

ECONOMIC DEVELOPMENT UPDATE

Lake
County Partners

Q1 & Q2 INVESTMENTS

Manufacturing

- RealWheels Cover Company
- Advanced Prototype Molding
- Graph-Pak



Hospitality

- Compass Hotel / Landshark Restaurant
- Fischer House Illinois



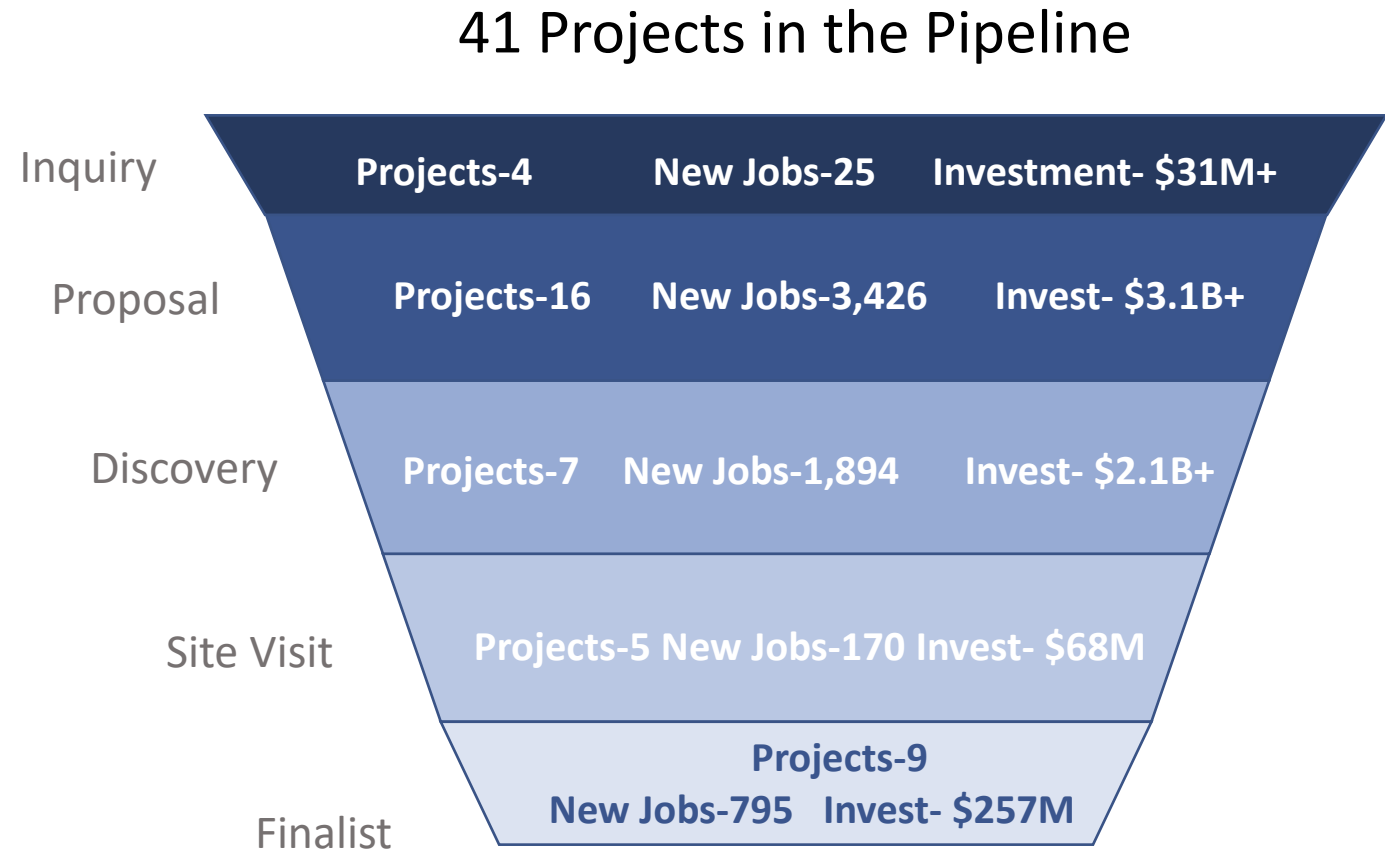
MEDLINE RIBBON CUTTING - GRAYSLAKE

- 1.4 million square feet - largest medical-grade distribution center in the U.S.
- 400+ new jobs (400 retained)
- \$1 billion+ in annual orders
- Cutting-edge technology & automation
- In Lake County for 50 years



TRENDS & PROJECT PIPELINE

- Overall economic development activity remains steady
- Projects are clustered in manufacturing, life science, and distribution sectors
- Manufacturing demand remains strong with particular concentration in food industry



FOUR YEAR METRICS

	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022*</u>
New Jobs	310	2,460	470	352
Retained Jobs	468	3,520	127	81
Direct Investment	\$146 M	\$144 M	\$124.75M	\$107.72M

- **Note: Wins in 2022 as of 7/14**

Fanletic: E-Commerce Retailer HQ & Distribution Center, Gurnee
Belle Aire Creative: Fragrance HQ & Research Development Center, Libertyville
Siraj Biomanufacturing: Biomanufacturing HQ & Research & Development Wet Lab, Mundelein
Advanced Prototype Molding Manufacturing, Wauconda

RealWheels Cover Company HQ & Manufacturing Center, Zion
Graph-Pak Custom Packaging HQ & Manufacturing Center, Island Lake
Compass Hotel & Landshark Restaurant, Fox Lake
Fischer House Illinois, North Chicago (NSGL)

CEDS ENDORSEMENTS



- Pursuing Municipal League, CLC and University Center
- Nice alignment with LCHD Community Health Improvement Plan priorities around education, talent, housing, and equity

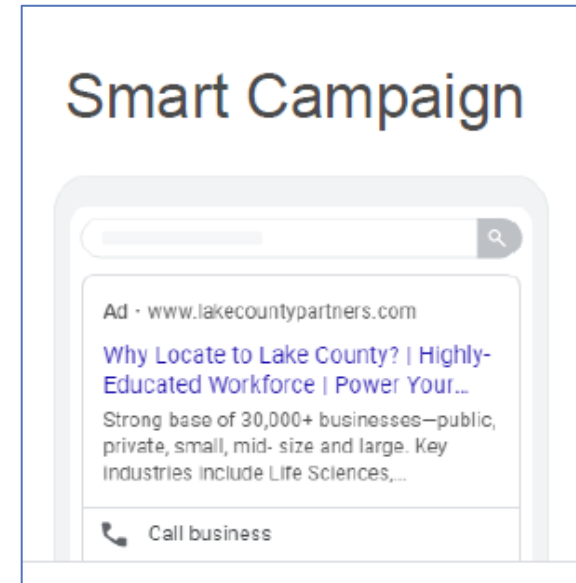
CEDS: NEXT UP

- Convening “system leaders” to identify existing capacity and areas where we have gaps and may need infrastructure
- Launching work on early stage goals:
 1. Early childhood study kicked off in July
 2. Municipal workshop with EDA & LC Community Development in August



DIGITAL MARKETING

- Drive decision-makers to LCP to attract and retain business and grow investors
- Multi-faceted approach
 - Email Marketing
 - Landing Pages
 - Blog Content
 - Social Media
 - Google Search & LinkedIn Advertising



DIGITAL MARKETING

Industry-focused emails to targeted lists are driving results – *email traffic to website is up 176%*



Life Science Start-ups Thrive Here

Lake County, Illinois has what your company needs to take off.

Early-stage life science company ARTEC Biotech (ARTEC) is taking advantage of the resources and connections in Lake County, Illinois to take its work to the next level. At [Rosalind Franklin University of Medicine and Science's Helix 51 incubator](#), ARTEC scientists have been able to advance their mission to develop cellular therapy products to improve longevity and quality of life.

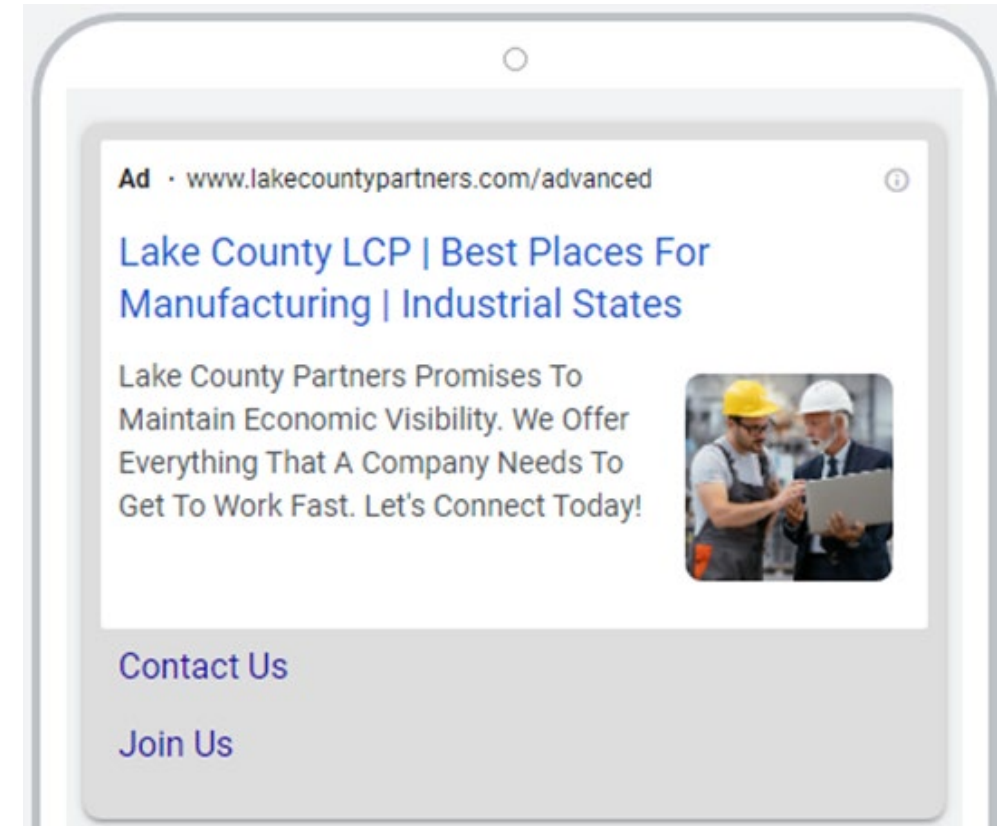
The pioneering technology and its international reach have made ARTEC a prime example of Lake County's important role in the biotech industry, which is why the company calls its decision to locate and grow in Lake County "a gamechanger." [See what Chicago Tribune has to say about the wave of startups flocking to the area.](#)

How the Art of Engineering Cells is Being Perfected in Lake County



THE NEW TOOLS & STRATEGY ARE PAYING OFF

- Blog readership is up 272%
- With \$3,000+/month free advertising, Google clicks are up 1300% and impressions are up 764%
- Minimal spend on LinkedIn boosted impressions by 1500% for decision-makers in key industries and increased followers
 - Medline story has 550 interactions and 22 shares



IT STARTS WITH A STORY

PERFECTING THE ART OF ENGINEERING CELLS IN LAKE COUNTY, ILLINOIS

By Lake County Partners, Date: February 11, 2022
Categories: Uncategorized



Lake County is the proud home of the [largest life sciences cluster in the Midwest](#) and 80% of life science jobs in the state of Illinois. Its [roster of globally-recognized headquarters and cutting-edge startups](#), coupled with a [strong educational support system](#), have made Lake County a hotbed of innovation. Local talent is fueling life science industry growth and advancing groundbreaking technologies that stand to revolutionize the way we treat illness and practice medicine.

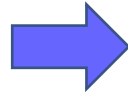
Nowhere is this more evident than at [Rosalind Franklin University of Medicine and Science \(RFUMS\)](#), a highly-regarded institution in North Chicago that is fostering bioscience through its [Helix 51 incubator](#). Helix 51 provides a soft landing for early-stage and international life science companies in need of space and a nurturing environment in which to develop ideas - precisely what [ARTEC Biotech, Inc. \(ARTEC\)](#) sought to get off the ground and running with its life-sustaining cellular therapy, made possible through genetic engineering.

WHY LAKE COUNTY, ILLINOIS?

ARTEC is led by an incredible team of scientists joined in their mission to develop cellular therapy products to improve longevity and quality of life. The company seeks to address an ongoing issue with cancer treatments in which some forms of cancer relapse, do not respond to, or resist therapies.

Given the highly-complex nature of ARTEC's technologies, the company was in search of a specialized and affordable laboratory space with state-of-the-art equipment and a network of industry experts that could provide guidance on intellectual property rights and business strategy. It was a tall order, but one that RFUMS's Helix 51 incubator was built to fulfill.

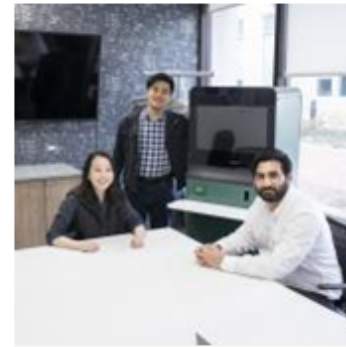
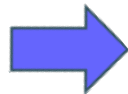
ARTEC quickly realized that the nimble, academically-driven environment of scientists and industry experts at Helix 51 provided unmatched potential for growth and collaboration. The company signed on, and immediately tapped into the many resources and opportunities available to life science companies in Lake County.



LAKE COUNTY NEWS-SUN

Rosalind Franklin's Helix 51 incubator attracts handful of new businesses; 'This keeps everything growing here, from the startups to the big guys'

By Steve Sadin
Lake County News-Sun • Feb 24, 2022 at 4:44 pm



Passion in Search of a Solution

lakecountypartners.com

Lake County, Illinois is making its mark as the home of the next generation of life science leaders. Groundbreaking healthcare advancements require talent, passion, support and a dedication to proble...

Shared by [John Conrad](#) - iBIO

STORIES TRAVEL QUICKLY ONLINE

THE TOP 5 REASONS TO LOCATE YOUR ADVANCED MANUFACTURING BUSINESS IN LAKE COUNTY, ILLINOIS

By Lake County Partners, Date: March 11, 2022
Categories: Uncategorized



There are [countless reasons why Lake County, Illinois is a hotspot for advanced manufacturing leaders](#) like Caterpillar, Abbott, AbbVie, Akzo Nobel, Echo, Grainger and HydraForce. We're breaking down the top 5 to show how the area's immense talent, reliable infrastructure and spirit of innovation can take your business to the next level. [Connect with us](#) to tap into Lake County's many business assets and help your company grow.

#1 - TWICE THE TALENT

Lake County has a pipeline of well-trained, qualified and eager workers who excel in a manufacturing environment. There are 5.6 million people within a commute radius of Lake County, 52,313 of whom specifically specialize in manufacturing—this is TWICE the manufacturing talent than the national average for similarly-sized communities.

Importantly, the workforce is also diverse; females represent 41%, and 150,000 foreign-born community members bring a wide variety of valuable perspectives and experience to the table to fuel your business.

#2 - STRATEGIC EMPHASIS ON EDUCATION

Lake County's tremendous workforce is largely owed to the infrastructure of education that supports it. Through tours of state-of-the-art facilities, students and teachers are exposed to the rewarding career paths available in manufacturing.

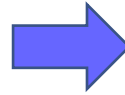
Connections between students and companies are further reinforced at institutions like the [Lake County Tech Campus](#), which is widely-regarded as one of the best career and technical education training facilities in the Midwest. The Tech Campus has the largest career technical secondary educational system in Illinois, representing over 2,000 high school students from 22-member high schools in both Lake and McHenry counties.



At the College of Lake County (CLC), a [state-of-the-art Advanced Technology Center](#) is under construction in Gurnee, with plans for an opening this fall. It will provide 182,000 sq. ft. of new hands-on learning space and become the focus of economic development opportunities for welding and numeric control (CNC). CLC's capacity to meet demands has also been expanded by the college's [recent investment in its Lakeshore campus](#), which brought welding and mechatronics to downtown Waukegan and doubled its capacity for the programs.

At CLC, 40% of majors directly correlate with the most in-demand jobs, and the school offers 35 career programs; through business intel (including that provided by Lake County Partners) CLC is able to efficiently tailor its

programs and ensure that graduates have the skills that employers need.



Mark Denzler @IllinoisMfgAssc · Apr 13

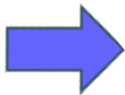
Congrats [@ZebraTechnology](#) for your award winning innovation and successes. Another great [@IMA_Today](#) member doing amazing things with [@LakeCtyPartners](#) which is leading efforts in Lake County.



Lake County Partners @LakeCtyPartners · Apr 13

#Talent fuels innovation & there is no better example than [@ZebraTechnology](#) The [@Lincolnshire_IL](#) headquartered company was honored at the #Manufacturing Leadership Council Awards for helping suppliers create an agile #valuechain operation. [@dailyherald hubs.li/Q017tp090](#)

The best reason for businesses to locate in Chicago area



GOOD STORIES REINFORCE THEMSELVES

THE RISE OF DIVERSE & WOMEN-OWNED SMALL BUSINESS

By Barbara Prusila, Date: March 18, 2022
Categories: Uncategorized



Lake County businesses have benefitted from a variety of strategic programs and investment designed to offset the impact of the pandemic. Recovery is underway, and there has been a surge in development — particularly in key industries like life science, advanced manufacturing, healthcare and technology.

Though the Lake County economy has seen huge gains, current events have undeniably shone a light on the need to support small businesses and advance diversity, equity and inclusion initiatives that create inviting workspaces and nurture talent. The National Bureau of Economic Research has found that from February through April 2020, Black-owned businesses declined by 41%, Latinx-owned businesses declined by 32%, and Asian-owned businesses declined by 25%; these losses were much more pronounced than the 21% decline seen in the general population.

Furthermore, according to a study by the National Association of Women Business Owners, 42% of businesses in the United States are owned by women, with more than 1,800 new businesses started every day — that's nearly five times the national average. However, according to the same study, women-owned businesses are growing at only half the rate of those run by men, mainly because women struggle to access capital and other resources needed for success.

Small business is the life-blood of the economy. Long-term economic development and fiscal strength relies on an even playing field for all businesses, which is why additional effort is needed to offset the losses seen since the start of the pandemic. Fortunately, recently-launched programs like Comcast RISE (Representation, Investment, Strength & Empowerment) are providing new opportunities to pursue funding and resources that can further aid in recovery.

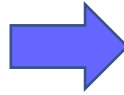


HOW CAN COMCAST RISE HELP LAKE COUNTY BUSINESSES?



As part of its \$1 billion commitment to advance digital equity and reach 50 million people over the next 10 years, Comcast is leading by example and rolling out its comprehensive Comcast RISE program, which stands for "Representation, Investment, Strength and Empowerment. Comcast RISE has been created to help small businesses owned by people of color, including Black, Indigenous, Hispanic, and Asian Americans, as well as women.

The program provides benefits that support several focus areas including: consulting, media, creative production, technology and finance. Since it first rolled out, the program has helped nearly 8,000 small businesses in 590 cities across the United States — including more than 600 small businesses in the local region. In just the first year since the program began, Comcast RISE has provided over \$60 million in direct assistance to businesses through marketing services from Comcast's advertising sales division, Effectv, technology services from Comcast Business, and monetary grants.



Meet a Partner

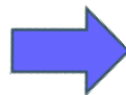
Frank Deuel
Senior Manager of Government Affairs
Comcast



Access and equity are two cornerstones of Comcast's service model. How does Comcast ensure that Lake County has adequate coverage for businesses and residents?

Lake County has Internet access in over 99% of its area. Comcast is a big part of that with nearly 7,500 miles of fiber-dense network providing residential download speeds up to 1.2 Gigabits per second (Gbps) in all the communities and neighborhoods we serve across Lake County, download speeds up to 100 Gbps for businesses and more than 120,000 WiFi hotspots.

Comcast has been committed to closing the digital divide since 2011, when we launched [Internet Essentials, a program that provides low-cost Internet service at home to eligible low-income families](#). The program has connected more than 1.3 million Illinois residents, including thousands in Lake County, to the internet at home since it launched.



LAKE COUNTY NEWS-SUN

Comcast program offers help to small businesses hurt by pandemic; 'We help the businesses take the leap'

By Steve Sadin
Lake County News-Sun • Mar 30, 2022 at 7:21 am

WHAT'S AHEAD

- Regional Economic Development Initiative
 - Years-long effort to build regional collaboration for business attraction
 - Brookings Institute & CMAP project coming to completion
 - World Business Chicago to transition to regional business development
 - Most counties looking to use ARPA funding for 3-year pilot
- First investor event at Independence Grove on September 29th
- Pursuing renewal of contract with Lake County to continue this work



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