



# GROWING THE TALENT ECONOMY

THE 2016 ANNUAL REPORT

Lake  
County Partners



- 1. A MESSAGE FROM OUR LEADERSHIP
- 2. LAKE COUNTY WORKFORCE ECOSYSTEM
- 4. DEVELOPING OUR WORKFORCE, GROWING OUR ECONOMY
- 6. GROWING THE NEXT GENERATION OF TALENT
- 8. MOVING AHEAD IN MANUFACTURING
- 10. TOP TALENT ATTRACTS TOP COMPANIES
- 12. A DIFFERENTIATED WORKFORCE
- 13. TOP COMPANIES CALL LAKE COUNTY HOME
- 14. A GLOBAL HUB FOR BUSINESS
- 16. ATTRACTING YOUNG PROFESSIONALS
- 18. SUBURBS WELL-SUITED TO MILLENNIAL LIFESTYLES
- 19. 2016 ECONOMIC DEVELOPMENT HIGHLIGHTS
- 20. STRONG COMMUNITIES ATTRACT TALENT
- 22. SUPPORTING OUR MUNICIPAL PARTNERS
- 23. MARKETING THE LAKE COUNTY PROMISE
- 24. 2016 FINANCIALS
- 25. 2016 INVESTORS
- 26. WORKING TOGETHER TO GROW THE ECONOMY
- 28. GROWING THE TALENT ECONOMY
- 29. OUR TEAM & BOARD OF GOVERNORS

A MESSAGE FROM OUR LEADERSHIP

On behalf of the Lake County Partners Board of Governors and staff, we are pleased to present our 2016 Annual Report. With generous support from our investors, Lake County Partners continued its efforts to drive the local economy forward in 2016.

While there are many strengths that make Lake County an ideal place for business, talent is what truly sets us apart. Lake County’s highly-educated, specialized, and skilled workforce is unparalleled in the region. In the pages of this report, you’ll see how our workforce directly fuels the growth of our economy, drives innovation, and attracts new companies in search of the skills that they need to grow.

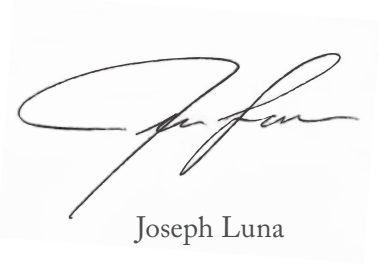
Our future success and continued prosperity is directly linked to the talent and skills that Lake County businesses need now and in the future. That’s why workforce development is at the core of our economic development strategy. In 2016, we expanded Lake County’s “Workforce Ecosystem” by closely working with local partners to build a talent pipeline from the ground up that aligns with the region’s future workforce demand. Through specialized training programs, investment in STEM education, internship programs, career expos and more, we’re developing the next generation with a focus on Lake County’s most critical business sectors.

We also made strides to ensure that Lake County continues to deliver on its promise to be a great place to both work and live. With enhanced services for our municipal investors, we are giving them the insights they need to continue to build great communities that attract top talent. With Millennials now making up more than half of the workforce, we have also accelerated our efforts to strategically attract young professionals to live and work in Lake County. Through the promotion of the Lake County Promise, we’re showcasing why Lake County delivers a high quality of life both in and out of the office.

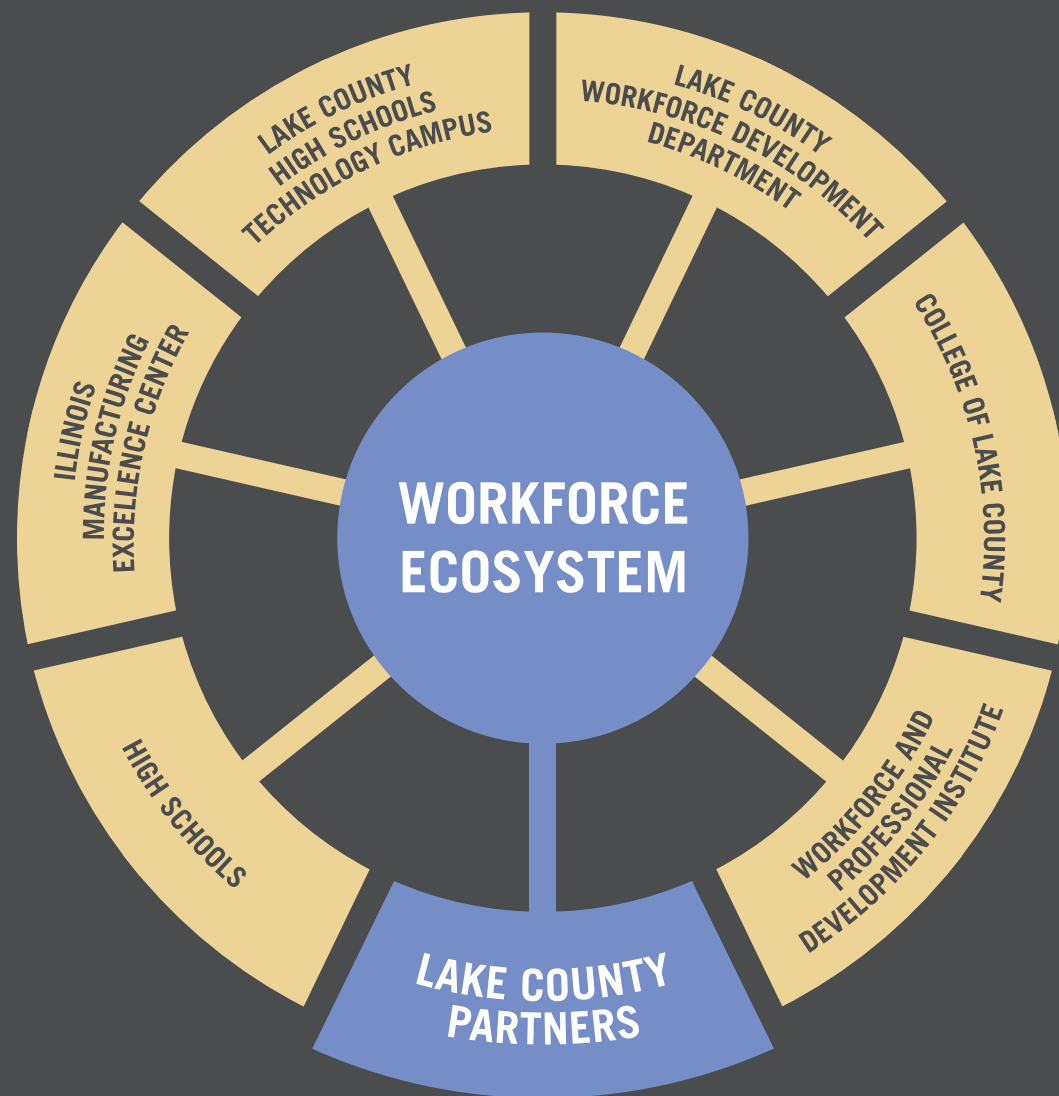
With continued support from the businesses, organizations, educational institutions and government entities that invest in our mission, we can grow the talent economy of tomorrow and ensure Lake County’s future economic vitality.



Kevin Considine  
President & CEO of Lake County Partners



Joseph Luna  
Chairman



## LAKE COUNTY WORKFORCE ECOSYSTEM

Launched in 2014, the Workforce Ecosystem was established by the Lake County Workforce Development Department and Lake County Partners as a key initiative to grow the talent economy. The Workforce Ecosystem brings together a network of partners with one simple goal: to ensure that Lake County employers have access to a continuous pipeline of qualified talent.

Economic growth is directly tied to workforce development. That's why Lake County Partners works to understand the challenges businesses face, and connect them with partner organizations that can drive workforce solutions aimed at accelerating business growth.

### Workforce Ecosystem Highlights

- One in five of Lake County's target businesses has directly benefited from the Workforce Ecosystem through hiring assistance, employee development grants and programs tailored to job training needs and professional development.\*
- The JPMorgan Chase Foundation awarded Lake County Partners a grant to further invest in the growth and development of the Workforce Ecosystem.
- The College of Lake County forged a cutting-edge partnership with Lake County Partners to develop business training initiatives to attract and retain key employers.
- Lake County Partners implemented a shared customer relationship management (CRM) system with the College of Lake County and the Lake County Workforce Development Department to share intelligence and efficiently assemble joint solutions to workforce development challenges.

\*Among businesses operating in Lake County's five key target industries (Bio Pharma, Health Care, Medical and Precision Tooling, Professional and Technology Services, and Arts, Culture and Entertainment)



**DEVELOPING OUR WORKFORCE,  
GROWING OUR ECONOMY**

The Workforce Ecosystem was developed to make sure companies like Lincolnshire-based Sysmex America, Inc. have the resources they need to grow right here in Lake County.

Sysmex distributes and supports equipment and information systems for laboratories and healthcare facilities throughout the Western Hemisphere. Sysmex has benefited from Lake County’s diverse depth of talent and strong concentration of medical instrument and precision tooling businesses; the company has grown from just thirty employees in 2003 to over 1,200 in Sysmex America - with 400 based in Lake County. It has also expanded its operations by adding three additional Lake County facilities, including its training center currently being built in Vernon Hills, a recently expanded manufacturing facility in Mundelein, and a distribution center in Buffalo Grove.

“Because of this strong alignment, we didn’t need to move beyond Lake County as we grew. Working with the Lake County Job Center, we’ve been able to find top candidates for a wide range of roles, and we have also enhanced the training of our existing associates.”

“

Lake County Partners and the Workforce Development Board have been successful in aligning the needs of companies like ours with talent development programs here in our backyard.

”

KAREN STONEMAN,  
VICE PRESIDENT OF  
HUMAN RESOURCES,  
SYSMEX AMERICA, INC.





## GROWING THE NEXT GENERATION OF TALENT

**Preparing for tomorrow in today's classrooms:**

With an emphasis on STEM education and career readiness, several new educational facilities have launched in Lake County to prepare today's students for the careers of tomorrow.

- Mundelein High School opened the doors to its new \$23.8 million building, featuring a free-standing STEM lab and a Business Incubator Lab.
- Round Lake High School introduced a new Business Incubator Program to provide students with entrepreneurial experience.
- Lake Forest College began construction on a new 1,300,000 square foot building designed to give faculty and students a cutting-edge facility that will ease graduates' ways into the workforce.
- The College of Lake County completed renovations to its Grayslake Campus, announced the establishment of the Baxter Innovation Lab to provide a space for students to develop new products, and moved ahead with construction of its new science and engineering building—the future home for its Mechatronics program.

60% of all new jobs in the 21st century will require skills that only 20% of the workforce possesses. The gap is most critical in manufacturing, engineering, IT and health care, all of which are vital to Lake County's economy and identified as strategic sectors for the region's future growth.

Today, Lake County is building talent from the ground up to ensure we are producing the workforce that local employers demand. Students such as Nicole Carreon are introduced to STEM careers from an early age and have access to programs where they can build skills that put them on the path to a quality career.

As a student at Grant High School in Fox Lake, Nicole had always been interested in art and design. Through her involvement in Project Lead the Way, she discovered a career in engineering could combine her passion for design with her talent in math and science. With the skills she gained through her classwork at the Lake County High Schools Technology Campus in Grayslake and the access to employers provided through career expos, Nicole already has two internships in engineering under her belt and will be heading to the University of Illinois in Chicago to complete a degree in Civil Engineering.

I took the Project Lead the Way Engineering Class at the Tech Campus, and it has opened my eyes to the opportunities available to me that involve design and mathematics. It's not something I would have explored on my own. I've also gained hands-on experience that is directly preparing me for my future.

NICOLE CARREON, STUDENT  
GRANT COMMUNITY HIGH SCHOOL, FOX LAKE



## MOVING AHEAD IN MANUFACTURING

Manufacturing plays a vital role in Lake County’s economy. With more than seven hundred medical instrument and precision manufacturing and tooling companies operating within its boundaries, the sector employs nearly 20,000 and is the County’s fastest growing industry. Automation has significantly changed the industry, bringing with it high-quality jobs and demand for skilled workers.

Lake County Partners is working together with the College of Lake County and the Lake County Workforce Development Department to ensure Lake County manufacturers have access to the talent they need to grow. In addition to supporting high school programs and career expos to attract fresh talent, the Workforce Ecosystem partners are also working together to retrain employees including Tony Villalobos, whose job as a machine operator had been eliminated. Through the Mechatronics program at the College of Lake County, Tony gained the technical skills required for a position in advanced manufacturing. With skills in automation and access to employers that were looking for specialized talent, Tony found a promising new career as an electrical engineer technician with R+D Custom Automation.

**Manufacturing Growth in Lake County:**

- 1 in 7 jobs in Lake County are in the manufacturing industry, accounting for the largest private sector share of jobs in the region
- Manufacturing jobs in Lake County are up 13 percent since 2010
- Average earnings per worker in the manufacturing industry in Lake County are higher than in any other industry in Lake County



“ Things are evolving so quickly, so you can never stop learning. The Mechatronics program at the College of Lake County gave me the skills I needed to find a new job working in automation.

”  
TONY VILLALOBOS  
ELECTRICAL ENGINEER TECHNICIAN  
R+D CUSTOM AUTOMATION





## TOP TALENT ATTRACTS TOP COMPANIES

Because Lake County is home to several specialized industry clusters including health care, manufacturing, and biopharma, a highly-educated, highly-skilled workforce has developed along with the region. It's this deep bench of talent that continues to attract new business to Lake County, and that helps existing businesses thrive.

### HORIZON PHARMA

When Timothy P. Walbert, chairman, president, and chief executive officer of Lake Forest-based, biopharmaceutical company Horizon Pharma was asked to lead the company, he had one condition: that it locate its headquarters in Lake County, Illinois. Ranked as a top ten pharmaceutical hub in U.S., and with leading universities in its backyard, Walbert knew Lake County would provide the right mix of experience and specialized skills to fuel the company's growth. He also knew his employees would enjoy access to a high quality of life. Since then, the company has added more than 300 employees and consistently ranks among the top employers in Chicagoland.

“

Lake County is a hub for talent in the pharmaceutical, medical device, and healthcare industries. Having highly specialized and skilled talent in our backyard has helped to fuel our dynamic growth.

”

MARILYN VETTER, VICE PRESIDENT  
GOVERNMENT & PUBLIC AFFAIRS,  
HORIZON PHARMA

“

When we started to look around, it became quickly apparent that the medical experience in Lake County would provide us with a few significant advantages, most importantly access to talent.

”

JIM FITZGERALD, CEO,  
FLEXAN CORPORATION

### FLEXAN MEDICAL HOLDINGS

Flexan Medical Holdings was founded more than 70 years ago in Chicago as a custom manufacturer of molded elastomers. The company has transformed, and today is a leader in the medical manufacturing space. Fueled by growth in its medical device business, Flexan recently outgrew its Elk Grove Village facility, and announced plans for a move to Lincolnshire.

For CEO Jim Fitzgerald (pictured at right), Lake County was a clear choice based on medical expertise in the region. As a producer of life-saving equipment where quality is imperative, access to a high-caliber workforce with industry experience was a top consideration.



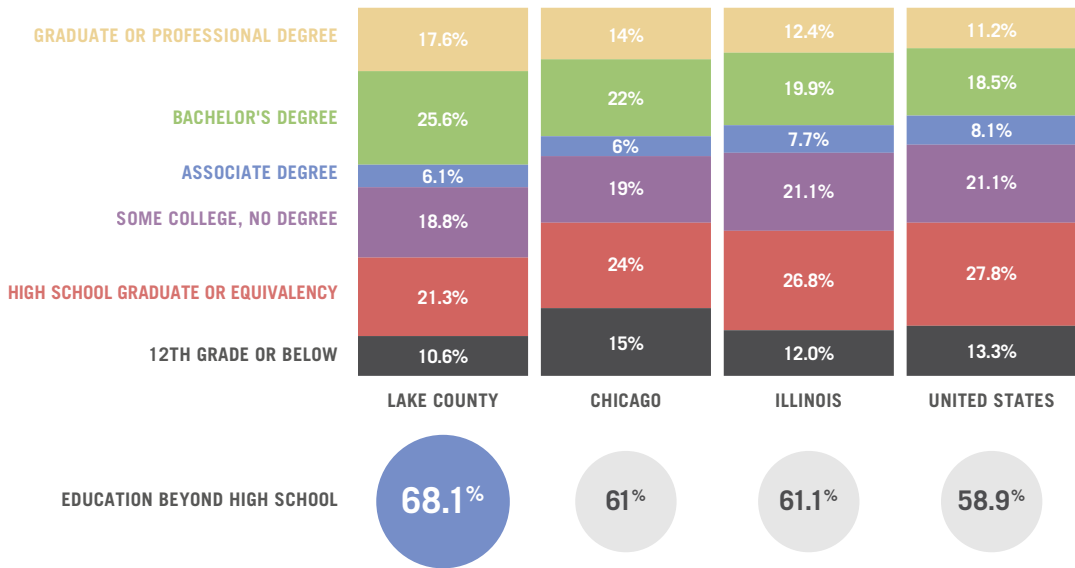


A DIFFERENTIATED WORKFORCE

Lake County is home to a highly-educated, skilled workforce and offers a variety of programs to train and develop talent for our most critical industries.

EDUCATIONAL ATTAINMENT

68 percent of Lake County residents have continued schooling beyond high school, and 43 percent have a bachelor’s degree or higher, exceeding the national average by 13 percent.



U.S. Census Bureau, American Community Survey 5-Year Estimates, 2011-2015

SPECIALIZED SKILLS

The Lake County High Schools Technology Campus offers 21 career programs in critical industries to local high school students. Ten percent of Lake County’s students are currently enrolled in these programs, building the skills that employers need.













PROFESSIONAL DEVELOPMENT

Lake County offers numerous opportunities for employees to continue their training and certifications, with professional development programs offered locally through the College of Lake County, Loyola University Chicago Cuneo Mansion and Gardens, Lake Forest Graduate School of Management, Lake Forest College, Rosalind Franklin University of Medicine and Science, the University Center of Lake County, and Trinity International University.

TOP COMPANIES CALL LAKE COUNTY HOME

With access to top talent and a first-rate quality of life, more than 30,000 businesses have put down roots in Lake County, including twelve of the Fortune 500.

FORTUNE 500 COMPANIES

	19 / Deerfield Drug stores
	59 / Deerfield (as of 2017) Machinery
	94 / Deerfield Snack food
	123 / North Chicago Pharmaceuticals
	134 / Abbott Park Medical Products
	220 / Lincolnshire Technology
	283 / Riverwoods Financial Services
	285 / Lake Forest Equipment
	286 / Deerfield Medical Products & Pharmaceuticals
	334 / Lake Forest Motor Vehicle Parts
	446 / Lake Forest Paper Packaging
	477 / Deerfield Office Products

TOP PRIVATELY-HELD COMPANIES

<b>Advocate Health Care</b> , Libertyville, Health Care
<b>American Hotel Register</b> , Vernon Hills, Hotel Products
<b>Aon Hewitt Associates</b> , Lincolnshire, Insurance
<b>Cancer Treatment Centers of America at Midwestern Medical Center</b> , Zion, Health Care
<b>ECHO, Inc.</b> , Lake Zurich, Equipment
<b>Fresenius Kabi USA</b> , Lake Zurich, Pharmaceuticals & Medical Products
<b>Hydraforce, Inc.</b> , Lincolnshire, Manufacturing & Distribution
<b>Medline Industries, Inc.</b> , Mundelein, Manufacturing & Distribution
<b>Northshore University Health System</b> , Highland Park, Health Care
<b>Northwestern Medicine</b> , Lake Forest, Health Care
<b>Siemens Building Technologies</b> , Buffalo Grove, Technology
<b>Smalley Steel Ring Co.</b> , Lake Zurich, Manufacturing
<b>Trustmark Insurance Company</b> , Lake Forest, Insurance & Employee Benefits
<b>Vista Health System</b> , Waukegan, Health Care
<b>Visual Pak</b> , Waukegan, Packaging

TOP PUBLICLY-HELD COMPANIES

<b>Abbott Laboratories</b> , Abbott Park, Medical Products
<b>AbbVie, Inc.</b> , North Chicago, Pharmaceuticals
<b>Baxter International</b> , Deerfield, Pharmaceuticals & Medical Products
<b>BD</b> , Vernon Hills, Medical Instruments
<b>Cardinal Health</b> , Waukegan, Pharmaceuticals & Medical Products
<b>CDW Corporation</b> , Lincolnshire, Technology
<b>Discover</b> , Riverwoods, Financial Services
<b>Essendant</b> , Deerfield, Office Products
<b>Mondelez International, Inc.</b> , Deerfield, Snack Foods
<b>Packaging Corporation of America</b> , Lake Forest, Paper Packaging
<b>Pfizer, Inc.</b> , Lake Forest, Pharmaceuticals & Medical Products
<b>Takeda Pharmaceuticals USA, Inc.</b> , Deerfield, Pharmaceuticals & Medical Products
<b>Walgreens Boots Alliance, Inc.</b> , Deerfield, Drug Stores
<b>W. W. Grainger</b> , Lake Forest, Equipment
<b>Zebra Technologies Corporation</b> , Lincolnshire, Professional & Tech Services



A GLOBAL HUB FOR BUSINESS

Founded in 1925, Mundelein-based MacLean-Fogg Company is a global enterprise with forty global manufacturing facilities, annual sales of more than \$1 billion, and a worldwide workforce of more than 4,000 people. The company’s Lake County headquarters provides access to the talent MacLean-Fogg needs to fuel its continued growth. Moreover, with much of the company’s growth coming from emerging markets in Africa and Asia, convenient access to O’Hare International Airport makes it easy for the company’s executives to drive global business and successfully operate across the world.

LAKE COUNTY OFFERS UNPARALLELED ACCESS:

- Located just 18 miles from Chicago’s O’Hare International Airport and home to Waukegan National Airport, providing unlimited access to global markets
- 50 percent of North American industry is accessible within a one-day drive
- 75 percent of North America’s consumers are located less than two days away
- Four Metra commuter rail lines with 32 train stations located across Lake County provide seamless connections to the entire region
- The only U.S. gateway where all six Class-One railroads interchange traffic
- Easy access to the Port of Chicago



“

With operations throughout the world, easy access to international markets is critical. It’s just one of the reasons that so many global businesses call Lake County home.

”

DAN JOYCE  
VICE PRESIDENT OF TAX  
MACLEAN-FOGG





“  
In Lake  
County, I  
knew I could  
successfully  
grow my  
family and  
my career.”

AMANDA HANKES,  
NURSING PROFESSIONAL  
DEVELOPMENT SPECIALIST,  
NORTHSHORE UNIVERSITY  
HEALTHSYSTEM,  
HIGHLAND PARK HOSPITAL

## ATTRACTING YOUNG PROFESSIONALS

Millennials will make up more than 50 percent of the global workforce by the year 2020\*. Attracting young professionals such as Amanda Hankes is key to growing the talent economy in Lake County.

Having grown up in Lake County, Amanda knew it was where she wanted to be when it came time to raise a family of her own. Not only was she able to find a rewarding career as a nurse educator, she knew her children would have the opportunity to attend nationally-recognized schools and that her family could enjoy an active outdoor lifestyle playing in their backyard, riding bikes on the trails behind their home and exploring the region's many parks and forest preserves. A short commute means Amanda has more time to spend with her family soaking up all that Lake County has to offer, from restaurants to shopping and entertainment.

## LEADERSHIP LAKE COUNTY

Through its Leadership Lake County initiative, Lake County Partners is working alongside its investors to attract and retain young professionals by showcasing the region's opportunities for professional growth and a high quality of life, inside and outside of the office. Connect with Leadership Lake County for all the latest updates:



'LIKE' US ON FACEBOOK  
[fb.me/LeadershipLC](https://fb.me/LeadershipLC)



'FOLLOW' US ON TWITTER  
[Twitter.com/LeadLakeCounty](https://Twitter.com/LeadLakeCounty)

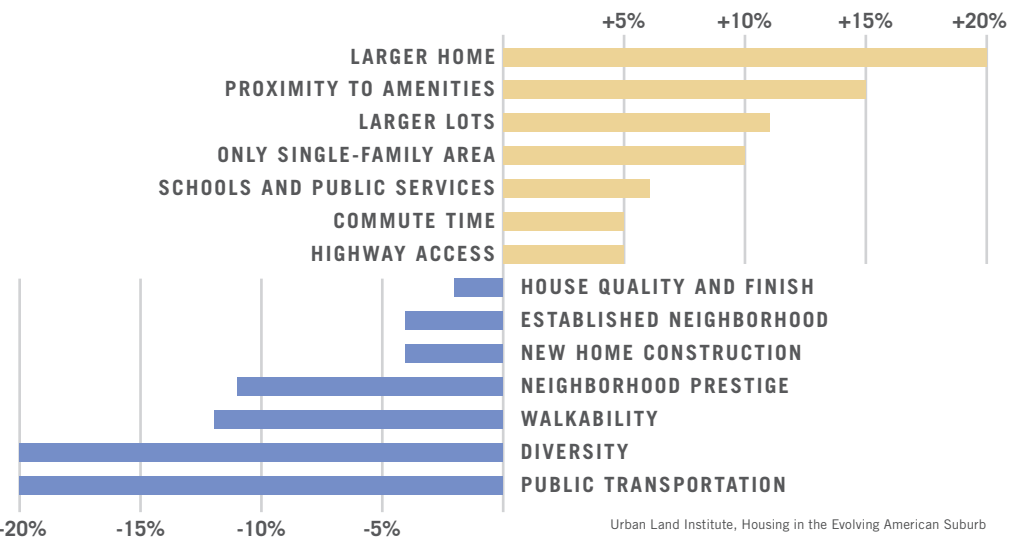


SUBURBS WELL-SUITED TO MILLENNIAL LIFESTYLES

More than 12,000 Millennials turn 30 each day in the U.S. And while many have delayed key milestones like marriage and home ownership, Millennials are steadily asserting that they want the same amenities as generations before them, as they have quickly become the greatest share of homebuyers in the U.S. Where this generation puts down roots will shape the communities of tomorrow.

Despite stereotypes that Millennials prefer the city, as they mature, the suburbs are destined to win out because of the desirable home characteristics that they can provide, and communities throughout Lake County are well-suited to meet their needs and demands.

IMPORTANCE OF HOME CHARACTERISTICS FOR FIRST-TIME HOMEBUYERS COMPARED TO BUYERS AT LARGE



**Affordable Housing**  
With a median housing cost of \$249,000 for a single-family home, Lake County offers affordable options for first-time buyers.

Lake County Partners Analysis  
of data from Zillow.com

**Excellent Schools**  
Home to eleven nationally-recognized high schools, Lake County schools consistently rank among the best in the state.

U.S. News & World Report  
Best High Schools

**Proximity to Amenities**  
With a vibrant restaurant scene, shopping and entertainment venues and hundreds of miles of parks and recreation, Lake County offers a high-quality lifestyle not found anywhere else.

**Short Commute Time**  
Nearly 25 percent of Lake County residents travel less than 15 minutes to work each day compared to just 12.6 percent of Chicago residents and 16 percent of Cook County residents.

American Community Survey  
Estimates for 2011-2015

**Highway Access**  
I-94 runs the length of Lake County, connecting quickly to nine other interstates in the Chicago area.

2016 ECONOMIC DEVELOPMENT HIGHLIGHTS

The talent economy in Lake County is fueling growth. Communities throughout the region are attracting new developments, vacancies are at near ten-year lows, and businesses are choosing Lake County when deciding where to locate and expand their operations.

EXPANDING BUSINESS OPERATIONS

Lake County’s businesses continue to grow, such as Gurnee-based Nypro who broke ground on a project that will double the size of its existing facility and create 60 new jobs. Valent BioSciences Corporation also announced plans to construct a new state-of-the-art Biorational Research Center in Libertyville, making it the first occupant of the new 1.2 million square foot office facility, Innovation Park.

ATTRACTING NEW BUSINESS

Citing convenient access to transportation and opportunities to attract talent, Caterpillar announced Deerfield as the new home of its corporate headquarters. Flexan, a global leader in medical device and plastics manufacturing, will also relocate its Elk Grove Village operations to Lincolnshire, noting that the move to Lake County gives them access to top talent in the medical manufacturing field.

CREATING JOBS

Wallet Hub recognized several Lake County municipalities as being the best places within the state of Illinois for jobs, and *Chicago Tribune* columnist David Rutter coined Lake County “Jobs Nation,” citing Libertyville, Grayslake, and Vernon Hills as “the most vibrant job-creating fortresses in Illinois.”

GROWING TOURISM

Tourism in Lake County is big business, attracting new players like Great Wolf Lodge, who announced plans to develop the former Key Lime Cove site in Gurnee. Spending is on the rise in Lake County, with visitors spending \$1.3 billion over the course of the year.

FINANCIALLY SOUND

The Lake County government and the Lake County Forest Preserves District both retained their AAA bond ratings, reducing risk and distinguishing Lake County from others in the region.





“

Communities in Lake County are thriving. Our downtown in Libertyville is a great example. It has transformed and offers a vibrant, walkable hub where residents enjoy shopping, restaurants, and nightlife.

”

MAYOR TERRY WEPPLER  
VILLAGE OF LIBERTYVILLE

## STRONG COMMUNITIES ATTRACT TALENT

When it comes time to relocate for a job, employees want a great place to work and to live. Nearly 50 percent of those surveyed by Livability said they would take both the job and location into account when making a move, while more than ten percent said they would choose a location first and then find a job in their desired community\*. The bottom line is that location is key to attracting talent. Growing the talent economy in Lake County is as much about investing in great communities as it is building a strong base of business and quality jobs.

With the support of Lake County Partners, municipalities throughout Lake County are revitalizing their downtowns and attracting new lifestyle centers and amenities that support strong local economies, foster community and appeal to residents. Combined with great schools, parks, and recreational facilities, Lake County communities deliver a high quality of life that attracts talent.

\*2015 American Livability Survey



## SUPPORTING OUR MUNICIPAL PARTNERS

Among the many strengths of Lake County is the diversity and health of its communities. Over the past several years, Lake County Partners increased efforts to support municipal partners with a range of services designed to drive economic growth and prosperity.

### CUSTOMIZED DATA AND REPORTS

In 2016, Lake County Partners continued to expand the scope of data and information available to municipal partners to provide a better understanding of economic development opportunities. In addition to providing centralized access to powerful data resources including CoStar, EMSI, ESRI, Infogroup, and Implan, Lake County Partners delivered more than 1,700 custom reports including economic modeling, localized economic forecasts, demographic profiles, retail leakage data, and office, industrial and retail market analytics.

### MUNICIPAL ECONOMIC ADVISORY GROUP

Lake County Partners’ Municipal Economic Advisory Group continues to provide a forum for local leaders to come together and discuss key issues and trends facing the region and local communities. Topics for the quarterly meetings in 2016 ranged from a panel focusing on how to market properties using the data provided by Lake County Partners to a discussion with the directors of the State of Illinois’ international trade offices on

how to support local companies as they export to world markets and attract foreign investment. By coinciding with the release of key economic reports, the luncheons also provide access to timely trend information that participants can use to guide local strategies. Attendees have found the events to be “extremely informative” and more than 90 percent of participants report that they are actively using the data provided by Lake County Partners.

### ICSC DEAL MAKING SHOW

Retail is among the largest industries and employers in Lake County, and building a strong retail footprint is vital to the health of local communities. To bolster local efforts, Lake County Partners continues to host a booth at the ICSC Chicago Deal Making Show. Ten municipalities participated in the 2016 show, giving them exposure to nearly 2,000 site selectors, brokers, and real estate professionals which will ultimately result in connections that can further spur economic development in Lake County.

## MARKETING THE LAKE COUNTY PROMISE

More than just a tagline, the Lake County Promise is a demonstration of what makes Lake County a great place for business. It’s also at the heart of our efforts to attract talent to the region.



### INTEGRATED MARKETING CAMPAIGN

Through a comprehensive, integrated marketing campaign, Lake County Partners uses its many communication tools—social media accounts, reports, e-newsletters, and events—to promote the Lake County Promise, relay timely business news, and highlight events and programs that support the Workforce Ecosystem.

### THE BIG EVENT

Each year, Lake County Partners showcases the strength of our region and puts the Lake County Promise on display when it brings together business and community leaders for The Big Event. In 2016, a record 500-plus attendees gathered at the Lincolnshire Marriott Resort for an economic forecast from Dr. Steve Vogt, the Co-Chief Investment Officer of Mesirow

Advanced Strategies, Inc., and a keynote speech from *New York Times* bestselling author and acclaimed geographer Joel Kotkin.

### MAKING NEWS

New to our efforts in 2016, Lake County Partners kicked off its first-ever public relations campaign. In addition to producing more original content to tell our story and build the Lake County brand, we are working with local and regional reporters to drive coverage that supports our goals and reflects the many exciting economic developments that are happening in Lake County.

Through media outreach, content development and a steady release of economic data, we are establishing Lake County Partners as a go-to source to discuss economic development in the region.

### CONNECT WITH US FOR THE LATEST ECONOMIC DEVELOPMENT NEWS IN LAKE COUNTY



‘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)

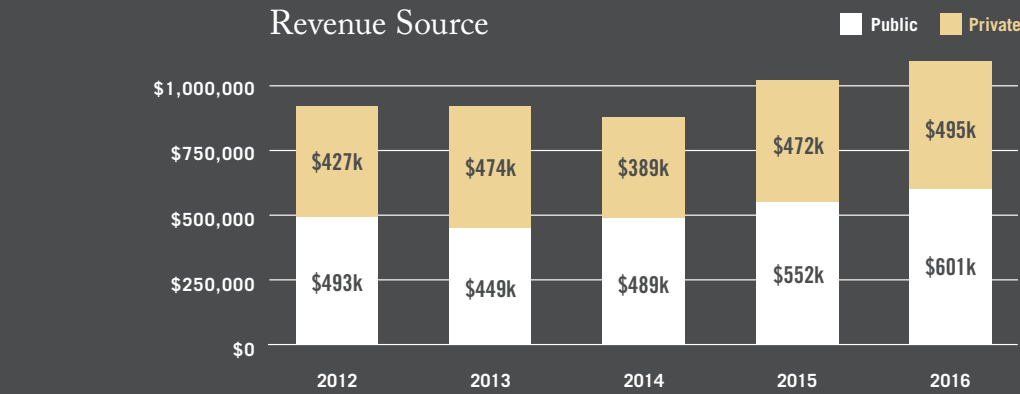
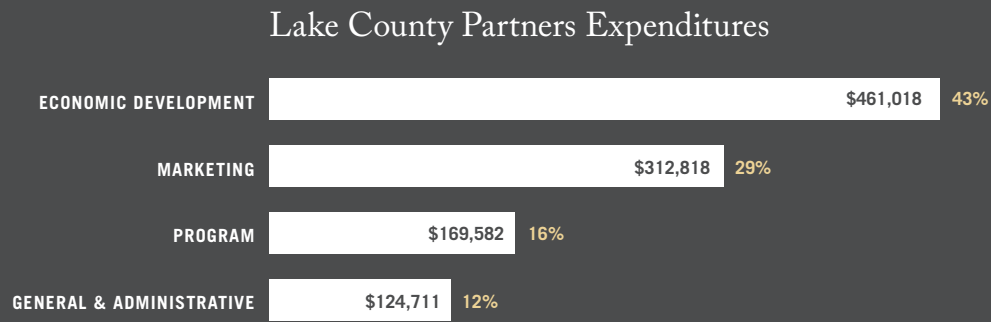
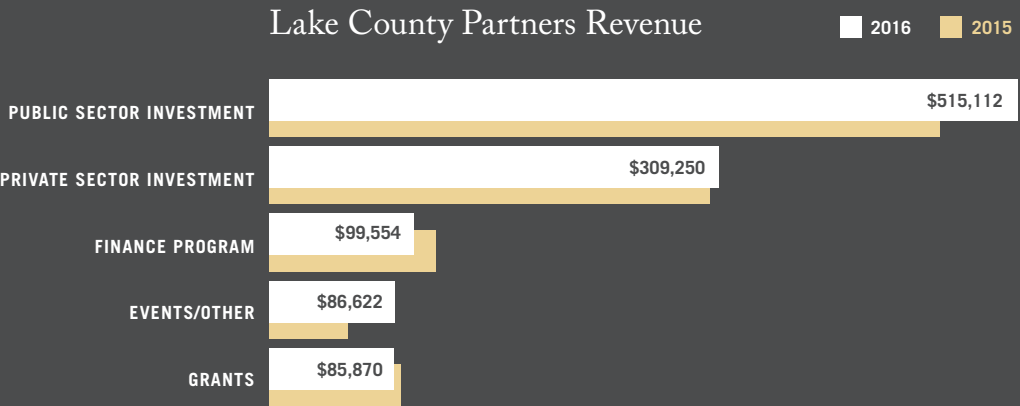
SUBSCRIBE TO OUR NEWSLETTER AT [LAKECOUNTYPARTNERS.COM](http://LAKECOUNTYPARTNERS.COM)



2016 FINANCIALS

Lake County Partners leverages both public and private investment to fuel growth in Lake County. In 2016, the organization saw increased investment across both sectors and an overall revenue increase of 7%.

Lake County Partners continues to run a lean and efficient operation, investing a majority of its revenue into economic development and marketing initiatives that directly support talent development and work to retain and attract business to the region.



2016 INVESTORS

GOLD

First Midwest Bank  
JPMorgan Chase  
Lake County  
Mesirow Financial  
Uline, Inc.

SILVER

Commonwealth Edison Co  
Takeda Pharmaceuticals USA, Inc.

BRONZE

Advocate Condell Medical Center  
Baxter International  
NorthShore University HealthSystems  
Northwestern Medicine Lake Forest Hospital  
NRG Energy  
Walgreens Boots Alliance, Inc.

TITANIUM

a5 Branding & Digital  
AbbVie, Inc.  
BECO South  
CenterPoint Properties  
College Of Lake County  
Comcast  
First Bank of Highland Park  
Horizon Pharma  
Lake Forest Graduate School of Management  
Loyola University Chicago  
MacLean-Fogg Company  
Nicor Gas  
Shire  
The DeBruler Company  
The John Buck Company  
Van Vlissingen & Company  
W.W. Grainger

COPPER

BCU  
Barrington Area Chamber of Commerce  
Barrington Bank & Trust  
Central Lake County Joint Action  
Water Agency  
Consumers Credit Union  
CTCA at Midwestern Regional  
Medical Center  
Fabrication Technologies, Inc.  
General Mitchell International Airport  
GovHR USA  
Grayslake Community HS Dist. 127  
Hallbart Consulting, L.L.C.  
IDI Gazeley  
Independent Network Consulting  
Integrated Lakes Management  
Jeffrey Pozen Advisory  
Lake County Housing Authority  
Lake County Regional Office of Education  
Libertyville Bank & Trust  
Marabella Associates Inc.  
MB Financial Bank  
Mundelein Community HS Dist. 120  
Newmark Grubb Knight Frank  
Pace Suburban Bus  
Rosalind Franklin University of Medicine  
and Science  
Smash Residential  
State Bank of the Lakes  
United Conveyor Corporation  
United Pacific Railroad  
United Way of Lake County  
University Center of Lake County  
Vernon Hills Community HS Dist. 128

MUNICIPAL

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





## WORKING TOGETHER TO GROW THE ECONOMY

With support from a talented Board of Directors and financial backing from both the public and private sectors, Lake County Partners brings the region together to drive economic growth.

By building bridges between companies and local government, Lake County Partners has assembled the resources that the business community needs to grow.

Whether it's establishing a business, growing a company, relocating to Lake County, or building a workforce, Lake County Partners offers a range of services to support, retain and attract business.

“

Early on, Lake County Partners recognized the need to nurture and grow talent in Lake County, and saw how important it is to attract young professionals to benefit our businesses.

”

RICHARD KORENGOLD,  
VICE CHAIRMAN, LAKE COUNTY  
PARTNERS BOARD OF GOVERNORS  
SENIOR MANAGING DIRECTOR,  
WEALTH ADVISOR,  
MESIROW FINANCIAL





GROWING THE TALENT ECONOMY

Talent distinguishes Lake County as a place to do business and will be the fuel that drives our growth. Working with the public and private sectors, Lake County Partners aims to grow, retain and attract the talent that our businesses and communities will need, now and well into the future.

To discover how your company can invest in Lake County Partners, benefit from our efforts, and support our work to build the talent pipeline, visit us at [LakeCountyPartners.com](http://LakeCountyPartners.com).

Together, we can build the talent economy of tomorrow.

OUR TEAM

KEVIN CONSIDINE  
President & CEO  
[kconsidine@lakecountypartners.com](mailto:kconsidine@lakecountypartners.com)  
847-597-1226

BARBARA PRUSILA  
Economic Development Director  
[bprusila@lakecountypartners.com](mailto:bprusila@lakecountypartners.com)  
847-597-1230

BETHANY WILLIAMS  
Strategy & Intelligence Manager  
[bwilliams@lakecountypartners.com](mailto:bwilliams@lakecountypartners.com)  
847-597-1229

LAURA NASELLI  
Project Coordinator  
[lnaselli@lakecountypartners.com](mailto:lnaselli@lakecountypartners.com)  
847-597-1232

SAMANTHA ESPINA  
Administrative Assistant  
[sespina@lakecountypartners.com](mailto:sespina@lakecountypartners.com)  
847-597-1222

LAKE COUNTY PARTNERS  
100 Tri-State International Dr, Ste 122  
Lincolnshire, IL 60069  
Phone: (847) 597-1220

LAKECOUNTYPARTNERS.COM

BOARD OF GOVERNORS

JEFFREY J. ANDERSON, President and CEO, Lake Forest Graduate School of Management  
CHUCK BARTELS, County Board Member, Lake County Board  
DARREN BOUNDY, External Affairs Manager, ComEd  
LIBBY BRUNSVOLD, State Government Affairs Director, Takeda Pharmaceuticals  
BARRY BURTON, County Administrator, Lake County Administrator’s Office  
DARADE COLLINS, Manager, Community Relations & Economic Development, Nicor Gas\*  
KEVIN CONSIDINE, President and CEO, Lake County Partners  
MICHAEL DANFORTH, County Board Member, Lake County Board  
JACK DANILKOWICZ, Chief of Staff, Office of the Chief Executive Officer, Horizon Pharma plc  
JANET DEATHERAGE, Ph.D., Executive Director, Office of Corporate Engagement, Loyola University Chicago  
FRANK DEUEL, Senior Manager of Government Affairs, Comcast Cable  
GAIL EDGAR, VP, Corporate Facilities Services, W.W. Grainger\*  
LARRY FALBE, General Counsel, Miller Canfield  
VALERY GALLAGHER, Global Director, Global Government Affairs, Baxter International, Inc.  
DEAN GLASSBERG, Executive Vice President, Middle Market Banking, First Midwest Bank  
DON HANSEN, Senior Director, Real Estate Development, W.W. Grainger  
BRAD HARPER, Branch Manager, Uline, Inc.  
DAMON HAVILL, Vice President, Business Development, Advocate Condell Medical Center  
DANIEL J. JOYCE, Vice President of Tax, MacLean-Fogg Company  
STEVE KERMISCH, Executive National Director, State Government Affairs, Takeda Pharmaceuticals\*  
RICHARD KORENGOLD, VICE CHAIR, Senior Managing Director, Investment Advisory, Mesirow Financial  
CHARLES LAMPHERE, LCP PAST CHAIR, President and CEO, Van Vliissingen & Company  
AARON LAWLOR, County Board Chair, Lake County Board  
JOSEPH LUNA, LCP CHAIR, Executive Director, Middle Market Banking & Specialized Industries, Commercial Banking, Chase  
STEVE MADDEN, President and CEO, Libertyville Bank  
BRAD MUELLER, COO, HealthSmart International  
DR. KEVIN MYERS, Superintendent, Mundelein Community HS. Dist. 120  
GHIDA NEUKIRCH, City Manager, City of Highland Park  
BRENT PAXTON, County Board Member, Lake County Board\*  
DONOVAN PEPPER, National Director, Local Government Relations, Walgreens Boots Alliance, Inc.  
JESSE PETERSON HALL, President, Highland Park Hospital, NorthShore University HealthSystem  
JEFFREY POZEN, LCP TREASURER, President, Jeffrey Pozen Advisory, Inc.  
MATTHEW PRIMACK, COO, Advocate Healthcare\*  
S. MICHAEL RUMMEL, County Board Member, Lake County Board  
NICK SAUER, County Board Member, Lake County Board\*  
MICHAEL STEVENS, Former President and CEO, Lake County Partners\*  
KELLY WATERS, President, Power Up Now\*  
DR. JERRY WEBER, President, College of Lake County  
DR. K. MICHAEL WELCH, President and CEO, Rosalind Franklin University of Medicine and Science  
BILL WESTERMAN, Executive Vice President, Commercial Banking, Libertyville Bank & Trust\*





100 TRI-STATE INTERNATIONAL DRIVE  
SUITE 122  
LINCOLNSHIRE, IL 60069  
(847) 597-1220

[LAKECOUNTYPARTNERS.COM](http://LAKECOUNTYPARTNERS.COM)