



Lake County
Partners

2020 ANNUAL REPORT

STRENGTH IN THE FACE OF ADVERSITY

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 companies have what they need to succeed.

We are your Lake County Partner for Business.

A MESSAGE FROM OUR LEADERSHIP

The release of this annual report comes at a unique moment in history. 2020 was the year that many of us reconfigured the way that we work, as we tested the limits of innovation and learned the ins-and-outs of Zoom.

As we write this letter, there is the promise of a widespread vaccine rollout and a return to the world we once knew. We are emerging from one of the most challenging times our generation has seen, grappling with the long-term impact on our small businesses and simultaneously celebrating a huge surge in two of Lake County's biggest industries—life sciences and advanced manufacturing.

This year challenged us all in many ways. We pivoted to respond to the most pressing needs while remaining focused on our core mission to drive economic development. Thanks to the support of our investors, here is what we accomplished together:

- Distributed \$16.5 million in Lake County Small Business Recovery Grants to help 1,200 small businesses stay open
- Spearheaded a Workforce Ecosystem response to help Abbott fill over 2,200 critical test kit assembly jobs

- Delivered a multitude of resources through virtual workshops and business outreach
- Launched a new lead-focused website that will raise the profile of Lake County across the country

Perhaps now more than ever before, our collective work is critical to the long-term success of the county. Thank you to the many stakeholders that have partnered with us to rise to the occasion this year. We look forward to working with you to build on the accomplishments outlined in this report.

Best Regards,



Kevin S. Considine
President & CEO



Richard H. Korengold
Chair, Board of Governors

A woman with blonde hair, wearing a white lab coat and clear safety goggles, is leaning over a table in a laboratory setting. She appears to be working with equipment or samples. The background is slightly blurred, showing laboratory shelves and equipment. The entire image has a blue color overlay.

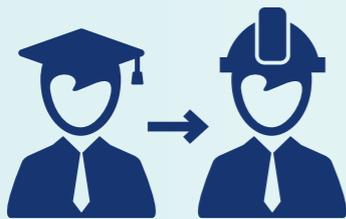
Driving Business Forward

Lake County Partners fuels economic growth by strategically nurturing the business climate on three fronts.



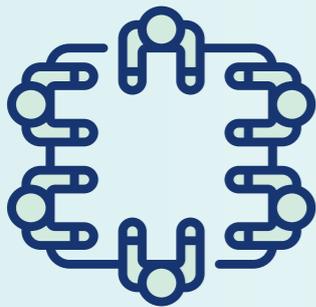
Attracting and Expanding Businesses

We encourage business investment, expansion and relocation to Lake County. From new developments to facility expansions, we connect real estate, development, utility and public sector partners to find solutions and ensure that businesses choose to grow in Lake County.



Attracting and Developing Talent

We facilitate innovative partnerships and initiatives to strategically deepen the talent pool for targeted Lake County industries. By building an in-demand talent pipeline, starting in Lake County middle schools and extending through graduate schools, we work with our partners to cultivate, upskill and attract the people that businesses need.



Convening Business Leaders

We are the only entity in Lake County that is positioned to build coalitions of public and private sector partnerships to drive economic development.

OUR LEADING INDUSTRIES

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

+20%

Biopharma & Life Sciences

Nearly 20% of Lake County's 2020 Gross Regional Product came from its prolific Biopharma industry.

1 in 6

Advanced Manufacturing

More than 1 in 6 jobs in Lake County is in manufacturing—more than any other private sector industry.

30,000

Healthcare

Lake County's healthcare industry supports more than 30,000 jobs—many of which are on career pathways with opportunities for advancement.

1 in 10

Professional & Technology Services

One in ten jobs in Lake County is in the professional and technology services industry cluster.

LCP IMPACT 2019-2020

The economic development projects that LCP has supported over the last two years have led to: 2,770 new jobs and 1,478 retained jobs for a total of 4,248 jobs in Lake County. These projects have led to more than \$290M in direct capital investments in Lake County, which doesn't include the wages paid to their workforce, or the indirect or induced impacts of these investments.



Direct Capital Investments:

+\$290,000,000

An aerial photograph of a multi-lane highway with several cars driving. The highway is flanked by dense green trees. The entire image is overlaid with a semi-transparent blue filter. The text "Rising to the Occasion" is centered in white, bold, sans-serif font.

Rising to the Occasion

RISING TO THE OCCASION

Life sciences and advanced manufacturing boomed with an increased demand for products and services related to packaging, personal protective equipment, testing and healthcare.

INNOVATION PARK LAKE COUNTY

The cutting-edge campus celebrated a string of big wins as high-profile life science and technology leaders—including AveXis, Medline, Valent Biosciences, EVBox and Intermatic—moved in and looked to grow.

BIG BUSINESS

Industry leaders like AbbVie, Abbott and Pfizer captivated the world, leading the fight against COVID-19 with the development and manufacture of groundbreaking tests and treatments.

CORNERSTONE

Work continued on this massive development from Alter, in Grayslake, where Medline Industries broke ground on a 1.4 million sq. ft. medical-grade distribution center that will be the largest in the world.

FISCHER PAPER PRODUCTS

This third-generation food packaging manufacturer celebrated the grand opening of its new 162,000 sq. ft. headquarters in Antioch—a development that will result in an initial 30 new jobs.

PHARMA LOGISTICS

The pharmaceutical distributor opened a new 127,000 sq. ft. facility in Libertyville to house corporate office space and fulfillment center and build on its growth in Lake County.

HORIZON THERAPEUTICS

The company announced its purchase and development of the 70-acre former Takeda corporate campus in Deerfield, earned FDA approval for its new TEPEZZA medication that went on to win the Chicago Innovation Award, and signed on to support Helix 51—Rosalind Franklin University's bioscience incubator that provides a landing zone for national and international bioscience companies in the City of North Chicago.

BUILDING FOR BUSINESS

Speculative construction surged, confirming confidence in the local market and setting the stage for a vibrant future.

ROUTE 60 LOGISTICS CENTER

Venture One broke ground on its new 200,000 sq. ft. facility in Mundelein, creating an in-demand, multi-tenant industrial space.

BRIDGE POINT NORTH

Bridge Development Partners reached agreement with logistics company Visual Pak to lease 189,000 sq. ft. in its Waukegan development—one of four buildings in the project's third phase, adding 919,281 sq. ft. to the 225-acre campus.

SOUTH LAKE INDUSTRIAL CENTER

Panattoni Development's new \$100 million industrial center in Vernon Hills will include four new buildings totaling 904,000 sq. ft. and designed to accommodate distribution, e-commerce, light manufacturing, headquarters and offices.

HAWTHORN MALL

The \$250 million makeover in Vernon Hills moved forward, redeveloping the space for new restaurants, retail, luxury apartments and a \$6.2 million overhaul of the interior center court.

LIBERTYVILLE 45 CORPORATE CENTER

Midwest Industrial Funds invested in the construction of a two-building speculative corporate center totaling nearly 335,000 sq. ft. that will provide state-of-the-art space for life science and advanced manufacturing companies looking to grow.

A blue-tinted photograph of a body of water, likely a harbor or bay. In the foreground, a concrete breakwater with a series of rectangular blocks extends from the bottom right towards the center. The water is calm with gentle ripples. In the background, a line of trees is visible on the left side, and a small structure or lighthouse is visible on the right side. The sky is a uniform light blue.

What's Ahead for Next Year

WHAT'S AHEAD FOR NEXT YEAR

Lake County Partners will continue to create jobs, fuel collaboration & strengthen Lake County's economy.

\$110,000

CEDS 2.0

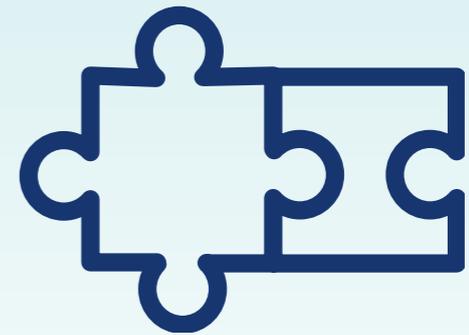
Lake County Partners won a \$110,000 federal grant to spearhead the launch of a new Comprehensive Economic Development Strategy (CEDS) in 2021 that will serve as a roadmap to create jobs, fuel collaboration & strengthen Lake County's economy over the next five years.

Business Attraction



With the kick-off of a new lead-focused website, Lake County Partners launched an automated marketing campaign that will strategically connect with companies outside of the region looking to grow and expand.

Diversity, Equity & Inclusion



Work will continue to implement strategies recommended by an advisory committee to ensure that the organization advances diversity, equity and inclusion from within and in the broader community.

LAKE COUNTY'S FORTUNE 500 LIST

Company	Primary Location	Rank	Line of Business
Walgreens	Deerfield	19	Drug stores
Caterpillar	Deerfield	62	Construction machinery
AbbVie	North Chicago	99	Pharmaceutical preparations
Abbott Laboratories	Abbott Park	104	Medical products
Mondelez International	Deerfield	117	Food products
CDW Corporation	Lincolnshire	178	Technology
Tenneco	Lake Forest	185	Motor vehicle parts
Discover	Riverwoods	231	Financial services
W.W. Grainger	Lake Forest	278	Equipment wholesaler
Baxter International	Deerfield	282	Pharmaceutical preparations
Packaging Corp. of America	Lake Forest	437	Packaging and paper products

TOP COMPANIES IN LAKE COUNTY

Public

Abbott Laboratories, Abbott Park, Medical Products
AbbVie, North Chicago, Pharmaceuticals
Aon, Lincolnshire, Insurance
BD, Vernon Hills, Manufacturing
Baxter International, Deerfield, Pharmaceuticals and 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, Lake Forest, Pharmaceuticals & Medical Products
Takeda Pharmaceuticals USA, Bannockburn, Pharmaceuticals & Medical Products
Walgreens Boots Alliance, Deerfield, Drug Stores
W. W. Grainger, Lake Forest, Equipment
Zebra Technologies Corporation, Lincolnshire, Professional & Technology Services

Private

Advocate Aurora Health, Libertyville, Healthcare
Alight, Lincolnshire, Insurance
American Hotel Register, Vernon Hills, Hotel Products
Cancer Treatment Centers of America, Zion, Healthcare
Dovenmuehle Mortgage, Inc., Lake Zurich, Financial Services
ECHO, Inc., Lake Zurich, Equipment
HydraForce, Inc., Lincolnshire, Manufacturing & Distribution
Medline Industries, Inc., Mundelein, Manufacturing & Distribution
Nosco, Inc., Gurnee, Manufacturing
NorthShore University HealthSystem, Highland Park, Healthcare
Northwestern Medicine, Lake Forest, Healthcare
Siemens Building Technologies, Buffalo Grove, Technology
Smalley Steel Ring Co., Lake Zurich, Manufacturing
Trustmark Insurance Company, Lake Forest, Insurance & Employee Benefits
Vista Health System, Waukegan, Healthcare
Visual Pak, Waukegan, Packaging

2020 INVESTORS

Gold Sponsors

\$50,000+

College of Lake County
Lake County

Silver Sponsor

\$25,000 to \$49,999

Abbott
AbbVie
First Midwest Bank

Bronze Sponsors

\$10,000 to \$24,999

Advocate Aurora Health
Alter
Baxter
CIBC
Comcast
ComEd
Horizon Therapeutics
Innovation Park Lake County
Laser Precision
Medline
Mesirow Financial
NorthShore University HealthSystem
Northwestern Medicine | Northwestern
Lake Forest Hospital
Van Vlissingen and Co
Walgreens
Wipfli

Titanium Sponsors

\$5,000 to \$9,999

a5 Branding & Digital
Cancer Treatment Centers of America,
Chicago
CIBC Bank
Cushman & Wakefield
The DeBrueler Company
JPMorgan Chase
Lake County High Schools Tech Campus
Libertyville Bank & Trust
Loyola University Chicago
Nicor
NorthShore University Health System
Rosalind Franklin University of Medicine
and Science
Sysmex America, Inc.
W.W. Grainger
Waukegan Port District

Copper Level

Under \$5,000

Alexander Law, LLC
Barrington Area Chamber of Commerce
Central Lake County Joint Action Water
Agency
Deigan & Associates, LLC
Fabrication Technologies, Inc.
Grayslake Community High School
District 127
Great Lakes Construction Association
Hallbart Consulting, L.L.C.
Kane, McKenna and Associates, Inc.
Lake County Regional Office of Education
Lifeworking Coworking
Marabella Associates, Inc.
Milwaukee Mitchell International Airport
Mundelein Consolidated High School
District 120
Newmark
NorthSide Community Bank
Pace
Portage Plastics
Smash Residential/444 Social
State Bank of the Lakes
United Conveyor Corporation
United Way of Lake County
University Center of Lake County
Vernon Hills Community High School
District 128

Municipal Supporters

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
City of Highland Park
Village of Lake Barrington
Village of Lake Bluff
City of Lake Forest
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
City of North Chicago
City of Park City
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
City of Waukegan
City of Zion

2020 BOARD OF GOVERNORS

Richard Korengold

Chair

Senior Managing Director, Wealth Advisor
Mesirow Financial Wealth Advisors

Joseph Luna

Past Chair

Executive Director, Middle Marketing
Banking, Commercial Banking
JPMorgan Chase

David Alexander

Managing Member
Alexander Law, LLC

Marah Altenberg

Lake County Board Member
Lake County Government

Dick Barr*

Lake County Board Member
Lake County Government

Christopher R. Blaylock, CPA

Partner
Wipfli, LLC

Darren Boundy

External Affairs Manager
ComEd

Derrick Burress

Principal
Lake County Tech Campus

Bert Carstens*

Managing Director
CIBC

Kevin Considine

President & CEO
Lake County Partners

Gabrielle Cummings

President
Northshore University HealthSystem,
Highland Park Hospital

Jack Danilkowicz

Vice President, Commercial Operations,
Horizon Therapeutics

Frank Deuel

Senior Manager of Government Affairs
Comcast

Lawrence W. Falbe

General Counsel

Principal
Miller Canfield

John Frese

Vice President of Corporate Services and
Administration
Baxter Healthcare

Dean Glassberg

Executive Vice President, Chief
Administrative Officer
First Midwest Bank

Trent Gordon

Vice President, Business Development,
Patient Service Areas and Integration
Advocate Aurora Health

Don Hansen

Treasurer

Senior Manager of Real Estate
W.W. Grainger, Inc.

Sandy Hart

Lake County Board Member
Lake County Government

Jim Hawkins

Deputy County Administrator
Lake County Government

Thomas Hutchinson

Industrial & Commercial Account
Executive
Nicor Gas

Daniel J. Joyce

President & CEO
Portage Plastics Corporation

Angelo D. Kyle

Lake County Board Member
Lake County Government

Charles Lamphere

President & CEO
Van Vlissingen & Company

Christina Lechter

Director, State Government Affairs
AbbVie

Stephen L. Madden

President & CEO
Libertyville Bank & Trust

Judy Martini

Lake County Board Member
Lake County Government

Dr. Kevin Myers

Superintendent
Mundelein High School District #121

John Pelissero, PhD

Professor
Loyola University Chicago

Donovan Pepper

Senior Director, Local Government
Relations, & Civic Engagement
Walgreen Co.

Dr. Wendy Rheault

President & CEO
Roselind Franklin University of Medicine
and Science

James L. Rolfe

Managing Director, Middle Market
Banking
CIBC

Mike Rummel*

Lake County Board Member
Lake County Government

Karen Stoneman

Vice President, Human Resources
Sysmex America, Inc.

Lori Suddick, Ed.D.

President
College of Lake County

Jessica Vealitzek

Lake County Board Member
Lake County Government

John Wasik*

Lake County Board Member
Lake County Government

*Outgoing members

2020 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	2020	2019
Public Sector Investment	\$514,750	\$487,589
Private Sector Investment	\$269,600	\$261,250
Grants	\$94,880	\$274,535
Consulting	\$133,000	\$59,989
Events / Other	\$131,733	\$138,102
	<hr/>	<hr/>
	\$1,143,963	\$1,221,465
 Expenses		
Program Services	\$736,453	\$924,711
General & Administrative	\$175,962	\$196,075
Fundraising	\$115,409	\$146,903
	<hr/>	<hr/>
	\$1,027,824	\$1,267,689
 Net Income	 \$116,139	 (\$46,224)
 Revenue Source		
Public	\$647,750	\$547,578
Private	\$496,213	\$673,887
	<hr/>	<hr/>
	\$1,143,963	\$1,221,465
 Public	 57%*	 45%
Private	43%	55%

*Reflects Paycheck Protection Program and CARES Act funding



Lake County Partners

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

lakecountypartners.com



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

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

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

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

Parris Carlock
Administrative & Marketing Assistant
pcarlock@lakecountypartners.com
847-597-1222