



THE LAKE COUNTY PROMISE

A highly
educated
workforce.

The right
work/life
balance.

Top-ranking
schools
nationwide.

A gateway
to global
markets.

Beautiful
and diverse
recreational
areas.

World-class
healthcare in
your backyard.

Global
industry
leaders.

A first-rate
quality of life.

Lake
County Partners

THE 2014 ANNUAL REPORT



Lake County Partners is your go-to organization for economic development in Lake County. We transform economic opportunities into business realities by facilitating public and private collaboration to improve the local business climate. We focus on attracting, retaining and expanding businesses, assembling business resources, and aligning workforce supply with industry demands.

We also focus on you and the many ways that we can connect and work together to find new opportunities to grow and to create a business legacy for future generations.

We are your Lake County Partner for Business.

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On behalf of the Lake County Partners Board of Governors and staff, we are pleased to present to you our 2014 Annual Report.

Lake County is home to 700,000+ highly educated residents, more than 30,100 acres of forest preserves and trails, miles of Lake Michigan beaches, world-class healthcare systems, top-rated schools, and over 30,000 thriving businesses. With eleven Fortune 500 company headquarters, 85 percent of Chicagoland’s pharmaceutical manufacturing jobs, an advanced manufacturing and distribution center, and a diverse blend of thriving commercial centers and rural retreats, Lake County has a distinct economic identity that allows it to stand apart from others in the region.

Over the course of 2014, we were pleased to see Lake County’s economy continue to improve. A number of large projects with significant associated capital investment were announced throughout the county, the unemployment rate fell by 3.5 percent between January and December, and a total of 9,247 jobs were created.

Lake County Partners contributed to this success by working to fulfill many of the actions recommended by the Comprehensive Economic Development Strategy related to workforce development, marketing/public outreach, and coordination. We also worked closely with local partners to launch several key initiatives including the Business Outreach Program, Leadership Lake County, Lake County Life, and the Chicago Metro Metal Consortium.

Throughout the year, we’ve taken the opportunity to focus on and highlight the local stories, programs, and events that enable Lake County employers and employees to flourish here, professionally and personally. We’re calling it the “Lake County Promise” and we guarantee that you’ll begin to get a sense of its many deliverables as you read through this year’s annual report.

In closing, we would like to express our appreciation to the many businesses, educational institutions, and governmental entities that have invested in our economic development efforts. We look forward to continued partnerships and progress with each of you.

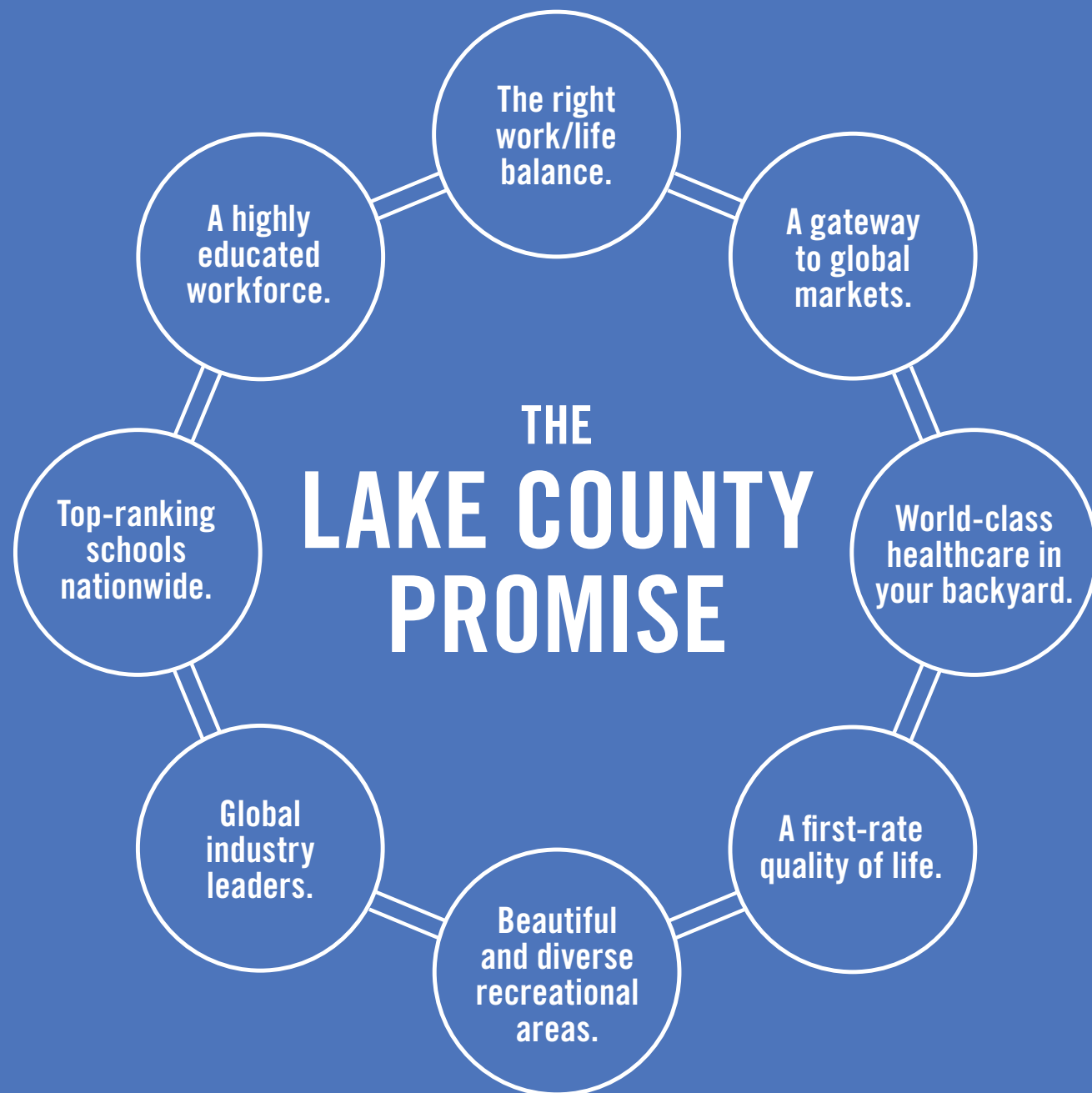
Charles Lamphere
Chairman

Michael Stevens
President & CEO

Economic Development IN LAKE COUNTY

Whether it's starting a business, growing a company, or relocating to Lake County, Lake County Partners can provide the support services that are needed to enact positive business outcomes. We are a private, non-profit corporation supported by investors from the private and public sectors, and we offer a wide range of economic development services including:

- Site Selection** We use our databases and strong working relationships with the real estate community and municipalities in Lake County to assist businesses with finding the right location.
- Business Retention/ Workforce Development** We partner with the Workforce Department, the Workforce Investment Board, local colleges, agencies, and private sector providers to connect businesses with a variety of resources including training, curriculum development, incentives, recruitment, and potential funding sources.
- Information Sourcing** We serve as a clearinghouse for current, reliable statistical information that can assist businesses with making crucial business decisions.
- Financing** We are a certified issuer of Small Business Administration 504 Loans for land, buildings, and equipment, and we can also help businesses indentify potential public sector incentives that may be available.
- Development & Infrastructure Assistance** We work closely with our public sector contacts to help businesses work through permitting, zoning, and licensing issues expeditiously. We also assist businesses with understanding the necessary steps required in the building development process and ensure that the appropriate parties are convened for a positive project outcome.
- Targeted Workshops** We host informative meetings to deliver timely economic development-related information to a variety of stakeholders within Lake County.
- Promotion** We relay key messages about the business climate in Lake County through multiple media channels targeted to business executives, site selectors, and brokers.



Delivering on **THE PROMISE**

As the leading economic development corporation focused on improving Lake County's economic vitality, Lake County Partners works to retain and attract businesses by communicating the assets that Lake County can be counted on to deliver—what we've come to call "The Lake County Promise."

Recent statistics show that Lake County and its businesses are perfectly positioned for economic success. The County benefits from innovative leaders, renowned corporations, responsible decision-making, and a stable and balanced budget. That's why we've centered this year's marketing and public outreach efforts on the many points of pride that emphasize Lake County's business climate, in and out of the office.

We've worked hard to specifically demonstrate how our corporate citizens profit from the area's positive business climate, skilled talent base, healthy and active lifestyle, award-winning schools, direct access to regional highways and multiple commuter train lines, outstanding healthcare facilities, significant housing options, low real estate and sales taxes, and streamlined government processes. After all, we know that Lake County is a great place for business precisely because it's a great place for employers and employees.

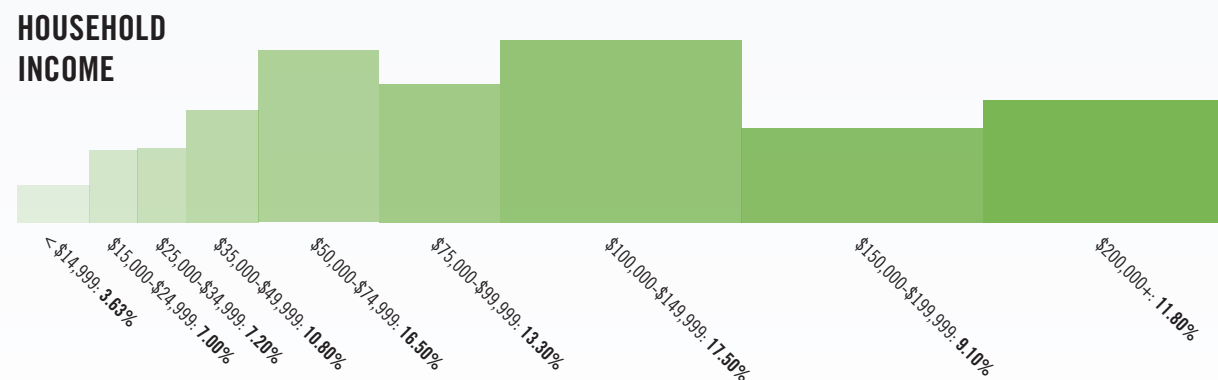
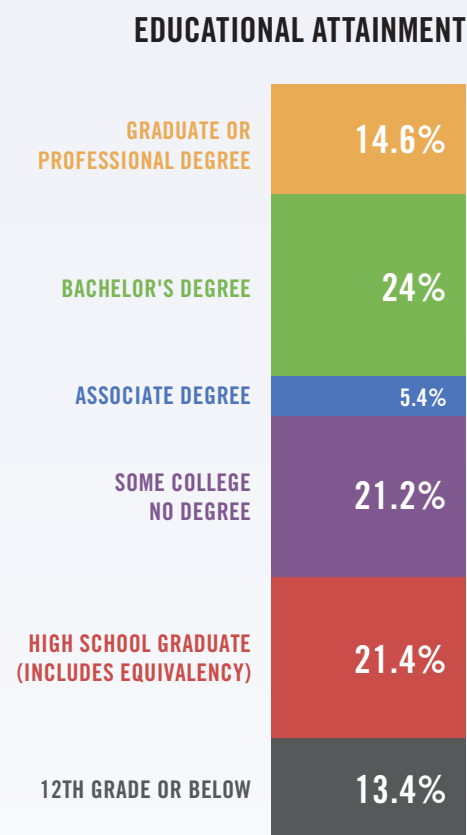
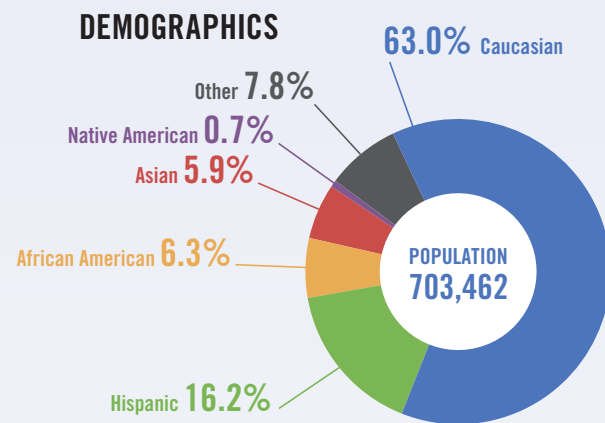
We also know that local leaders feel the same way, because through the Lake County Promise campaign, they candidly shared their personal stories of doing business in Lake County. You can read their stories at LakeCountyPartners.com. The success of the Lake County Promise campaign highlights that people are eager to see what Lake County can deliver.



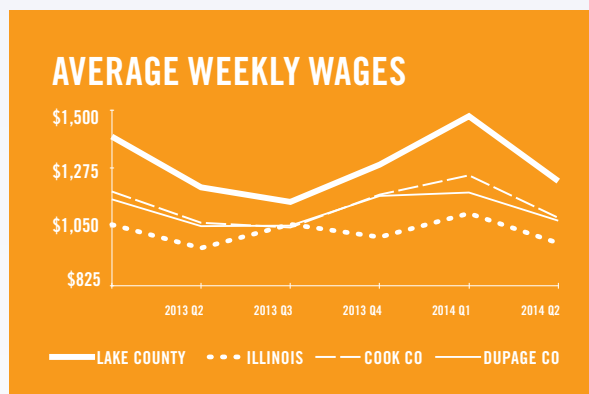
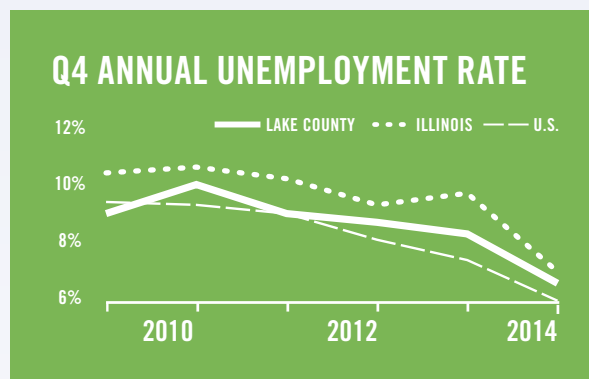
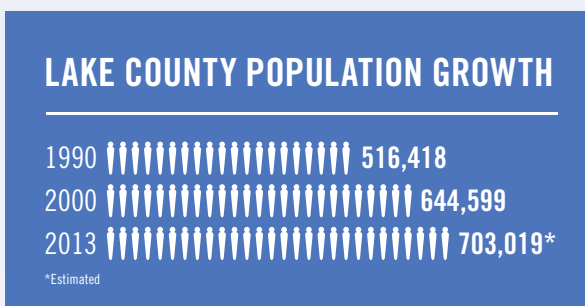
THE LAKE COUNTY PROMISE CAMPAIGN
**WAS SEEN BY OVER
330,000
USERS**
ON CHICAGOBUSINESS.COM

THE LAKE COUNTY PROMISE CAMPAIGN
**HAD A CLICK-THROUGH
RATE OF UP TO
4X MORE**
THAN THE AVERAGE AD
ON CHICAGOBUSINESS.COM

CHICAGOBUSINESS.COM REFERRALS
**BOOSTED LCP'S Q4
WEB TRAFFIC TO
OVER 2X**
THE HIGHEST MONTH'S
TRAFFIC IN Q3.



County Performance INDICATORS SNAPSHOT



Comprehensive Economic DEVELOPMENT STRATEGY

COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY GOALS

- 1** Retain and attract primary jobs
- 2** Coordinate to provide local workforce training and development
- 3** Improve access to business financing and investment
- 4** Improve marketing efforts for business retention and attraction
- 5** Diversify and expand tax base

To ensure that Lake County remains a prosperous and attractive location for business, a 5-year Comprehensive Economic Development Strategy (CEDS) was approved in 2013 with the aim of increasing employment opportunities, and improving the quality of life. The CEDS provides guidelines for Lake County Partners' economic development initiatives, and it was prepared with the diverse input and assistance of private and public stakeholders.

Since its inception, the CEDS has served as a blueprint for Lake County Partners, guiding the organization's day-to-day activities in support of its stated long-term goals. Lake County Partners' core functions are closely tied to the CEDS implementation strategy, which emphasizes three overarching categories:

Job Creation Recommended efforts within the "Job Creation" umbrella include aligning job training programs with projected industry growth, and strengthening and expanding partnerships with existing and new businesses at a variety of scales.

Marketing & Outreach The CEDS calls on Lake County Partners to build on and expand its branding and marketing program with the goals of attracting new business opportunities, educating stakeholders on the area's many positive attributes, and reinforcing Lake County's prominence as a business hub.

Organization & Coordination The CEDS directs Lake County Partners to strategically serve as a primary point of contact for economic development activities by consistently engaging investors and stakeholders.

Target Industries

Based on outreach and in-depth data collection conducted during the development of the CEDS, five targeted industries were identified as a focus of these efforts:

Bio Pharma: this sector accounts for over 6.3 percent of Lake County's employees, all of whom are highly skilled and educated


Medical Instrument and Precision Machinery & Tooling: this sector represents 2.4 percent of the businesses in Lake County and provides economic support to many industries, including the pharmaceutical and healthcare industries

Healthcare: this sector represents a strong network of major hospitals, outpatient clinics and services that collectively employ 8 percent of Lake County workers

Professional/Technology Services: this sector is vast and includes corporate operations, advisory and consulting services, general employment, and business support services, as well as a number of robust subsectors

Arts, Culture & Entertainment: this sector is addressed in the CEDS because of its incredible importance to the overall quality of life in Lake County

The remainder of this report details the deliberate, programmatic steps that Lake County Partners took in 2014 to support the overarching goals of the CEDS and its target industries.



Lake County’s FORTUNE 500 HEADQUARTERS

Company Name	Primary City	Rank
Walgreen Co.	Deerfield	37
Mondelez International	Deerfield	89
Abbott Laboratories	Abbott Park	136
AbbVie	North Chicago	152
Baxter International Inc.	Deerfield	189
CDW Corporation	Vernon Hills	265
W. W. Grainger, Inc.	Lake Forest	295
Discover Financial Services	Riverwoods	296
Tenneco Inc.	Lake Forest	338
CF Industries Holdings, Inc.	Deerfield	463
United Stationers Inc.	Deerfield	488

Source: Fortune Magazine

2014 Economic Development HIGHLIGHTS

Our more than 30,000 thriving businesses benefit from a number of attributes that result in a better overall quality of life for employers and employees, which is why Lake County businesses had such a successful year, as evidenced in the news from 2014:

There were 33 Fortune 500 company headquarters in the state of Illinois, and 11 of those were located in Lake County—four more than in the City of Chicago.

Inc. Magazine released its “5000 List,” recognizing thirteen Lake County-headquartered businesses among the top 5,000 fastest growing private companies in America.

Lincolnshire-based Zebra Technologies solidified its position as a market leader by acquiring the Enterprise business of Motorola Solutions to provide advanced asset tracking solutions.

IDI Gazeley announced plans to invest \$25 million to develop a 454,276 sq. ft. speculative facility in Antioch to provide office, warehouse and manufacturing space.

Northwestern Lake Forest Hospital broke ground on a new \$378 million campus in Lake Forest.

Mundelein-based Medline announced plans to add 200 jobs in Lake County and spend \$60 million expanding operations statewide.

HydraForce signed a lease for a 142,000 sq. ft. warehouse in Vernon Hills to establish a manufacturing hub for valves and machine control devices with the expectation that the company will hire at least 200 additional people within the next five years.

The College of Lake County awarded a \$24 million contract for the construction of a new science building on its Grayslake campus to house classrooms and labs for programs in engineering, lasers, photonics, optics, chemistry, anatomy, and physiology.

The City of Waukegan annexed a 225-acre parcel for a proposed \$150 million business park to include new infrastructure and an industrial distribution and warehouse space.

Advocate Condell Medical Center announced plans to build a state-of-the-art outpatient center in Libertyville.

Highland Park Hospital is investing \$74 million to upgrade facilities and offer advanced maternal care and surgical and radiology services in Highland Park.

Lake County government retained its AAA bond rating, significantly reducing the long-term risk for both businesses and residents and distinguishing the County from others in the region with significantly lower ratings.

The Lake County Forest Preserve District purchased the final piece of the Des Plaines River Trail in Lincolnshire to provide continuous trail access from Russell Road in Wadsworth to Lake Cook Road, where it will meet up with the Cook County Forest Preserves trail system.



2014 Economic Development Highlights

MARKETING LAKE COUNTY

One of the cornerstones of the Comprehensive Economic Development Strategy is marketing and outreach. Key priorities stemming from this have included maintaining a dynamic website, providing informative and timely newsletters, publishing a new site selection brochure, remaining visible in local and national publications, and increasing the organization’s presence and interaction on social media platforms.

In 2014, the “Lake County Promise” theme was carefully integrated into all marketing efforts and strategically woven throughout Lake County Partners’ ongoing public outreach. To support the Lake County Promise campaign, we made a number of exciting improvements to our website to enable site-responsiveness, add additional information of interest to the business community, provide a central location for testimonials regarding the Lake County Promise, and integrate an interactive map with important county features.

Lake County Partners also developed a targeted Lake County Promise-based media strategy which included:

- On-going themed social media posts on Facebook, Twitter, and LinkedIn
- A feature article and advertisement in the Daily Herald Business Ledger
- An in-depth 4-month digital media campaign with Crain’s Chicago Business wherein we showcased local industry leaders who contribute to the success of our businesses
- The development of a video featuring interviews with local industry leaders and their personal thoughts on the Lake County Promise

 **‘LIKE’ US ON FACEBOOK**
[Facebook.com/182991025070896](https://www.facebook.com/182991025070896)

 **‘FOLLOW’ US ON TWITTER**
[Twitter.com/LakeCtyPartners](https://twitter.com/LakeCtyPartners)

 **‘CONNECT’ WITH US ON LINKEDIN**
[LinkedIn.com/company/lake-county-partners](https://www.linkedin.com/company/lake-county-partners)

LAKE COUNTY LIFE INITIATIVE

Lake County Partners is one of many important county stakeholder groups that craft a message to relay information about Lake County. This year, in recognition of the need to unify themes that speak to all audiences, we partnered with key agencies including Lake County, the Lake County Forest Preserves District, the Lake County Health Department and Community Health Center, the Lake County Stormwater Management Commission, and Visit Lake County to focus on the facts that express the county’s extraordinary attributes.

Find out more at lakecountylife.org

The result of this unique ongoing collaboration is Lake County Life—a countywide initiative that underscores the quality of life afforded to everyone who works, lives, and plays in Lake County. To support the effort, these partners worked over the course of 2014 to create a Lake County Life website with important county statistics and an accompanying video. Moving into 2015, Lake County will manage and oversee this important resource and Lake County Partners will continue to assist with advancing and promoting its message.

REGIONAL ECONOMIC DEVELOPMENT COLLABORATION

In 2013, the elected leadership of the seven counties of Northeast Illinois and the City of Chicago began to explore opportunities to collaborate and strengthen the regional economy. These discussions resulted in the establishment of a “Growing Our Regional Economy” forum series that extended through 2014. Outcomes from these meetings included the Chicago Metro Metal Consortium, the Metro Chicago Exports Initiative, and the streamlining of truck permitting in the region.

The Chicago Metro Metal Consortium (CMMC) represents an unprecedented collaboration of more than 60 partners who joined together to secure one of just 12 nationwide “Manufacturing Community” designations awarded by the U.S. Commerce Department through the Investing in Manufacturing Communities Partnership (IMCP)—an initiative intended to support job creation and accelerate growth in the manufacturing sector. Through IMCP, 11 federal agencies and programs with over \$1.3 billion in

federal economic development assistance will coordinate efforts to support the strategies developed by each of the 12 designated communities.

The Chicago metropolitan region is one of the nation’s leading manufacturing centers and transportation supply networks, and metals manufacturers are an important local economic driver. CMMC will capitalize on these strengths with strategic actions aimed at building a world-class cluster for metal fabrication.

Building on this momentum, the Metro Chicago Exports Initiative will seek to increase exports from small- and medium-sized enterprises to meet rising demand in emerging markets by creating targeted pipelines, strengthening the network and coordination of services, and reducing the costs to these businesses.

Looking Forward 2015 ORGANIZATIONAL GOALS

Enhanced Business Outreach & Workforce Development Services

Building on the Comprehensive Economic Development Strategy's emphasis on job creation, Lake County Partners initiated a new, strategically targeted program of outreach to local businesses in 2014. As part of this program, Lake County Partners entered into a groundbreaking partnership with the Lake County Workforce Department and Workforce Investment Board. By coordinating and unifying our business outreach efforts, we have worked with these stakeholders to:

- Gather improved intelligence on the needs of the Lake County business community, and use the information to develop multi-pronged tactics to address these existing needs
- Address a broader array of business challenges, with special emphasis on the skills gap and an aging workforce
- Ensure a wider reach for a key strategic asset—the Lake County labor force
- Streamline the communication path between business and government and more efficiently use our joint resources

Based on our initial efforts to understand the opportunities for and challenges to growth over the next three to five years, three over-arching themes have arisen:

Expansion: The business climate has improved, and sales have increased enough that many companies need increased production capacity. Many are also taking this opportunity to align production, warehousing, and distribution.

Workforce: With that business growth, there is an increased need for additional skilled employees, and the training of incumbent workers. There are many existing programs that can greatly benefit Lake County businesses, and Lake County Partners can expand awareness of these programs, and connect businesses where appropriate.

Services: Businesses are interested in learning more about regional, county, or municipal services, such as transportation and permitting, that can impact local operations.

In 2015, Lake County Partners will continue to lay the groundwork to address these needs and ensure that local businesses in the targeted industries of Bio Pharma, Medical Instrument and Precision Machinery and Tooling, Healthcare, Professional/Technology Services, and Arts, Culture, and Entertainment continue to have access to the resources that they need to grow and prosper.

Leadership Lake County

The Leadership Lake County initiative is focused on ensuring that County assets are appropriately leveraged to attract young professionals (aged 20-39) so that local employers can attract this talent pool to achieve long-term organizational success. In 2014, a Leadership Lake County Steering Committee was formed to ensure that the initiative appropriately balances the perspectives and contributions of millennials, local communities, and Lake County businesses.

In 2015, the Steering Committee will continue its work to fulfill the goals of the initiative by forming a baseline understanding of the existing conditions, programs, organizations, and resources that may support the objectives of Leadership Lake County. To accomplish this, the Steering Committee will embark on focus-group discussions and surveys with important stakeholders to determine long-term needs, and focus the Leadership Lake County initiative accordingly.



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Facebook.com/LeadershipLC



'FOLLOW' US ON TWITTER
Twitter.com/LeadLakeCounty

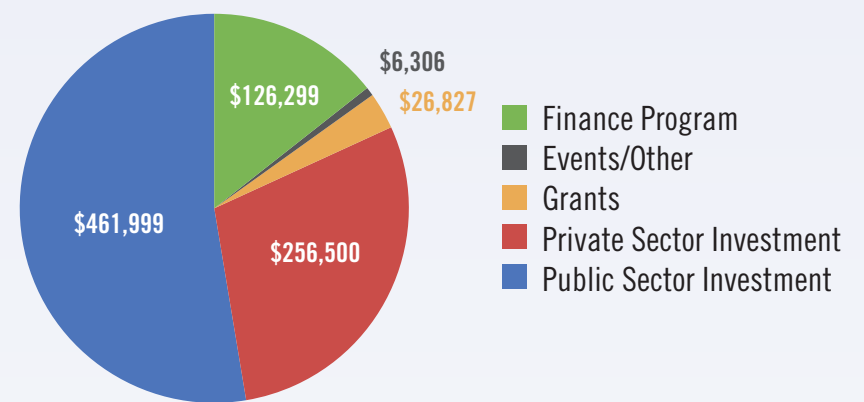
Municipal Economic Development Advisory Group

Lake County Partners is dedicated to working with local representatives to enhance economic development opportunities in Lake County, and our organization is appreciative of the support and involvement that we receive from our municipal investors. Beginning in 2015, Lake County Partners will expand its municipal investor services to increase the quantity and quality of data that we provide to our municipal investors. We will also begin hosting a quarterly meeting series with the goal of providing a forum for discussion and information on themed topics of interest that will assist municipalities in their community development efforts. Program topics of interest will include breaking economic development news in Lake County, recommended methods to position communities for retail success, tactical ways to foster vibrant and diverse commercial centers, the best practices for parking and signage policies, and strategies to effectively communicate with elected officials and the public.

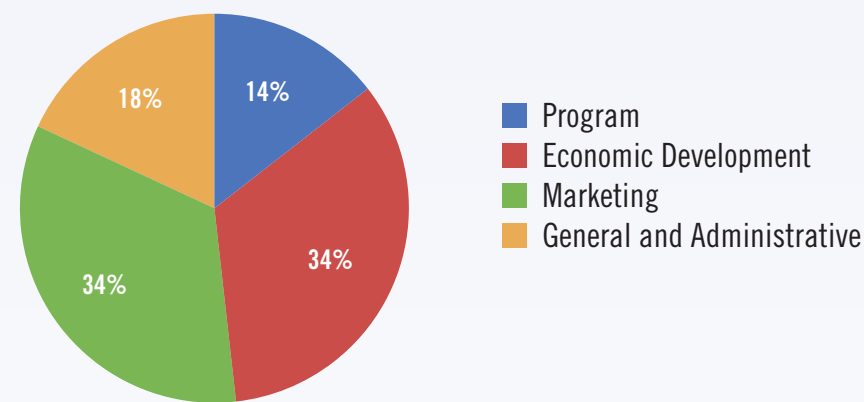
Lake County Partners will also continue its annual practice of hosting a booth at the International Council of Shopping Centers (ICSC) Annual Deal Making Show in Chicago to provide participating Lake County municipalities with a venue in which to connect with owners, developers, retailers, brokers, lenders, municipalities, property asset managers, and product/service providers.

2014 FINANCIALS

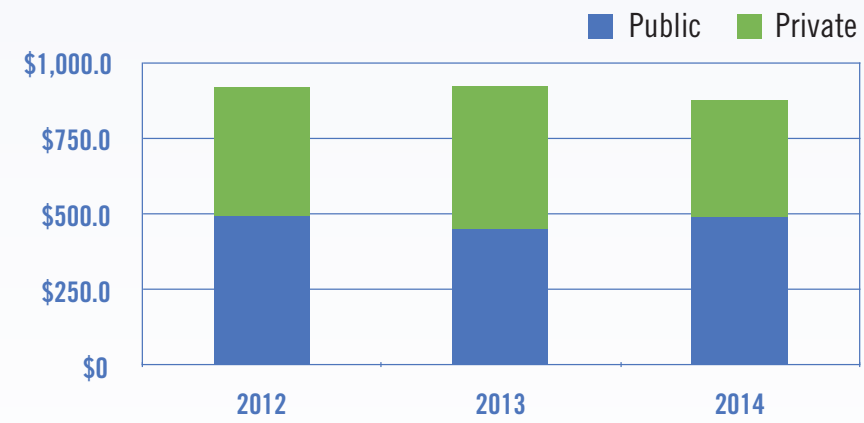
2014 REVENUE



2014 EXPENDITURES



REVENUE SOURCES



2014 Lake County Partners INVESTORS

GOLD LEVEL

Chase
First Midwest Bank
Lake County
Mesirow Financial

SILVER LEVEL

ComEd
Takeda Pharmaceuticals U.S.A., Inc.
Uline

BRONZE LEVEL

a5 Inc.
Baxter International
Comcast
NorthShore University HealthSystem
Northwestern Lake Forest Hospital
NRG Energy
Walgreen Co.
Van Vliissingen & Company

TITANIUM LEVEL

Abbott
Advocate Condell Medical Center
CenterPoint Properties
College of Lake County
The DeBruler Company
First Bank of Highland Park
Lake County Contractors Association
Nicor
Quarles & Brady
Union Pacific Railway

COPPER LEVEL

Barrington Area Chamber of Commerce
BCU
Central Lake County JAWA
The City of Waukegan Chamber of Commerce
The Cloverleaf Group
Community High School District #128
Consumers Credit Union
CR Search
CR Supply Chain Consulting
Fabrication Technologies, Inc.
GLMV Chamber of Commerce
Grayslake Community HS District 127
Greater Waukegan Development Corporation
Hallbart Consulting, L.L.C.
IDI
Illinois Small Business Development & International Trade Center
Independent Network Consulting
Jeffrey Pozen Advisory, Inc.
Jobs Center of Lake County
Lake County Chamber of Commerce
Lake County Regional Office of Education
Lake Forest / Lake Bluff Chamber of Commerce
Lake Zurich Area Chamber of Commerce
Libertyville Bank & Trust
MB Financial
Marabella Associates, Inc.
Midwestern Regional Medical Center
Milwaukee County's General Mitchell International Airport
Pace
Plastic Bottle Corporation
Power Up Now
Rosalind Franklin University of Medicine and Science
State Bank of the Lakes
United Way of Lake County
University Center of Lake County
Visit Lake County
W.W. Grainger

MUNICIPAL LEVEL

Antioch
Bannockburn
Barrington
Buffalo Grove
Deerfield
Fox Lake
Grayslake
Gurnee
Highland Park
Lake Bluff
Lakemoor
Lake Zurich
Lake Villa
Libertyville
Lincolnshire
Lindenhurst
Mundelein
North Chicago
Riverwoods
Round Lake
Round Lake Beach
Vernon Hills
Volo
Wadsworth
Wauconda
Waukegan
Zion

2014 Lake County Partners BOARD OF GOVERNORS

Name	Title	Company	Position
Charles Lamphere	President, CEO	Van Vlissingen & Company	LCP Chair
Jeff Pozen	President	Jeffrey Pozen Advisory, Inc.	LCP Treasurer
Marvin Bembry	Regional Director, State Government Affairs	AbbVie	LCP Past Chair
Joseph Luna	Senior Vice President, Commercial Bank	Chase	LCP Vice Chair
Chuck Bartels	County Board Member	Lake County	Board Member
Barry Burton	Lake County Administrator	Lake County	Board Member
Pat Carey*	County Board Member	Lake County	Board Member
Gail Edgar	Vice President, Corporate Facilities Services	W.W. Grainger, Inc.	Board Member
Darren Boundy	External Affairs Manager	ComEd	Board Member
Lawrence W. Falbe	Partner	Quarles & Brady LLP	General Counsel
Valery Gallagher	Director of State Government Affairs	Baxter International	Board Member
Dean Glassberg	Executive Vice President - Middle Market Banking	First Midwest Bank	Board Member
Jesse Peterson Hall	President, Highland Park Hospital	NorthShore University HealthSystem	Board Member
Brad Harper	Branch Manager	Uline, Inc.	Board Member
Steve Kermisch	National Director, State Government Affairs	Takeda Pharmaceuticals	Board Member
Richard Korengold	Senior Managing Director, Investment Advisory	Mesirow Financial	Board Member
Aaron Lawlor	County Board Chair	Lake County Board	Board Member
Ghida Neukirch	City Manager	City of Highland Park	Board Member
Brent Paxton	County Board Member	Lake County Board	Board Member
Donovan Pepper	National Director, Local Government Relations	Walgreen Co.	Board Member
Matthew Primack	Vice President, Business Development and Clinical Institutes	Advocate Condell Medical Center	Board Member
S. Michael Rummel	County Board Member	Lake County Board	Board Member
Nick Sauer	County Board Member	Lake County Board	Board Member
Michael Stevens	President & CEO	Lake County Partners	Board Member
David Stolman*	Treasurer	Lake County	Board Member
Dr. Jerry Weber	President	College of Lake County	Board Member
Dr. K. Michael Welch	President & CEO	Rosalind Franklin University of Medicine & Science	Board Member
Bill Westerman	Senior Vice President	Libertyville Bank & Trust	Board Member
Suzanne Zupec	Board Member	Lake County Contractors Association	Board Member

* Board service ended in 2014.

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