THE 2017 ANNUAL REPORT



20 YEARS AS YOUR LAKE COUNTY PARTNER FOR BUSINESS





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 drive the local economy. Our focus is on attracting, retaining and expanding businesses, assembling business resources and aligning workforce supply with industry demand to ensure that Lake County companies have what they need to succeed.

We are your Lake County Partner for Business. A Message from our Leadership

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REFLECTING ON 20 YEARS OF LAKE COUNTY PARTNERS

On behalf of Lake County Partners Board of Governors and staff, we are pleased to present to you our 2017 Annual Report.

Lake County is rich with talent, innovative businesses, vibrant communities and stakeholders that enthusiastically work together to drive continued success. Because of the generous support of our public and private investors, Lake County Partners has been able to play a prominent role in advancing the local economy—just as we have done since our beginning.

As Lake County Partners embarks on its 20th year, it's an exciting time to reflect on where we have been and where we are going. As you'll see in the pages of this report, there is a lot to celebrate and look forward to as we pursue our mission to drive business growth in Lake County. In recent years, we have enhanced the services that we deliver to our businesses to help fuel success, attract talent and continue to make Lake County the premier business location in the Midwest.

Our role in the Lake County Workforce Ecosystem—a groundbreaking collaboration with stakeholders such as Lake County Workforce Development, the College of Lake County, the Lake County High Schools Technology Campus and more—has helped us give businesses access to a robust talent pipeline and ensured that we will continue to develop a future workforce that is second to none.

Regional efforts for business attraction have had a major impact. In addition to working with Intersect Illinois and the Illinois Department of Commerce and Economic Opportunity, we have partnered with the seven collar counties and the City of Chicago to form the Chicago Regional Growth Corporation, a new regional organization focused on using foreign direct investment to drive inclusive economic growth across the region.

More companies chose to expand and relocate to Lake County in 2017. Noting our talent pool and the terrific communities where its employees will be able to live, Caterpillar, one of the largest companies in the world, relocated its corporate headquarters to Deerfield—making it the 12th *Fortune* 500 company to call Lake County home. In addition, companies like Sysmex, Flexan and Nypro expanded their operations here, cementing our position at the crossroads of the manufacturing and healthcare industries.

We appreciate the many businesses, organizations, educational institutions and governmental entities that have partnered with us and invested in our mission over the years. We look forward to continuing our work with you to build on Lake County Partners' illustrious past and create a rich legacy for the future.

Best Regards,

Kevin S. Considine President & CEO of Lake County Partners

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Richard H. Korengold Chairman of Lake County Partners Board of Governors

20 FAST FACTS ABOUT LAKE COUNTY

Nearly 60% of Lake County public high school students attend a nationally recognized school.

The largest share of Lake County residents by decade of age are 10-19 years old.

Lake County is a large destination for foreign investment. Foreign owned companies generate a total of 32,712 jobs in Lake County.

One in five Lake County residents was born outside the United States and roughly 29% of Lake County residents speak a language other than English at home.

The largest selling drug in the world, Humira, which treats people who have a variety of immunologic disorders, was developed and marketed by Lake County-based AbbVie.

Lake County has nearly 31,000 acres of forest preserve, 550 miles of trails and bikeways, 650 local parks, 6 state parks, 46 golf courses and more than 100 beaches where residents can play as hard as they work.

> More than 400 companies in Lake County have ownership from 33 different countries. The most represented countries are Japan, Germany, and the United Kingdom, but local businesses are owned by parents in countries as far away as Turkey, Thailand and Venezuela.

Lake County exports are more than \$6 billion per year—more exports per capita than any of the other metro Chicago counties.

Tourism expenditures in Lake County top \$1.3 billion each year—making it the third largest tourism county in Illinois.

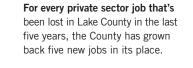
For more than 20 years, Lake County has maintained a AAA credit rating from both major credit agencies—the highest rating possible.

More than 69% of Lake County residents also work in Lake County, which is a higher "live and work" rate than any other suburban county in the region adding to our high quality of life.

Nearly a quarter of Lake County residents ditched their cars for their daily commute. The largest share of these non-traditional commuters is working from home or carpooling to work.

The American Nurses Credentialing Center has awarded five Lake County hospitals the prized Magnet designation, the highest honor for quality patient care, nursing excellence and innovations in professional nursing practice.

Lake County offers housing affordability for families. Based on median housing costs for single family homes in Lake County and a standard 30-year fixed rate mortgage at market rates, with a 20% down payment, mortgage costs (including insurance and taxes) are affordable for those with household incomes of \$59,000 per year.



Naval Station Great Lakes is the U.S. Navy's only boot camp and graduates legions of new sailors every week.

Lake County-based IT leader CDW provides more than 100,000 products/solutions from more than 1,000 brands to its more than 250,000 customers.

One in seven jobs in Lake County is in the manufacturing industry. Manufacturing jobs represent the largest share of private sector jobs in the county and the largest share of growth.

Lake County is ranked among the top 10 healthiest counties in the state of Illinois based on both length and quality of life by the Robert Wood Johnson Foundation and the University of Wisconsin Population Health Institute.

Lake County has a disproportionately large share of educated workers. Of those age 25 and over, half of Lake County residents have some type of college degree and nearly 70% have education beyond a high school diploma.







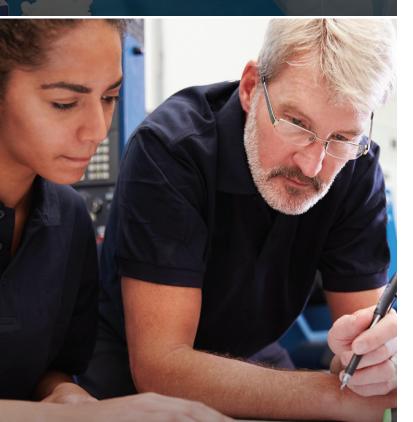
LEADING INDUSTRIES

PRECISION MANUFACTURING

Utilizing cutting-edge technologies, Lake County manufacturers are adding jobs to the local economy faster than any other industry cluster.



As a global center of biopharma, Lake County is home to some of the world's leading pharmaceutical and medical device companies, as well as a web of specialized suppliers, vendors and spin-off ventures, and one of the largest concentrations of pharma talent in the world.



HEALTHCARE

Our world-class network of major hospitals and related outpatient clinics employ nearly 27,000 healthcare professionals and provide award-winning care across Lake County.

TOP COMPANIES IN LAKE COUNTY

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 Fortune 500 headquarters.

FORTUNE 500 COMPANIES		TOP P
Walgreens.	Deerfield Drug stores	Advoca America Alight S
CATERPILLAR °	Deerfield Machinery	Cancer ECHO, HydraFe
Mondelēz,	Deerfield Snack food	Medline Northsh Northwe
abbvie	North Chicago Pharmaceuticals	Siemen Smalley Trustma
Abbott	Abbott Park Medical Products	Vista He Visual F
CDW).	Lincolnshire Technology	TOP P
DISCOVER	Riverwoods Financial Services	Abbott AbbVie,
	Lake Forest Equipment	Baxter I Cardina CDW Co
Baxter	Deerfield Medical Products & Pharmaceuticals	Discove Fresenin Horizon
TENNECO	Lake Forest Motor Vehicle Parts	Mondel Packagi Pfizer, I
PC/	Lake Forest Paper Packaging	Takeda Walgree W. W. G
ESSENDANT [®]	Deerfield Office Products	Zebra T

Office Products

PROFESSIONAL/TECHNOLOGY SERVICES

Headquarters operations, advisory/consulting services and business support services provide the expertise to keep the Lake County economy moving forward.

PRIVATELY-HELD COMPANIES

te Health Care, Libertyville, Healthcare an Hotel Register, Vernon Hills, Hotel Products Solutions. Lincolnshire. Insurance Treatment Centers of America, Zion, Healthcare Inc., Lake Zurich, Equipment orce, Inc., Lincolnshire, Manufacturing & Distribution e Industries, Inc., Mundelein, Manufacturing & Distribution hore University Health System, Highland Park, Healthcare estern Medicine, Lake Forest, Healthcare ns Building Technologies, Buffalo Grove, Technology y Steel Ring Co., Lake Zurich, Manufacturing ark Insurance Company, Lake Forest, Insurance & Employee Benefits ealth System, Waukegan, Healthcare Pak, Waukegan, Packaging

PUBLICLY-HELD COMPANIES

Laboratories, Abbott Park, Medical Products , Inc., North Chicago, Pharmaceuticals International, Deerfield, Pharmaceuticals & Medical Products al Health, Waukegan, Pharmaceuticals & Medical Products orporation, Lincolnshire, Technology er, Riverwoods, Financial Services ius Kabi USA, Lake Zurich, Pharmaceuticals & Medical Products Pharma, Lake Forest, Pharmaceuticals lez International, Inc., Deerfield, Snack Foods ing Corporation of America, Lake Forest, Paper Packaging Inc., Lake Forest, Pharmaceuticals & Medical Products Pharmaceuticals USA, Inc., Deerfield, Pharmaceuticals & Medical Products ens Boots Alliance, Inc., Deerfield, Drug Stores Grainger, Lake Forest, Equipment Fechnologies Corporation, Lincolnshire, Professional & Tech Services

A COORDINATED WORKFORCE ECOSYSTEM

Lake County's continued prosperity and future success is directly linked to the people and skills that are available to local companies, which is why we are partnered with Lake County Workforce Development, the College of Lake County, the Lake County High Schools Technology Campus and others under the umbrella of the Workforce Ecosystem to make talent access a competitive advantage in Lake County.

Through a coordinated approach and with the support of a shared customer relationship management system, the Workforce Ecosystem delivers customized solutions for Lake County employers. Outcomes can include hiring assistance, specialized training programs, professional development, enhanced educational opportunities, internship programs, career expos and more. Through the support of Lake County Workforce Development,

companies can also take advantage of state and federal financial incentives and reimbursement programs related to on-the-job training and up-skilling of existing employees.

The impact of the Workforce Ecosystem has been immense. The benefits are delivered quickly, the relationships are long-lasting and all of the resources are typically provided at no cost to the participating businesses.



2017 WORKFORCE ECOSYSTEM ACCOMPLISHMENTS

352 COMPANIES ENGAGED

942 NEW HIRES

258 STUDENT INTERNSHIPS & JOB SHADOWS

237 EXISTING EMPLOYEES TRAINED

820 HIGH SCHOOL STUDENTS PARTICIPATING IN CAREER EXPLORATION PROGRAMS

TALENT INNOVATOR AWARD: HYDRAFORCE

The Lake County Workforce Ecosystem Talent Innovator Award recognizes a local employer that is implementing creative strategies to attract, retain and develop its workforce. The partners of the Workforce Ecosystem have selected HydraForce, a Lincolnshire-based manufacturer of the highest quality hydraulic cartridge valves, manifolds and electro-hydraulic controls for the heavy equipment and material handling industries, as the inaugural winner of this award.



HydraForce is an excellent example of superior corporate leadership on workforce development. The company has nearly 1,000 local employees and has worked both with the partners of the Workforce Ecosystem and on its own to address talent needs as it has grown. HydraForce has created two programs in STEM and Manufacturing to get high school students into its facility, talking to professionals and seeing the equipment in use. Specifically, the company worked with Lake County Workforce Development to build strong connections to the Lake County High Schools Technology Campus, participating in career expos and jobs fairs.

HydraForce was an enthusiastic partner in the inaugural Lake County Engineering Internship and Job Fair at the College of Lake County. Its internship program received over 400 applications this year. HydraForce also worked with a local community college to create an apprenticeship program. HydraForce accepted six students into the program from 25 applicants and is also working with the remaining candidates to identify job, internship or job shadow opportunities.

The company has had an on-site ESL program since its inception to help employees build language skills. HydraForce also offers citizenship classes and celebrates new





citizen employees each year at an Independence Day event. HydraForce also participated in a job fair for Adult Education and ESL students at the College of Lake County.

HydraForce is currently partnering with the Veterans Administration at the Captain James A. Lovell Federal Health Care Center in North Chicago to hire veterans. This work has included having V.A. staff come to the HydraForce facilities to learn how to best work with veterans who may have disabilities or be struggling with post-traumatic stress disorder.

The company is also a leader in offering onsite leadership and professional development training in addition to an extensive tuition reimbursement program. On top of all of this, HydraForce continually makes investments in its people and culture through events, fundraising support and more. CEO Jim Brizzolara can often be found walking through the company's facilities, greeting the nearly 1,000 employees by name. HydraForce clearly lives up to its promise that its employees don't have jobs, they have careers—the average team member stays with the company for 12.5 years.

Congratulations, HydraForce, on winning the Lake County Workforce Ecosystem Talent Innovator Award.

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WORKFORCE ECOSYSTEM HIGHLIGHTS

FLEXAN RELOCATES AND THRIVES IN LAKE COUNTY.

Flexan Corporation relocated its headquarters from Elk Grove Village to Lincolnshire in 2017 and needed to fill 50 positions. Over the course of three months, the Workforce Ecosystem worked with Flexan's recruiters on sourcing resumes, hosting job fairs and bringing the company to Symbol Training Institute for future training and current job placement. Over a quarter of Flexan's hires were direct results of the Workforce Ecosystem efforts.

YOUTH WORK EXPERIENCE Pilot project.

With funding from Lake County Workforce Development, Lake County Partners set out to find more opportunities for youth to participate in work-based learning experiences with local employers. Of the nearly 100 companies contacted, more than 60% were interested in participating. Twenty companies set up internship programs and six of them have participated in career awareness programs

EH WACHS FINDS TOP TALENT.

EH Wachs reached out to the Workforce Ecosystem partners looking for help while consolidating operations into its Lincolnshire location. Beginning in January 2017, the company sent two employees for additional training and provided five internships—two of which turned into full-time hires. The Workforce Ecosystem helped with additional candidate sourcing and hiring in various job titles ranging from CNC machinists to engineers.

LAKE COUNTY ENGINEERING INTERNSHIP AND JOB FAIR.

More than 160 chemical, electrical, mechanical and biomedical engineering students from colleges and universities across the country met with representatives from 30 Lake County companies in search of new employees. Dozens of students scored internships and at least three were hired into full-time jobs. "Internship experience is a must, so being able to meet with so many potential employers and explore the range of opportunities right here in Lake County was fantastic." - Kimberly Jacob, Bioengineering major at UIC.

LASER PRECISION MAXIMIZES Workforce ecosystem potential

Libertyville-based Laser Precision participated in the first Industrial Engineering Career Expo at the Lake County High Schools Technology Campus in March 2017. The company hired two of the Tech Campus students and began working with the Workforce Ecosystem partners on future in-house training and on-the-job training opportunities, Laser Precision has taken advantage of workforce gran to put a supervisor through CNC ma training, hired another individual thro Workforce Ecosystem candidate and began offering opportunities for y adults to participate in work-based opportunities in summer 2017.

HIGH SCHOOL STUDENTS Connect to careers.

The Workforce Ecosystem partners hosted two career expos in healthcare and industrial engineering, which connected over 1,000 high school students with 36 local companies. As a result of these efforts, 420 students were either hired on full-time, or earned internships, apprenticeships or job shadows.

THE TOP 2017 HEADLINES

Caterpillar named Deerfield as its new global headquarters making it the 12th *Fortune* 500 and first Dow Jones 30 company to call Lake County home.

Rust-oleum announced another expansion in Vernon Hills, adding more than 17,000 square feet to accommodate 108 new workspaces and ten meeting rooms.

Horizon Pharma was recognized by Crain's Chicago Business as one of the top 25 places to work in Chicagoland.

Rosalind Franklin University of Medicine and Science broke ground on a new Innovation and Research Park. The first phase is projected to create 500 new jobs and have a total regional impact of \$117 million per year.

Regency Centers broke ground on Mellody Farm, a new lifestyle shopping center in Vernon Hills. National waterpark leader Great Wolf Resorts purchased the former Key Lime Cove property in Gurnee and began a \$100 million renovation and upgrade project.

Baxter International and the College of Lake County announced the Baxter Innovation Lab—a hands-on design and fabrication lab for students, teachers and professionals.

Flexan, a leading silicone medical device contract manufacturer, celebrated a ribbon-cutting to mark the opening of its new 70,000-square-foot global headquarters in Lincolnshire.

Sysmex America expanded its reagent manufacturing facility in Mundelein—a \$24 million investment that will almost double its square footage and increase production capacity by 80%.

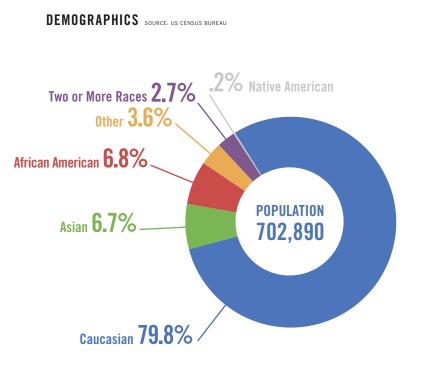
Outdoor power equipment giant ECHO USA expanded its corporate headquarters in Lake Zurich by 51,000 square feet to 585,000 square feet. Medical instrument manufacturer Nypro, a Jabil company, added 60 jobs and doubled the size of its facility in Gurnee to 170,000 square feet to accommodate a Class 8 clean room and 45 injection molding machines.

Crain's Chicago Business named Tenneco, Baxter International, AbbVie, ACCO Brands and Mondelez International among the region's most innovative companies.

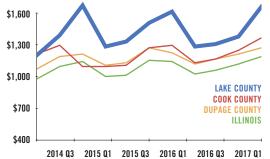
Takeda Pharmaceutical Company and Abbott were recognized among the best suburban companies for working moms by the *Daily Herald Business Ledger*.

South Korean air purifier manufacturer Winix recently celebrated the company's decision to expand and relocate its North American headquarters in Vernon Hills. Company leadership plans to double its employee base by 2019.

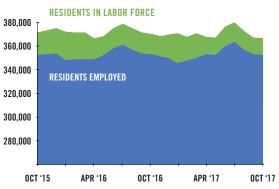
COUNTY PROFILE



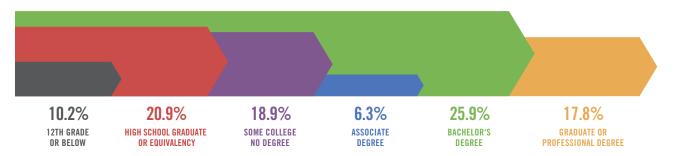
AVERAGE WEEKLY WAGES SOURCE: BLS



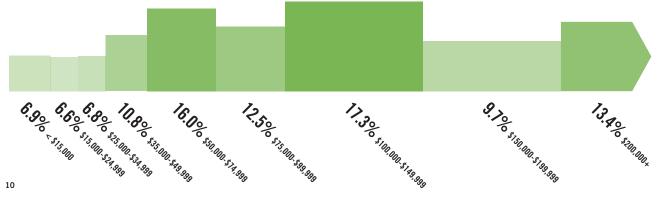
LABOR FORCE & EMPLOYMENT SOURCE: BLS



EDUCATIONAL ATTAINMENT SOURCE: US CENSUS BUREAU

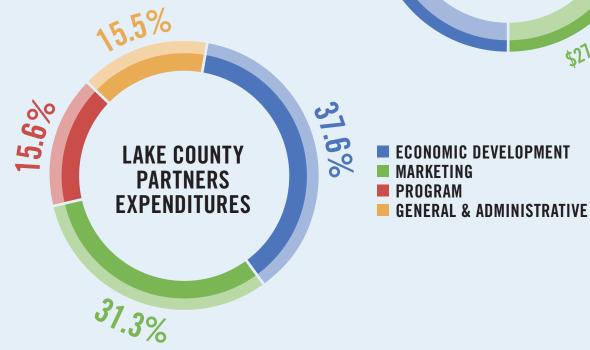


HOUSEHOLD INCOME SOURCE: US CENSUS BUREAU

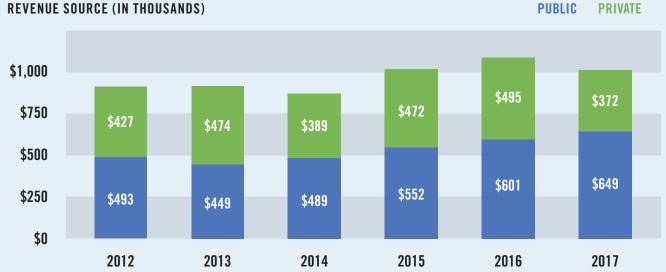


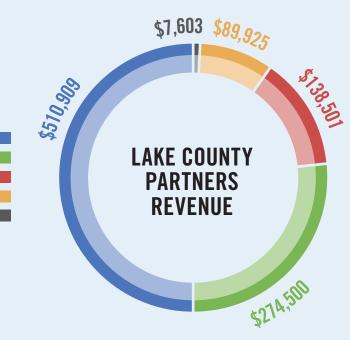
2017 FINANCIALS

PUBLIC SECTOR INVESTMENT PRIVATE SECTOR INVESTMENT GRANTS EVENTS / OTHER FINANCE PROGRAM



REVENUE SOURCE (IN THOUSANDS)





11

2017 INVESTORS

GOLD

College of Lake County First Midwest Bank JPMorgan Chase Lake County Mesirow Financial

SILVER

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

BRONZE

Baxter International, Inc. NorthShore University HealthSystems Northwestern Lake Forest Hospital Walgreens Boots Alliance, Inc.

TITANIUM

a5 Branding & Digital AbbVie, Inc. Advocate Condell Medical Center BMO Harris Bank **CenterPoint Properties** Comcast First Bank of Highland Park Horizon Pharma Innovation Park Libertyville Lake Forest Graduate School of Management Loyola University Chicago MacLean-Fogg Company Nicor Gas Shire The DeBruler Company Van Vlissingen & Co.

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MUNICIPAL

Village of Antioch Village of Bannockburn Village of Barrington Village of Buffalo Grove Village of Deer Park Village of Deerfield Village of Grayslake Village of Gurnee Village of Hainesville City of Highland Park 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 City of North Chicago Village of Round Lake Village of Round Lake Beach Village of Vernon Hills Village of Volo Village of Wadsworth City of Waukegan City of Zion

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- Chuck Bartels, County Board Member, Lake County Board
- Elizabeth Brunsvold, State Government Affairs Manager, Takeda Pharmaceuticals
- Kevin Considine, President & CEO, Lake County Partners
- Michael Danforth, County Board Member, Lake County Board
- Jack Danilkowicz, Executive Director, Orphan Business Unit, Horizon Pharma
- Janet Deatherage, Ph.D., Executive Director, Office of Corporate Engagement, Loyola University Chicago
- Frank Deuel, Senior Manager of Government Affairs, Comcast Cable
- Patricia Eaves Heard, Manager, Community Relations & Economic Development, Nicor Ga
- Larry Falbe, General Counsel, Miller Canfield
- Valery Gallagher, Global Director, Global Businesses, Government Policy, Advocacy and Reimbursement
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- Trent Gordon, Vice President, Business Development, Advocate Condell Medical Center
- Richard Haney, Interim President, College of Lake County
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- Jesse Peterson Hall, President Highland Park Hospital, NorthShore University HealthSystem
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- S. Michael Rummell, County Board Member, Lake County Board
- Michael H. Stevens, President & CEO, Lake County Partners*
- Dr. K. Michael Welch, President & CEO, Rosalind Franklin University of Medicine and Science



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