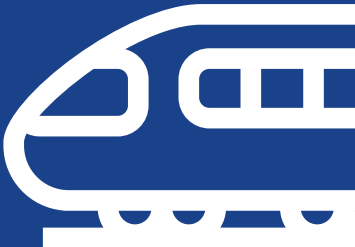


Lake County Partners
Annual Report
2018



Lake County Partners is the go-to corporation 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. Our focus is on attracting, retaining and expanding businesses, assembling business resources, and aligning workforce supply with industry demands 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

On behalf of Lake County Partners Board of Governors and staff, we are pleased to present to you our 2018 Annual Report.

We always take this time to reflect on local economic development successes and take stock of our organization's impact, and this year, we're letting the numbers speak for themselves.

The Lake County economy is stronger than ever. More people are working today than in recent memory. Importantly, unlike elsewhere in the region, our workforce has grown by more than 20,000 over the last four years.

Companies of all industries, sizes and shapes have experienced tremendous growth over the last several years. This has led to a number of business expansions in our large corporate sector and mid-sized manufacturer base. Increasing access to top talent has been a major initiative,

whether through career programs in manufacturing and healthcare for young adults or our first-of-its-kind public-private partnership with Metra to create new reverse commute express service to make it easy to live in downtown and work in Lake County.

We couldn't help fuel this growth without the many public and private organizations that have partnered with us and invested in our work. Thank you for your support. We look forward to working with you to build on the accomplishments outlined in this report.

Best Regards,



Kevin S. Considine
President & CEO, Lake County Partners



Richard H. Korengold
Board of Governors Chair

“The new express inbound trains in the evening are going to be a gamechanger for my commute and work-life balance.”

Katie Casey, Senior Manager of Corporate Digital Communications, Horizon Therapeutics

“I like the vibe here. It’s like living in a boutique hotel downtown.”

Michelle Acosta, School Administrator, on her decision to live in Lincolnshire’s tech-savvy 444 Social complex rather than in Chicago

“Lake County’s strong workforce and vast talent pool give it an edge over other locations that can’t meet the demand for skilled workers.”

Steve Groetsema, Chief Operating Officer, Bridge Development Partners

“Our company is very excited to open a facility that will provide a wide variety of career opportunities...”

Peter Perkins, Chief Financial Officer, Handi-foil, on the company’s decision to open a new 600,000 sq. ft. facility in Antioch

“We rely on the Lake County Workforce Ecosystem to plug us into the next generation of the workforce.”

John Cruden, General Manager, Flex

“Increasingly, millennials who have been flocking to Chicago lofts and condos do their 9 to 5 at suburban locations.

One destination: Lake County, where major pharmaceutical companies like AbbVie and Horizon Therapeutics look to bolster their ranks with young workers.”

Chicago Tribune Editorial Board

Lake County Workforce Profile

EDUCATED



Percentage of working age population with a college degree:

Lake County
50.5%

Chicago
43.1%

Illinois
41.4%

United States
39.2%

18.3% Graduate or Professional Degree

25.9% Bachelor's Degree

6.3% Associates Degree

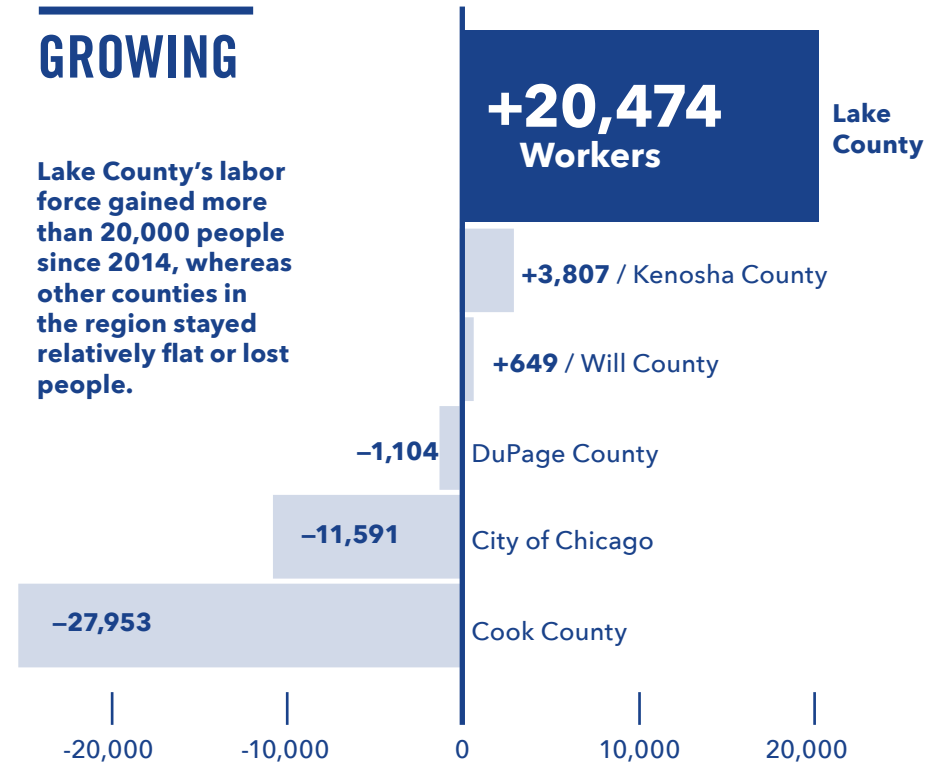
18.6% Some College / No Degree

21.1% High School Graduate or Equivalent

9.7% 12th Grade or Below

GROWING

Lake County's labor force gained more than 20,000 people since 2014, whereas other counties in the region stayed relatively flat or lost people.



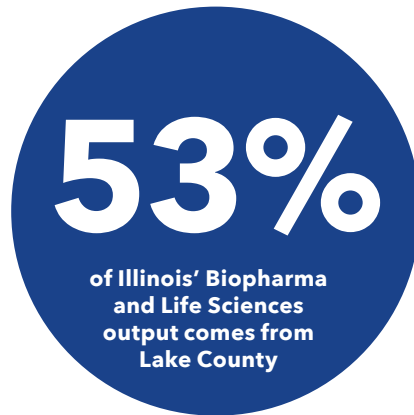
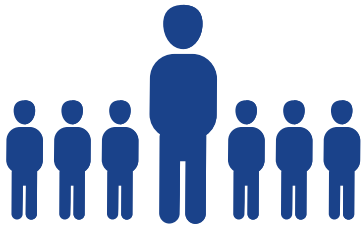
YOUNG

The largest share of Lake County residents by decade of age is 10 to 19 years old.



Leading Industries

We are dedicated to providing the resources and services that businesses in Lake County's key industries need to thrive.



Precision Manufacturing

More than one in seven jobs in Lake County is in manufacturing—more than any other private sector industry.

Biopharma & Life Science

The Gross Regional Product for the biopharma and life sciences cluster in Lake County in 2018 was \$11.9 billion, accounting for more than 53% of the output for the entire state of Illinois.

26,925 +

Healthcare

The healthcare industry in Lake County is very large, employing 26,925, and it's growing each year.



Professional & Technology Services

The number of jobs in this industry is expected to grow by nearly 5% over the next five years, with strong growth in engineering, computer systems design and research and development.

The Lake County Workforce Ecosystem

The Lake County Workforce Ecosystem is a network of agencies dedicated to ensuring that Lake County employers have access to top-quality talent today and in the future.

968
New Employees Hired

4,225
Existing Employees Upskilled

2,984
High School Students in Career Exploration Events

983
High School Students Placed in Internships



The Lake County Workforce Ecosystem

Congratulations to the 2018 Talent Innovator Award Winner

Laser Precision

Metal Fabricating
Manufacturing / *Libertyville*

Laser Precision, the winner of the 2018 Talent Innovator Award, developed an innovative strategy to tap into all of the services offered through the Lake County Workforce Ecosystem, including participating in career expos and job fairs, establishing a new working internship program with the Lake County High Schools Technology Campus, engaging in layoff events and speaking at high school career path events.

The company also got involved in the advisory committees that oversee the manufacturing programs at the College of Lake County and Lake County High Schools Technology Campus, campaigned for the opening of Machine Tool and CNC programs at the Lake County High Schools Technology Campus, opened its doors for shop floor tours to help shape a modern view of manufacturing and revamped its onboarding process to fully engage employees and provide career growth opportunities. As a family-owned company, Laser Precision understands the greatest asset the company has is its employee base. Laser Precision has taken a long-view approach to developing talent that extends beyond the company's walls. They have become a thought leader in workforce development, playing an instrumental role in shaping strategies that will benefit Lake County and the manufacturing industry as a whole.

Lake County Tops the Charts

Crain's Chicago Business recognized Bannockburn's RevenueWell and Lincolnshire's Zebra Technologies on their "Fast 50" list of the Chicago area's fastest growing businesses.

Fortune's list of the top places to work in biopharma included Lake County-headquartered AbbVie and Horizon Therapeutics, which ranked #1 and #3 respectively.

Crain's Chicago Business included Mondelez International, RoundTable Healthcare Partners, Hollister and Medline among its list of the most innovative companies in the region.

The Chicago Tribune's 2018 Top Workplaces List included Lake County companies and organizations in each of its award categories, recognizing Horizon Therapeutics, Lundbeck US, Discover, Zebra Technologies, Libertyville School District 70, Impact Networking, Incredible Technologies, Mesirow Financial and Comcast.

AbbVie, Discover, Takeda, Baxter International Inc. & Abbott Laboratories were recognized among the top businesses in the country for diversity and inclusion by Forbes.

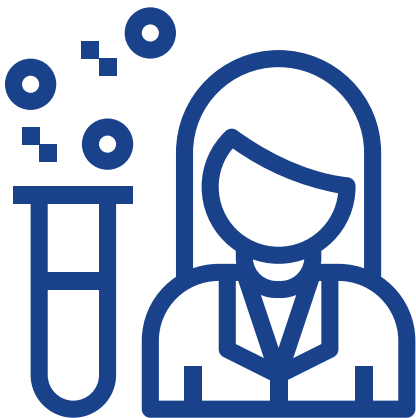
Discover was recognized among the top 11 tech companies in the Chicago region by Built In Chicago.

Life Sciences are Booming

AveXis & Valent Biosciences

Biotechnology /
Libertyville

Two new tenants, AveXis (recently acquired by Novartis) and Valent Biosciences, signed on to fill nearly 185,000 sq. ft. at Innovation Park Lake County, a corporate campus with state-of-the-art work space and convenient on-site lifestyle amenities.



Assertio Therapeutics

Pharmaceuticals / Lake Forest

"The location, being in close proximity to a growing number of specialty pharmaceutical companies, will allow us to attract and retain the talent needed to take the company to the next level."

– Arthur Higgins, President and CEO of Assertio Therapeutics on the company's move from California to Lake County.

"...health care manufacturing is booming in Lake County."

CRAIN'S CHICAGO BUSINESS

Sysmex America

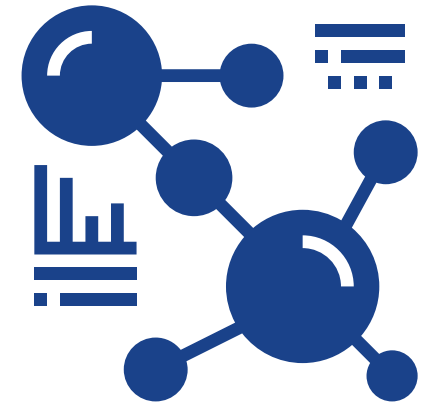
Healthcare Diagnostics /
Vernon Hills, Lincolnshire,
Mundelein & Buffalo Grove

The company opened a 98,000 sq. ft. Center for Learning to meet the training needs of its growing customer and employee base. The new facility triples the company's training capacity, providing opportunities to train up to 4,400 customers each year.

Nexus Pharmaceuticals

Pharmaceuticals / Lincolnshire

Nexus Pharmaceuticals, a developer and manufacturer of brand name and generic drugs founded in a small office space in 2003, has experienced such success over the past 16 years in Lake County that the company recently invested millions in a new headquarters building in Lincolnshire. Nexus has plans for further growth and joins the ranks of other successful medical and pharmaceutical companies that have recently expanded nearby including Sysmex America, FMI and SGS Technologies.



Visitor Spending Continues to Soar



Great Wolf Lodge invested \$60 million to transform the Key Lime Cove waterpark property in Gurnee into a state-of-the-art getaway attracting visitors from across the Midwest and beyond.

**\$1,340
000
000**

**(YES, MORE
THAN A BILLION)**

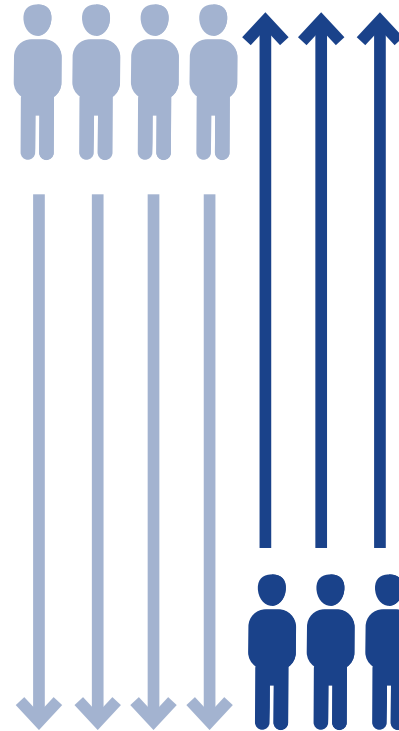
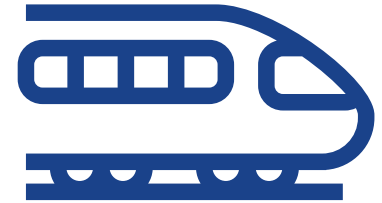
The latest tourism report showed that visitor spending topped \$1.34 billion, which is a 2.8% increase and a new record for Lake County. State tax receipts solidified Lake County's position as one of the top counties in the state for visitor expenditures.

Tourism in Lake County supports more than 10,790 jobs each year, which accounted for at least \$300 million in payroll—a number which has grown roughly 16% since 2013.

**10K+
TOURISM
JOBS**

It's Easier for Businesses to Attract Downtown Talent

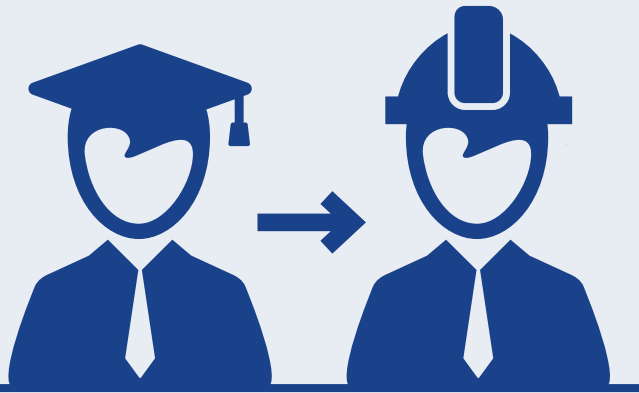
It's a myth that everyone in the suburbs is headed downtown for work. For every four residents that head south, three travel north to jobs in Lake County.



A groundbreaking public-private partnership coordinated by Lake County Partners and driven by nine corporate and civic leaders including Metra, AbbVie, Horizon Therapeutics, Tenneco, Trustmark Insurance, Northwestern Lake Forest Hospital, the City of Lake Forest and the Village of Deerfield, resulted in the launch of MetraMore, a new schedule on the Milwaukee District North Line that provides morning and afternoon reverse commute express trains serving communities such as Lake Forest, Bannockburn, Deerfield and Lincolnshire.

Lake County is Developing the Next Generation Workforce

Recent investments in educational facilities coupled with record engagement from the business community have put Lake County ahead of the curve when it comes to giving students access to the broad range of career paths available and helping employers attract and retain the next generation of employees.



The 3rd annual Lake County Engineering Internship and Job Fair connected more than 200 engineering college students from across the region with 28 top employers to fill important positions with young talent.

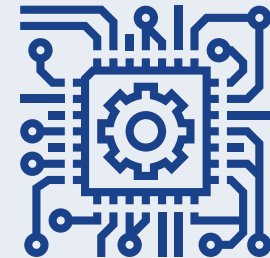
With skilled manufacturing playing a vital role in Lake County's economy and employing 30,000, Workforce Ecosystem partners teamed with businesses and local schools such as North Chicago Community High School, to host tours of leading companies for faculty looking to better understand career on-ramps in the industry.

The Workforce Ecosystem plugs businesses into the resources offered at educational institutions like the College of Lake County, where 40% of the majors offered directly correlate with Lake County's most in-demand jobs.



Nearly 200 companies joined forces with area high schools to provide hands-on experience that will help students better understand the career paths available to them in Lake County.

Nine local high schools hosted 16 multi-industrial events to give students insights into critical fields such as advanced manufacturing, information technology and healthcare.



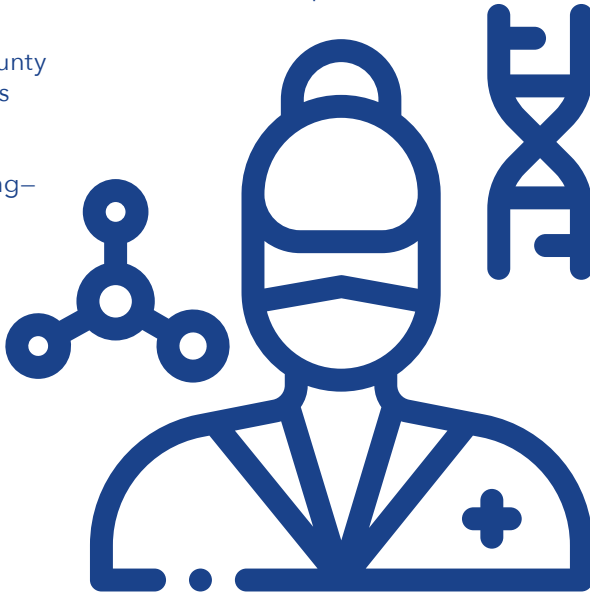
Since the Lake County High Schools Technology Campus joined the Workforce Ecosystem, the school has seen a 16% jump in overall enrollment.

Local Schools are Leaders in STEM Education Investment



Rosalind Franklin University of Medicine and Science continued construction on its 100,000 sq. ft. Innovation and Research Park to house cutting-edge research labs, offices and incubator space for faculty and commercial biotech startups.

The College of Lake County celebrated the openings of 2 new facilities: the LEED-certified Science and Engineering Building—designed specifically for science and career programs—and Baxter Innovation Lab, a nonprofit instructional makerspace funded by Baxter International, Inc. that allows for the design and fabrication of prototypes and proofs of concept.



Lake Forest College opened the doors to its new \$43 million 130,000 sq. ft. Lillard Science Center building that brings together biochemistry and molecular biology, biology, chemistry, environmental studies, neuroscience, physics, and psychology under one roof.

Lake County's Fortune 500 List

COMPANY	PRIMARY LOCATION	RANK	LINE OF BUSINESS
Walgreens Boots Alliance	Deerfield	19	Drug stores
Caterpillar	Deerfield	65	Construction machinery
AbbVie	North Chicago	110	Pharmaceutical preparations
Abbott Laboratories	Abbott Park	111	Pharmaceutical preparations
Mondelez International	Deerfield	117	Food products
CDW Corporation	Lincolnshire	189	Technology
Discover	Riverwoods	263	Financial services
Baxter International, Inc.	Deerfield	283	Pharmaceutical preparations
W.W. Grainger, Inc.	Lake Forest	287	Equipment wholesaler
Tenneco	Lake Forest	320	Motor vehicle parts
Packaging Corp. of America	Lake Forest	436	Packaging and paper products

Top Companies in Lake County

Public

Abbott Laboratories, Abbott Park, Medical Products
AbbVie, North Chicago, Pharmaceuticals
BD, Vernon Hills, Medical Devices
Baxter International, Inc., Deerfield, Pharmaceuticals & Medical Products
CDW Corporation, Lincolnshire, Technology
Discover, Riverwoods, Financial Services
Flex, Buffalo Grove, Manufacturing
Fresenius Kabi USA, Lake Zurich, Pharmaceuticals & Medical Products
Horizon Therapeutics, Lake Forest, Pharmaceuticals
Mondelez International, Deerfield, Snack Foods
Pfizer, Inc., Lake Forest, Pharmaceuticals & Medical Products
Siemens Building Technologies, Buffalo Grove, Technology
Takeda Pharmaceuticals USA, Inc., Deerfield, Pharmaceuticals
Trustmark Insurance Company, Lake Forest, Insurance Services
Walgreens Boots Alliance, Deerfield, Drug Stores
W. W. Grainger, Inc., Lake Forest, Equipment
Zebra Technologies Corporation, Lincolnshire, Technology

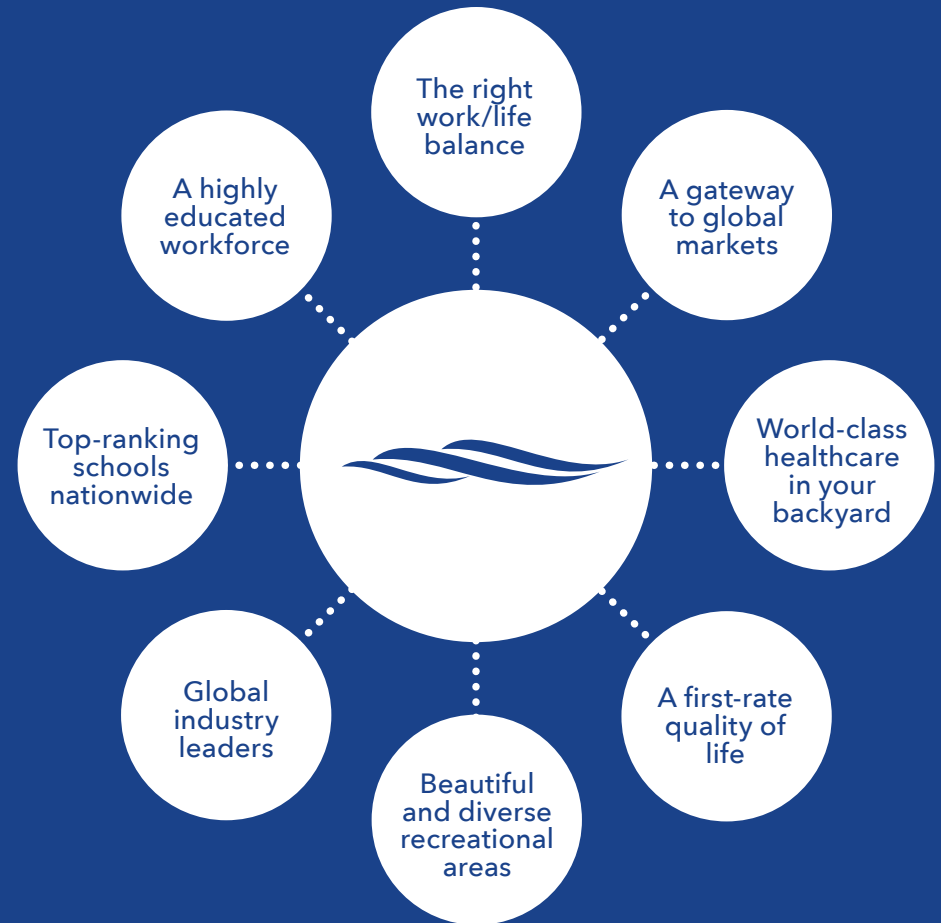
Private

Advocate Aurora Health, Libertyville, Healthcare
Alight, Lincolnshire, Insurance
American Hotel Register, Vernon Hills, Hotel Products
Cancer Treatment Centers of America, Zion, Healthcare
ECHO, Inc., Lake Zurich, Equipment Manufacturing
HydraForce, Inc., Lincolnshire, Manufacturing & Distribution
Medline Industries, Inc., Mundelein, Manufacturing & Distribution
Nosco, Inc., Gurnee, Manufacturing
Northshore University Health System, Highland Park, Healthcare
Northwestern Medicine, Lake Forest, Healthcare
Smalley Steel Ring Co., Lake Zurich, Manufacturing
Vista Health System, Waukegan, Healthcare
Visual Pak, Waukegan, Packaging
Volkswagen Credit, Libertyville, Professional/Technology Services

The Lake County Promise

The Lake County Promise highlights why Lake County is not only a great place for business, but a great place for people. In addition to its AAA bond rating, proximity to Chicago, and its vast talent population, Lake County, Illinois has thousands of acres of recreational land and thriving commercial districts, with businesses of all sizes including start-ups and Fortune 500 global headquarters.

Lake County promises to offer everything you, your family and your employees need to flourish, both professionally and personally.



2018 Investors

Gold Level

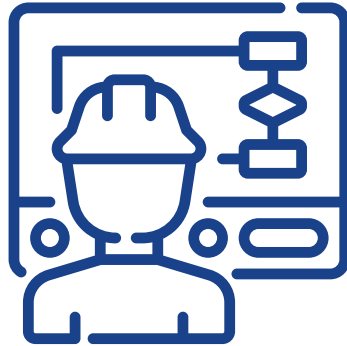
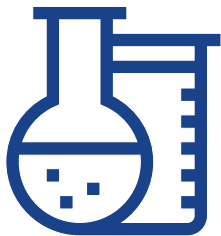
College of Lake County
 First Midwest Bank
 Lake County
 Mesirow Financial

Silver Level

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

Bronze Level

Baxter International, Inc.
 Northwestern Lake Forest Hospital
 Van Vlissingen & Co.
 Walgreen Co.



Titanium Level

a5 Branding & Digital
 Abbott Laboratories
 AbbVie
 Advocate Aurora Health
 BMO Harris
 Comcast
 First Bank of Highland Park
 Horizon Therapeutics
 Innovation Park Libertyville
 JPMorgan Chase
 Lake County High Schools
 Technology Campus
 Lake Forest Graduate School
 of Management
 Loyola University Chicago
 MacLean-Fogg
 Nicor Gas
 NorthShore University
 HealthSystem
 Shire
 The DeBruler Company

Copper Level

Barrington Area Chamber of
 Commerce
 Cancer Treatment Center of America
 Central Lake County JAWA
 Fabrication Technologies, Inc.
 General Mitchell International Airport
 Grayslake Community HS Dist. #127
 Hallbart Consulting, L.L.C.
 Independent Network Consulting
 Lake County Housing Authority
 Lake County Regional Office of
 Education
 Libertyville Bank & Trust
 Marabella Associates Inc.
 Mundelein HS Dist. #120
 Newmark & Company Real Estate
 Pace Suburban Bus
 Rosalind Franklin University of
 Medicine and Science
 444 Social
 State Bank of the Lakes
 United Conveyor Corporation
 United Way of Lake County
 University Center of Lake County
 Vernon Hills Community HS Dist. #128
 W.W. Grainger, Inc.



Municipalities

City of Highland Park
 City of Lake Forest
 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 Deerfield
 Village of Fox Lake
 Village of Grayslake
 Village of Gurnee
 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 Long Grove
 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

2018 Board of Governors

Richard Korengold
LCP Chair

Senior Managing Director, Wealth Advisor
Mesirow Financial

Joseph Luna
LCP Past Chair

Executive Director, Middle Market Banking, Commercial Banking
JPMorgan Chase

Jeffrey Pozen
LCP Treasurer

President
Jeffrey Pozen Advisory, Inc.

Jeffrey J. Anderson
President & CEO
Lake Forest Graduate School of Management

Dick Barr
County Board Member
Lake County Board

***Chuck Bartels**
Former County Board Member
Lake County Board

Darren Boundy
External Affairs Manager
ComEd

Elizabeth Brunsvold
Director of State Government Affairs
Takeda Pharmaceuticals

***Barry Burton**
Former County Administrator
Lake County

Kevin Considine
President & CEO
Lake County Partners

Gabrielle Cummings
President, Highland Park Hospital
NorthShore University HealthSystem

***Michael Danforth**
County Board Member
Lake County Board

Jack Danilkowicz
Executive Director, Orphan Business Unit
Horizon Therapeutics plc

Frank Deuel
Senior Manager of Government Affairs
Comcast Cable

***Pat Eaves Heard**
Manager, Supplier Diversity
Nicor Gas

Larry Falbe
Principal
Miller Canfield

Paul Frank
County Board Member
Lake County Board

Valery Gallagher
Deputy Director, Global Government, Policy and Advocacy
Baxter International, Inc.

Dean Glassberg
Executive Vice President, Chief Administrative Officer
First Midwest Bank

Trent Gordon
Vice President, Business Development and Integration
Advocate Aurora Health

***Jesse Peterson Hall**
President
Glenbrook Hospital
NorthShore University HealthSystem

***Richard Haney**
Former Interim President
College of Lake County

Don Hansen
Senior Director of Real Estate Development
W.W. Grainger, Inc.

Jennifer Harris
Chair
Lake County Workforce Board

Sandy Hart
County Board Chair
Lake County Board

Daniel J. Joyce
President
Portage Plastics Corp.

Charles Lamphere
President & CEO
Van Vlissingen & Company

***Aaron Lawlor**
Former County Board Chair
Lake County Board

Stephen Madden
President & CEO
Libertyville Bank & Trust

Amy McEwan
Interim County Administrator
Lake County

***Brad Mueller**
President & Chief Operating Officer
HealthSmart International

Dr. Kevin Myers
Superintendent
Mundelein Cons. HS
Dist. #120

Ghida Neukirch
City Manager
City of Highland Park

John Pelissero, PhD
Professor of Political Science
Loyola University Chicago

Donovan Pepper
National Director, Local Government Relations
Walgreen Co.

***S. Michael Rummel**
County Board Member
Lake County Board

Gina Schuyler
Assistant Principal for Student Services
Lake County High Schools Technology Campus

Lori Suddick, EdD
President
College of Lake County

Jessica Vealitzek
County Board Member
Lake County Board

John Wasik
County Board Member
Lake County Board

***Dr. K. Michael Welch**
Former President & CEO
Rosalind Franklin University of Medicine and Science

*Board service ended in 2018

Our Team

Kevin Considine

President & CEO
 kconsidine@lakecountypartners.com
 847-597-1226

Barbara Prusila

Director, Marketing & Communications
 bprusila@lakecountypartners.com
 847-597-1230

Bethany Williams

Director, Strategy & Intelligence
 bwilliams@lakecountypartners.com
 847-597-1229

Ronald Lanz, AICP

Director, Business Development
 rlanz@lakecountypartners.com
 847-597-1221

Laura Naselli

Project Coordinator
 lnaselli@lakecountypartners.com
 847-597-1232

Samantha Espina

Administrative Assistant
 sespina@lakecountypartners.com
 847-597-1222

2018 Financials

Lake County Partners leverages both public and private investment to fuel growth in Lake County. The organization continues to run a lean and efficient operation, investing the majority of its revenue into economic development and marketing initiatives that directly support business attraction and retention as well as talent development.

Income	2018	2017
Restricted Income	\$534,167	–
Public Sector Investment	\$523,714	\$510,909
Private Sector Investment	\$211,180	\$274,500
Grants	\$40,009	\$138,501
Finance Program	–	\$7,603
Events / Other	\$127,658	\$89,925
	<hr/>	<hr/>
	\$1,436,728	\$1,021,438

Expenses		
Economic Development	\$361,417	\$413,719
Marketing	\$222,063	\$344,659
General & Administrative	\$200,198	\$170,201
Program	\$231,981	\$171,085
	<hr/>	<hr/>
	\$1,015,659	\$1,099,664

Revenue Source		
Public	\$563,723	\$649,410
Private	\$873,005	\$372,028
	<hr/>	<hr/>
	\$1,436,728	\$1,021,438

Public	39%	59%
Private	61%	34%



We are fueled by the support of our investors to drive our aggressive economic development agenda for Lake County.

Join us in our work to enhance the local business climate for the benefit of future generations.

Lake County Partners
One Overlook Point, Suite 280
Lincolnshire, IL 60069
(847) 597-1220

lakecountypartners.com

