2013 annual report
<table>
<thead>
<tr>
<th>Section Number</th>
<th>Section Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>4.</td>
<td>Introductory Letters</td>
</tr>
<tr>
<td>4.</td>
<td>Business Development</td>
</tr>
<tr>
<td>10.</td>
<td>New &amp; Expanding Chicago Companies</td>
</tr>
<tr>
<td>12.</td>
<td>Outreach</td>
</tr>
<tr>
<td>16.</td>
<td>Global Connections</td>
</tr>
<tr>
<td>18.</td>
<td>Research</td>
</tr>
<tr>
<td>20.</td>
<td>Plan for Economic Growth &amp; Jobs</td>
</tr>
<tr>
<td>26.</td>
<td>ChicagoNEXT</td>
</tr>
<tr>
<td>30.</td>
<td>Chicago Sister Cities International</td>
</tr>
<tr>
<td>34.</td>
<td>Board of Directors</td>
</tr>
<tr>
<td>36.</td>
<td>Financials</td>
</tr>
</tbody>
</table>
In 2011 I called for the creation of a comprehensive and inclusive plan for Chicago’s economic growth. It was to be a living, dynamic blueprint that provides a framework for growth creating economic opportunity in every Chicago neighborhood.

With unified civic, corporate and academic leadership, WBC launched Chicago’s Plan for Economic Growth and Jobs. The Plan provides tangible action items for moving forward the region’s economic development agenda. Strategies include supporting innovation, entrepreneurship and new small business development across the city, ensuring every Chicagoan has access to workforce training that will allow them to compete for good-paying jobs, growing our tourism industries, and becoming a leading hub for advanced manufacturing. Chicago’s Plan also calls for the region to be the headquarters location for both domestic and emerging global companies, and the place where cutting-edge business services are being developed and provided.

As you will see in WBC’s 2013 annual report, our efforts are making an impact in Chicago. Strengthening our neighborhoods and building upon its global reputation, our efforts are being recognized throughout the world. According to The Economist Intelligence Unit report, “Hot Spots 2025: Benchmarking the Future Competitiveness of Cities,” Chicago is poised to become the second-most competitive U.S. city.

We are enhancing our global presence based on a solid foundation. Chicago has one of the world’s largest and most diversified economies with $530 billion in annual output, and a tremendous talent pipeline. Additionally, Chicago is home to more than 400 major corporate headquarters including 29 Fortune 500 headquarters, 300 corporate R&D facilities, two of the top universities in the world, and 96 Nobel Prize winners. And across our city, neighborhood businesses are thriving, with more than 1.1 million Chicagoans potentially benefitting from increased access to capital, business services and mentoring support since the Plan launched.

As WBC, the City and our partners throughout the region work to implement our Plan strategies to advance every part of our city into the future global economy, I applaud the involvement of stakeholders across the region and encourage new and bold ideas to continue moving Chicago forward.

Sincerely,

Mayor Rahm Emanuel
The health of our city and region demands that we lead a purposeful, concerted effort to assure our economic prosperity in the long term. Further, an economy the size of ours requires a coordinated, articulated economic development process by which the public and private sectors can align interest, investments and actions.

The following 2013 annual report indicates that World Business Chicago’s (WBC’s) economic development efforts are making an impact. Mayor Emanuel’s Plan for Economic Growth and Jobs, currently being implemented by WBC, has made great strides in establishing itself as a destination for private sector rigor applied to public sector economic development challenges.

The Plan’s initiatives align with business expansion trends noted in 2013. For example, we’ve seen advances in transportation and logistics, manufacturing, workforce development and innovation/entrepreneurship. A 2013 article in Forbes noted “Chicago’s startup scene is on fire.” Tech companies have increasingly decided to locate in the Chicago area, with more than one third of the companies that WBC successfully helped locate in Chicago coming from the technology space. In addition, more than $1 billion was raised by Chicago startups in 2013, a 169% increase over 2012, according to Built in Chicago.

Also in 2013, Crain’s Chicago Business referred to downtown Chicago as the “hottest urban center in the U.S.” Companies continued to migrate downtown and choose Chicago for their headquarters; 61 companies chose to relocate or expand their central operations in the city, bringing or retaining nearly 6,000 employees. Businesses gravitate to Chicago to access its talent and to access the world. Chicago’s unmatched business environment, diverse economy and quality of life continue to be primary factors in drawing talent, companies and jobs to the region.

Our work would not be possible, were it not for our business community’s commitment. The Chicago region is fortunate to have an engaged group of public and private leaders, as well as unmatched academic partners, who are dedicated to the city. In addition, the strength and leadership of Mayor Emanuel is without comparison in creating a truly global city. As we continue to implement the Plan for Economic Growth and Jobs, we look forward to working with partners throughout the region to positively impact the region’s growth trajectory.

Sincerely,

Michael J. Sacks
Vice-Chairman

Jeff Malehorn
President & CEO
Business Development

Chicago was named “Top Metro” in the country for corporate investment in 2013 for having more new or expanded facilities than any other metropolitan area in the nation. From small businesses to large corporations, from just outside Chicago to as far away as Germany and China, business leaders continuously choose Chicago for company locations or expansions.

In 2013, WBC worked with more than 130 companies representing 25,000 jobs. Two attributes continue to emerge as key factors that drive these decisions: access to talent and access to the world.

Access to Talent

With a workforce of over 4 million spread across all major industries, Chicago has the depth and variety to meet the needs of just about any business. The region is home to more than 140 public and private post-secondary educational institutions, including two of the world’s top business schools. In the heart of North America and in the middle of Big Ten country, recent graduates are drawn to the city because of its quality of life, affordable cost of living and variety of lifestyle options.

Access to the World

Centrally located, Chicago provides easy access to the world. The city has 1,400 daily departures to more than 200 cities worldwide, and serves as a hub for six of the nation’s seven class I railroads, as well as six U.S. interstates. In 2013, Chicago’s O’Hare International airport was ranked the Best-Connected Airport in the U.S.

“Chicago is one of the global top performers in that it shows tremendous strength in nearly every sector measured [in The World’s Most Competitive Cities report], illustrating that the city is a premier location for different types of investment projects.”

- Roel Spee, IBM (PLI) Global Leader
Method will open a flagship manufacturing facility in the Pullman neighborhood on Chicago’s south side. The new space, which will bring approximately 100 manufacturing jobs to Chicago, comes after a long effort to bring the company’s first U.S. manufacturing facility to Illinois.

Method, one of the fastest growing private companies in the nation, creates naturally derived home, fabric and personal care products and is committed to designing innovative, safe, environmentally conscious products.

“Building a world-class manufacturing plant is pivotal for us as a leader in innovative and sustainable products and the support from the City of Chicago and the State of Illinois have been integral in our considerations. Chicago’s commitment to job growth and its business-friendly environment truly helped make this opportunity possible for Method.”

- Method CEO, Drew Fraser
Companies that Chose Chicago

ADM

“While we considered other global hubs, Chicago emerged as the best location to provide efficient access to global markets while maintaining our close connections with U.S. farmers, customers and operations. Chicago also provides an environment where we can attract and retain employees with diverse skills, and where their family members can find ample career opportunities.”

- Patricia Woertz, ADM Chairman & CEO

Archer Daniels Midland (ADM), a leading, Fortune 500 agricultural company, announced it would move its global headquarters to Chicago. Workforce, transportation, infrastructure and quality of life were all cited as reasons the company chose Chicago after an extensive search. The company plans to move 60 employees to its new office at 77 W. Wacker Drive.

Coeur Mining

Previously headquartered in Coeur d’Alene, Idaho, the company’s home since 1985, Coeur moved its corporate headquarters to downtown Chicago. The company, which employs 2,000 worldwide, leased two floors in the 101-year-old Monroe Building and expects to hire at least 60 employees at its downtown headquarters by the end of 2014.

“Relocating our headquarters to Illinois will improve our access to key stakeholders and to our operations. Chicago is a global, pro-business city, an international transportation hub and provides access to a broad and deep talent pool. We look forward to our active involvement in our new community and are proud to call Chicago our new home.”

- Mitchell J. Krebs, Coeur President & CEO
Gogo

Gogo, a world leader in inflight internet, announced it would relocate its corporate headquarters and commercial aviation business to 111 N. Canal Street and move more than 460 employees to the new location. Gogo joined other growing Chicago companies including Braintree and FieldAware, which also have offices in the building.

“As we conducted our search for a new company headquarters, it was clear the state and the city have made considerable efforts to raise Chicago’s profile as a technology hub, and our new company headquarters puts us at the epicenter of that activity in a location that’s better suited for the rapid growth we expect at Gogo.”

- Michael Small, Gogo President & CEO

Assisted Living Concepts

“Chicago is a world-class city for business, with a large and diverse workforce to support ALC’s future growth and easy access to transportation options that will enable us to better serve our residents and employees in communities across the country.”

- Jack Callison Jr., ALC CEO

Assisted Living Concepts LLC (ALC), a leader in the industry with more than 200 residences across the United States, moved its corporate headquarters from Wisconsin to Chicago. The company leased 25,265 square feet at 330 N. Wabash Avenue in Chicago, housing ALC’s roughly 100 corporate employees, including its executive team. Chicago offers companies such as ALC a significant pipeline of healthcare employees, with area colleges and universities enrolling nearly 60,000 students and granting more than 24,000 degrees in healthcare-related fields annually.
Hannover Fairs

“By relocating our office to Chicago from the Northeast, we are closer to our customers and partners. Many of our North American industrial event exhibitors and attendees are located in the upper Midwest, so relocating to Chicago was a logical step to better serve our constituents. Chicago also provides an extremely supportive business community that embraces mid-market businesses and the development of long-term business relationships.”

- Larry Turner, Hannover Fairs President & CEO

Hannover Fairs USA, one of the world’s largest event organizers, chose to move its North American headquarters to 8755 W. Higgins Road. The company brought approximately 15 full-time employees from its previous location in New Jersey. The company chose Chicago to embrace the city’s leading convention status and talent base, as well its access to U.S. and world markets.

Power Construction

Power Construction Company, LLC announced that it would relocate its corporate headquarters to Triangle Plaza at 8750 W. Bryn Mawr Avenue. Power leased approximately 35,000 square feet on two floors, investing several million dollars in the new headquarters, moving more than 200 employees to Chicago and adding 30 new jobs. The relocation is a result of anticipated employee growth, changing workforce demographics, and most importantly, new construction opportunities within downtown Chicago.

“Power has been fortunate to... transform where Chicagoans live, work, heal, and learn through projects such as Lurie Children’s Hospital, Roosevelt University, Rush University Medical Center, Loyola University, Burberry Chicago, and many more.”

- Jeff Karp, Power Construction CEO
Lagunitas Brewing

Lagunitas, one of the fastest-growing craft beer makers in the U.S., announced plans to open its first brewery outside of California in Chicago’s Douglas Park neighborhood. The facility is part the former Ryerson Inc. steel-processing plant on the city’s Southwest Side, which is used primarily by Cinespace Chicago Film Studio. The $15 - $18 million facility is expected to have an eventual 600,000-barrel capacity and employ as many as 100 people in its first five years. A primary reason for the new location is Chicago’s central location, which will drastically reduce freight time and costs.

“It’s the crossroads of the country. There’s only one Chicago.”

- Lagunitas Brewery Founder and CEO, Tony Magee
New & Expanding Chicago Companies

Outreach

WBC gave more than 90 presentations and hosted or co-hosted more than 60 events to reach business, civic and community leaders in 2013. From welcoming U.S. Secretary of Commerce Penny Pritzker for her first official event in her hometown as Commerce Secretary, to partnering with key business leaders at visiting trade shows and conventions, WBC staff is continuously looking for new and innovative ways to showcase Chicago’s business advantages.

“One of the big assets that Chicago has is a business plan. World Business Chicago did that and decided where to focus — on logistics, hospitality, health care, advanced manufacturing. One of the most important things a city can do is know what it wants to be. Then you’ve got … a mayor and business community that’s lined up (to push) that plan. Basically, the city is being very proactive.”

- Penny Pritzker, U.S. Secretary of Commerce

United States Secretary of Commerce Penny Pritzker discussed the U.S. business climate and the Obama Administration’s efforts to strengthen the economy and create jobs, highlighting the need to invest in infrastructure (both physical and digital), the need for a skilled workforce, immigration reform, and the need for federal support for R&D and innovation. Pritzker acknowledged how the federal government’s objectives align with Chicago’s Plan for Economic Growth and Jobs initiatives currently being implemented by WBC.
WBC worked closely with the Water Environment Federation (WEF) to promote the city while more than 17,000 water quality professionals from around the world convened in Chicago for the annual Technical Exhibition and Conference (WEFTEC) at McCormick Place. Chicago Mayor Rahm Emanuel had the unique opportunity to address the group and meet with key water industry leaders. The conference also provided a reminder of the enormous economic opportunity that water technology investment and job growth can bring to the region. Throughout the year, WBC also partnered with other trade show organizers to showcase the city’s business advantages.
## Major Events in 2013

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<th>January</th>
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<th>April</th>
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<tr>
<td>Chicago Data Center Business Executive Forum</td>
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<td>Russian-American Business Forum</td>
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<td>Get In Chicago - Youth Empowerment Lunch with First Lady Michelle Obama</td>
<td>Logistics Hack-a-thon</td>
<td>Mayor’s Biotech Roundtable</td>
<td>Hannover, Germany Manufacturing Conference</td>
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<td></td>
<td>Opening reception for “Wings of Italy” aviation poster exhibition</td>
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Executive Forum on Transportation and Logistics

Chicago Consular Corps meet-and-greet with WBC President & CEO

8th Annual Chicago Sister Cities International Festival

City of Chicago adds WBC Site Selector web app to Small Business Toolkit

Economic MOU with Mexico City

Chicago Workforce Funder Alliance / Manufacturing Hub launch event

Seed Chicago commences 2nd round of crowdfunding

Gateway Cities Agreement

ThinkChicago: Lollapalooza

ThinkChicago: IdeasWeek

U.S. Secretary of Commerce Penny Pritzker at Google Offices

CSCI and Illinois Restaurant Association host Délice Network annual meeting

CSCI Medical Initiative with the Lynn Sage Breast Cancer Symposium

Hosted Vice Premier Liu Yandong of People’s Republic of China

July August September October November December

Outreach
Global Connections

Chicago was ranked the top North American city for Foreign Direct Investment in IBM’s Global Location Trends Report in 2013 and one of the World’s Most Competitive Cities in a separate IBM report. The city is home to over 1,500 foreign-based companies and more than $40 billion in foreign direct investment. WBC continues to boost Chicago’s global position by networking and building relationships across the globe.

Hannover Messe

WBC presented the city’s business advantages to industry professionals from 90 countries at the annual Hannover Messe in Germany, the world’s largest exhibition ground, with 5.3 million square feet of indoor space. WBC participated as part of SelectUSA, the flagship pavilion for the United States.

Global Cities Economic Partnership with Mexico City

While on his first international trip on behalf of Chicago, Mayor Emanuel signed the Global Cities Economic Partnership with Mexico City Mayor Miguel Ángel Mancera. The agreement fosters trade, exchange and learning, while developing global investment strategies. The Mayor and WBC also met with civic and business leaders interested in the Chicago market.

Mexico City and Chicago have been culturally linked as sister cities since 1991. The agreement, building upon the strong sister city relationship, was signed at a ceremony during the Global Cities Initiative forum hosted by the Brookings Institution in Mexico City.
Gateway Cities Agreement with China

Mayor Emanuel and WBC met with the Minister of Commerce from the People’s Republic of China, Gao Hucheng, and the vice mayors and leadership representatives of eight major Chinese cities to sign the Gateway Cities Agreement in 2013.

The memorandum of understanding fortifies Chicago’s place as a gateway for Chinese investment in partnership with the eight cities. The group will work together to expand trade and investment cooperation, strengthen communication, enhance trust, boost economic development and create jobs to promote common prosperity and growth between China and Chicago.
The Chicago region was named “Top Metro” for corporate facilities investment in 2013 by Site Selection magazine, supported by projects recorded in WBC’s business expansion database. In 2013, WBC tracked 677 local business expansions, accounting for nearly 40,000 jobs, 35 million square feet of space, and more than $6 billion in investments.† WBC’s database of regional business growth is a unique resource that is used for many purposes and shared with partners.

WBC released more than 120 economic news briefs; responded to more than 140 requests for information from expanding companies and partner agencies in 2013; and published user-friendly summaries of business growth and economic indicators including “Chicago Growing,” “Chicago by the Numbers,” and the third annual “Business Growth Profile,” a report illustrating business expansion activity. Additionally, WBC co-wrote 12 monthly issues of the Illinois Innovation Index, a collaborative publication of local civic groups to analyze Illinois’ standing in technology and innovation. As a further resource, WBC partnered with the City’s Small Business Center to develop the Site Selector web app, a tool that assists entrepreneurs looking for business locations.

2013 Site Selection Top Metros by Number of Projects*

<table>
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<tr>
<th>City</th>
<th>Projects</th>
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<tr>
<td>Chicago</td>
<td>373</td>
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<tr>
<td>Houston</td>
<td>255</td>
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<tr>
<td>Dallas</td>
<td>178</td>
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<tr>
<td>Atlanta</td>
<td>164</td>
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<tr>
<td>Detroit</td>
<td>129</td>
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<tr>
<td>Cincinnati</td>
<td>122</td>
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<tr>
<td>Kansas City</td>
<td>111</td>
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<tr>
<td>Columbus</td>
<td>102</td>
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<tr>
<td>Philadelphia</td>
<td>97</td>
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<tr>
<td>New York</td>
<td>91</td>
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*New and expanding companies in the 14-county Chicago region that meet at least one of these criteria: $1M investment, a net gain of 20,000 sq ft, and a net gain of 50 jobs.

†WBC tracked 677 projects accounting for nearly 40,000 jobs, 35 million square feet of space, and more than $6 billion in investments in 2013; of these, approximately 370 projects qualified for the publication’s requirements.
677 projects
38,051 jobs
$6.0B investment
34.9M square feet

Nearly 1/2 are companies that have relocated from outside the region or added a new facility to their presence in Chicago.

† Map and numbers refer to data for new and expanding companies with a physical address in the 14-county Chicago region that meet at least one of these criteria: $1M investment, a net gain of 20,000 sq ft, a net gain of 50 jobs, a headquarters facility and/or WBC involvement. WBC captures project information at the time of announcement from media outlets, press releases, company websites, and WBC internal reporting on a rolling basis; the quality of each record depends on the availability of data and resources to input and confirm information.

Data subject to revision.
Plan for Economic Growth & Jobs

In 2011, Mayor Rahm Emanuel tasked WBC to create and begin implementing the Plan for Economic Growth and Jobs. The Plan has distinct goals; is based on rigorous, fact-based analysis; acknowledges and fosters positive changes that are already underway; builds on the region’s existing economic strengths; and benefits all sections of society. Chicago’s Plan for Economic Growth and Jobs is a coordinated effort to assess the region’s economy and help it expand at a faster rate.

In 2013, WBC implemented major plan initiatives, including driving a proposal for a $320M Digital Lab for Manufacturing, and launching MATTER, a center for bioscience innovators to be located in the Merchandise Mart.

The Plan’s 10 strategies directly affect Chicago’s economic prosperity and quality of life. The strategies are intended to revitalize neighborhoods, generate accelerated growth in businesses of all sizes, and promise to bring jobs to Chicago. Enhancing Chicago’s position as a globally connected metropolitan region means a better life for all residents.

“Chicago is leading a new wave of economic development among U.S. cities and metro areas. The new wave, embodied by the Plan for Economic Growth and Jobs, represents a welcome focus on global assets like manufacturing and exports and innovative public-private partnerships in infrastructure and post secondary education. Chicago is proof that business, government, and nonprofit leaders can come together to drive a regional economy forward.”

- Bruce Katz, Brookings Institution Vice President
Excel as a leading advanced manufacturing hub

Enhance attractiveness as a center for business services & headquarters

Boost competitiveness as a national leader in transportation & logistics

Brand Chicago a premier destination for tourism and entertainment

Make Chicago a national leader in exports

Create demand-driven & targeted workforce development

Support innovation & entrepreneurship in emerging & mature sectors

Invest to create next-generation infrastructure

Develop & deploy assets in neighborhoods to align with regional economic growth

Create a business environment in which companies can flourish
Plan Accomplishment Highlights

Capital Access Centers

WBC helped develop Capital Access Centers to help organizations directly lend to small businesses in the $50K-$250K loan segment not served by traditional banks or SBA lending programs. The effort aims to train 3-5 organizations to directly lend to small businesses, while also having the trainee organizations provide ongoing mentorship.

Tourism

WBC supported Choose Chicago’s efforts to help make Chicago a premier destination for tourism and entertainment. In 2013, the city rose to the second most popular convention destination from fifth. Nearly 10 million room nights were purchased, and the number is expected to exceed 10 million in 2014. Hotel occupancy also hit an all-time high of 75.28% in 2013.

Seed Chicago

WBC collaborated with Kickstarter to highlight local, impactful business and community development projects that create economic opportunity in Chicago’s neighborhoods. The effort provided a central platform to fund neighborhood-based businesses and community development projects in Chicago, raising $155K from 2,200 backers in 11 neighborhoods across two rounds and inspiring a $50K match from MillerCoors.
Supply Chain Innovation Network of Chicago

WBC created the Supply Chain Innovation Network of Chicago (SINC), a new organization focusing on increasing the city’s competitive advantage in supply chain, transportation and logistics. Guided by regional industry leaders, and coordinated by WBC, SINC aims to further cultivate Chicago’s place as a national Transportation, Distribution and Logistics (TDL) hub and help stimulate economic and business growth.

Business Environment/Site Selector

Chicago is creating an environment in which businesses can flourish with initiatives including business license reform (reducing the number of license categories by 60 percent) and the Small Business Center (serving as a one-stop-shop for small businesses). In 2013, WBC and the City partnered to add retail listings to WBC’s Site Selector tool to create a marketplace that will attract and connect entrepreneurs and small businesses to leasing opportunities in Chicago’s neighborhood commercial districts.

Chicagoland Workforce Funder Alliance Grant

WBC helped to facilitate the Chicagoland Workforce Funder Alliance’s first industry-workforce partnership grant to the newly-aligned Illinois Manufacturing Excellence Center (IMEC) and ManufacturingWorks. The partnership connects IMEC’s federally supported hands-on advisory services with ManufacturingWorks’ local expertise in revitalizing and strengthening manufacturing workforce development to meet employer needs. This partnership represents the deep strategic alignment across initiatives facilitated by WBC.
WBC, along with UI Labs and the office of Mayor Emanuel, was instrumental in facilitating an unprecedented collaboration to bring a new manufacturing design innovation lab to Chicago. The collaboration between 40 industry partners, more than 30 academic, government and community partners, and more than 500 companies and organizations, secured a $70 million federal grant to build what will be called the Digital Lab for Manufacturing. The consortium secured an additional $250 million in public-private matching funds that would support Chicago’s winning bid.
Plan Steering Committee

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WBC Vice Chairman, CEO, Grosvenor Capital Management, L.P.

Glenn F. Tilton
WBC Executive Committee Member, Chairman of the Midwest, JPMorgan Chase

Anthony K. Anderson
WBC Executive Committee Member, Retired Vice Chair & Midwest Managing Partner, Ernst & Young LLP

Ex Officio

Steve Koch
Deputy Mayor, City of Chicago

Steering Committee

MarySue Barrett
President, Metropolitan Planning Council

Ty Fahner
President, The Civic Committee of the Commercial Club of Chicago

Jorge Ramirez
President, Chicago Federation of Labor

Julia Stasch
Vice President of U.S. Programs, John D. and Catherine T. MacArthur Foundation

Terry Mazany
President & CEO, The Chicago Community Trust

Theresa Mintle
President & CEO, Chicagoland Chamber of Commerce

Melissa Bean
President & CEO, The Executives’ Club of Chicago

Howard Tullman
CEO, 1871 and the Chicagoland Entrepreneurial Center

Ivo Daalder
President, The Chicago Council on Global Affairs

Michael H. Moskow
Vice Chairman & Senior Fellow for the Global Economy, The Chicago Council on Global Affairs

Frank Beal
Executive Director, Metropolis Strategies

Andrea Zopp
President & CEO, Chicago Urban League

Desiree Rogers
Chairman, Choose Chicago

Ty Fahner
President, The Civic Committee of the Commercial Club of Chicago

Julia Stasch
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Michael H. Moskow
Vice Chairman & Senior Fellow for the Global Economy, The Chicago Council on Global Affairs

Andrea Zopp
President & CEO, Chicago Urban League
ChicagoNEXT is WBC’s dedicated effort to drive growth and opportunity in science, technology, innovation and entrepreneurship. In 2013, a new executive director was appointed to lead ChicagoNEXT’s efforts to positively impact new venture formation in Chicago and to accelerate the growth and expansion of established businesses. While the council focuses broadly on tech and science-based pursuits, there is a particular emphasis on CleanTech, BioScience and Web/Mobile.

A part of the Plan for Economic Growth and Jobs strategy to increase innovation and entrepreneurship, ChicagoNEXT aims to:

- **Increase the level of capital available for startup and growth-stage companies**
- **Retain, attract and develop the STEM talent necessary to grow the local tech ecosystem**
- **Foster alignment between Chicago’s corporate and entrepreneurial communities**
- **Raise Chicago’s tech profile both domestically and abroad**
- **Provide a voice for the broader technology community**

“Under current mayor Rahm Emanuel, the city has developed an ambitious technology strategy complete with 28 initiatives driven by the vision of becoming the city where technology fuels opportunity, inclusion, engagement, and innovation.”

- Boyd Cohen, Fast Company
In 2013, Mayor Emanuel and WBC hosted two editions of ThinkChicago. The innovative programs, centered around Lollapalooza and Chicago Ideas Week, brought 250 students from top engineering schools across the country to Chicago to explore the city’s vibrant innovation ecosystem. In addition to meeting notable Chicago-based global technology leaders, students toured local tech businesses, and participated in job fairs where both large and small tech firms were represented.

ChicagoNEXT and the City are working to expand ThinkChicago in 2014 to advance Chicago’s efforts to encourage science, technology, engineering and math students to establish their careers in the city. The program will focus on frequent and sustainable engagement between the City and top students at college/university STEM programs throughout the country, including interaction outside of the flagship Lollapalooza and ThinkChicago events.

“Even though I grew up in the Silicon Valley, I chose to keep my startup in Chicago thanks to the support of ThinkChicago and my Chicago-based investors, who worked to provide me with the resources, network, and exposure I needed to grow.”
- Tabule, Inc. Co-founder & ThinkChicago participant, Neil Gupta
In 2013, ChicagoNEXT, in conjunction with the Plan for Economic Growth and Jobs, played a key role in the formation of MATTER, a new startup center for next-generation healthcare technology companies. The collaborative workspace will allow for interaction among entrepreneurs, academics and investors in order to create and grow new companies in healthcare IT, medical devices, medical diagnostics and biopharmaceuticals.

“When I moved to Chicago from Silicon Valley, I struggled to find and plug into the large and diverse med-tech community here. MATTER will allow me and other entrepreneurs easy access to the people and resources we need to build our companies.”

- Diagnostic Photonics Founder & CEO, Andrew Cittadine
# ChicagoNEXT Council

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- **Eric Lefkofsky**  
  Managing Partner, Lightbank

- **Jeff Aronin**  
  Chairman & CEO, Paragon Pharmaceuticals

- **Pat Ryan, Jr.**  
  Founder & CEO, INCISENT Labs

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  President & CEO, Chromatin

- **Declan Flanagan**  
  Co-Founder & CEO, Lincoln Renewable Energy

- **Eric Isaacs**  
  Director, Argonne National Labs

- **Karen Weigert**  
  Chief Sustainability Officer, City of Chicago

- **Katie McClain**  
  Senior Manager, State Government Affairs, Invenergy

- **Mark Harris**  
  President & CEO, IL Science & Technology Coalition

- **Michael Polsky**  
  Founder, President & CEO, Invenergy

- **Nathan Laurell**  
  Founder & Principal, New Frontier Holdings

- **Pete Kadens**  
  President & Chief Sales Officer, SoCore Energy

- **Seyi Fabode**  
  Entrepreneur in Residence/Venture Advisor at Clean Energy Trust, Power2Switch

- **Sonny Garg**  
  Senior Vice President & Chief Information & Innovation Officer, Exelon

- **Tim Stojska**  
  Co-Founder & CEO, Agentis Energy

## Web/Mobile

- **Adam Koopersmith**  
  Partner, Pritzker Group Venture Capital

- **Benedic Rocchio**  
  Partner, Baird Venture Partners

- **Brad Keywell**  
  Founder & Co-Chairman, Chicago Ideas Week, LightBank

- **Brett Goldstein**  
  Chief Technology Officer, Grosvenor Capital Management

- **Chris Gladwin**  
  Founder & Vice Chairman, Cleversafe

- **Dan O’Neill**  
  Executive Director, Smart Chicago

- **Eric Lunt**  
  Chief Technology Officer, BrightTag

- **Fred Hoch**  
  President & CEO, Illinois Technology Association

- **Harper Reed**  
  CEO, Modest Inc.

- **Howard Tullman**  
  CEO, 1871

- **Kevin Willer**  
  Co-Founder & Partner, Chicago Ventures

- **Logan LaHive**  
  Founder & CEO, Belly

- **Matt Maloney**  
  Co-Founder & CEO, GrubHub

- **Maura O’Hara**  
  Executive Director, Illinois Venture Capital Association

- **Neal Sales-Griffin**  
  Co-Founder & CEO, The Starter League

- **Roger Liew**  
  Senior Vice President & Chief Technology Officer, Orbitz

- **Talia Mashiac**  
  Founder & CEO, EvaD
In 2013, Chicago Sister Cities International (CSCI) officially completed its merger with WBC. The merger has united Chicago’s economic growth opportunities with its international priorities. CSCI began focusing on five key priorities identified by Mayor Emanuel: Business, Culture, Education, Immigration and Tourism.

CSCI, and its volunteer committees that represent each of Chicago’s sister city partnerships, produced more than 90 events, exchanges and programs in 2013, including the International Festival, the Annual General Meeting of the Délice Network at Chicago Gourmet in partnership with the Illinois Restaurant Association, and the CSCI Medical Initiative in conjunction with the Lynn Sage Breast Cancer Symposium. In addition, CSCI hosted more than 40 international delegation visits from 18 countries, held more than 100 committee meetings, and organized more than 800 committee volunteers.

CSCI was integral to the signing of the Chicago-Mexico City Global Cities Economic Partnership and will continue involvement in its execution moving forward. The effort focuses on sharing best practices, increasing foreign direct investment and tourism, and serves as a new model for how Chicago can work with international partners, including sister cities, to build upon previous agreements.

“Chicago has the largest sister city program in the United States with 28 sister cities, and with our strong global relationships, Chicago Sister Cities International has been at the core of Chicago’s global reach.”

- Mayor Rahm Emanuel
CHICAGO CONSULAR CORPS BALL

The Chicago Consular Corps Ball, hosted by CSCI, pays tribute to the Heads of Mission of the 85 countries from around the world that compose the Chicago Consular Corps – one of the largest diplomatic communities in the United States.

For the first time, the 2013 Chicago Consular Corps Ball recognized international companies new to Chicago, inviting these companies to be honored at the event. In addition, the 2013 Global Citizen Award was presented to Abbott Laboratories Chairman and CEO Miles White. The 2013 ball had a nearly 50% increase in the amount of sponsorship over 2012, as well as an increase in attendance and countries represented (55).

CSCI also welcomed the creation of a new advisory board in 2013:

- Samuel C. Scott III, Chairman, Chicago Sister Cities International
- Rita Athas, Senior Advisor to the Board, World Business Chicago
- Chris Clark, Corporate Vice President Supply Chain Business Operations, Motorola Solutions
- Francia E. Harrington, Senior Vice President, Head of Civic Affairs, JPMorgan Chase & Co.
- Daniel J. Lynch, Managing Director, Corporate & Government Affairs, United Airlines
- Courtney A. Thompson, Director, Corporate Relations, The Boeing Company
- Raymond Chin, President, R.M. Chin & Associates, Inc. & Co-Chair of the China Committee of CSCI
- Linda Loving, Co-Chair of the Toronto Committee of Chicago Sister Cities International
<table>
<thead>
<tr>
<th>City</th>
<th>Chair</th>
<th>Co-Chair 1</th>
<th>Co-Chair 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accra, Ghana</td>
<td>Linda Quarshie</td>
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<tr>
<td>Amman, Jordan</td>
<td>Stephen Quazzo</td>
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<tr>
<td>Athens, Greece</td>
<td>Demetrios Kozonis</td>
<td>Nicholas Black</td>
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<td>Belgrade, Serbia</td>
<td>Desko Nikitovic</td>
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<tr>
<td>Birmingham, United Kingdom</td>
<td>Rupert Ward</td>
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<td>Bogota, Colombia</td>
<td>Marcelino Garcia</td>
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<td>Busan, Republic of Korea</td>
<td>Nam Hung Paik</td>
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<tr>
<td>Casablanca, Morocco</td>
<td>Lisa Roberts</td>
<td>Julie Stagliano</td>
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<td>Delhi, India</td>
<td>Smita Shah</td>
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<tr>
<td>Durban, South Africa</td>
<td>James Lowry</td>
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<tr>
<td>Galway, Ireland</td>
<td>William Gainer</td>
<td>Billy Lawless, Sr</td>
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<tr>
<td>Gothenburg, Sweden</td>
<td>Agneta Rosenberg</td>
<td>Don Ahlm</td>
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<tr>
<td>Hamburg, Germany</td>
<td>Rolf Achilles</td>
<td>Johann Christoph Lichtenfeld</td>
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<tr>
<td>Humanitarian</td>
<td>Susan Leonis</td>
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<tr>
<td>Kyiv, Ukraine</td>
<td>Vera Eliashevsky</td>
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<tr>
<td>Lahore, Pakistan</td>
<td>Tariq Butt, Co-Chair</td>
<td>Tariq Malhance, Co-Chair</td>
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<tr>
<td>Lucerne, Switzerland</td>
<td>Camille Julmy</td>
<td>Joerg Oberschmied</td>
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<tr>
<td>Mexico City, Mexico</td>
<td>Alejandro Silva</td>
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<td>Milan, Italy</td>
<td>Paula Waters</td>
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<tr>
<td>Moscow, Russia</td>
<td>Aleksandra Efimova</td>
<td>Piotr Galfitzine</td>
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<tr>
<td>Osaka Japan</td>
<td>Yoko Noge-Dean</td>
<td>Mark Scott</td>
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<tr>
<td>Paris, France</td>
<td>Brett August</td>
<td>David Reithoffer</td>
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<tr>
<td>Petach Tikva, Israel</td>
<td>Daniel Shure</td>
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<tr>
<td>Prague, Czech Republic</td>
<td>Edward Dellin</td>
<td>Judith Munson</td>
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<tr>
<td>Shanghai and Shenyang, China</td>
<td>Raymond Chin</td>
<td>William Spence</td>
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<td>Social Services</td>
<td>Kathleen Borland</td>
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<tr>
<td>Toronto, Canada</td>
<td>Linda Loving</td>
<td>Lynn Osmond</td>
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<tr>
<td>Vilnius, Lithuania</td>
<td>Stanley Balzekas</td>
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<tr>
<td>Warsaw, Poland</td>
<td>Thaddeus Makarewicz</td>
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</tbody>
</table>
Board of Directors

**Rahm Emanuel**
Chairman
Mayor
City of Chicago

**Michael Sacks**
Vice Chairman
CEO
GCM Grosvenor

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Company/Institution</th>
</tr>
</thead>
<tbody>
<tr>
<td>Greg Brown</td>
<td>Chairman &amp; CEO</td>
<td>Motorola Solutions</td>
</tr>
<tr>
<td>John Buck</td>
<td>Chairman &amp; CEO</td>
<td>The John Buck Company</td>
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<tr>
<td>Debra Cafaro</td>
<td>Chairman &amp; CEO</td>
<td>Ventas, Inc.</td>
</tr>
<tr>
<td>Patrick Canning</td>
<td>President &amp; CEO</td>
<td>Chicago Office Managing Partner KPMG LLP</td>
</tr>
<tr>
<td>Greg Case</td>
<td>President &amp; CEO</td>
<td>Aon plc</td>
</tr>
<tr>
<td>Christopher Crane</td>
<td>President &amp; CEO</td>
<td>Exelon Corporation</td>
</tr>
<tr>
<td>James S. Crown</td>
<td>President</td>
<td>Henry Crown &amp; Company</td>
</tr>
<tr>
<td>Deborah DeHaas</td>
<td>Chief Inclusion Officer</td>
<td>Deloitte LLP</td>
</tr>
<tr>
<td>Mary Dillon</td>
<td>President</td>
<td>Ulta, Inc.</td>
</tr>
<tr>
<td>Craig J. Duchossois</td>
<td>CEO</td>
<td>The Duchossois Group</td>
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<tr>
<td>Donald Edwards</td>
<td>Managing Principal</td>
<td>Flexpoint Ford, LLC</td>
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<tr>
<td>Mark Furlong</td>
<td>President &amp; CEO</td>
<td>BMO Harris Bank</td>
</tr>
<tr>
<td>Matthew Gibson</td>
<td>Managing Director, Co-Head of Investment Banking</td>
<td>The Goldman Sachs Group, Inc.</td>
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<tr>
<td>James T. Glerum</td>
<td>Managing Director &amp; Chairman</td>
<td>Citigroup, Global Banking</td>
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<tr>
<td>Ileen Gordon</td>
<td>Chairman &amp; President CEO</td>
<td>Ingredion Incorporated</td>
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<tr>
<td>Antonio Gracias</td>
<td>Founder, CEO &amp; Chief Investment Officer</td>
<td>Valor Equity Partners</td>
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<tr>
<td>Kelly Grier</td>
<td>Chicago Office Managing Partner</td>
<td>Ernst &amp; Young LLP</td>
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<td>Daniel M. Hamburger</td>
<td>President</td>
<td>DeVry Education Group Inc.</td>
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<td>Dean Harrison</td>
<td>President</td>
<td>Northwestern Memorial HealthCare</td>
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<tr>
<td>Patricia Hemingway Hall</td>
<td>President &amp; CEO</td>
<td>Health Care Service Corporation</td>
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<td>Lori Healey</td>
<td>CEO</td>
<td>Tur Partners</td>
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<td>Mellody Hobson</td>
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<td>Ariel Investments</td>
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<td>Mark S. Hoplamazian</td>
<td>President &amp; CEO</td>
<td>Hyatt Hotels Corporation</td>
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<tr>
<td>Mitchell Krebs</td>
<td>President &amp; CEO</td>
<td>Coeur Mining</td>
</tr>
</tbody>
</table>

1 Board Member as of 2014
Eric Lefkofsky  
Managing Partner  
Lightbank

Aylwin Lewis  
President & CEO  
Potbelly Sandwich Works

Sam Mencoff  
Co-CEO  
Madison Dearborn Partners

Michael H. Moskow  
Vice Chairman, Senior Fellow for the Global Economy  
The Chicago Council on Global Affairs

Thomas F. Motamed  
Chairman & CEO  
CNA Financial

William A. Osborn  
Retired Chairman & CEO  
Northern Trust Corporation

Tony Parasida  
Senior Vice President, Human Resources & Administration  
The Boeing Company

Henry M. Paulson, Jr.  
Chairman  
The Paulson Institute

Jose Luis Prado  
President  
Quaker Foods North America, PepsiCo

John Pratt  
Managing Director, Investment Banking  
Bank of America Merrill Lynch

Richard Price  
Chairman & CEO  
Mesirow Financial

J.B. Pritzker  
Co-Founder & Managing Partner  
Pritzker Group

John Rau  
President & CEO  
Miami Corporation

Jim Reynolds  
Co-Founder, Chairman & CEO  
Loop Capital

Larry Richman  
President & CEO  
The PrivateBank

Desiree Rogers  
CEO  
Johnson Publishing Company, Inc

Pat Ryan, Jr.  
Founder & CEO  
INCIENT Labs Group

Muneer A. Satter  
Chairman  
Satter Investment Management

Samuel Scott  
Retired Chairman, President & CEO  
Corn Products International, Inc.

James Skogsbergh  
President & CEO  
Advocate Health Care

Jeffery Smisek  
Chairman, President & CEO  
United Continental Holdings, Inc.

Byron Spruell  
Vice Chairman of Deloitte LLP  
Central Region Managing Principal & Chicago Office Managing Principal  
Deloitte

Russell Stokes  
President & CEO  
GE Transportation

David P. Storch  
Chairman & CEO  
AAR Corporation

Richard Sykes  
Midwest Office Manager  
McKinsey & Company

Donald Thompson  
President & CEO  
McDonald’s Corporation

Glenn F. Tilton  
Chairman of the Midwest  
JPMorgan Chase

Charles A. Tribbett III  
Managing Director  
Russell Reynolds Associates

Byron Trott  
Managing Partner  
BDT Capital Partners LLC

Glen E. Tullman  
Managing Partner  
7wire Ventures

Gregory D. Wasson  
President & CEO  
Walgreen Co.

Keith Williams  
President  
Underwriters Laboratories Inc.

Thomas J. Wilson  
Chairman, President & CEO  
Allstate Corporation

\(^{1}\) Board Member as of 2014

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Executive Committee Member
Financial Summary*

2013 Revenue - $5.1MM

2012 Revenue - $4.1MM

2013 Expenses - $5.0MM

2012 Expenses - $3.2MM

* Includes grant to Chicago Sister Cities prior to merger with WBC. Revenue and Expenses do not include contributed services.
Private Funding

$ 1 - 49,999
Abbott
AbbVie
Advocate Health Care
AECOM
Amman Committee
Andrew & Vera Ehrashvsky
Ariel Investments, LLC
Balzekas Family Foundation LTD.
Barbara Lemmon Wyatt
Baxter International Inc.
Chicago Architecture Foundation
Consulate General of Sweden
Coyote Logistics, LLC
Cynthia Kotrch
Daryl Tom
David & Julia Jacobsen
Donald Garner
Douglas Cannon & Christa Sprinkel
DGG Logistics, Inc.
Freeborn & Peters LLP
GE Transportation
Illinois Pain Institute
ITW
Ingredion Incorporated
Invenergy LLC
Andrea & Jim Gordon
Janet Branton
Jennifer Pritzker
Joe Skvara
Katherine Davis & Don Gors
Kathleen Borland
Law Family Foundation
Linda Loving
LoadDelivered
Mario Puharich
Marta Farion

$ 1 - 49,999 Cont.
Michael F. Fountain, Capital F Consulting
Michael Messina
Michelle Sherburn
Coeur Mining
Nancy Olive & Patrick Borg
Nico
Northern Trust
Northwestern Memorial Healthcare
Paragon Pharmaceutical Management Co.
Patrick G. & Shirley W. Ryan Foundation
Paul F. Donahue
Potbelly Sandwich Works
R.M. Chin & Associates
Raymond Cyrus
Russell Reynolds
Samuel C. & Donna Scott
Smita N. Shah
Thandeus J. Makarewicz
The Jellyvision Lab, Inc.
Quaker Foods North America
Vasil & Lida Truchly
William A. & Cathy Osborn
William Blair & Company
William G. Pintas
Mr. & Mrs. W. James Farwell

$ 50,000 - 99,999
AAR Corp
Allscripts
Allstate
Bank of America
BDT Capital Partners, LLC
EMC Harris
Gammack & Marian D. McCormick Family Foundation
CitiGroup
Devry, Inc.
Don and Anne Edwards Charitable Fund
Duchossois Shared Services, Inc.
Ernst & Young
Exelon
Goldman, Sachs & Co.
Health Care Service Corp.
Henry Crown and Company
Hyatt Corporation
Incisent Labs Group, LLC/Ryan Enterprises Group
J.R. & M.K. Pritzker Family Foundation
JP Morgan Chase & Co.
KPMG
Loop Capital
McDonald’s Corporation
Medline
Mesrow Financial
MillerCoors
Samuel Mencoff
The Boeing Company
The John Buck Co.
The Lefkofsky Family Foundation
The PrivateBank
U.S. Cellular
Underwriters Laboratories
Valor Equity
Ventas Realty Limited Partnership
Walgreen Co.

Over $100,000
Aon Foundation
CHA
GCM Grosvenor/Michael Sacks
Motorola Solutions Inc.
Satter Foundation

Contributed Services

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<tr>
<th>Category</th>
<th>Value</th>
<th>Provider(s)</th>
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<tbody>
<tr>
<td>Plan Fellows</td>
<td>$290,000</td>
<td>A.T. Kearney, Mesrow Financial, United, Zurich North America</td>
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<tr>
<td>Marketing</td>
<td>$475,000</td>
<td>Elevate Digital, Prophet, Downtown Partners</td>
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<td>Professional Services</td>
<td>$16,500</td>
<td>Duane Morris LLP, Sima Dahl, Sway Factory, Inc.</td>
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<tr>
<td>Travel</td>
<td>$50,000</td>
<td>United Airlines, Inc.</td>
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</table>
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by Michael Salisbury

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Chicago
by 8 Eyes Photography

Credits/Social/Contact: Wrigley Field
by Lindspetrol

Back Cover: Guided By the Light,
Letters: Wrigley From the Tribune Tower,
Business Development: Chairs,
Outreach: Waiting for Darth Vader,
Outreach Major Events in 2013: Fermi Tubes,
Global Connections: Chicago Through the Cosmos,
Plan for Economic Growth & Jobs: Chicago Flamingo,
ChicagoNEXT: Tomorrowland Transit Authority,
Financials: The New Chicago,
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