for use in its new line of ClientProCn desktop computers.

**\*VISTA Health (Waukegan)**

**hospital**

Victory Memorial Hospital and Provena St. Therese Medical Center announced that they will merge within two years under the name, VISTA Health. The Victory Memorial facility will be closed with the merger.

**\*W.W. Grainger, Inc. (Mettawa)**

**industrial supplies distributor**

Third quarter net profits rose 5% to \$48.1 million, on sales that rose 6% to \$1.2 billion. The company estimates that total sales through all of its internet-based businesses, including Grainger.com, should reach \$350 to \$400 million for 2000.

**Walgreen Company (Deerfield)**

**drug store retailer**

• Acquired specific assets of Sunrise, FL-based Home Care Medical Services, a provider of respiratory services and equipment, home medical supplies, and rehabilitation products • Reported a 22% increase in profits for the 4th quarter, with 462 new stores opened during the fiscal year • Raised quarterly dividend to 3.5 cents per share from 3.375 cents. The 3.7% increase raised the yearly dividend from 13.5 cents to 14 cents per share.

**Waukegan Savings & Loan (Waukegan)**

**bank**

Announced the re-launch of its "Bank at School" program at local schools for the 2000-2001 school year • Completed a \$2 million expansion at its Golf Road facility.

**Webstreet, Inc. (Deerfield)**

**online financial services**

Ranked number one by Crain's Chicago Business in the 8/14/00 edition's list of Chicago's fastest growing public firms.

**Wickes, Inc. (Vernon Hills)**  
**building material supplies**

Joined a group of other building material companies exploring the creation and launch of an internet-based industry marketplace.

**Woodhead Industries, Inc. (Deerfield)**  
**telecommunications products**

Ranked 43rd in the 2000 Greater Chicagoland Technology Fast 50 List compiled by Deloitte & Touche of companies with the greatest revenue growth over the past 5 years • Announced the construction of a 2nd factory in Juarez, Mexico with a completion date of June, 2001 • 4th quarter results indicated that revenue increased 15% over the same time period in 1999.

**Yasakawa Electric America, Inc. (Waukegan)**  
**semiconductors**

Opened a new plant and headquarters for its semiconductor group in Fremont, CA.

**Zebra Technologies Corp. (Vernon Hills)**  
**bar code equipment**

Ranked 24th in the 2000 Greater Chicagoland Technology Fast 50 List compiled by Deloitte & Touche of companies with the greatest revenue growth over the past 5 years • Formed an alliance with Texas Instruments and Symbol Technologies Corp. to develop passive, ultra-high frequency radio frequency identification technology for supply chain logistics applications • Signed a licensing agreement with Teklynx, an automatic identification product developer based in Milwaukee, WI in which Zebra will use Teklynx's modular multilingual software architecture in developing future products.

**Zenith Electronics Corp. (Lincolnshire)**  
**electrical/electronic products**

Moving corporate headquarters to a 500,000 sq. ft. building next to the Tri-State Tollway in Lincolnshire. Will transfer 400 employees at the facility.

Information Provided by:

 **Lake County Partners**  
Economic Vitality - Quality of Life

# Lake County Partners

**Abbott Laboratories**

Adventure Charters  
American National Bank - A Bank One Company  
Americas Doctors

**Ameritech**

AMLI Commercial Properties  
AVM Financial Group  
Barat College  
BASF Corporation

**Baxter Healthcare Corporation**

Bernardi Securities  
Boller Construction Co., Inc.  
BPA Associates  
Bridgeview Bank & Trust  
CARR America Realty

**Cherry Corporation, The**

Chicago Manufacturing Center  
Child Care Coalition of Lake County  
City of Highland Park  
City of North Chicago  
City of Waukegan  
Cloverleaf Group, The

**College of Lake County**

**ComEd**

Condell Health Network  
Creative Technical Resources, Inc.  
Dam, Snell & Taveirne, Ltd.  
DeBruler Company, The  
DePaul University Lake Forest Campus

**Discover Financial Services**

**First Midwest Bank - North Metro Region**

Firststar Corporation  
Grayslake Area Chamber of Commerce  
Green Oaks, Libertyville, Mundelein, Vernon Hills Chamber of Commerce  
Habitat for Humanity Lake County  
Hamilton Partners  
Harris Bank - Barrington  
Harris Bank - Glencoe  
Harris Bank - Libertyville  
Harris Trust & Savings Bank

**Hewitt Associates**

Highland Park Hospital  
Illinois Department of Commerce and Community Affairs (DCCA)  
Illinois Department of Employment Security (IDES)  
Illinois Department of Transportation (IDOT)  
Illinois Employment Training Center (IETC)

**Indeck Energy Services, Inc.**

Josep J. Henderson & Son, Inc.  
Kessler Management Consulting, LLC  
Kodiak Realty LTD  
Koenig & Strey, Inc. GMAC Real Estate  
LaCosta Facility Services  
Lake County Association of Realtors

**Lake County Board**

Lake County Contractors Association  
Lake County Family YMCA  
Lake County Municipal League

**Lake County Superintendents Association**

Lake County Urban League  
Lake County Workforce Investment Department  
Lake Forest Graduate School of Management  
Lake Forest Hospital  
LaSalle Bank, NA  
Lasera Technology Corporation  
Libertyville Bank & Trust  
Magalis & Associates  
Manhard Consulting, Ltd.  
Manpower  
McGladrey & Pullen, LLP/RSM McGladrey, Inc.  
Medline Industries  
Mesirov Financial  
METRA  
Midwest Generation  
Midwest Property Advisors

**MITEC Corporation**

Motorola  
National City Bank  
Nicor Gas  
Northern Trust Bank - Lake Forest  
Northpointe Achievement Center  
Nostalgia Home Fashions, Inc.  
PACE  
Peoples Energy North Shore Gas  
Pick us Construction & Equipment  
Plastic Bottle Corporation  
Princeton Growth Management, Inc.  
Regional Transportation Authority  
Ronald Borden and Company CPA  
Round Lake Area Chamber of Commerce  
Sherlock Systems  
Solar Corporation  
STS Consultants, Ltd.  
State Financial Bank  
Steven L. Amdur Realty Co., Inc.  
Success National Bank  
Terra Cotta Truck  
TMA of Lake Cook  
Town of Fort Sheridan  
Tri-State Realty, Inc.  
Trustmark Insurance  
United Way of Lake County  
University Center of Lake County  
Van Vlissingen & Company  
Village of Buffalo Grove  
Village of Grayslake  
Village of Gurnee  
Village of Lake Zurich  
Village of Libertyville  
Village of Mundelein  
Village of Round Lake Beach  
Village of Vernon Hills

**Vista Health**  
Wauconda Orchards  
Waukegan Port Authority  
Wildman, Harrold, Allen & Dixon  
W.W. Grainger, Inc.  
YWCA of Lake County

**Bold Designates a Founder**

# NOVEMBER 7TH ELECTION RESULTS

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## National Offices

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President/Vice President	George W. Bush/Richard Cheney (R)
U.S. Congress, 8th District	Philip M. Crane (R)
U.S. Congress, 10th District	Mark Steven Kirk (R)

## State Offices

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IL State Senate, 30th District	Terry Link (D)
IL Gen. Assembly, 51st District	Sidney Mathias (R)
IL Gen. Assembly, 52nd District	Mark H. Beaubien, Jr. (R)
IL Gen. Assembly, 57th District	Jody Wadhwa (D)
IL Gen. Assembly, 59th District	Susan Garrett (D)
IL Gen. Assembly, 60th District	Karen May (D)
IL Gen. Assembly, 61st District	Andrea S. Moore (R)
IL Gen. Assembly, 62nd District	Timothy H. Osmond (R)

## Lake County Offices

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Circuit Clerk	Sally Deadrick Coffelt (R)
Coroner	Barbara E. Richardson (R)
Recorder	Mary Ellen Vanderverter (D)
State's Attorney	Michael J. Waller (R)
County Board, District 3	Suzi Schmidt (R)
County Board, District 4	Brent C. Paxton (R)
County Board, District 5	Bonnie Thomson Carter (R)
County Board, District 6	Larry Leafblad (R)
County Board, District 13	John E. Schulien (R)
County Board, District 17	Stevenson Mountsier (R)
County Board, District 19	Michael S. Talbett (R)
County Board, District 22	Carol Spielman (D)
County Board Chair	Suzi Schmidt (R)
Lake County Forest Preserve District Chair	Al Westerman (R)

## Lake County Referenda

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<b>Lake County Forest Preserve District</b>		<b>Zion-Benton Public Library District</b>	
• Bond Issue	Yes	• Increase Tax Rate	No
• Increase Tax Rate	No		
<b>Rockland Fire Protection District</b>		<b>Antioch Community H.S Dist. 117</b>	
• Increase Tax Extension Limitation	Yes	• Bond Issue	Yes
		• Increase Tax Rate	No
<b>Village of Fox Lake</b>		<b>Barrington Unit School Dist. 220</b>	
• Bond Issue	No	• Bond Issue	Yes
<b>Village of Gurnee</b>		<b>Fox Lake Grade School Dist. 114</b>	
• Fund Aquatic Center	Yes	• Bond Issue	Yes
<b>Village of Lake Barrington</b>		<b>Lake Villa School Dist. 41</b>	
• Appointment of Village Clerk	Yes	• Bond Issue	Yes
<b>Village of Lincolnshire</b>		<b>Lake Zurich Unit School Dist. 95</b>	
• Protection of Florsheim Woods Plants	No	• Bond Issue	Yes
		• Increase Tax Rate	No
<b>Village of Wauconda</b>		<b>Warren H.S. Dist. 121</b>	
• Provide Senior Housing	Yes	• Increase Tax Rate	No
<b>Wauconda Park District</b>		<b>Waukegan Unit School Dist. 60</b>	
• Bond Issue	No	• Increase Tax Rate	No
<b>Wauconda Area Public Library District</b>		<b>Woodland School Dist. 50</b>	
• Increase Tax Rate	No	• Increase Tax Rate	Yes