

# CHICAGO'S FUTURE ECONOMIC GROWTH



Rank '81	Rank '80	Name/Location	Net revenues (millions)			Net profits (millions)			Margins		Year end	Total no. of employees		
			1981	1980	% chng.	1981	1980	% chng.	1981	1980		% chng.	'81	'80
1	1	<b>Standard Oil Co. (Ind.)</b> Chicago	\$31,736.2	\$27,831.9	+14.0	\$1,921.8	\$1,915.3	+ 0.3	6.1	6.9	12/31	56,665	56,401	+ 4.0
2	2	<b>Sears, Roebuck and Co.</b> Chicago	\$27,360.0	\$25,160.0	+ 8.7	\$ 650.1	\$ 609.8	+ 6.6	2.4	2.4	12/21	NA	390,000	NA
3	3	<b>Dart &amp; Kraft Inc.</b> Northbrook	\$10,211.0	\$ 9,411.5	+ 8.5	\$ 347.5	\$ 383.1	- 9.3	3.4	4.1	12/31	88,498	79,968	+10.7
4	5	<b>Caterpillar Tractor Co.</b> Peoria	\$ 9,154.5	\$ 8,597.8	+ 6.5	\$ 578.1	\$ 564.8	+ 2.4	6.3	6.6	12/31	85,922	81,899	+ 4.9
5	4	<b>Beatrice Foods Co.</b> Chicago	\$ 8,838.8	\$ 8,355.8	+ 5.8	\$ 304.2	\$ 290.1	+ 4.9	3.3	3.5	2/28	80,000	80,000	0.0
6	7	<b>Household International Corp.</b> Prospect Heights	\$ 7,280.0	\$ 6,190.6	+17.6	\$ 142.2	\$ 146.3	- 2.8	2.0	2.4	12/31	87,000	78,000	+11.5
7	6	<b>International Harvester Co.</b> Chicago	\$ 7,040.9	\$ 5,968.4	+18.0	\$ (393.1)	\$ (397.3)	NM	NM	NM	10/31	65,640	87,162	-24.7
8	9	<b>Consolidated Foods Corp.</b> Chicago	\$ 5,614.1	\$ 5,342.9	+ 5.1	\$ 140.3	\$ 127.7	+ 9.9	2.5	2.4	6/30	85,300	88,600	- 3.7
9	8	<b>Deere &amp; Co.</b> Moline	\$ 5,446.7	\$ 5,469.8	-0.4	\$ 251.0	\$ 228.3	+ 9.9	4.6	4.2	10/31	60,857	61,039	- 0.3
10	11	<b>Jewel Cos. Inc.</b> Chicago	\$ 5,170.0	\$ 4,268.0	+21.1	\$ 69.8	\$ 55.9	+ 24.9	1.4	1.3	1/31	39,000	39,000	0.0
11	10	<b>UAL Inc.</b> Chicago	\$ 5,141.0	\$ 5,041.0	+ 2.0	\$ (70.5)	\$ 21.0	NM	NM	0.4	12/31	45,039	48,633	- 9.3
12	12	<b>IC Industries Inc.</b> Chicago	\$ 4,194.5	\$ 4,141.6	+ 1.3	\$ 134.4	\$ 120.7	+ 11.4	3.2	2.9	12/31	55,620	61,332	- 9.3
13	15	<b>Inland Steel Co.</b> Chicago	\$ 3,754.9	\$ 3,255.9	+15.3	\$ 57.3	\$ 29.7	+ 92.9	1.5	2.9	12/31	35,100	34,903	+ 0.6
14	14	<b>Commonwealth Edison Co.</b> Chicago	\$ 3,737.3	\$ 3,324.0	+12.4	\$ 351.8	\$ 287.1	+ 22.5	9.4	8.6	12/31	16,807	16,400	+ 2.5
15	22	<b>Archer Daniels Midland Co.</b> Decatur	\$ 3,647.5	\$ 2,802.0	+30.2	\$ 176.0	\$ 116.0	+ 51.7	4.8	4.1	6/30	7,018	5,590	+25.5
16	13	<b>FMC Corp.</b> Chicago	\$ 3,423.2	\$ 3,241.1	+ 5.6	\$ 139.5	\$ 142.7	- 2.2	4.1	4.4	12/31	39,000	43,799	-11.0
17	16	<b>Santa Fe Industries Inc.</b> Chicago	\$ 3,366.9	\$ 3,122.8	+ 7.8	\$ 242.2	\$ 301.8	- 19.7	7.2	9.7	12/31	38,788	42,291	- 8.3
18	17	<b>Motorola Inc.</b> Schaumburg	\$ 3,335.9	\$ 3,086.4	+ 8.1	\$ 175.0	\$ 188.1	- 6.0	5.2	6.0	12/31	76,000	71,500	+ 6.3
19	20	<b>Esmark Inc.</b> Chicago	\$ 3,132.3	\$ 2,730.3	+14.4	\$ 93.8	\$ 471.4	- 80.1	3.0	17.3	10/31	30,000	30,500	- 1.6
20	19	<b>CNA Financial Corp.</b> Chicago	\$ 3,132.3	\$ 2,966.3	+ 5.6	\$ 81.3	\$ 98.3	- 17.3	2.6	3.3	12/31	14,000	14,000	0.0
21	21	<b>Northwest Industries Inc.</b> Chicago	\$ 3,121.6	\$ 2,422.2	+28.9	\$ 419.3	\$ 155.4	+169.8	13.4	6.4	12/31	41,000	44,000	- 6.3
22	25	<b>American Hospital Supply Corp.</b> Evanston	\$ 2,870.1	\$ 2,454.9	+16.9	\$ 146.6	\$ 127.9	+ 14.6	5.1	5.2	12/31	35,000	31,400	+11.5
23	NR	<b>Midcon Corp.</b> Chicago	\$ 2,809.0	\$ 2,481.0	+13.2	\$ 109.0	\$ 104.0	+ 4.8	3.9	4.2	9/30	4,980	4,525	+10.1
24	23	<b>Borg-Warner Corp.</b> Chicago	\$ 2,761.2	\$ 2,673.3	+ 3.3	\$ 172.1	\$ 126.1	+ 36.5	6.2	4.7	12/31	56,000	56,000	0.0
25	24	<b>Quaker Oats Co.</b> Chicago	\$ 2,599.5	\$ 2,405.2	+ 8.1	\$ 105.2	\$ 96.4	+ 9.1	4.0	4.0	6/30	30,418	30,818	- 1.3

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- **Ran the 7th most valuable company in United States**
- **CEO for 23 years**
- **"I love the smell of oil, which should be bottled like perfume."**





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Ranked by 2015 revenue

	2015 rank	Company City; stock symbol	Phone Website	Top executive	2015 revenue (millions); % change from 2014	Income (millions); % change from 2014	2015 profit margin	capitalization as of 12/31/15 (millions)	full-time employees worldwide	Primary industry
<b>1</b>	3	<b>WALGREENS BOOTS ALLIANCE INC.</b> <sup>2</sup> Deerfield; WBA	847-315-2500 WalgreensBootsAlliance.com	Stefano Pessina Executive vice chairman, CEO	\$103,444.0 35.4%	\$4,220.0 118.4%	4.1%	\$92,449.0	360,000	Drugstores, mail-order pharmaceuticals
<b>2</b>	1	<b>BOEING CO.</b> Chicago; BA	312-544-2000 Boeing.com	Dennis A. Muilenburg Chairman, president, CEO	\$96,114.0 5.9%	\$5,176.0 -5.0%	5.4%	\$96,387.2	161,400	Aerospace, defense
<b>3</b>	2	<b>ARCHER DANIELS MIDLAND CO.</b> Chicago; ADM	312-634-8100 ADM.com	Juan R. Luciano Chairman, CEO	\$67,702.0 -16.6%	\$1,849.0 -17.7%	2.7%	\$21,824.6	32,300	Agricultural products
<b>4</b>	4	<b>CATERPILLAR INC.</b> Peoria; CAT	309-675-1000 Caterpillar.com	Douglas R. Oberhelman Chairman, CEO	\$47,011.0 -14.8%	\$2,102.0 -43.1%	4.5%	\$39,574.6	105,700	Construction and mining machinery, heavy trucks
<b>5</b>	5	<b>UNITED CONTINENTAL HOLDINGS INC.</b> Chicago; UAL	872-825-4000 UnitedContinentalHoldings.com	Oscar Munoz President, CEO	\$37,864.0 -2.7%	\$7,340.0 548.4%	19.4%	\$20,892.1	84,000	Airline
<b>6</b>	7	<b>ALLSTATE CORP.</b> Northbrook; ALL	847-402-5000 Allstate.com	Thomas J. Wilson Chairman, CEO	\$35,653.0 1.2%	\$2,171.0 -23.8%	6.1%	\$23,656.3	41,600	Property, casualty and life insurance
<b>7</b>	8	<b>MONDELEZ INTERNATIONAL INC.</b> Deerfield; MDLZ	847-943-4000 MondelezInternational.com	Irene B. Rosenfeld Chairman, CEO	\$29,636.0 -13.5%	\$7,267.0 232.7%	24.5%	\$70,848.7	99,000	Snacks, beverages, packaged meals
<b>8</b>	11	<b>EXELON CORP.</b> Chicago; EXC	312-394-7398 ExelonCorp.com	Christopher M. Crane President, CEO	\$29,447.0 7.4%	\$2,269.0 39.8%	7.7%	\$25,546.3	29,762	Electricity supplier
<b>9</b>	6	<b>DEERE &amp; CO.</b> <sup>3</sup> Moline; DE	309-765-8000 Deere.com	Samuel R. Allen Chairman, CEO	\$28,862.8 -20.0%	\$1,940.0 -38.6%	6.7%	\$24,049.9	57,180	Construction and farm machinery, heavy trucks
<b>10</b>	10	<b>MCDONALD'S CORP.</b> Oak Brook; MCD	630-623-3000 AboutMcDonalds.com	Stephen J. Easterbrook President, CEO	\$25,413.0 -7.4%	\$4,529.3 -4.8%	17.8%	\$107,129.3	420,000	Fast-food restaurants
										Relocating its headquarters to Fulton Market in 2018.
<b>11</b>	9	<b>SEARS HOLDINGS CORP.</b> <sup>4</sup> Hoffman Estates; SHLD	847-286-2500 SearsHoldings.com	Edward S. Lampert Chairman, CEO	\$25,146.0 -19.4%	-\$1,129.0 NM	NM	\$2,193.8	178,000	Department stores
<b>12</b>	14	<b>ABBVIE INC.</b> North Chicago; ABBV	847-932-7900 AbbVie.com	Richard A. Gonzalez Chairman, CEO	\$22,859.0 14.5%	\$5,144.0 190.0%	22.5%	\$95,370.1	28,000	Pharmaceuticals, medical products
<b>13</b>	13	<b>ABBOTT LABORATORIES</b> North Chicago; ABBT	224-667-6100 Abbott.com	Miles D. White Chairman, CEO	\$20,405.0 0.8%	\$4,423.0 93.7%	21.7%	\$66,137.4	74,000	Pharmaceuticals, medical products
										In September 2016 announced it is selling its Abbott Medical Optics unit to New Jersey-based Johnson & Johnson
<b>14</b>	15	<b>KRAFT HEINZ CO.</b> <sup>5</sup> Chicago, Pittsburgh; KHC	855-598-5493 KraftHeinzCompany.com	Bernardo Vieira Hees CEO	\$18,388.0 68.4%	\$634.0 -3.5%	3.4%	\$88,329.1	42,000	Food processing
										Moved its Northfield headquarters to downtown Chicago in 2016
<b>15</b>	17	<b>ILLINOIS TOOL WORKS INC.</b> Glenview; ITW	224-661-8870 ITWinc.com	E. Scott Santi Chairman, CEO	\$13,405.0 -7.4%	\$1,899.0 -35.5%	14.2%	\$33,711.0	48,000	Industrial machinery
<b>16</b>	18	<b>CDW CORP.</b> Lincolnshire; CDW	847-465-6000 CDW.com	Thomas E. Richards Chairman, CEO	\$12,988.7 7.6%	\$403.1 64.6%	3.1%	\$7,071.1	8,465	Computer hardware, software and accessories
<b>17</b>	19	<b>R.R. DONNELLEY &amp; SONS CO.</b> Chicago; RRD	312-326-8000 RRDonnelley.com	Thomas J. Quinlan III President, CEO	\$11,256.8 -3.0%	\$151.1 28.7%	1.3%	\$3,073.5	68,400	Commercial printing
										Split into three companies in October 2016
<b>18</b>	20	<b>NAVISTAR INTERNATIONAL CORP.</b> <sup>6</sup> Lisle; NAV	331-332-5000 Navistar.com	Troy A. Clarke President, CEO	\$10,140.0 -6.2%	-\$184.0 NM	NM	\$720.5	13,200	Buses, commercial truck military vehicles
<b>19</b>	23	<b>DISCOVER FINANCIAL SERVICES INC.</b> Riverwoods; DFS	224-405-0900 Discover.com	David W. Nelms Chairman, CEO	\$10,002.0 4.1%	\$2,297.0 -1.1%	23.0%	\$22,610.4	15,036	Credit card issuer
<b>20</b>	21	<b>W.W. GRAINGER INC.</b> Lake Forest; GWW	847-535-1000 Grainger.com	James T. Ryan Chairman, president, CEO	\$9,973.4 0.1%	\$769.0 -4.1%	7.7%	\$12,566.5	25,800	Maintenance equipment supplies
<b>21</b>	16	<b>BAXTER INTERNATIONAL INC.</b> Deerfield; BAX	224-948-2000 Baxter.com	Jose E. Almeida Chairman, CEO	\$9,968.0 -7.0%	\$968.0 -61.2%	9.7%	\$20,893.0	50,000	Medical products and services
<b>22</b>	22	<b>CNA FINANCIAL CORP.</b> Chicago; CNA	312-822-5000 CNA.com	Thomas F. Motamed Chairman, CEO	\$9,101.0 -6.1%	\$479.0 -30.7%	5.3%	\$9,500.1	6,900	Property and casualty insurance
<b>23</b>	New	<b>UNIVAR INC.</b> Downers Grove; UNVR	331-777-6000 Univar.com	J. Erik Fyrwald President, CEO	\$8,981.8 -13.4%	\$16.5 NM	0.2%	\$2,347.4	9,200	Chemicals and allied products distributor
<b>24</b>	24	<b>TENNECO INC.</b> Lake Forest; TEN	847-482-5000 Tenneco.com	Gregg M. Sherrill Chairman, CEO	\$8,209.0 -2.5%	\$247.0 9.3%	3.0%	\$2,644.1	30,000	Auto parts and equipment
<b>25</b>	26	<b>LKQ CORP.</b> Chicago; LKQ	312-621-1950 LKQCorp.com	Robert L. Wagman President, CEO	\$7,192.6 6.7%	\$423.2 10.9%	5.9%	\$9,054.2	31,100	Recycled auto parts
<b>26</b>	25	<b>DOVER CORP.</b> Downers Grove; DOV	630-541-1540 DoverCorporation.com	Robert A. Livingston President, CEO	\$6,956.3 -10.3%	\$869.8 12.2%	12.5%	\$9,503.3	26,000	Manufacturing equipment
<b>27</b>	28	<b>ANIXTER INTERNATIONAL INC.</b> Glenview; AXE	224-521-8000 Anixter.com	Robert J. Eck President, CEO	\$6,190.5 12.4%	\$127.6 -34.5%	2.1%	\$2,009.7	8,700	Communications and wire and cable products
<b>28</b>	New	<b>BAXALTA INC.</b> Bannockburn; BXLT	224-940-2000 Baxalta.com	Ludwig N. Hantson President, CEO	\$6,148.0 3.3%	\$956.0 -45.0%	15.5%	\$26,512.6	17,000	Pharmaceuticals
										In January 2016, announced sale to Dublin-based Takeda
			312-782-5800	Colin Dyer	\$5,965.7	\$438.7	7.4%	\$7,201.7	61,500	Real estate management







SO WHAT HAPPENED BETWEEN THE ERA OF JOHN  
SWEARINGEN AND CHANCE THE RAPPER?



NUMBER ONE

THE ERA OF THE LARGE PUBLICLY HELD  
COMPANIES BEING THE ENGINE OF LOCAL  
GROWTH IS OVER



## NUMBER TWO

THE INCREASED CONCENTRATION OF BUSINESS  
ACTIVITY IN THE CENTER CITY AT THE EXPENSE OF  
NEIGHBORHOODS AND TO SOME DEGREE THE  
SUBURBS



## NUMBER THREE

THE ONGOING DIVERSIFICATION OF THE CHICAGO ECONOMY—NO SECTOR ACCOUNTING MORE THAN 13% OF ECONOMY. SERVICES LIKE LOGISTICS AND HEALTH CARE BOOMING; OTHERS DYING



## NUMBER FOUR

THE INCREASED (AND UNDER-RECOGNIZED)  
IMPORTANCE OF MIDDLE-MARKET, PRIVATELY  
HELD COMPANIES AS ENGINES OF GROWTH



NUMBER FIVE

BURGEONING NEW ECONOMY DRIVEN BY  
REVIVED ENTREPRENEURIAL CULTURE AND  
FUNDING INFRASTRUCTURE. RAPID SOURCE OF  
WEALTH CREATION



# CRAIN'S LIST FAST 50

Ranked by five-year growth, 2010-15

2015 rank	Company	Phone/website	Top executive	5-year growth	2015 revenue (millions):	Full-time local employees: worldwide	Profitable?	Public/private	Industry
<b>1</b>	New <b>SIGNAL DIGITAL INC.</b> 111 N. Canal St., Suite 455, Chicago 60606 Signal.co	312-566-4300	Michael Sands CEO	<b>111,730.8%</b>	\$29.1 \$0.02	108 130	No	Private	Media and marketing
<b>2</b>	New <b>SPROUT SOCIAL INC.</b> 131 S. Dearborn St., Suite 1000, Chicago 60603 SproutSocial.com	773-353-8011	Justyn Howard CEO	<b>73,905.2%</b>	\$22.4 \$0.04	167 178	No	Private	Tech and telecom
<b>3</b>	New <b>REDWOOD SCS</b> 1765 N. Elston Ave., Suite 216, Chicago 60642 RedwoodSCS.com	312-698-8334	Todd Berger President, CEO	<b>8,215.2%</b>	\$34.0 \$0.4	34 34	Yes	Private	Transportation
<b>4</b>	New <b>LAUNCHPOINT VENTURES LLC</b> 2 Pierce Place, Suite 1900, Itasca 60143 LaunchPointCorporation.com	224-265-0400	Bruce Simpson CEO	<b>4,688.4%</b>	\$17.0 \$0.4	188 197	No	Private	Health care
<b>5</b>	New <b>RESPONSE TEAM 1 HOLDINGS LLC</b> 390 Holbrook Drive, Wheeling 60090 ResponseTeam1.com	847-572-8270	John M. Goense Chairman	<b>2,982.9%</b>	\$167.0 \$5.4	80 600	Yes	Private	Construction
<b>6</b>	New <b>CONTEXTMEDIA HEALTH LLC</b> 330 N. Wabash Ave., Suite 2500, Chicago 60611 ContextMediaInc.com	312-636-7320	Rishi Shah, CEO Shradha Agarwal, president	<b>2,964.8%</b>	\$63.5 \$2.1	227 256	Yes	Private	Health care
<b>7</b>	<b>4 MARKET6 INC.</b> 500 Lake Cook Road, Suite 150, Deerfield 60015 Market6.com	800-371-1725	David McLean CEO	<b>2,736.9%</b>	\$23.6 \$0.8	54 100	No	Private	Tech and telecom
<b>8</b>	New <b>BBMC MORTGAGE LLC</b> 100 W. 22nd St., Suite 101, Lombard 60148 MyBBMC.com	480-481-2800	Jeffrey Gennarelli, CEO Christine Leyden, chief operating officer	<b>2,665.2%</b>	\$99.1 \$3.6	123 491	Yes	Private	Financial services
<b>9</b>	New <b>GP TRANSPORTATION CO.</b> 11209 Joliet Road, Lemont 60439 GPTransCo.com	800-460-5071	Dominic Zastarskis CEO	<b>1,638.9%</b>	\$28.1 \$1.6	25 25	Yes	Private	Transportation
<b>10</b>	<b>5 TEXTURA CORP.</b> 1405 Lake Cook Road, Deerfield 60015 TexturaCorp.com	847-457-6500	David Habiger Interim CEO	<b>1,340.7%</b>	\$86.7 \$6.0	290 580	Yes	Public	Tech and telecom
<b>11</b>	New <b>PREMIER DESIGN &amp; BUILD GROUP LLC</b> 1000 W. Irving Park Road, Suite 200, Itasca 60143 PDBGroup.com	847-297-4200	Alan C. Zocher President	<b>1,293.9%</b>	\$130.7 \$9.4	30 37	Yes	Private	Construction
<b>12</b>	<b>3 PANGEA PROPERTIES</b> 640 N. LaSalle St., Suite 638, Chicago 60654 PangeaProperties.com	312-283-1885	Steven Joung CEO	<b>1,212.6%</b>	\$90.5 \$6.9	323 426	Yes	Private	Real estate
<b>13</b>	New <b>MIDWEST EQUITY MORTGAGE LLC</b> 2001 Spring Road, Suite 100, Oak Brook 60523 MidwestEquity.com	630-572-8200	David Hansen, Peter Gabrione, managing members	<b>1,201.9%</b>	\$31.6 \$2.4	120 175	Yes	Private	Real estate
<b>14</b>	<b>9 LIGHT EFFICIENT DESIGN (TADD LLC)</b> 188 S. Northwest Highway, Cary 60013 LED-LLC.com	847-380-3540	Tim Taylor CEO	<b>1,169.4%</b>	\$30.4 \$2.4	23 24	Yes	Private	Manufacturing
<b>15</b>	<b>1 BRILLIANT (CBN MANAGEMENT LLC)</b> 125 S. Wacker Drive, Suite 1150, Chicago 60606 Brilliantfs.com	312-582-1812	James F. Wong CEO	<b>1,096.0%</b>	\$27.0 \$2.3	75 85	Yes	Private	Business serv
<b>16</b>	<b>10 LYONS CONSULTING GROUP LLC</b> 20 N. Wacker Drive, Suite 1750, Chicago 60606 LyonsCG.com	312-506-2020	Richard B. Lyons President, CEO	<b>926.1%</b>	\$39.0 \$3.8	115 226	Yes	Private	Business ser
<b>17</b>	New <b>RISE INTERACTIVE INC.</b> 1 S. Wacker Drive, Suite 300, Chicago 60606 RiseInteractive.com	312-888-2844	Jon Morris CEO	<b>746.9%</b>	\$19.1 \$2.3	196 198	Yes	Private	Media and n
<b>18</b>	<b>15 GORILLA GROUP (GRADY ENTERPRISES INC.)</b> 111 Jackson Blvd., Suite 300, Chicago 60604 GorillaGroup.com	312-243-8777	Brian Grady CEO	<b>705.7%</b>	\$22.2 \$2.8	102 190	Yes	Private	Tech and te
<b>19</b>	New <b>BREAKTHROUGH TECHNOLOGIES LLC</b> 1880 Oak Ave., Suite 300, Evanston 60201 BreakTech.com	847-864-0033	Doug Wilson, Randy Knapp Managing partners	<b>625.3%</b>	\$17.9 \$2.5	54 56	Yes	Private	Tech and t
<b>20</b>	<b>34 VALENCE HEALTH INC.</b> 540 W. Madison St., Suite 1500, Chicago 60661 ValenceHealth.com	312-277-6300	R. Andrew Eckert CEO	<b>597.4%</b>	\$97.0 \$13.9	599 924	No	Private	Health ca
<b>21</b>	<b>20 FILTRATION GROUP CORP.</b> 600 22nd St., Suite 300, Oak Brook 60523 FiltrationGroup.com	630-968-1730	Larry W. Gies Chairman	<b>566.1%</b>	\$783.0 \$117.6	390 4,051	Yes	Private	Manufac
<b>22</b>	New <b>HIGHTOWER HOLDING LLC</b> 200 W. Madison St., Suite 2500, Chicago 60606 HightowerAdvisors.com	312-962-3812	Elliot S. Weissbluth CEO	<b>520.9%</b>	\$159.7 \$25.7	125 415	Yes	Private	Financia

Acquired by Redwood City, Calif.-based Oracle Corp. in April 2

Acquired by Arlington, Va.-based Evolent Health in October 2016. Steve Wigginton was appo

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