

CRAIN'S LIST

CHICAGO'S LARGEST PRIVATELY HELD COMPANIES

Ranked by 2016 revenue. Crain's estimates are in gray. \*Company estimate.

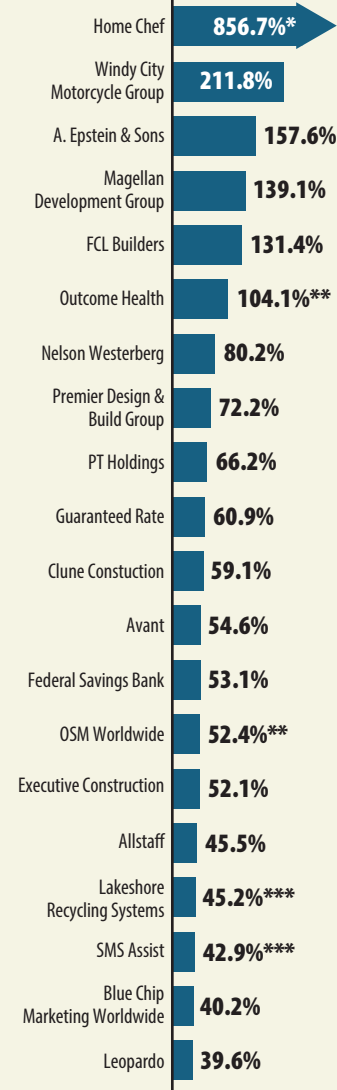
|    | 2016 rank | Company/headquarters   | Phone/website                         | Top executive   | 2016 revenue (millions); % change from 2015 | Full-time local employees as of 12/31/16; worldwide | Type of business   |
|----|-----------|--|---------------------------------------|---|---|---|--|
| 1  | 1         | STATE FARM MUTUAL AUTOMOBILE INSURANCE CO. Bloomington       | 309-766-2311<br>StateFarm.com         | Michael L. Tipsord<br>Chairman, president, CEO        | \$76,100.0<br>0.5%                          | 15,000 <sup>1</sup><br>70,000                       | Insurance, banking and mutual funds  |
| 2  | 2         | HEALTH CARE SERVICE CORP. Chicago                            | 312-653-6000<br>HCSC.com              | Paula Steiner<br>President, CEO                       | \$35,000.0<br>NC                            | 6,700<br>22,000                                     | Health insurer   |
| 3  | 3         | REYES HOLDINGS LLC Rosemont                                  | 847-227-6500<br>ReyesHoldings.com     | M. Jude Reyes,<br>J. Christopher Reyes<br>Co-chairmen | \$24,000.0<br>NC                            | 1,400<br>22,000                                     | Food and beverage distributor  |
| 4  | 5         | TOPCO ASSOCIATES LLC Elk Grove Village                       | 847-676-3030<br>Topco.com             | Randall J. Skoda<br>President, CEO                    | \$14,600.0<br>-4.6%                         | 375<br>461  | Supplier to supermarkets and food-service companies                            |
| 5  | 6         | HAVI GROUP LP Downers Grove                                  | 630-353-4200<br>Havi.com              | Russ Smyth<br>CEO, general partner                    | \$9,750.0<br>2.6%                           | 700<br>10,000                                       | Supply chain, packaging and marketing  |
| 6  | 7         | MEDLINE INDUSTRIES INC. Northfield                           | 847-949-5500<br>Medline.com           | Charlie N. Mills<br>CEO                               | \$9,200.0<br>13.6%                          | 2,940<br>15,635                                     | Manufacturer and distributor of medical supplies                               |
| 7  | 8         | OSI GROUP LLC Aurora   | 630-851-6600<br>OSIGroup.com          | Sheldon Lavin<br>Chairman, CEO                        | \$6,100.0*<br>NC                            | 1,779<br>19,500                                     | Developer of fast-food, food-service and retail food items                     |
| 8  | 9         | EBY-BROWN CO. LLC <sup>2</sup> Naperville                    | 630-778-2800<br>Eby-Brown.com         | Richard W. Wake,<br>Thomas G. Wake<br>Co-presidents   | \$5,300.0<br>1.9%                           | 600<br>2,150  | Wholesale distributor of convenience products                                  |
| 9  | 10        | WALSH GROUP LTD. Chicago                                     | 312-563-5400<br>WalshGroup.com        | Daniel J. Walsh,<br>Matthew M. Walsh<br>Co-chairmen   | \$5,296.7<br>7.0%                           | 1,500<br>6,000                                      | General contractor, design-builder, construction manager                       |
| 10 | 11        | ACE HARDWARE CORP. Oak Brook                                 | 630-990-6600<br>AceHardware.com       | John Venhuizen<br>President, CEO                      | \$5,125.5<br>1.6%                           | NA<br>4,467   | Retail hardware cooperative  |
| 11 | 15        | WIRTZ CORP. <sup>3</sup> Chicago                             | 312-943-7000<br>WirtzCorp.com         | W. Rockwell "Rocky" Wirtz, chairman                   | \$3,500.0<br>29.6%                          | 1,385<br>3,560                                      | Beverage distribution, real estate, insurance; Chicago Blackhawks              |
| 12 | 12        | AMSTED INDUSTRIES INC. <sup>2</sup> Chicago                  | 312-645-1700<br>Amsted.com            | W. Robert Reum<br>Chairman, president, CEO            | \$3,274.9<br>-19.1%                         | 477<br>15,600                                       | Manufacturer of railroad, construction and building materials                  |
| 13 | 14        | KOCH FOODS INC. Park Ridge                                   | 847-384-5940<br>KochFoods.com         | Joseph C. Grendys<br>CEO                              | \$3,000.0<br>NC                             | 1,250<br>13,000                                     | Supplier of fresh and frozen poultry   |
| 14 | 18        | HEICO COS. LLC Chicago                                       | 312-419-8220<br>HeicoCompanies.com    | E.A. Roskovensky<br>President, CEO                    | \$2,650.0<br>10.4%                          | 580<br>10,000                                       | Metal processing, construction and air cargo                                   |
| 15 | 17        | BAKER & MCKENZIE LLP <sup>3,4</sup> Chicago                  | 312-861-8000<br>BakerMcKenzie.com     | Richard Hammett<br>North America managing partner     | \$2,620.0<br>7.8%                           | 700<br>12,700                                       | Law firm   |
| 16 | 16        | FOLLETT CORP. <sup>5</sup> Westchester                       | 800-365-5388<br>Follett.com           | Ray A. Griffith<br>President, CEO                     | \$2,559.2<br>2.0%                           | 2,498<br>5,093                                      | Retailer and wholesaler of education materials                                 |
| 17 | 20        | KIRKLAND & ELLIS LLP <sup>6</sup> Chicago                    | 312-862-2000<br>Kirkland.com          | Jeffrey C. Hammes<br>Chairman                         | \$2,350.0<br>2.0%                           | 1,424<br>3,712                                      | Law firm   |
| 18 | 21        | MCMASTER-CARR SUPPLY CO. Elmhurst                            | 630-834-9600<br>McMaster.com          | James A. Delaney III<br>President                     | \$2,155.0<br>NC                             | NA<br>4,100   | Wholesale supplier of industrial products                                      |
| 19 | 23        | TRUE VALUE CO. Chicago                                       | 773-695-5000<br>TrueValueCompany.com  | John Hartmann<br>President, CEO                       | \$2,073.7<br>2.0%                           | 822<br>2,164  | Retail hardware cooperative  |
| 20 | 22        | ZEKELMAN INDUSTRIES INC. <sup>2,7</sup> Chicago              | 312-275-1600<br>JMCsteel.com          | Barry Zekelman<br>CEO                                 | \$2,000.0*<br>NC                            | 450*<br>1,800*                                      | Steel pipe and tube products   |
| 21 | 24        | CENTRAL GROCERS INC. <sup>7</sup> Joliet                     | 815-553-8800<br>Central-Grocers.com   | Ken Nemeth<br>President, CEO                          | \$1,980.0<br>1.9%                           | 650<br>2,600  | Grocery wholesaler with retail locations                                       |
| 22 | 25        | SIDLEY AUSTIN LLP Chicago                                    | 312-853-7000<br>Sidley.com            | Larry A. Barden<br>Chairman, executive committee      | \$1,928.0 <sup>9</sup><br>3.3%              | NA<br>3,720   | Law firm   |
| 23 | 28        | CC INDUSTRIES INC. Chicago                                   | 312-855-4000<br>GreatDaneTrailers.com | William H. Crown<br>President, CEO                    | \$1,900.0<br>15.2%                          | 400<br>8,000  | Diversified manufacturing and distribution                                     |
| 23 | 19        | INLAND REAL ESTATE GROUP OF COS. Oak Brook                   | 630-218-8000<br>InlandGroup.com       | Daniel L. Goodwin<br>Chairman, CEO                    | \$1,900.0<br>-19.3%                         | 800<br>1,100  | Commercial real estate, investment, property management, leasing               |
| 25 | New       | RSM US LLP <sup>10,11</sup> Chicago                          | 312-634-3400<br>RSMUS.com             | Joseph M. Adams<br>Managing partner, CEO              | \$1,845.0<br>12.8%                          | 1,300<br>8,900                                      | Provider of audit, tax and consulting services focused on the middle market    |
| 26 | 26        | FRANK CONSOLIDATED ENTERPRISES INC. <sup>8</sup> Des Plaines | 847-699-7000<br>Wheels.com            | James S. Frank<br>CEO                                 | \$1,800.0<br>-0.1%                          | 633<br>681  | Automotive fleet management  |
| 27 | 36        | CLAYCO INC. Chicago  | 312-658-0747<br>ClayCorp.com          | Robert G. Clark<br>Chairman, CEO                      | \$1,691.0<br>25.3%                          | 720<br>1,785  | Real estate development, architecture, engineering, design-build, construction |
| 28 | 29        | NEWLY WEDS FOODS INC. Chicago                                | 773-489-7000<br>NewlyWedsFoods.com    | Charles T. Angell<br>President                        | \$1,654.0<br>6.3%                           | 650<br>3,403  | Manufacturer of food coatings and seasonings                                   |

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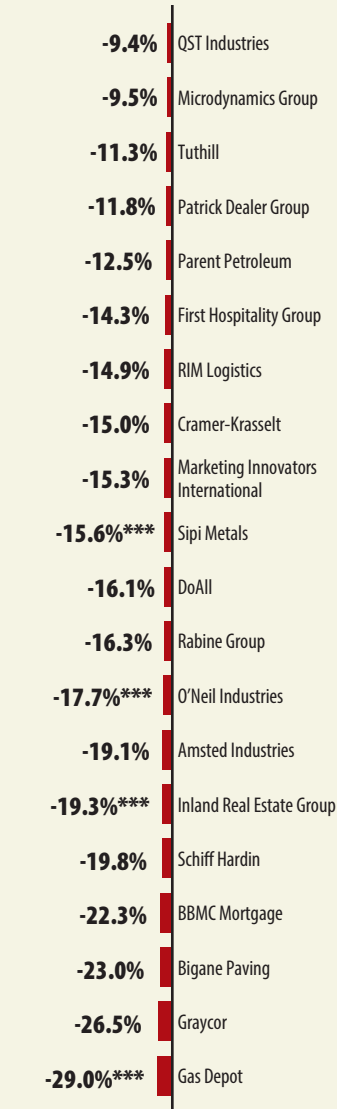
UPS AND DOWNS

Combined, the 346 companies grew 10.9 percent on average.

TOP 20 COMPANIES BY INCREASE IN REVENUE FROM 2015

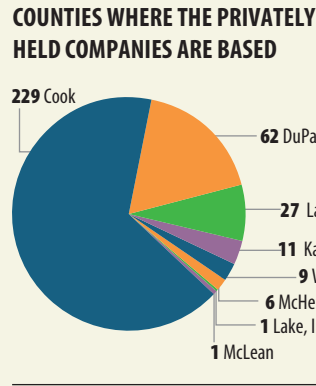


20 COMPANIES BY DECREASE IN REVENUE FROM 2015



\*The bar for Home Chef is not drawn to scale.  
\*\*Company estimate \*\*\*Crain's estimate  
Source: Crain's lists

LOCATION, LOCATION



**128** companies are based in Chicago. Itasca is home to 13, Elk Grove Village and Schaumburg have nine each, and Oak Brook has eight.

THE THREE LARGEST COMPANIES IN EACH OF THE SIX AREA COUNTIES

By 2015 revenue

**COOK COUNTY**  
Health Care Service Corp.  
**\$35.00 billion**

Reyes Holdings  
**\$24.00 billion**

Topco Associates  
**\$14.60 billion**

**DUPAGE COUNTY**  
Havi Group  
**\$9.75 billion\***

Eby-Brown  
**\$5.20 billion\***

Ace Hardware  
**\$5.05 billion**

**KANE COUNTY**  
OSI Group  
**\$6.10 billion\*\***

Parent Petroleum  
**\$665.0 million**

Parksite  
**\$388.5 million**

**LAKE COUNTY**  
Mat Holdings  
**\$1.47 billion**

MacLean-Fogg  
**\$1.00 billion**

American Hotel Register  
**\$950.0 million**

**MC HENRY COUNTY**  
Brake Parts  
**\$549.2 million**

Gary Lang Auto Group  
**\$157.0 million\***

Curran Contracting  
**\$110.0 million\***

**WILL COUNTY**  
Central Grocers  
**\$1.98 billion\***

WeatherTech  
**\$510.0 million\***

ATI Physical Therapy  
**\$420.0 million\***

\*Crain’s estimate \*\*Company estimate  
Note: State Farm Mutual Automobile Insurance Co., the No. 1 company on this list, is based in McLean County and is not included.  
Source: Crain’s lists

CRAIN’S LIST CHICAGO’S LARGEST PRIVATELY HELD COMPANIES

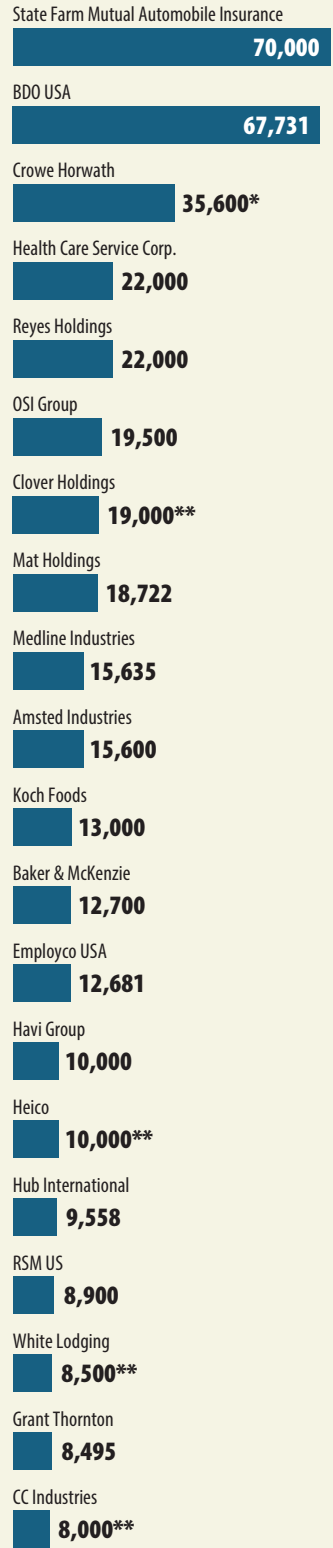
|           | 2016 rank | Company/headquarters                                      | Phone/website                           | Top executive   | 2016 revenue (millions); % change from 2015 | Full-time local employees as of 12/31/16; worldwide | Type of business  |
|-----------|-----------|---|---|---|---|---|---|
| <b>29</b> | 33        | <b>GRANT THORNTON LLP<sup>12</sup></b><br>Chicago         | 312-856-0200<br>GrantThornton.com       | <b>J. Michael “Mike” McGuire</b> , CEO                  | <b>\$1,650.0</b><br>13.8%                   | 913<br>8,495  | Audit, tax and advisory services  |
| <b>30</b> | 32        | <b>HUB INTERNATIONAL LTD.</b><br>Chicago                  | 312-665-0479<br>HubInternational.com    | <b>Martin P. Hughes</b><br>Chairman, CEO                | <b>\$1,649.7</b><br>12.1%                   | 503<br>9,558  | Insurance brokerage   |
| <b>31</b> | 31        | <b>NAPLETON AUTOMOTIVE GROUP</b><br>Oakbrook Terrace      | 630-530-3955<br>EdNapleton.com          | <b>Edward F. Napleton</b><br>President, CEO             | <b>\$1,640.5</b><br>9.8%                    | 812<br>2,065  | Auto dealership group   |
| <b>32</b> | 40        | <b>MADISON INDUSTRIES<sup>13</sup></b><br>Chicago         | 312-277-0156<br>Madison.net             | <b>Larry W. Gies</b><br>Chairman, president, CEO        | <b>\$1,522.0</b><br>21.5%                   | 703<br>7,825  | Industrial holding company  |
| <b>33</b> | 30        | <b>TTX CO.</b><br>Chicago                                 | 312-853-3223<br>TTX.com                 | <b>Thomas F. Wells</b><br>President, CEO                | <b>\$1,510.1</b><br>-0.7%                   | 588<br>1,911  | Provider of rail cars and freight management services                                 |
| <b>34</b> | 34        | <b>MAT HOLDINGS INC.</b><br>Long Grove                    | 847-821-9630<br>MatholdingsInc.com      | <b>Steve W. Wang</b><br>Chairman, CEO                   | <b>\$1,470.0</b><br>4.4%                    | 359<br>18,722                                       | Manufacturer of automotive parts, power equipment and lawn products                   |
| <b>35</b> | 35        | <b>WHITE LODGING</b><br>Merrillville                      | 219-472-2900<br>WhiteLodging.com        | <b>Bruce W. White</b><br>Chairman, CEO                  | <b>\$1,450.0</b><br>3.6%                    | 2,025<br>8,500                                      | Hotel ownership, development and management   |
| <b>36</b> | 38        | <b>BOLER CO.</b><br>Itasca                                | 630-773-9111<br>Hendrickson-Intl.com    | <b>Matthew J. Boler</b><br>Chairman, president, CEO     | <b>\$1,327.0</b><br>3.7%                    | 150<br>4,000  | Manufacturer of truck and trailer suspension systems                                  |
| <b>37</b> | 46        | <b>BDO USA LLP<sup>3</sup></b><br>Chicago                 | 312-856-9100<br>BDO.com                 | <b>Wayne Berson</b><br>CEO                              | <b>\$1,290.0</b><br>22.9%                   | 463<br>67,731                                       | Accounting, assurance, tax, financial advisory, risk advisory and consulting services |
| <b>38</b> | 39        | <b>MAYER BROWN LLP</b><br>Chicago                         | 312-782-0600<br>MayerBrown.com          | <b>Paul W. Theiss</b><br>Chairman                       | <b>\$1,260.0<sup>9</sup></b><br>0.2%        | NA<br>3,080   | Law firm  |
| <b>39</b> | 41        | <b>HEARTHSIDE FOOD SOLUTIONS LLC</b><br>Downers Grove     | 630-967-3600<br>HearthsideFoods.com     | <b>Rich G. Scalise</b><br>Chairman, CEO                 | <b>\$1,241.0</b><br>5.1%                    | 400<br>7,500  | Food contract manufacturing   |
| <b>40</b> | 42        | <b>DUCHOSSOIS GROUP INC.</b><br>Elmhurst                  | 630-501-2300<br>Duch.com                | <b>Craig J. Duchossois</b><br>CEO                       | <b>\$1,215.0</b><br>4.7%                    | 750<br>4,600  | Access control products and private equity  |
| <b>41</b> | 49        | <b>BERLIN PACKAGING LLC</b><br>Chicago                    | 800-723-7546<br>BerlinPackaging.com     | <b>Andrew T. Berlin</b><br>Chairman, CEO                | <b>\$1,201.0</b><br>19.7%                   | 190<br>900  | Supplier of plastic, glass and metal packaging components                             |
| <b>42</b> | 44        | <b>PEPPER CONSTRUCTION GROUP<sup>2</sup></b><br>Chicago   | 312-266-4700<br>PepperConstruction.com  | <b>J. David Pepper</b><br>Chairman                      | <b>\$1,179.0</b><br>7.2%                    | 620<br>945  | General construction and construction management                                      |
| <b>43</b> | 43        | <b>FORSYTHE TECHNOLOGY INC.</b><br>Skokie                 | 847-213-7000<br>Forsythe.com            | <b>William P. Brennan</b><br>President, CEO             | <b>\$1,128.4*</b><br>-1.9%                  | 431<br>889  | Information-technology and business consulting  |
| <b>44</b> | 44        | <b>A.T. KEARNEY INC.</b><br>Chicago                       | 312-648-0111<br>ATKearney.com           | <b>Johan Aurik</b><br>Chairman, managing partner        | <b>\$1,100.0</b><br>NC                      | 384<br>3,504  | Management consulting   |
| <b>45</b> | 54        | <b>POWER CONSTRUCTION CO. LLC</b><br>Chicago              | 312-596-6960<br>PowerConstruction.net   | <b>Terry Graber</b><br>President, CEO                   | <b>\$1,045.0</b><br>7.8%                    | 268<br>268  | Commercial construction   |
| <b>46</b> | 51        | <b>INFORMATION RESOURCES INC.</b><br>Chicago              | 312-726-1221<br>IRIWorldwide.com        | <b>Andrew M. Appel</b><br>President, CEO                | <b>\$1,026.6</b><br>4.7%                    | 674<br>5,032  | Consumer and retail market research   |
| <b>47</b> | 48        | <b>CLOVER HOLDINGS CORP.</b><br>Hoffman Estates           | 815-431-8100<br>CloverTech.com          | <b>James Cerkleski</b><br>CEO                           | <b>\$1,020.0</b><br>0.5%                    | 125<br>19,000                                       | Recycler and remarketer of printer cartridges   |
| <b>48</b> | 50        | <b>FERRARA CANDY CO.</b><br>Oakbrook Terrace              | 800-323-1768<br>FerraraUSA.com          | <b>Todd Siwak</b><br>CEO                                | <b>\$1,010.0*</b><br>3.6%                   | 850<br>2,650  | Consumer packaged goods; confection manufacturing                                     |
| <b>49</b> | 46        | <b>MACLEAN-FOGG CO.</b><br>Mundelein                      | 847-566-0010<br>MacLean-Fogg.com        | <b>Barry L. MacLean</b><br>Chairman, CEO                | <b>\$1,000.0</b><br>-2.4%                   | 375<br>3,900  | Manufacturer of components for automotive, industrial and utility industries          |
| <b>49</b> | 56        | <b>MIDLAND PAPER CO.</b><br>Wheeling                      | 847-777-2700<br>MidlandPaper.com        | <b>E.S. Hooker III</b><br>CEO                           | <b>\$1,000.0</b><br>7.7%                    | 196<br>532  | Distributor of printing paper and packaging materials                                 |
| <b>49</b> | 52        | <b>OLD WORLD INDUSTRIES LLC</b><br>Northbrook             | 847-559-2000<br>OldWorldInd.com         | <b>Kal Mahmood</b><br>President                         | <b>\$1,000.0</b><br>2.6%                    | 215<br>300  | Products for automotive and heavy-duty trucking industry                              |
| <b>52</b> | 53        | <b>PANDUIT CORP.</b><br>Tinley Park                       | 800-777-3300<br>Panduit.com             | <b>Gerry C. Caveney</b><br>CEO                          | <b>\$974.0</b><br>NC                        | 1,000<br>5,000                                      | Manufacturer of electrical and network connectivity solutions                         |
| <b>53</b> | 63        | <b>READERLINK LLC<sup>2</sup></b><br>Oak Brook            | 708-356-3600<br>ReaderLink.com          | <b>Dennis E. Abboud Sr.</b><br>Chairman, president, CEO | <b>\$961.1</b><br>39.4%                     | 365<br>1,243  | Full-service book distributor   |
| <b>54</b> | 61        | <b>NETWORK SERVICES CO.</b><br>Schaumburg                 | 847-803-4888<br>NetworkDistribution.com | <b>Alan Tomblin</b><br>President, CEO                   | <b>\$960.0</b><br>12.9%                     | 136<br>146  | Distributor of janitorial and food-service products, packaging and printing papers    |
| <b>55</b> | 57        | <b>AMERICAN HOTEL REGISTER CO.</b><br>Vernon Hills        | 847-743-2000<br>AmericanHotel.com       | <b>Angela Korompilas</b><br>President, CEO              | <b>\$950.0</b><br>2.7%                      | 625<br>995  | Distributor and provider of hotel supplies and services                               |
| <b>56</b> | 59        | <b>GRIFFITH FOODS GROUP INC.<sup>2</sup></b><br>Alsip     | 800-346-4743<br>GriffithFoods.com       | <b>Brian L. Griffith</b><br>Chairman                    | <b>\$926.0</b><br>3.8%                      | 670<br>3,270  | Food ingredient developer and manufacturer  |
| <b>57</b> | 84        | <b>CLUNE CONSTRUCTION CO.</b><br>Chicago                  | 312-726-6103<br>CluneGC.com             | <b>William L. Abromitis</b><br>CEO                      | <b>\$915.0</b><br>59.1%                     | 153<br>332  | General contractor  |
| <b>58</b> | 60        | <b>MCDERMOTT WILL &amp; EMERY LLP</b><br>Chicago          | 312-372-2000<br>MWE.com                 | <b>Ira J. Coleman</b><br>Chairman                       | <b>\$908.7</b><br>1.9%                      | 485<br>1,892  | Law firm  |
| <b>59</b> | 55        | <b>WILLIAM BLAIR &amp; CO.</b><br>Chicago                 | 312-236-1600<br>WilliamBlair.com        | <b>John R. Ettelson</b><br>President, CEO               | <b>\$894.0</b><br>-5.1%                     | 1,151<br>1,407                                      | Global investment banking and asset management firm                                   |
| <b>60</b> | 62        | <b>DANIEL J. EDELMAN INC.<sup>3</sup></b><br>Chicago      | 312-297-6907<br>Edelman.com             | <b>Richard W. Edelman</b><br>President, CEO             | <b>\$877.5</b><br>4.4%                      | 585<br>5,933  | Communications marketing  |
| <b>61</b> | 64        | <b>TRUSTMARK COS.</b><br>Lake Forest                      | 847-283-1500<br>TrustmarkCompanies.com  | <b>Joseph L. Pray</b><br>President, CEO                 | <b>\$863.0</b><br>5.3%                      | 768<br>2,850  | Employee benefits, administration and health and fitness management                   |
| <b>62</b> | 67        | <b>EDWARD DON &amp; CO.</b><br>Woodridge                  | 708-442-9400<br>Don.com                 | <b>Steven R. Don</b><br>President, CEO                  | <b>\$849.0</b><br>7.5%                      | 581<br>1,103  | Distributor of food-service equipment and supplies                                    |
| <b>63</b> | 66        | <b>WEBER-STEPHEN PRODUCTS LLC<sup>1</sup></b><br>Palatine | 847-934-5700<br>Weber.com               | <b>Thomas D. Koos</b><br>CEO                            | <b>\$835.0</b><br>3.3%                      | NA<br>1,200   | Manufacturer of barbecue grills   |

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WORKFORCE GIANTS

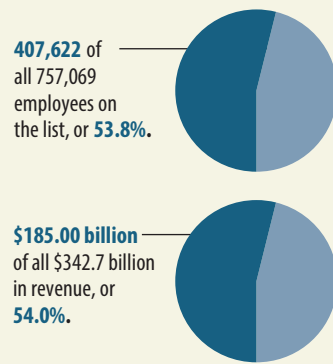
These 20 companies have the largest workforces on our list. Not only that, all but three grew their total headcount in 2016.

TOP 20 COMPANIES BY TOTAL FULL-TIME EMPLOYEES, 2016



\*Includes international membership firms.  
\*\*Crain’s estimate.

THESE COMPANIES ACCOUNT FOR:



45,871  
Together, the companies above employ this many local workers.

Note: State Farm’s local headcount includes employees at its McLean County headquarters.  
Source: Crain’s lists

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|  | 2016 rank | Company/headquarters                                       | Phone/website                          | Top executive  | 2016 revenue (millions); % change from 2015 | Full-time local employees as of 12/31/16; worldwide | Type of business   |
|--|-----------|--|--|--|---|---|--|
| 64   | 65        | WINSTON & STRAWN LLP <sup>6</sup><br>Chicago               | 312-558-5600<br>Winston.com            | Thomas P. Fitzgerald<br>Managing partner                         | \$823.0<br>0.5%                             | 602<br>1,641  | Law firm   |
| 65   | 67        | ELKAY MANUFACTURING CO. <sup>6</sup><br>Oak Brook          | 630-574-8484<br>Elkay.com              | Timothy J. Jahnke<br>President, CEO                              | \$800.0<br>1.3%                             | 425<br>4,009  | Manufacturer of sinks, water fountains, bottle fillers, faucets and cabinets |
| 66   | 70        | S&C ELECTRIC CO.<br>Chicago                                | 773-338-1000<br>SandC.com              | Kyle H. Seymour<br>President, CEO                                | \$780.0<br>3.2%                             | 1,700<br>2,650                                      | Manufacturer of switching and protective products                            |
| 67   | 99        | GUARANTEED RATE INC.<br>Chicago                            | 773-290-0505<br>GuaranteedRate.com     | Victor Ciardelli III<br>President, CEO                           | \$777.8<br>60.9%                            | 1,387<br>3,156                                      | Mortgage lending and financial services                                      |
| 68   | 72        | CROWE HORWATH LLP <sup>5</sup><br>Chicago                  | 312-899-7000<br>CroweHorwath.com       | Stuart Miller<br>Chicago office managing partner                 | \$745.2<br>6.3%                             | 815<br>35,600 <sup>12</sup>                         | Audit, tax, advisory services, risk consulting                               |
| 69   | 81        | DUPAGE MEDICAL GROUP<br>Downers Grove                      | 630-469-9200<br>DuPageMedicalGroup.com | Michael Kasper<br>CEO  | \$741.0<br>27.8%                            | 3,600<br>3,600                                      | Health care provider   |
| 70   | 74        | EMPIRE TODAY LLC<br>Northlake                              | 847-583-3000<br>EmpireToday.com        | Keith Weinberger<br>CEO  | \$725.0<br>7.4%                             | 445<br>1,580  | Carpet, flooring and window treatments                                       |
| Acquired by Miami-based H.I.G. Capital in November 2016. |           |  |  |  |   |   |  |
| 71   | 78        | ZS ASSOCIATES INC.<br>Evanston                             | 847-492-3600<br>ZS.com                 | Chris Wright<br>CEO, managing director                           | \$700.0<br>16.7%                            | 450<br>4,660  | Sales and marketing consulting   |
| 72   | 69        | PARENT PETROLEUM<br>St. Charles                            | 630-584-2509<br>ParentPetroleum.com    | Peter Mancini<br>President                                       | \$665.0<br>-12.5%                           | 275<br>275  | Wholesaler and retailer of gasoline and other oil-based products             |
| 73   | 75        | SRAM LLC<br>Chicago  | 312-664-8800<br>Sram.com               | Stanley R. Day Jr.<br>President                                  | \$639.0<br>6.7%                             | 142<br>3,350  | Bicycle components manufacturer  |
| 74   | 76        | WILTON BRANDS LLC<br>Woodridge                             | 630-963-7100<br>Wilton.com             | Sue Buchta<br>CEO  | \$632.0<br>1.9%                             | 740<br>1,500  | Food, paper and textile crafting   |
| 75   | 77        | CULLIGAN INTERNATIONAL CO.<br>Rosemont                     | 847-430-2800<br>Culligan.com           | Scott A. Clawson<br>President, CEO                               | \$630.0<br>1.9%                             | 225<br>4,300  | Residential and commercial water filtration systems                          |
| 76   | 79        | SEYFARTH SHAW LLP<br>Chicago                               | 312-460-5000<br>Seyfarth.com           | Amanda A. Sonneborn,<br>Cory Hirsch, co-office managing partners | \$623.5<br>5.7%                             | 585<br>1,733  | Law firm   |
| 77   | 80        | EMKAY INC. <sup>14</sup><br>Itasca                         | 630-250-7400<br>Emkay.com              | Gregory L. Tepas<br>Vice chairman                                | \$605.0<br>4.1%                             | 125<br>148  | Corporate vehicle leasing and fleet management                               |
| 78   | 86        | MOTOR WERKS PARTNERS LP<br>Barrington                      | 847-381-8900<br>MotorWerks.com         | Mick Austin<br>CEO   | \$604.4<br>9.9%                             | 507<br>507  | Auto dealerships   |
| 79   | 103       | CONVERGINT TECHNOLOGIES LLC<br>Schaumburg                  | 847-620-5000<br>Convergint.com         | Daniel J. Mocerì<br>Executive chairman                           | \$594.2<br>26.1%                            | 173<br>2,469  | Integrator of security, fire alarm and life-safety systems                   |
| 80   | 88        | LETTUCE ENTERTAIN YOU ENTERPRISES INC. Chicago             | 773-878-7340<br>LEYE.com               | Kevin J. Brown<br>President, CEO                                 | \$580.0<br>7.0%                             | 4,725<br>7,400                                      | Restaurant owner   |
| 81   | 95        | SHURE INC. <sup>15</sup><br>Niles                          | 847-600-2000<br>Shure.com              | Christine Schyvinck<br>CEO                                       | \$565.0<br>9.7%                             | 850<br>2,400  | Manufacturer of microphones and audio electronics                            |
| 82   | 73        | O’NEIL INDUSTRIES INC.<br>Chicago                          | 773-755-1611<br>WEONeil.com            | Brian G. Ramsay<br>President, CEO                                | \$561.7<br>-17.7%                           | 127<br>433  | General contractor, construction management                                  |
| 83   | 89        | CONTINENTAL MOTORS GROUP<br>Naperville                     | 331-281-0339<br>ContinentalMotors.com  | John F. Weinberger<br>CEO  | \$555.2<br>2.6%                             | 647<br>647  | Auto dealerships   |
| 84   | 85        | KATTEN MUCHIN ROSENMAN LLP <sup>6</sup> Chicago            | 312-902-5200<br>KattenLaw.com          | Roger P. Furey<br>Chairman                                       | \$553.8<br>-1.3%                            | 522<br>1,185  | Law firm   |
| 85   | 81        | MAZZETTA CO. LLC<br>Highland Park                          | 847-433-1150<br>Mazzetta.com           | Thomas J. Mazzetta<br>CEO  | \$550.0<br>-5.2%                            | 27<br>34  | Importer of frozen seafood   |
| 85   | New       | STAMPEDE MEAT INC.<br>Bridgeview                           | 800-353-0933<br>StampedeMeat.com       | Brock Furlong<br>President, CEO                                  | \$550.0<br>NA                               | 1,500<br>1,500                                      | Meat processor   |
| 87   | New       | BRAKE PARTS INC.<br>McHenry                                | 800-323-0354<br>BrakePartsInc.com      | H. David Overbeeke<br>President, CEO                             | \$549.2<br>-4.8%                            | 393<br>5,109  | Engineers, designs, manufactures and distributes automotive brake products   |
| 88   | 83        | TANDEM HR INC.<br>Westchester                              | 630-928-0510<br>TandemHR.com           | Bruce Leon<br>President  | \$541.4<br>-6.1%                            | 110<br>110  | Professional employer organization   |
| 89   | 87        | FELLOWES INC. <sup>5</sup><br>Itasca                       | 630-893-1600<br>Fellowes.com           | John E. Fellowes II<br>CEO                                       | \$539.8<br>-1.7%                            | 541<br>1,431  | Distributor of shredders and other office products                           |
| 90   | 90        | F.H. PASCHEN S.N. NIELSEN & ASSOCIATES LLC Chicago         | 773-444-3474<br>FHPaschen.com          | James V. Blair<br>President, CEO                                 | \$536.4<br>-0.6%                            | 1,000<br>1,159                                      | General contractor, construction management                                  |
| 91   | 71        | GRAYCOR <sup>2</sup><br>Oakbrook Terrace                   | 630-684-7110<br>Graycor.com            | Melvin Gray<br>Chairman  | \$535.7<br>-26.5%                           | 250<br>1,500  | Construction services  |
| 92   | 92        | SEKO GLOBAL LOGISTICS NETWORK LLC Itasca                   | 800-228-2711<br>SekoLogistics.com      | William J. Wascher<br>CEO  | \$535.5<br>1.5%                             | 165<br>2,500  | Integrated logistics services, software, freight forwarding, warehousing     |
| 93   | 93        | KLEIN TOOLS INC.<br>Lincolnshire                           | 847-821-5500<br>KleinTools.com         | Thomas R. Klein Sr.<br>Chairman                                  | \$535.0<br>2.9%                             | 210<br>1,550  | Manufacturer of professional hand tools and protective equipment             |
| 94   | 94        | FLYING FOOD GROUP LLC<br>Chicago                           | 312-243-2122<br>FlyingFood.com         | David Cotton<br>CEO  | \$532.0*<br>2.9%                            | 501<br>5,164  | Catering of meals and snacks for airlines and global retail partners         |
| 95   | 100       | BAKER TILLY VIRCHOW KRAUSE LLP <sup>15</sup> Chicago       | 312-729-8000<br>BakerTilly.com         | Alan Whitman<br>Chairman, CEO                                    | \$522.0<br>9.2%                             | 282<br>2,782  | Accounting and advisory services   |
| 96   | 97        | WEATHERTECH (MACNEIL AUTOMOTIVE PRODUCTS LTD.) Bolingbrook | 630-241-0715<br>WeatherTech.com        | David MacNeil<br>CEO   | \$510.0<br>3.0%                             | 1,100<br>1,100                                      | Manufacturer of car floor mats and other automotive accessories              |



# CRAIN'S LIST CHICAGO'S LARGEST PRIVATELY HELD COMPANIES

|     | 2016 rank | Company/headquarters                                       | Phone/website                          | Top executive   | 2016 revenue (millions); % change from 2015 | Full-time local employees as of 12/31/16; worldwide | Type of business  |
|-----|-----------|--|--|---|---|---|---|
| 97  | 170       | <b>FCL BUILDERS LLC</b><br>Itasca                          | 630-773-0050<br>FCLBuilders.com        | <b>Michael J. Boro</b><br>President   | <b>\$509.0</b><br>131.4%                    | 77<br>103   | Design-build general contractor   |
| 98  | 106       | <b>ABT ELECTRONICS INC.</b><br>Glenview                    | 847-967-8830<br>Abt.com                | <b>Michael Abt, William Abt, Richard Abt, Jon Abt</b><br>Co-presidents              | <b>\$502.0</b><br>8.1%                      | 1,300<br>1,400                                      | Retailer of consumer electronics and major appliances                             |
| 99  | 116       | <b>PREGIS CORP.</b><br>Deerfield                           | 877-692-6163<br>Pregis.com             | <b>Kevin Baudhuin</b><br>President, CEO   | <b>\$500.0</b><br>25.0%                     | 200<br>1,300  | Protective packaging  |
| 99  | New       | <b>SMS ASSIST LLC</b><br>Chicago                           | 312-689-7000<br>SMSAssist.com          | <b>Michael Rothman</b><br>Chairman, CEO   | <b>\$500.0</b><br>42.9%                     | 587<br>763  | Facilities maintenance contracting  |
| 101 | 96        | <b>SCRAP METAL SERVICES LLC</b><br>Burnham                 | 708-730-1400<br>ScrapMetalServices.com | <b>Jeffrey K. Gertler</b><br>CEO  | <b>\$499.0</b><br>NC                        | 155<br>890  | Scrap management and brokerage services   |
| 102 | 102       | <b>JAMES MCHUGH CONSTRUCTION CO.<sup>5</sup></b> Chicago   | 312-986-8000<br>McHughConstruction.com | <b>Patricia H. McHugh</b><br>Chairman   | <b>\$495.1</b><br>4.6%                      | 700<br>750  | Construction services   |
| 103 | 110       | <b>CARL BUDDIG &amp; CO.<sup>16</sup></b><br>Homewood      | 708-798-0900<br>Buddig.com             | <b>Robert J. Buddig</b><br>CEO  | <b>\$480.0</b><br>7.9%                      | 1,069<br>1,079                                      | Maker of processed lunch and snack meat   |
| 103 | 114       | <b>DSC LOGISTICS INC.</b><br>Des Plaines                   | 847-390-6800<br>DSCLogistics.com       | <b>Ann M. Drake</b><br>CEO  | <b>\$480.0</b><br>18.5%                     | 1,099<br>3,592                                      | Supply-chain management and logistics   |
| 105 | 109       | <b>COMPSYCH CORP.</b><br>Chicago                           | 312-595-4000<br>ComPsych.com           | <b>Richard A. Chaifetz</b><br>Chairman, CEO   | <b>\$475.0</b><br>5.6%                      | 766<br>829  | Employee assistance, behavioral health, wellness programs                         |
| 106 | 130       | <b>LEOPARDO COS.<sup>2</sup></b><br>Hoffman Estates        | 847-783-3000<br>Leopardo.com           | <b>James A. Leopardo</b><br>CEO   | <b>\$472.5</b><br>39.6%                     | 365<br>394  | General contractor, construction manager, design-builder and development services |
| 107 | 98        | <b>MERIDIAN GROUP INTERNATIONAL INC.</b> Deerfield         | 847-964-2700<br>OnlineMeridian.com     | <b>Ian J. Pye</b><br>Chairman   | <b>\$471.9</b><br>-4.0%                     | 160<br>719  | Information technology solution provider and equipment lessor                     |
| 108 | 101       | <b>ED MINIAT INC.</b><br>South Holland                     | 708-589-2400<br>Miniat.com             | <b>David J. Miniat</b><br>CEO   | <b>\$470.0</b><br>-1.1%                     | 525<br>535  | Manufacturer of processed meats and cooking oils                                  |
| 108 | New       | <b>EXP GLOBAL INC.<sup>5</sup></b><br>Chicago              | 312-616-0000<br>EXP.com                | <b>Mark Dvorak</b><br>Chief operating officer                                       | <b>\$470.0</b><br>7.8%                      | 230<br>3,000  | Architecture and engineering firm   |
|     |           |  |  | Announced move of its operational headquarters from Toronto to Chicago in February. |   |   |   |
| 110 | 116       | <b>THOUGHTWORKS INC.</b><br>Chicago                        | 312-373-1000<br>ThoughtWorks.com       | <b>Neville “Roy” Singham,</b><br>chairman; <b>Guo Xiao,</b><br>president, CEO       | <b>\$460.0</b><br>15.0%                     | 193<br>4,184  | IT software consulting and development  |
| 111 | 111       | <b>ROYAL BUYING GROUP INC.</b><br>Lisle                    | 630-353-7950<br>RoyalBuying.com        | <b>Robert W. Juckniess</b><br>Chairman  | <b>\$458.0</b><br>3.9%                      | 45<br>45  | Negotiates marketing programs for gas stations and convenience stores             |
| 112 | 105       | <b>JENNER &amp; BLOCK LLP</b><br>Chicago                   | 312-222-9350<br>Jenner.com             | <b>Terrence J. Truax</b><br>Managing partner  | <b>\$457.6</b><br>-1.6%                     | 568<br>911  | Law firm  |
| 113 | 119       | <b>MCGRATH LEXUS/ACURA/HONDA/HYUNDAI</b> Chicago           | 773-342-6300<br>McGrathImports.com     | <b>Michael J. McGrath</b><br>President, CEO   | <b>\$457.1</b><br>17.3%                     | 623<br>623  | Auto dealerships  |
| 114 | 104       | <b>MESIROW FINANCIAL HOLDINGS INC.<sup>5</sup></b> Chicago | 312-595-6000<br>MesirowFinancial.com   | <b>Richard S. Price</b><br>Chairman, CEO  | <b>\$445.0</b><br>-5.1%                     | 459<br>612  | Investment, risk management and advisory services                                 |
| 114 | 108       | <b>NORTH AMERICAN CORP.</b><br>Glenview                    | 847-832-4000<br>NA.com                 | <b>John A. Miller</b><br>President, CEO   | <b>\$445.0</b><br>-1.5%                     | NA<br>450   | Supplier of industrial paper and packaging, supply-chain management               |
| 116 | 115       | <b>ALDRIDGE ELECTRIC INC.<sup>5</sup></b><br>Libertyville  | 847-680-5200<br>Aldridge-Electric.com  | <b>Kenneth Aldridge</b><br>Chairman   | <b>\$441.0</b><br>9.2%                      | 561<br>930  | Electrical and foundation contractor  |
| 117 | New       | <b>AVANT</b><br>Chicago                                    | 312-763-7510<br>Avant.com              | <b>Al Goldstein</b><br>Chairman, CEO  | <b>\$437.9</b><br>54.6%                     | 454<br>468  | Online lending platform   |
| 118 | 138       | <b>CHICAGO CUBS BASEBALL CLUB LLC</b> Chicago              | 773-404-2827<br>Cubs.com               | <b>Thomas S. Ricketts</b><br>Chairman   | <b>\$434.0<sup>17</sup></b><br>27.6%        | 304<br>418  | MLB team  |
| 119 | 107       | <b>AIT WORLDWIDE LOGISTICS INC.</b><br>Itasca              | 800-669-4248<br>AITWorldwide.com       | <b>Vaughn Moore</b><br>President, CEO   | <b>\$426.0</b><br>-6.4%                     | 278<br>783  | Transportation and logistics service provider                                     |
| 120 | New       | <b>ATI PHYSICAL THERAPY</b><br>Bolingbrook                 | 855-692-8478<br>ATIPT.com              | <b>Dylan Bates</b><br>CEO   | <b>\$420.0</b><br>NA                        | 2,242 <sup>18</sup><br>7,000                        | Health care, physical therapy   |
| 121 | 134       | <b>VI</b><br>Chicago                                       | 312-803-8880<br>VILiving.com           | <b>Randal J. Richardson</b><br>President  | <b>\$413.0</b><br>5.6%                      | 295<br>2,750  | Developer, owner and manager of senior living communities                         |
| 122 | 124       | <b>CENTRO INC.</b><br>Chicago                              | 312-423-1565<br>Centro.net             | <b>Shawn Riegsecker</b><br>CEO  | <b>\$412.0</b><br>14.4%                     | 296<br>702  | Technology and media services   |
| 123 | 118       | <b>FORT DEARBORN CO.</b><br>Elk Grove Village              | 847-357-9500<br>FortDearborn.com       | <b>Jeff Brezek</b><br>President, CEO  | <b>\$410.0</b><br>2.8%                      | 360<br>1,450  | Product labels  |
| 124 | 120       | <b>BULLEY &amp; ANDREWS LLC</b><br>Chicago                 | 773-235-2433<br>Bulley.com             | <b>Allan E. Bulley Jr.</b><br>Chairman, CEO   | <b>\$402.0</b><br>5.7%                      | 403<br>403  | General contractor, construction management, concrete and masonry restoration     |
| 125 | 91        | <b>TEMPEL STEEL CO.</b><br>Chicago                         | 773-250-8000<br>Tempel.com             | <b>Gary Wagner</b><br>CEO   | <b>\$400.0</b><br>6.7%                      | 500<br>1,600  | Manufacturer of magnetic steel laminations  |
| 126 | 121       | <b>TRIPPE MANUFACTURING CO.</b><br>Chicago                 | 773-869-1111<br>TrippLite.com          | <b>Glen Haeflinger</b><br>President   | <b>\$392.0</b><br>3.2%                      | 256<br>534  | Maker of tech and telecom IT infrastructure solutions                             |
| 127 | 113       | <b>SAFeway INSURANCE CO.</b><br>Westmont                   | 630-887-8300<br>SafewayIns.com         | <b>William J. Parrillo</b><br>Chairman  | <b>\$391.8</b><br>-4.5%                     | 113<br>510  | Property and casualty insurance   |
| 128 | 133       | <b>PARKSITE INC.</b><br>Batavia                            | 630-761-9490<br>Parksite.com           | <b>Ron Heitzman</b><br>CEO  | <b>\$388.5</b><br>20.2%                     | 75<br>410   | Sales, marketing and distribution of building products                            |
| 129 | 127       | <b>CHICAGO BEARS FOOTBALL CLUB INC.</b> Lake Forest        | 847-295-6600<br>ChicagoBears.com       | <b>Theodore P. Phillips</b><br>President, CEO                                       | <b>\$385.0</b><br>9.4%                      | 175<br>175  | National Football League team   |

Continued on Page 28

## LOCAL EMPLOYERS

### COMPANIES WITH MORE THAN 1,000 LOCAL FULL-TIME EMPLOYEES, 2016

|  |         |
|--|---------|
| Employco USA                           | 7,442   |
| Health Care Service Corp.              | 6,700   |
| Portillo's Hot Dogs                    | 5,300   |
| Lettuce Entertain You Enterprises      | 4,725   |
| Surestaff                              | 4,400   |
| Alden Management Services              | 4,379   |
| DuPage Medical Group                   | 3,600   |
| Medline Industries Inc.                | 2,940*  |
| Capital Fitness                        | 2,800*  |
| Follett                                | 2,498   |
| ATI Physical Therapy                   | 2,242** |
| White Lodging                          | 2,025*  |
| OSI Group                              | 1,779   |
| S&C Electric                           | 1,700   |
| Walsh Group                            | 1,500   |
| Stampede Meat                          | 1,500*  |
| Kirkland & Ellis                       | 1,424   |
| Reyes Holdings                         | 1,400   |
| Guaranteed Rate                        | 1,387   |
| Wirtz                                  | 1,385   |
| Abt Electronics                        | 1,300   |
| RSM US                                 | 1,300   |
| Koch Foods                             | 1,250   |
| William Blair                          | 1,151   |
| WeatherTech                            | 1,100*  |
| DSC Logistics                          | 1,099   |
| Carl Buddig                            | 1,069   |
| Panduit                                | 1,000*  |
| F.H. Paschen S.N. Nielsen & Associates | 1,000   |

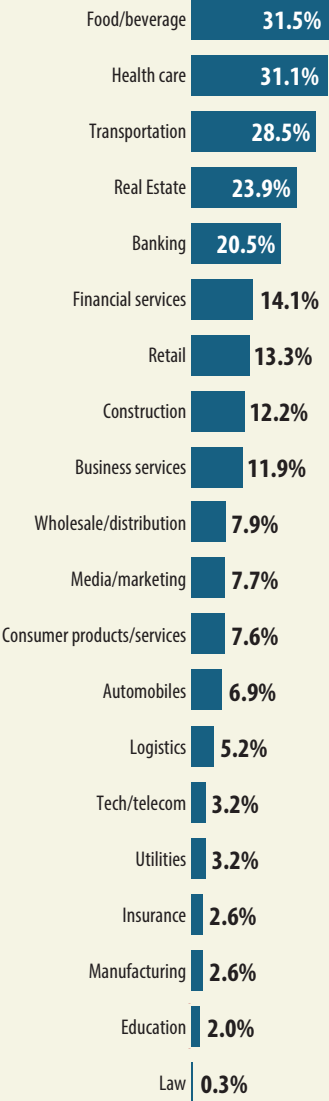
\*Crain's estimate \*\*Includes all of Illinois  
Note: State Farm Mutual Automobile Insurance Co., the No. 1 company on this list, is based in McLean County and is not included.

71,395  
local employees work for these 29 companies. That's 43.9% of all local employees on the list.

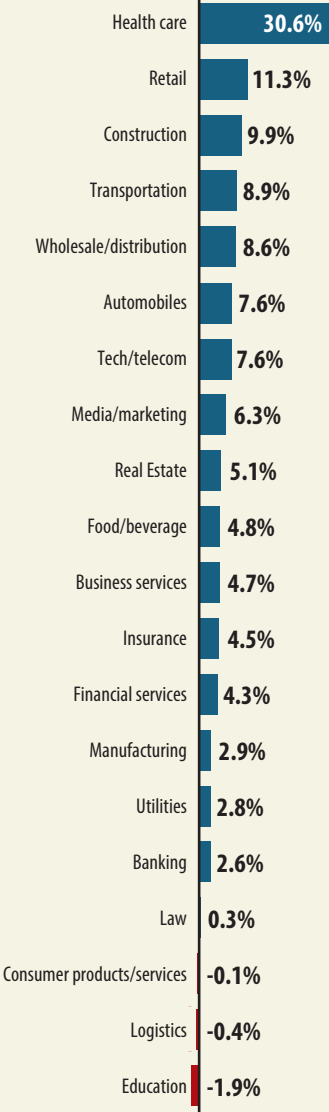
Source: Crain's lists

HOT MARKETS

AVERAGE CHANGE IN REVENUE,  
BY INDUSTRY FROM 2015



AVERAGE CHANGE IN TOTAL  
EMPLOYEES, BY INDUSTRY FROM 2015



Note: Averages include Crain's estimates.  
Source: Crain's lists

CRAIN'S LIST CHICAGO'S LARGEST PRIVATELY HELD COMPANIES

|     | 2016 rank | Company/headquarters  | Phone/website                       | Top executive                                  | 2016 revenue (millions); % change from 2015 | Full-time local employees as of 12/31/16; worldwide | Type of business  |
|-----|-----------|---|-------------------------------------|--|---|---|---|
| 130 | 129       | BRIGHTSTAR GROUP HOLDINGS INC. Gurnee                                       | 866-777-7110<br>BrightStarCare.com  | Shelly Sun, CEO                                | \$373.3<br>10.0%                            | 62<br>76  | Home health care staffing   |
| 131 | 123       | TERLATO WINE GROUP LTD. <sup>5</sup><br>Lake Bluff                          | 847-604-8900<br>TWG.com             | Anthony J. Terlato<br>Chairman                 | \$370.0<br>-0.5%                            | 137<br>332  | Wine production, wine and spirits importing, marketing and sales    |
| 132 | 121       | NES RENTALS HOLDINGS INC.<br>Deerfield                                      | 773-695-3999<br>NESRentals.com      | Andrew P. Studdert<br>Chairman, president, CEO | \$369.0<br>-2.9%                            | 75<br>1,100   | Equipment rental for construction and industrial users              |
| 133 | 125       | FIFIELD COS.<br>Chicago   | 312-855-1600<br>FifieldCo.com       | Steven D. Fifield<br>Chairman, CEO             | \$366.0<br>2.5%                             | 22<br>40  | Real estate development   |
| 134 | 125       | ALDEN MANAGEMENT SERVICES INC. Chicago                                      | 773-286-3883<br>TheAldenNetwork.com | Randi Schlossberg-Schullo<br>President         | \$363.5<br>1.8%                             | 4,379<br>4,379                                      | Rehabilitation and nursing facility                                 |
| 135 | 132       | RAJA FOODS LLC<br>Skokie  | 847-675-4455<br>RajaFoods.com       | Rakesh Patel<br>President                      | \$360.0<br>10.4%                            | 115<br>700  | Retailer and importer of Indian foods                               |
| 136 | New       | PORTILLO'S HOT DOGS LLC<br>Oak Brook  | 630-954-3773<br>Portillos.com       | Keith Kinsey<br>CEO                            | \$350.0<br>11.1%                            | 5,300<br>6,000                                      | Restaurant owner and operator                                       |
| 137 | 131       | SKIDMORE OWINGS & MERRILL LLP <sup>2</sup> Chicago                          | 312-554-9090<br>SOM.com             | Jonathan Stein<br>Managing partner, Chicago    | \$339.0<br>2.7%                             | 365<br>1,120  | Architecture, engineering, urban planning, interior design          |
| 138 | 134       | JOE RIZZA ENTERPRISES INC.<br>Orland Park                                   | 708-364-2200<br>RizzaCars.com       | Joseph R. Rizza<br>President, CEO              | \$336.0<br>4.7%                             | 395<br>395  | Auto dealerships, real estate, finance and insurance                |
| 139 | 140       | SKENDER CONSTRUCTION LLC<br>Chicago   | 312-781-0265<br>Skender.com         | Mark Skender<br>CEO                            | \$334.7<br>12.8%                            | 182<br>200  | General contractor  |
| 140 | 151       | LOEBER MOTORS INC.<br>Lincolnwood   | 847-675-1000<br>LoeberMotors.com    | Michael Loeber<br>President                    | \$330.2<br>28.1%                            | 132<br>130  | Auto dealership   |
| 141 | 142       | EMPLOYCO USA INC.<br>Westmont   | 630-920-0000<br>Employco.com        | Robert W. Wilson<br>President                  | \$317.0<br>7.5%                             | 7,442<br>12,681                                     | Human resources outsourcing   |
| 142 | 136       | HOSTMARK HOSPITALITY GROUP Schaumburg                                       | 847-517-9100<br>Hostmark.com        | Jerome F. Cataldo<br>President, CEO            | \$315.0<br>1.9%                             | 800<br>4,000  | Hotel and restaurant management                                     |
| 143 | New       | AHEAD LLC<br>Chicago  | 312-924-4492<br>ThinkAhead.com      | Daniel Adamany<br>CEO                          | \$313.0<br>5.0%                             | 162<br>225  | IT solutions  |
| 144 | 185       | PT HOLDINGS LLC<br>Addison  | 800-438-8898<br>PartsTown.com       | Steve Snower<br>CEO                            | \$310.3<br>66.2%                            | 340<br>997  | Restaurant equipment parts distributor and service company          |
| 145 | 141       | LISLE AUTO PLAZA GROUP (VOLVO SALES & SERVICE CENTER INC.) Lisle            | 630-241-3000<br>Auto-Plaza.com      | Horst Korallus<br>President                    | \$310.0<br>4.7%                             | 360<br>360  | Auto dealership   |
| 146 | 128       | PATRICK DEALER GROUP<br>Schaumburg  | 847-605-4000<br>PatrickCars.com     | Hanley Dawson III<br>President, CEO            | \$305.2<br>-11.8%                           | 343<br>343  | Auto dealership   |
| 147 | 142       | APPLIED SYSTEMS INC.<br>University Park                                     | 708-534-5575<br>AppliedSystems.com  | Reid R. French<br>CEO                          | \$305.0<br>3.4%                             | 655<br>1,310  | Cloud software and services for insurance business                  |
| 148 | New       | SPIRE HOSPITALITY LLC<br>Deerfield  | 847-498-6650<br>SpireHotels.com     | Bill DeForrest<br>President, CEO               | \$304.2<br>17.8%                            | 98<br>2,051   | Hotel ownership and management, real estate development             |
| 149 | 144       | BINNY'S BEVERAGE DEPOT (GOLD STANDARD ENTERPRISES INC.) <sup>12</sup> Niles | 847-581-3181<br>Binnys.com          | Michael Binstein<br>CEO                        | \$303.0<br>4.8%                             | 500<br>520  | Retailer of wine, spirits, beer, cigars and cheese                  |
| 150 | 139       | JEL SERT CO. <sup>16</sup><br>West Chicago                                  | 630-231-7590<br>JelSert.com         | Kenneth Wegner<br>President                    | \$300.0<br>NC                               | 750<br>750  | Manufacturer of beverages, desserts, medicinal foods, supplements   |
| 151 | 147       | RTC INC.<br>Rolling Meadows   | 847-640-2400<br>RTC.com             | Richard Nathan<br>CEO                          | \$300.0<br>7.1%                             | 400<br>900  | Retail merchandising products and services                          |
| 152 | 145       | UNITED SCRAP METAL INC.<br>Cicero   | 708-780-6800<br>UnitedScrap.com     | Marsha E. Serlin<br>CEO                        | \$295.0<br>3.5%                             | 252<br>332  | Metal buyer and recycler  |
| 153 | 180       | EXECUTIVE CONSTRUCTION INC.<br>Hillside                                     | 708-236-3300<br>ECIBuild.com        | John F. Blacketor<br>President, CEO            | \$292.0<br>52.1%                            | 150<br>150  | General contracting and construction management                     |
| 154 | 155       | HILL GROUP<br>Franklin Park   | 847-451-5000<br>HillGrp.com         | Warren Hill<br>Chairman                        | \$275.2<br>10.4%                            | 810<br>810  | HVAC building systems and maintenance                               |
| 155 | 168       | CHICAGO WHITE SOX<br>Chicago  | 312-674-1000<br>WhiteSox.com        | Jerry M. Reinsdorf<br>Chairman                 | \$269 <sup>17</sup><br>12.1%                | 160<br>470  | MLB team  |
| 155 | 146       | PLS FINANCIAL SERVICES INC.<br>Chicago                                      | 312-491-7300<br>PLS247.com          | Dan Wolfberg,<br>Bob Wolfberg<br>Co-presidents | \$269.0<br>-4.3%                            | 853<br>3,925  | Check-cashing, money transfer, bill payments and micro-lending      |
| 157 | 150       | ORSINI HEALTHCARE INC.<br>Elk Grove Village                                 | 847-734-7373<br>OrsiniHC.com        | Tony Orsini<br>CEO                             | \$260.8<br>12.1%                            | 100<br>100  | Specialty pharmacy focusing on rare and complex medical conditions  |
| 158 | 160       | ADDISON GROUP<br>Chicago  | 312-424-0300<br>AddisonGroup.com    | Thomas B. Moran<br>CEO                         | \$260.0<br>7.5%                             | 915<br>3,163  | Temporary and permanent staffing                                    |
| 158 | 152       | ENESCO LLC<br>Itasca  | 630-875-5300<br>Enesco.com          | Todd Mavis<br>CEO                              | \$260.0<br>1.2%                             | 300<br>800  | Designer and marketer of gifts and collectibles                     |
| 160 | 154       | CAMPAGNA-TURANO BAKERY INC. Berwyn  | 708-788-9220<br>Turano.com          | Joseph M. Turano<br>President                  | \$258.0<br>0.8%                             | 654<br>895  | Maker of baked goods  |
| 161 | 161       | FLEXERA SOFTWARE<br>Itasca  | 800-374-4353<br>FlexeraSoftware.com | Jim P. Ryan<br>President, CEO                  | \$257.9<br>1.0%                             | 207<br>780  | Software licensing, compliance, security and installation solutions |
| 162 | 137       | DOALL CO.<br>Wheeling   | 847-495-6800<br>DoAll.com           | Michael L. Wilkie<br>Chairman                  | \$256.0<br>-16.1%                           | 205<br>703  | Industrial supplies distributor, machine tool manufacturer          |

CRAIN'S LIST CHICAGO'S LARGEST PRIVATELY HELD COMPANIES

|     | 2016 rank | Company/headquarters   | Phone/website                            | Top executive   | 2016 revenue (millions); % change from 2015 | Full-time local employees as of 12/31/16; worldwide | Type of business  |
|-----|-----------|--|--|---|---|---|---|
| 163 | 152       | <b>GUARANTEE TRUST LIFE INSURANCE CO.</b> Glenview                               | 847-699-0600<br>GTLIC.com                | <b>Richard S. Holson III</b><br>Chairman, president, CEO              | <b>\$249.0</b><br>-3.1%                     | 267<br>267  | Life and health insurance   |
| 163 | 157       | <b>LOMAR CORP.</b> <sup>2</sup><br>Mount Prospect                                | 800-752-7725<br>Rauland.com              | <b>Norman K. Kidder</b><br>President, CEO                             | <b>\$249.0</b><br>0.9%                      | 389<br>786  | Maker and designer of communication technology and services         |
| 165 | 156       | <b>REDWOOD LOGISTICS (TRANSPORTATION SOLUTIONS ENTERPRISES LLC)</b> Chicago      | 844-467-3396<br>RedwoodLogistics.com     | <b>Todd Berger</b><br>President, CEO                                  | <b>\$248.6</b><br>0.6%                      | 237<br>238  | Third-party logistics   |
| 166 | New       | <b>MAGID GLOVE &amp; SAFETY MANUFACTURING CO. LLC</b> <sup>2</sup><br>Romeoville | 800-444-8010<br>MagidGlove.com           | <b>Greg Cohen</b><br>CEO  | <b>\$248.0</b><br>-1.6%                     | 460<br>1,035  | Manufacturer and distributor of personal protective equipment       |
| 167 | 162       | <b>VEDDER PRICE PC</b><br>Chicago  | 312-609-7500<br>VedderPrice.com          | <b>Michael A. Nemeroff</b><br>President, CEO                          | <b>\$246.0</b><br>3.8%                      | NA<br>600   | Law firm  |
| 168 | 159       | <b>ATLAS TOYOTA MATERIAL HANDLING LLC</b> <sup>5</sup> Elk Grove Village         | 847-678-3450<br>AtlasToyota.com          | <b>Allen Rawson</b><br>President, CEO                                 | <b>\$242.0</b><br>-1.2%                     | 317<br>325  | Distributor of material handling equipment                          |
| 168 | 163       | <b>TEMPERATURE EQUIPMENT CORP.</b> Lansing                                       | 708-418-0900<br>TECMungo.com             | <b>R.F. "Skip" Mungo</b><br>President, CEO                            | <b>\$242.0</b><br>3.9%                      | 390<br>390  | Wholesale distributor of HVAC products                              |
| 170 | 147       | <b>FIRST HOSPITALITY GROUP INC.</b><br>Rosemont                                  | 847-299-9040<br>FHGinc.com               | <b>Robert J. Habeeb</b><br>President, CEO                             | <b>\$240.0</b><br>-14.3%                    | 525<br>1,437  | Hotel management, acquisitions, development                         |
| 171 | 158       | <b>FIDELITONE INC.</b><br>Wauconda   | 847-487-3300<br>Fidelitone.com           | <b>Craig Hudson</b><br>CEO  | <b>\$238.7</b><br>-2.8%                     | 242<br>760  | Supply-chain management   |
| 172 | 165       | <b>STEINER ELECTRIC CO.</b><br>Elk Grove Village                                 | 847-228-0400<br>SteinerElectric.com      | <b>Richard A. Kerman</b><br>President, chief operating officer        | <b>\$235.0</b><br>2.2%                      | 445<br>445  | Electrical and industrial supplies, automation products, generators |
| 173 | 182       | <b>ARCO/MURRAY NATIONAL CONSTRUCTION CO.</b><br>Downers Grove                    | 331-251-2726<br>ArcoMurray.com           | <b>Craig Bridell</b> , chairman;<br><b>Brad Dannegger</b> , president | <b>\$234.0</b><br>22.9%                     | 115<br>115  | Construction, design-build  |
| 174 | 166       | <b>CHICAGO BULLS</b> <sup>3</sup><br>Chicago                                     | 312-455-4000<br>Bulls.com                | <b>Jerry M. Reinsdorf</b><br>Chairman                                 | <b>\$232.0</b><br>1.8%                      | 131<br>138  | NBA team  |
| 175 | 171       | <b>GONNELLA BAKING CO.</b><br>Schaumburg   | 312-733-2020<br>Gonnella.com             | <b>Nicholas G. Marcucci</b><br>President                              | <b>\$230.0</b><br>7.0%                      | 500<br>625  | Manufacturer and distributor of bakery products                     |
| 176 | 177       | <b>@PROPERTIES (AT WORLD PROPERTIES LLC)</b> Chicago                             | 312-506-0474<br>AtProperties.com         | <b>Michael P. Golden</b> , <b>Thad-deus Wong</b> Co-founders          | <b>\$228.5*</b><br>14.2%                    | 145<br>146  | Real estate   |
| 177 | 167       | <b>HINSHAW &amp; CULBERTSON LLP</b><br>Chicago                                   | 312-704-3000<br>HinshawLaw.com           | <b>Kevin J. Burke</b><br>Chairman                                     | <b>\$226.6</b><br>-0.3%                     | 349<br>935  | Law firm  |
| 178 | 190       | <b>ASSOCIATED MATERIAL HANDLING INDUSTRIES INC.</b><br>Addison                   | 630-588-8800<br>Associated-solutions.com | <b>Michael B. Romano</b><br>President, CEO                            | <b>\$225.0</b><br>22.2%                     | 227<br>459  | Supply-chain solutions provider                                     |
| 178 | 231       | <b>PREMIER DESIGN &amp; BUILD GROUP LLC</b> Itasca                               | 847-297-4200<br>PDBGGroup.com            | <b>Alan C. Zocher</b><br>President                                    | <b>\$225.0</b><br>72.2%                     | 29<br>50  | Design-build general contractor                                     |
| 180 | 173       | <b>IHC CONSTRUCTION COS. LLC</b><br>Elgin  | 847-742-1516<br>IHCConstruction.com      | <b>David J. Rock</b><br>CEO   | <b>\$223.1</b><br>6.9%                      | 286<br>286  | General contracting, construction management and telecommunications |
| 181 | 172       | <b>TYSON MOTOR LLC</b><br>Shorewood  | 815-741-5530<br>TysonMotor.com           | <b>Anthony H. Blake</b><br>President                                  | <b>\$222.0</b><br>4.7%                      | 152<br>152  | Auto dealerships and real estate                                    |
| 182 | 149       | <b>SCHIFF HARDIN LLP</b><br>Chicago  | 312-258-5500<br>SchiffHardin.com         | <b>Marci A. Eisenstein</b><br>Managing partner                        | <b>\$221.8</b><br>-19.8%                    | 408<br>620  | Law firm  |
| 183 | 168       | <b>HENRICKSEN &amp; CO.</b> <sup>10</sup><br>Itasca                              | 630-250-9090<br>Henricksen.com           | <b>Michael D. Assell</b><br>President                                 | <b>\$218.0</b><br>-4.0%                     | 115<br>241  | Contract office furniture dealer                                    |
| 183 | 164       | <b>TY INC.</b><br>Westmont   | 630-920-1515<br>Ty.com                   | <b>H. Ty Warner</b><br>Chairman, CEO                                  | <b>\$218.0</b><br>-5.6%                     | NA<br>500   | Manufacturer of toys and collectibles                               |
| 185 | 197       | <b>BERGLUND CONSTRUCTION CO.</b><br>Chicago                                      | 773-374-1000<br>BerglundCo.com           | <b>Fred Berglund</b><br>President                                     | <b>\$210.0</b><br>25.0%                     | 260<br>260  | Construction manager  |
| 186 | New       | <b>AFN LLC</b><br>Niles  | 847-498-8885<br>LoadAFN.com              | <b>Ryan Daube</b><br>CEO  | <b>\$209.0</b><br>6.6%                      | 205<br>215  | Third-party logistics, freight brokerage                            |
| 187 | 176       | <b>BIGGERS CHEVROLET/ISUZU INC.</b> Elgin  | 866-431-1555<br>BiggersChevy.com         | <b>Jim Leichter</b><br>President, CEO                                 | <b>\$206.6</b><br>2.0%                      | 125<br>125  | Auto dealership   |
| 188 | 178       | <b>TPS PARKING MANAGEMENT LLC</b> Chicago  | 312-453-1700<br>TheParkingSpot.com       | <b>Kevin J. Shrier</b><br>President, CEO                              | <b>\$206.0</b><br>5.4%                      | 51<br>1,980   | Hospitality company providing airport transportation                |
| 189 | 192       | <b>LITTLE LADY FOODS INC.</b><br>Elk Grove Village                               | 847-631-3500<br>LittleLadyFoods.com      | <b>Michael Canmann</b><br>Interim CEO, chief financial officer        | <b>\$205.0</b><br>2.5%                      | 450<br>450  | Frozen-food processor   |
| 190 | 175       | <b>CERMAK PRODUCE INC.</b><br>Cicero   | 708-863-1100<br>CermakFreshMarket.com    | <b>Dimitrios "Jimmy" Bou-sis</b> , president, CEO                     | <b>\$204.0</b><br>0.6%                      | 950<br>1,050  | Chain of grocery stores   |
| 191 | 183       | <b>LINCOLN PROVISION INC.</b><br>Chicago   | 773-254-2400<br>ChiGourmetSteaks.com     | <b>James J. Stevens Jr.</b><br>President                              | <b>\$202.0</b><br>6.3%                      | 100<br>115  | Meat processing, portion control, marination, export                |
| 192 | 196       | <b>NOVAK CONSTRUCTION CO.</b> Chicago  | 773-278-1100<br>NovakConstruction.com    | <b>John Novak</b><br>President  | <b>\$200.0</b><br>NC                        | 80<br>80  | General contractor  |
| 193 | 187       | <b>SENTINEL TECHNOLOGIES INC.</b><br>Downers Grove                               | 630-769-4300<br>Sentinel.com             | <b>Dennis Hoelzer</b><br>President, CEO                               | <b>\$198.9</b><br>7.5%                      | 350<br>500  | Technology design, deployment, support and integration              |
| 193 | 204       | <b>PARIS PRESENTS</b><br>Gurnee  | 847-263-5500<br>ParisPresents.com        | <b>Patrick J. O'Brien</b><br>CEO                                      | <b>\$198.9</b><br>23.7%                     | 107<br>122  | Manufacturer and distributor of cosmetic accessories                |
| 195 | 179       | <b>CHAPMAN &amp; CUTLER LLP</b><br>Chicago                                       | 312-845-3000<br>Chapman.com              | <b>Timothy P. Mohan</b><br>Chief executive partner                    | <b>\$196.4</b><br>1.8%                      | 370<br>448  | Law firm  |
| 196 | 181       | <b>BALDWIN RICHARDSON FOODS CO.</b> Oakbrook Terrace                             | 866-644-2732<br>BRFoods.com              | <b>Eric G. Johnson</b><br>President, CEO                              | <b>\$195.0</b><br>2.1%                      | NA<br>301   | Manufacturer of sauces and condiments                               |

Continued on Page 30

HOMETOWN JOB CREATORS

TOP 30 COMPANIES BY INCREASE IN LOCAL FULL-TIME EMPLOYEES

From 2015

|                                    |        |
|------------------------------------|--------|
| Hightower Holding                  | 200.7% |
| Outcome Health                     | 89.4%  |
| Windy City Motorcycle Group        | 81.8%  |
| BBMC Mortgage                      | 80.5%  |
| Reyes Holdings                     | 75.0%  |
| James McHugh Construction          | 55.6%  |
| DSC Logistics                      | 55.4%  |
| Nexum                              | 50.0%  |
| FCL Builders                       | 48.1%  |
| Fifield                            | 46.7%  |
| Parent Petroleum                   | 37.5%  |
| Blue Chip Marketing Worldwide      | 35.9%  |
| CC Industries                      | 33.3%* |
| Lakeshore Recycling Systems        | 32.4%  |
| Cooper's Hawk Winery & Restaurants | 30.0%  |
| Skender Construction               | 29.1%  |
| Arco/Murray National Construction  | 27.8%  |
| Exp Global                         | 27.8%  |
| DuPage Medical Group               | 27.7%  |
| Follett                            | 27.1%  |
| SMS Assist                         | 26.5%* |
| Rabine Group                       | 25.9%  |
| PT Holdings                        | 24.5%  |
| Ahead                              | 23.7%  |
| Wirtz                              | 23.7%  |
| Netrix                             | 23.6%  |
| AllStaff                           | 23.3%  |
| BDO USA                            | 22.8%  |
| Medix Staffing Solutions           | 22.6%  |
| Nitel                              | 21.7%  |

\*Crain's estimate  
Source: Crain's lists



WHERE THE MONEY IS

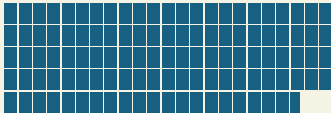
**\$342.67 billion**

The total revenue of the companies on this list.

REVENUE BREAKDOWN BY INDUSTRY

Each square equals \$1 billion

**\$113.74 billion:** Insurance



**\$44.49 billion:** Food/beverage



**\$36.13 billion:** Wholesale/distribution



**\$34.93 billion:** Manufacturing



**\$20.89 billion:** Business services



**\$19.08 billion:** Construction



**\$13.99 billion:** Financial services



**\$12.70 billion:** Retail



**\$12.42 billion:** Law



**\$6.30 billion:** Automobiles



**\$5.93 billion:** Consumer products/services



**\$5.86 billion:** Logistics



**\$3.98 billion:** Real estate



**\$3.38 billion:** Tech/telecom



**\$3.25 billion:** Media/marketing



**\$2.56 billion:** Education



**\$2.42 billion:** Health care



**\$442.9 million:** Transportation



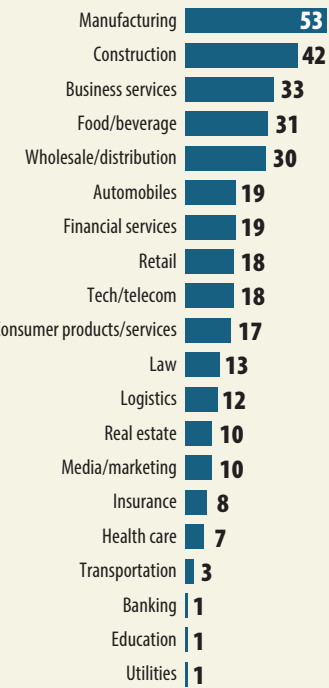
**\$103.0 million:** Banking



**\$78.0 million:** Utilities



NUMBER OF COMPANIES BY INDUSTRY



Source: Crain's lists

CRAIN'S LIST CHICAGO'S LARGEST PRIVATELY HELD COMPANIES

|     | 2016 rank | Company/headquarters   | Phone/website                             | Top executive  | 2016 revenue (millions); % change from 2015 | Full-time local employees as of 12/31/16; worldwide | Type of business   |
|-----|-----------|--|---|--|---|---|--|
| 197 | 189       | <b>ADVANTAGE AUTO GROUP</b><br>Hodgkins                      | 877-286-2809<br>AdvantageChev.com         | <b>Desmond A. Roberts</b><br>President   | <b>\$193.0</b><br>4.6%                      | 180<br>180  | Auto dealerships   |
| 197 | 195       | <b>CAPITAL FITNESS INC.</b><br>Big Rock                      | 630-556-3731<br>XSportFitness.com         | <b>Steven M. Rayman</b><br>Chairman, CEO   | <b>\$193.0</b><br>NC                        | 2,800<br>3,500                                      | Owner and operator of XSport gyms  |
| 199 | 183       | <b>COLUMBIA PIPE &amp; SUPPLY CO.</b><br>Chicago             | 773-927-6600<br>ColumbiaPipe.com          | <b>Tim P. Arenberg</b><br>President  | <b>\$191.5</b><br>0.8%                      | 170<br>370  | Distributor of industrial pipe, valves, fittings and plumbing equipment and supplies |
| 200 | New       | <b>A. EPSTEIN &amp; SONS INTERNATIONAL INC.</b><br>Chicago   | 312-454-9100<br>EpsteinGlobal.com         | <b>James Jirsa</b> , executive managing director, chief financial officer; <b>Michael Damore</b> , executive managing director | <b>\$189.0</b><br>157.6%                    | 124<br>194  | Architecture, interior design, engineering, construction                             |
| 201 | New       | <b>FEDERAL SAVINGS BANK</b><br>Chicago                       | 312-738-6000<br>TheFederalSavingsBank.com | <b>Stephen Calk</b><br>Chairman, CEO   | <b>\$188.8</b><br>53.1%                     | 436<br>879  | Mortgage lending   |
| 202 | 220       | <b>COOPER'S HAWK WINERY &amp; RESTAURANTS</b> Countryside    | 708-839-2920<br>CHWinery.com              | <b>Tim McEnery</b><br>CEO  | <b>\$185.4</b><br>25.4%                     | 655<br>1,612  | Winery, restaurants  |
| 203 | 215       | <b>W.S. DARLEY &amp; CO.</b><br>Itasca                       | 708-345-8050<br>Darley.com                | <b>Paul C. Darley</b><br>Chairman, president, CEO  | <b>\$184.9</b><br>22.8%                     | 79<br>235   | Manufacturer and distributor of tactical and firefighting equipment                  |
| 204 | 193       | <b>STEVE FOLEY AUTO GROUP</b><br>Northbrook                  | 847-564-4090<br>SteveFoley.com            | <b>Stephen X. Foley Sr.</b><br>Chairman, president, CEO  | <b>\$183.0</b><br>4.9%                      | 50<br>60  | Auto dealerships   |
| 205 | 191       | <b>ROSE PACKING CO.</b> <sup>2</sup><br>Barrington           | 847-381-5700<br>RosePacking.com           | <b>Dwight E. Stiehl</b><br>President, CEO  | <b>\$182.0</b><br>NC                        | 485<br>525  | Pork processing for retail and food-service industry                                 |
| 206 | 174       | <b>TUTHILL CORP.</b><br>Burr Ridge                           | 630-382-4900<br>Tuthill.com               | <b>James G. Tuthill Jr.</b><br>Chairman  | <b>\$180.0</b><br>-11.3%                    | 135<br>662  | Manufacturer of industrial equipment   |
| 207 | 194       | <b>WILLIAM A. RANDOLPH INC.</b> <sup>5</sup><br>Gurnee       | 847-856-0123<br>WARandolph.com            | <b>Tony Riccardi</b><br>President  | <b>\$179.0</b><br>2.9%                      | 60<br>60  | General contracting and construction management                                      |
| 208 | 208       | <b>ITSAVVY LLC</b><br>Addison                                | 877-487-2899<br>ITSavvy.com               | <b>Michael A. Theriault</b><br>President, CEO  | <b>\$178.7</b><br>12.5%                     | 90<br>223   | IT products reseller and technology solutions provider                               |
| 209 | 198       | <b>HALLSTAR CO.</b> <sup>2</sup><br>Chicago                  | 312-554-7452<br>Hallstar.com              | <b>John J. Paro</b><br>Chairman, president, CEO  | <b>\$177.0</b><br>7.3%                      | 100<br>212  | Specialty chemical manufacturer  |
| 210 | 187       | <b>ROOMPLACE</b> <sup>2</sup><br>Lombard                     | 630-261-1600<br>TheRoomPlace.com          | <b>Bruce Berman</b><br>Chairman  | <b>\$175.0</b><br>-5.4%                     | 450<br>525  | Furniture retailer   |
| 210 | 216       | <b>SCHULZE &amp; BURCH BISCUIT CO.</b><br>Chicago            | 773-927-6622<br>SchulzeBurch.com          | <b>Kevin M. Boyle</b><br>President, chief operating officer  | <b>\$175.0</b><br>-2.8%                     | 350<br>600  | Contract manufacturer and marketer of pastries and snacks                            |
| 212 | 212       | <b>BAIRD &amp; WARNER INC.</b><br>Chicago                    | 312-368-1855<br>BairdWarner.com           | <b>Stephen W. Baird</b><br>President, CEO  | <b>\$174.5</b><br>12.8%                     | 261<br>261  | Real estate services; mortgage, title and real estate sales                          |
| 213 | 206       | <b>HIGHTOWER HOLDING LLC</b><br>Chicago                      | 312-962-3812<br>HightowerAdvisors.com     | <b>Elliot S. Weissbluth</b><br>CEO   | <b>\$170.0</b><br>6.3%                      | 451<br>451  | Financial services, wealth management  |
| 214 | 202       | <b>MINER ENTERPRISES INC.</b> <sup>5</sup><br>Geneva         | 630-232-3000<br>MinerEnt.com              | <b>Richard Biehl</b><br>President, general manager   | <b>\$168.9</b><br>3.5%                      | 110<br>250  | Manufacturer of rail car components  |
| 215 | 205       | <b>RIZZA BUICK GMC CADILLAC INC.</b> Tinley Park             | 708-429-6600<br>RizzaBuickGMC.com         | <b>Anthony V. Rizza</b><br>President   | <b>\$168.0</b><br>4.7%                      | 105<br>105  | Auto sales, banking, real estate, insurance  |
| 215 | 198       | <b>WORLD'S FINEST CHOCOLATE INC.</b> Chicago                 | 773-847-4600<br>WorldsFinestChocolate.com | <b>Edmond F. Opler</b><br>Chairman, CEO  | <b>\$168.0</b><br>1.8%                      | 330<br>350  | Candy manufacturer   |
| 217 | 221       | <b>INTERIOR INVESTMENTS LLC</b><br>Lincolnshire              | 847-325-1000<br>InteriorInvestments.com   | <b>Michael Greenberg, Donald Shannon</b> Co-principals   | <b>\$166.9</b><br>15.2%                     | 240<br>240  | Contract office furniture dealer   |
| 218 | 198       | <b>CUMMINS-ALLISON CORP.</b><br>Mount Prospect               | 847-299-9550<br>CumminsAllison.com        | <b>William J. Jones</b><br>CEO   | <b>\$165.0</b><br>NC                        | 500<br>1,200  | Manufacturer of check and coin sorting equipment                                     |
| 219 | 210       | <b>WEBER PACKAGING SOLUTIONS INC.</b> Arlington Heights      | 847-364-8500<br>WeberPackaging.com        | <b>Doug Weber</b><br>President, CEO  | <b>\$163.8</b><br>5.0%                      | 300<br>650  | Labeling and coding solutions  |
| 220 | New       | <b>ALLSTAFF INC.</b><br>Schaumburg                           | 847-995-9300<br>AllStaff.net              | <b>Mel Zwirn, Mary Zwirn</b><br>Owners   | <b>\$163.0</b><br>45.5%                     | 185<br>185  | Staffing and recruiting services   |
| 221 | 235       | <b>MEDIX STAFFING SOLUTIONS INC.</b> Chicago                 | 886-446-3349<br>MedixTeam.com             | <b>Andrew Limouris</b><br>President, CEO   | <b>\$162.5</b><br>27.8%                     | 130<br>366  | Health care staffing   |
| 222 | 236       | <b>WEST MONROE PARTNERS LLC</b><br>Chicago                   | 312-602-4000<br>WestMonroePartners.com    | <b>Kevin McCarty</b><br>President, CEO   | <b>\$160.0</b><br>26.0%                     | 552<br>755  | Business and technology consulting   |
| 223 | New       | <b>ALERA GROUP</b> <sup>10</sup><br>Deerfield                | 888-253-7288<br>AleraGroup.com            | <b>Alan J. Levitz</b><br>CEO   | <b>\$158.0</b><br>NA                        | 187<br>750  | Insurance and wealth management firm   |
| 223 | 219       | <b>SUPERIOR GRAPHITE CO.</b><br>Chicago                      | 312-559-2999<br>SuperiorGraphite.com      | <b>Edward O. Carney</b><br>President, CEO  | <b>\$158.0</b><br>6.0%                      | 110<br>375  | Graphite and carbon manufacturer   |
| 225 | 218       | <b>GARY LANG AUTO GROUP</b><br>McHenry                       | 815-385-2100<br>GaryLangAuto.com          | <b>Gary Lang</b><br>President  | <b>\$157.0</b><br>4.8%                      | 118<br>118  | Auto dealerships   |
| 225 | 186       | <b>SIPI METALS CORP.</b><br>Chicago                          | 773-276-0070<br>SipiMetals.com            | <b>Marion Cameron</b><br>CEO   | <b>\$157.0</b><br>-15.6%                    | 230<br>260  | Refiner of precious metal scrap, producer of copper alloys                           |
| 227 | 213       | <b>CARDENAS MARKETING NETWORK INC.</b> Chicago               | 312-492-6424<br>CMNEvents.com             | <b>Henry Cardenas</b><br>President, CEO  | <b>\$156.0</b><br>1.8%                      | 125<br>125  | Experiential marketing, music entertainment and international teams soccer events    |
| 227 | 201       | <b>HAMMACHER SCHLEMMER &amp; CO.</b><br>Niles                | 847-581-8600<br>Hammacher.com             | <b>Richard W. Tinberg</b><br>CEO   | <b>\$156.0</b><br>-4.9%                     | 60<br>325   | Specialty retail catalog   |
| 229 | 203       | <b>BEAR CONSTRUCTION CO.</b> <sup>3</sup><br>Rolling Meadows | 847-222-1900<br>BearCC.com                | <b>George H. Wienold</b><br>CEO  | <b>\$155.7</b><br>-4.1%                     | 200<br>200  | General contracting and construction management                                      |
| 230 | New       | <b>ENDURANCE WARRANTY SERVICES LLC</b> Northbrook            | 866-918-1438<br>EnduranceWarranty.com     | <b>Paul Chernawsky</b><br>CEO  | <b>\$154.6</b><br>20.8%                     | 110<br>276  | Vehicle service contracts  |
| 231 | 222       | <b>LIBERTYVILLE CLASSIC GROUP</b><br>Libertyville            | 847-367-1700<br>Libertyville-Lincoln.com  | <b>Daniel H. Marks</b><br>President  | <b>\$151.0</b><br>4.9%                      | 55<br>55  | Auto dealerships   |

CRAIN'S LIST CHICAGO'S LARGEST PRIVATELY HELD COMPANIES

|  | 2016<br>rank | Company/headquarters  | Phone/website                                      | Top executive   | 2016 revenue<br>(millions);<br>% change from<br>2015 | Full-time local<br>employees as<br>of 12/31/16;<br>worldwide | Type of business  |
|--|--------------|---|--|---|--|--|---|
| 232  | 216          | <b>ALTER GROUP LTD.</b><br>Skokie   | 800-637-4842<br>AlterGroup.com                     | <b>Michael J. Alter</b><br>President                  | <b>\$150.0</b><br>NC                                 | 35<br>50   | Commercial real estate<br>development   |
| 233  | New          | <b>WINDY CITY MOTORCYCLE<br/>GROUP</b> St. Charles                            | 630-621-8528<br>WindyCityhd.com                    | <b>Ozzie G. Giglio</b><br>CEO                         | <b>\$149.7</b><br>211.8%                             | 400<br>400   | Powersports, Harley-David-<br>son and Triumph motorcy-<br>cles sales and service            |
| 234  | 249          | <b>SIKICH LLP</b><br>Naperville   | 630-566-8400<br>Sikich.com                         | <b>Christopher L. Geier</b><br>CEO, managing partner  | <b>\$146.4</b><br>25.6%                              | 285<br>723   | Accounting, technology,<br>investment banking and<br>advisory services                      |
| 235  | 237          | <b>BLISTEX INC.</b><br>Oak Brook  | 630-571-2870<br>Blistex.com                        | <b>Justin Arch</b><br>CEO                             | <b>\$146.0</b><br>15.9%                              | 215<br>230   | Manufacturer of personal<br>care products   |
| 236  | New          | <b>LAKESHORE RECYCLING<br/>SYSTEMS</b> Morton Grove                           | 773-685-8811<br>LRSrecycles.com                    | <b>Alan T. Handley</b><br>CEO                         | <b>\$145.9</b><br>45.2%                              | 720<br>720   | Independent waste and re-<br>cycling service provider                                       |
| 237  | 223          | <b>GEORGE SOLLITT<br/>CONSTRUCTION CO.</b> Wood Dale                          | 630-860-7333<br>Sollitt.com                        | <b>John D. Pridmore</b><br>President                  | <b>\$145.1</b><br>0.9%                               | 61<br>61   | General contractor, con-<br>struction manager   |
| 238  | 231          | <b>PEER FOODS GROUP INC.</b><br>Chicago                                       | 773-475-2375<br>PeerFoods.com                      | <b>Larry O'Connell</b><br>President                   | <b>\$145.0</b><br>11.5%                              | 12<br>400  | Processor of meats for<br>food-service and retail   |
| 238  | 206          | <b>QST INDUSTRIES INC.</b><br>Chicago   | 312-930-9400<br>QST.com                            | <b>Michael Danch, Alexan-<br/>der Danch</b> , co-CEOs | <b>\$145.0</b><br>-9.4%                              | 29<br>772  | Manufacturer and distribu-<br>tor of apparel components                                     |
| 240  | 224          | <b>JORDAN INDUSTRIES<br/>INTERNATIONAL LLC</b> Chicago                        | 312-573-6449<br>JordanIndustries.com               | <b>John W. "Jay" Jordan II</b><br>Chairman, CEO       | <b>\$143.4</b><br>2.1%                               | 5<br>1,100   | Diversified manufacturer  |
| 241  | New          | <b>MAGELLAN DEVELOPMENT<br/>GROUP LLC</b> Chicago                             | 312-469-8100<br>MagellanDevelopment.com            | <b>David J. Carlins</b><br>President                  | <b>\$142.3</b><br>139.1%                             | 270<br>285   | Real estate development,<br>management and related<br>services                              |
| 242  | 242          | <b>NATIONAL VAN LINES INC.</b><br>Broadview                                   | 708-450-2900<br>NationalVanLines.com               | <b>Maureen Beal</b> , chairman,<br>CEO                | <b>\$140.0</b><br>14.8%                              | 132<br>139   | Moving company  |
| 243  | New          | <b>EN ENGINEERING LLC</b><br>Warrenville                                      | 630-353-4000<br>ENEngineering.com                  | <b>Thomas C. Ziegenfuss</b><br>President              | <b>\$139.6*</b><br>15.1%                             | 410<br>969   | Engineering, consulting and<br>automation services  |
| 244  | 312          | <b>NELSON WESTERBERG INC.</b><br>Elk Grove Village                            | 847-437-7050<br>NelsonWesterberg.com               | <b>John R. Westerberg</b><br>Chairman                 | <b>\$139.0</b><br>80.2%                              | 193<br>349   | Corporate, office and<br>industrial moving services   |
| 245  | 226          | <b>FLORSTAR SALES INC.</b> <sup>2</sup><br>Romeoville                         | 815-836-2800<br>Florstar.com                       | <b>F. Wade Cassidy</b><br>CEO                         | <b>\$138.0</b><br>NC                                 | 107<br>176   | Wholesale distributor of<br>floor coverings; provider of<br>logistical services             |
| 246  | 231          | <b>CONTINENTAL ELECTRICAL<br/>CONSTRUCTION CO.</b> Oakbrook                   | 630-288-0200<br>CECCo.com                          | <b>David A. Witz</b><br>President                     | <b>\$137.0</b><br>5.4%                               | 525<br>525   | Electrical and network<br>technology contracting  |
| 247  | 270          | <b>KELSO-BURNETT CO.</b><br>Rolling Meadows                                   | 847-259-0720<br>Kelso-Burnett.com                  | <b>Brad R. Weir</b><br>Chairman, CEO                  | <b>\$135.1</b><br>30.7%                              | 450<br>450   | Electrical and telecommuni-<br>cations contractor   |
| 248  | 208          | <b>RIM LOGISTICS LTD.</b><br>Roselle  | 630-595-0610<br>RimLogistics.com                   | <b>Robert J. Mueller</b><br>CEO                       | <b>\$135.0</b><br>-14.9%                             | 224<br>313   | Freight forwarding, customs<br>brokerage, warehouse,<br>distribution, logistics             |
| 249  | 227          | <b>SCHUMACHER ELECTRIC CORP.</b><br>Mount Prospect                            | 847-385-1600<br>BatteryChargers.com                | <b>Donald A. Schumacher</b><br>Chairman, CEO          | <b>\$133.5</b><br>NC                                 | 70<br>1,000  | Manufacturer of battery char-<br>gers, transformers, welders                                |
| 250  | 251          | <b>FORWARD SPACE LLC</b><br>Chicago   | 312-942-1100<br>ForwardSpace.com                   | <b>Jenny Niemann</b><br>President, CEO                | <b>\$131.0</b><br>13.9%                              | 138<br>145   | Contract furniture business   |
| 251  | New          | <b>ATHLETICO PHYSICAL THERAPY</b><br>Oak Brook                                | 630-575-6200<br>Athletico.com                      | <b>Mark Kaufman</b><br>President                      | <b>\$130.0</b><br>NA                                 | NA<br>4,000  | Orthopedic rehabilitation<br>services   |
| 251  | 225          | <b>KRONOS FOODS INC.</b><br>Glendale Heights                                  | 224-353-5353<br>KronosFoodsCorp.com                | <b>Howard Eirinberg</b><br>CEO                        | <b>\$130.0</b><br>2.4%                               | 230<br>460   | Manufacturer and distribu-<br>tor of Mediterranean foods                                    |
| Acquired by Boulder, Colo.-based Grey Mountain Partners in October 2016. |              |   |  |   |  |  |   |
| 251  | 238          | <b>PARAMOUNT STAFFING INC.</b><br>Northbrook                                  | 847-559-0676<br>ParamountStaffing.com              | <b>Tina Schubert</b><br>President                     | <b>\$130.0</b><br>4.0%                               | 80<br>135  | Staffing services   |
| 251  | 231          | <b>TURTLE WAX INC.</b><br>Addison   | 630-455-3700<br>TurtleWax.com                      | <b>Gary Walrath</b><br>CEO                            | <b>\$130.0</b><br>NC                                 | 60<br>220  | Manufacturer of automotive<br>products  |
| 255  | New          | <b>OUTCOME HEALTH LLC</b> <sup>19</sup><br>Chicago                            | 312-636-7320<br>OutcomeHealth.com                  | <b>Rishi Shah</b><br>CEO                              | <b>\$129.7*</b><br>104.1%                            | 430<br>650   | In-office advertising for<br>health care providers  |
| 256  | 214          | <b>MARKETING INNOVATORS<br/>INTERNATIONAL INC.</b> <sup>6</sup> Rosemont      | 847-696-1111<br>MarketingInnovators.com            | <b>Lois M. LeMenager</b><br>Chairman, CEO             | <b>\$128.4</b><br>-15.3%                             | 38<br>38   | Incentive, recognition,<br>loyalty, enterprise engage-<br>ment and travel programs          |
| 257  | 240          | <b>WISS JANNEY ELSTNER<br/>ASSOCIATES INC.</b> Northbrook                     | 847-272-7400<br>WJE.com                            | <b>William J. Nugent</b><br>President, CEO            | <b>\$127.6</b><br>3.7%                               | 211<br>555   | Engineering, architecture,<br>materials science consulting                                  |
| 258  | 239          | <b>MNJ TECHNOLOGIES DIRECT<br/>INC.</b> Buffalo Grove                         | 847-634-0700<br>MNJTech.com                        | <b>Susan L. Kozak</b><br>President                    | <b>\$125.0</b><br>0.6%                               | 114<br>120   | Computer hardware and<br>software reseller  |
| 259  | 246          | <b>UPTOWN MOTORS INC.</b><br>Chicago  | 888-687-1263<br>MarinoCJD.com                      | <b>Anthony Marino</b><br>President                    | <b>\$124.0</b><br>4.4%                               | 70<br>70   | Auto dealership   |
| 259  | 243          | <b>VIENNA BEEF LTD.</b> <sup>10</sup><br>Chicago                              | 773-278-7800<br>ViennaBeef.com                     | <b>James W. Bodman</b><br>Chairman, CEO               | <b>\$124.0</b><br>2.5%                               | 265<br>380   | Food processor  |
| 261  | 241          | <b>MACHINERY SYSTEMS INC.</b> <sup>2</sup><br>Schaumburg                      | 847-882-8085<br>MachSys.com                        | <b>Eric Hilliard</b><br>President                     | <b>\$123.4</b><br>1.0%                               | 51<br>90   | Distributor of machine tools,<br>cutting tools and factory floor<br>software                |
| 262  | 259          | <b>WINDY CITY WIRE CABLE &amp;<br/>TECHNOLOGY PRODUCTS LLC</b><br>Bolingbrook | 630-633-4500<br>SmartWire.com                      | <b>Richard G. Galgano</b><br>CEO                      | <b>\$123.2</b><br>12.6%                              | 167<br>234   | Distributor and manufactur-<br>er of wire and cable, distribu-<br>tor of electrical devices |
| 263  | 245          | <b>FOUR SEASONS HEATING &amp; AIR<br/>CONDITIONING INC.</b><br>Bedford Park   | 773-577-2709<br>FourSeasonsHeatingCool-<br>ing.com | <b>David Musial</b><br>President, CEO                 | <b>\$123.0</b><br>3.4%                               | 500<br>500   | HVAC, plumbing, home<br>remodeling contractor   |
| 264  | 268          | <b>ARTHUR J. ROGERS &amp; CO.</b><br>Elk Grove Village                        | 847-297-2200<br>ArthurJRogers.com                  | <b>William G. Schmitz</b><br>President, CEO           | <b>\$120.0</b><br>14.3%                              | 55<br>55   | Commercial real estate  |

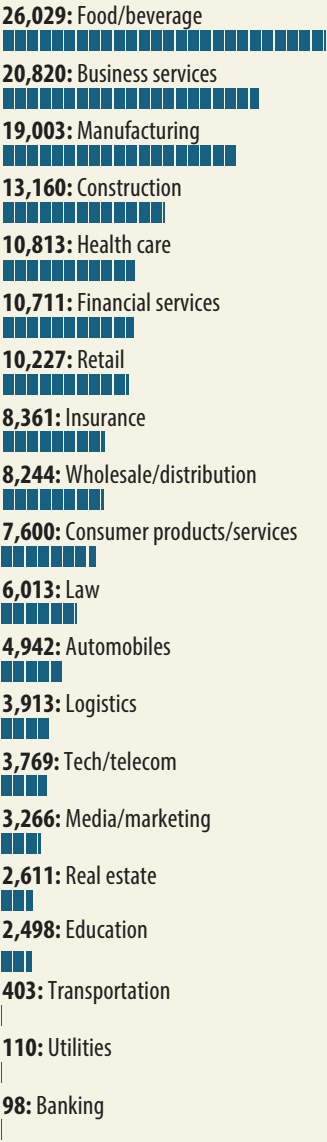
Continued on Page 32

LOCAL INDUSTRY JOBS

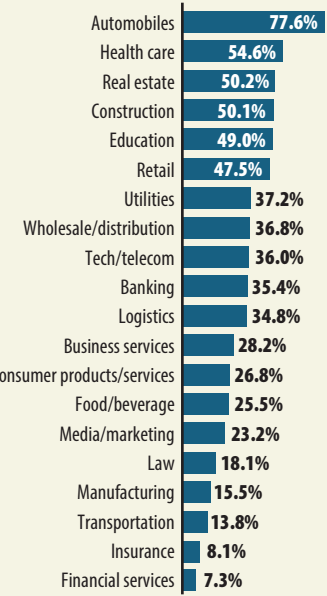
162,591  
People employed in metro Chicago by the companies on this list.

LOCAL EMPLOYEES BY INDUSTRY

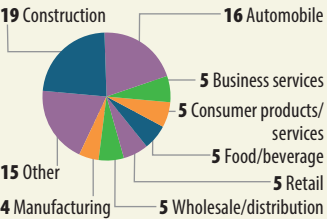
Each square equals 1,000 local workers



PERCENTAGE OF EMPLOYEES WHO ARE LOCAL BY INDUSTRY



OF THE 79 COMPANIES WITH 100% LOCAL EMPLOYEES, THE MOST COMMON INDUSTRIES ARE:



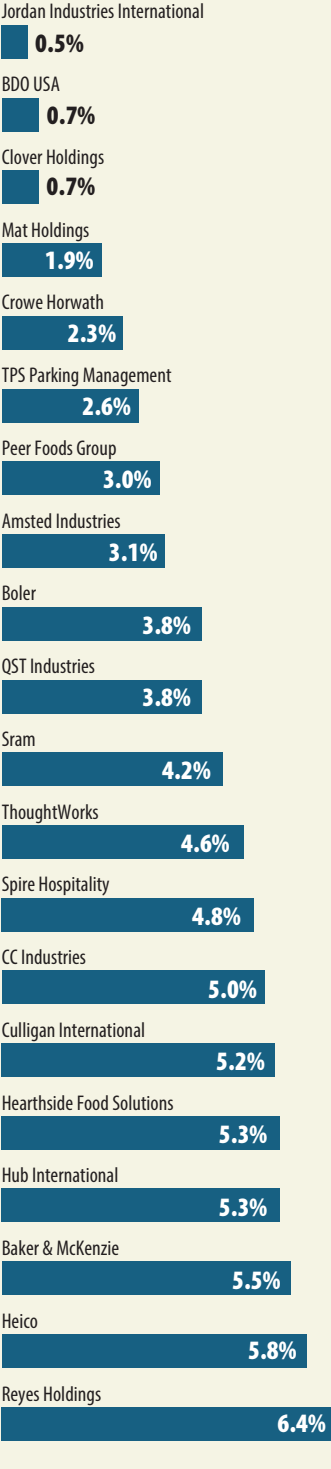
Note: State Farm Mutual Automobile Insurance Co., the No. 1 company on this list, is based in McLean County and is not included.  
Source: Crain's lists



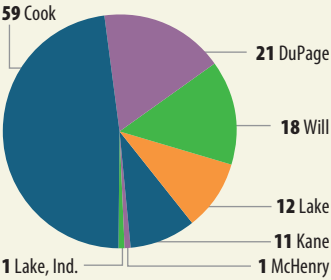
SMALL LOCAL PRESENCE

The 20 local companies below all employ 93 percent or more of their workforce outside the Chicago area.

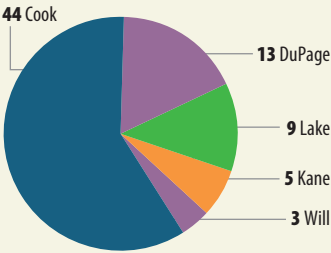
COMPANIES WITH THE SMALLEST PERCENT OF LOCAL EMPLOYEES, 2016



NUMBER OF COMPANIES THAT RELOCATED AND/OR EXPANDED A SATELLITE OFFICE IN THE AREA, 2016



NUMBER OF COMPANIES THAT RELOCATED AND/OR EXPANDED A HEADQUARTERS IN THE AREA, 2016



Source: World Business Chicago with additional research by Crain’s

CRAIN’S LIST CHICAGO’S LARGEST PRIVATELY HELD COMPANIES

|     | 2016 rank | Company/headquarters   | Phone/website                                   | Top executive  | 2016 revenue (millions); % change from 2015 | Full-time local employees as of 12/31/16; worldwide | Type of business   |
|-----|-----------|--|---|--|---|---|--|
| 265 | 275       | STOUT RISIUS ROSS INC.<br>Chicago  | 312-857-9000<br>SRR.com                         | Craig L. Stout<br>Chairman, CEO                              | \$119.6<br>17.7%                            | 140<br>402  | Advisory firm  |
| 266 | 247       | BUTERA FINER FOODS INC.<br>Elgin   | 847-741-1010<br>ButeraMarket.com                | Paul Butera<br>CEO   | \$119.0<br>0.9%                             | 625<br>625  | Retail grocery chain   |
| 267 | 270       | INTERNATIONAL SERVICES INC.<br>Buffalo Grove                             | 224-676-7272                                    | John R. Burgess<br>Managing director                         | \$117.1<br>13.3%                            | 427<br>724  | Management consulting  |
| 268 | 254       | ILLINOIS AUTO ELECTRIC CO.<br>Aurora                                     | 630-862-3300<br>IllinoisAutoElectric.com        | H. Bruce Sirotek<br>Chairman, CEO                            | \$117.0<br>3.5%                             | 124<br>182  | Distribution of transportation and industrial equipment                  |
| 269 | 274       | WILLIAM RYAN HOMES INC.<br>Glenview                                      | 847-995-8700<br>WilliamRyanHomes.com            | William J. Ryan<br>Chairman, president, CEO                  | \$116.7<br>14.4%                            | 40<br>98  | Homebuilder  |
| 270 | 308       | BLUE CHIP MARKETING WORLD-WIDE (POPPIN JAY INC.)<br>Northbrook           | 847-418-8001<br>BlueChipMarketingWorld-wide.com | Stanton Kawer<br>Chairman, CEO                               | \$116.0<br>40.2%                            | 280<br>295  | Advertising and marketing  |
| 271 | 251       | WOZNIAK INDUSTRIES INC.<br>Oakbrook Terrace                              | 630-954-3400<br>WozniakIndustries.com           | Michael R. Wozniak<br>President, CEO                         | \$115.0<br>NC                               | 150<br>240  | Manufacturer of metal components   |
| 272 | 248       | ALFRED BENESCH & CO. <sup>16</sup><br>Chicago                            | 312-565-0450<br>Benesch.com                     | John L. Carrato<br>President, CEO                            | \$113.9<br>-2.3%                            | 124<br>491  | Engineering consultant   |
| 273 | 256       | STERLING LUMBER CO.<br>Phoenix   | 708-455-2307<br>SterlingLumber.com              | Carter Sterling<br>President, CEO                            | \$113.5<br>2.6%                             | 140<br>165  | Manufacturer of heavy industrial lumber products                         |
| 274 | New       | BURWOOD GROUP INC.<br>Chicago  | 312-327-4600<br>Burwood.com                     | Mark Theoharous<br>Chairman, CEO                             | \$113.2<br>14.4%                            | 82<br>169   | Consulting firm specializing in IT and infrastructure                    |
| 275 | 255       | IDS (INTEGRATED DATA STORAGE LLC) Oak Brook                              | 312-334-8400<br>IDSForward.com                  | Matt Massick<br>CEO  | \$113.0<br>2.0%                             | 48<br>48  | IT services  |
| 276 | 258       | SMITHBUCKLIN CORP.<br>Chicago  | 800-539-9740<br>SmithBucklin.com                | Matthew Sanderson<br>President, CEO                          | \$112.1<br>2.2%                             | 413<br>710  | Association management and services company                              |
| 277 | 260       | KENNICOTT BROTHERS CO. <sup>2</sup><br>Chicago                           | 312-492-8200<br>Kennicott.com                   | Gustavo Gilchrist<br>President                               | \$112.0<br>3.2%                             | 153<br>376  | Wholesale flowers and supplies   |
| 277 | 257       | PURE MEDITERRANEAN FOODS CO. Elk Grove Village                           | 847-364-1010<br>PureMediterraneanFoods.com      | Peter Parthenis Jr.<br>President, CEO                        | \$112.0<br>1.8%                             | 250<br>250  | Manufacturer and distributor of Greek and Mediterranean foods            |
| 279 | 229       | CRAMER-KRASSELT CO.<br>Chicago   | 312-616-9600<br>C-K.com                         | Peter G. Krivkovich<br>Chairman, CEO                         | \$111.5<br>-15.0%                           | 261<br>429  | Advertising, media, interactive and public relations                     |
| 280 | 261       | SAYERS40 INC.<br>Vernon Hills  | 847-391-4040<br>Sayers.com                      | Chris Callahan<br>President, CEO                             | \$111.4<br>3.0%                             | NA<br>110   | Information technology products and services                             |
| 281 | 228       | RABINE GROUP OF COS.<br>Schaumburg                                       | 888-722-4633<br>Rabine.com                      | Gary T. Rabine<br>CEO  | \$111.0<br>-16.3%                           | 243<br>383  | Commercial paving, roofing, snow removal, pipeline televising            |
| 282 | 253       | CURRAN CONTRACTING CO.<br>Crystal Lake                                   | 815-455-5100<br>CurranContracting.com           | James “Rick” Noe<br>President                                | \$110.0<br>-2.9%                            | 155<br>210  | Asphalt paver, road builder, excavating contractor                       |
| 282 | 211       | GAS DEPOT INC. <sup>3</sup><br>Morton Grove                              | 847-581-0303<br>GasDepot.com                    | George Nediakalayil<br>President                             | \$110.0<br>-29.0%                           | 10<br>10  | Wholesale distributor of petroleum products                              |
| 282 | 264       | JOHN BURNS CONSTRUCTION CO. Orland Park                                  | 708-326-3500<br>JBCCo.com                       | William J. O'Malley<br>CEO                                   | \$110.0<br>2.8%                             | 190<br>350  | General contractor, electrical subcontractor                             |
| 285 | 262       | PARAGON MICRO INC.<br>Lake Zurich  | 847-719-8430<br>ParagonMicro.com                | Tad Dahl<br>CEO  | \$109.0<br>0.9%                             | 56<br>64  | Provider of IT products and services                                     |
| 286 | 269       | GALLANT BUILDING SOLUTIONS<br>Crystal Lake                               | 815-568-1880<br>EGallant.com                    | Kevin Krak<br>CEO  | \$108.0<br>3.1%                             | 70<br>70  | General contractor   |
| 286 | 277       | H.W. LOCHNER INC. <sup>10</sup><br>Chicago                               | 312-372-7346<br>HWLochner.com                   | Harry W. Lochner<br>Chairman                                 | \$108.0<br>7.1%                             | 80<br>505   | Engineering consultant   |
| 286 | 244       | MICRODYNAMICS GROUP<br>Naperville  | 630-527-8400<br>MicroDG.com                     | Thomas Harter Jr.<br>President, CEO                          | \$108.0<br>-9.5%                            | 120<br>143  | Billing and statement processing, mailing and electronic presentation    |
| 286 | 279       | MOREY CORP.<br>Woodridge   | 630-754-2300<br>MoreyCorp.com                   | Dana Morey<br>President, board member                        | \$108.0<br>8.0%                             | 438<br>441  | Designer and manufacturer of electronics                                 |
| 286 | 262       | UNIVERSAL SCRAP METALS INC.<br>Chicago                                   | 312-666-0011<br>UniversalScrap.com              | Barry B. Riback<br>President                                 | \$108.0<br>NC                               | 125<br>125  | Scrap metal recycling  |
| 291 | 266       | SURESTAFF INC.<br>Itasca   | 630-250-7333<br>Sure-Staff.com                  | David Mehr<br>President                                      | \$106.4<br>11.9%                            | 4,400<br>4,400                                      | Staffing firm  |
| 292 | 266       | MIDTOWN ATHLETIC CLUBS (TENNIS CORP. OF AMERICA) <sup>3</sup><br>Chicago | 773-463-1234<br>Midtown.com                     | Steven L. Schwartz<br>President, CEO                         | \$105.1<br>-0.1%                            | 340<br>640  | Athletic clubs and hospital wellness center/corporate fitness management |
| 293 | 250       | NETRIX LLC<br>Bannockburn  | 800-674-8649<br>NetrixLLC.com                   | Anthony R. Donato<br>Partner, CEO                            | \$105.0<br>-8.7%                            | 340<br>340  | IT provider  |
| 294 | 279       | HIGHLAND PARK FORD LINCOLN MERCURY<br>Highland Park                      | 847-433-7200<br>HighlandParkFord.com            | Alan Frisch<br>President                                     | \$104.7<br>4.7%                             | 53<br>53  | Auto sales and service   |
| 295 | 273       | LYON GROUP HOLDINGS LLC<br>Montgomery                                    | 630-892-8941<br>LyonWorkspace.com               | L. Gene Berg<br>CEO  | \$104.5<br>2.0%                             | 100<br>450  | Manufacturer of cabinets, shelving, and other storage products           |
| 296 | 264       | INTEC GROUP INC.<br>Palatine   | 847-358-0088<br>IntecGrp.com                    | Steven M. Perlman<br>Chairman, CEO                           | \$104.0<br>-2.8%                            | 150<br>1,000  | Manufacturer of electromechanical components                             |
| 297 | 276       | AMERICAN TRANSPORT GROUP LLC<br>Chicago                                  | 888-284-5623<br>ATGFreight.com                  | Harold Gross<br>President                                    | \$103.0<br>2.0%                             | 140<br>140  | Third-party logistics  |
| 297 | New       | ZIEGLER COS.<br>Chicago  | 312-263-0110<br>Ziegler.com                     | Donald A. Carlson<br>Vice chairman, senior managing director | \$103.0<br>20.5%                            | 98<br>277   | Specialty investment bank  |
| 299 | 278       | DAUBERT INDUSTRIES INC.<br>Chicago                                       | 708-496-7350<br>Daubert.com                     | Mike Dwyer<br>President, CEO                                 | \$101.4<br>0.8%                             | 160<br>300  | Manufacturer of specialty coatings and adhesives                         |

# CRAIN'S LIST CHICAGO'S LARGEST PRIVATELY HELD COMPANIES

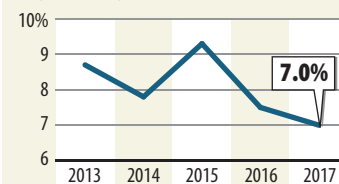
|   | 2016 rank | Company/headquarters  | Phone/website                           | Top executive  | 2016 revenue (millions); % change from 2015 | Full-time local employees as of 12/31/16; worldwide | Type of business  |
|---|-----------|---|---|--|---|---|---|
| <b>300</b>  | New       | <b>GOHEALTH</b><br>Chicago  | 312-386-8200<br>GoHealthInsurance.com   | <b>Clint Jones</b><br>CEO                                      | <b>\$101.0</b><br>-0.5%                     | 500<br><b>700</b>                                   | Health insurance technology                                   |
| <b>301</b>  | New       | <b>ASSURANCE AGENCY LTD.</b><br>Schaumburg                                | 847-463-7802<br>AssuranceAgency.com     | <b>Anthony D. Chimino</b><br>CEO                               | <b>\$100.0</b><br>13.2%                     | 435<br>455  | Insurance brokerage   |
| <b>301</b>  | New       | <b>TRIO MANAGEMENT INC.</b><br>Chicago                                    | 708-375-1407<br>TrioManagement.us       | <b>Greg Gibson</b> , director of acquisitions and new business | <b>\$100.0</b><br>NA                        | 280<br>280  | Home services   |
| <b>Feldco (Des Plaines) parent bought Northbrook-based Danley's Garage World and Elmhurst-based Early Times Home Solutions in February.</b> |           |   |   |  |   |   |   |
| <b>303</b>  | New       | <b>HOME CHEF</b><br>Chicago   | 312-586-7221<br>HomeChef.com            | <b>Patrick Vihtelic</b><br>CEO                                 | <b>\$99.5</b><br>856.7%                     | NA<br>800   | Meal-kit delivery   |
| <b>304</b>  | New       | <b>BBMC MORTGAGE LLC</b><br>Lombard                                       | 480-481-2800<br>MyBBMC.com              | <b>Jeffrey Gennarelli</b><br>CEO                               | <b>\$99.1</b><br>-22.3%                     | 222<br>669  | Mortgage company  |
| <b>305</b>  | 267       | <b>RADIO FLYER INC.</b><br>Chicago  | 773-637-7100<br>RadioFlyer.com          | <b>Robert Pasin</b><br>Chief wagon officer                     | <b>\$99.0</b><br>-5.8%                      | 74<br>109   | Manufacturer of wagons, tricycles and other toys              |
| <b>305</b>  | 282       | <b>TREASURE ISLAND FOODS INC.</b><br>Chicago                              | 773-327-4265<br>TIFoods.com             | <b>Maria A. Kamberos</b><br>President, CEO                     | <b>\$99.0</b><br>0.8%                       | 275<br>275  | Retail grocery chain  |
| <b>307</b>  | 290       | <b>ADVANCE MECHANICAL SYSTEMS INC.</b> <sup>14</sup><br>Arlington Heights | 847-593-2510<br>AdvMech.com             | <b>David M. Weiner</b><br>President                            | <b>\$98.0</b><br>4.3%                       | 260<br>310  | HVAC, plumbing and service contractor                         |
| <b>308</b>  | 291       | <b>SUTTON FORD INC.</b><br>Matteson                                       | 708-720-8000<br>SuttonFord.com          | <b>Nathaniel K. Sutton</b><br>Dealer principal                 | <b>\$98.0</b><br>5.0%                       | 105<br>105  | Auto dealership   |
| <b>309</b>  | 284       | <b>NEW WORLD VAN LINES INC.</b><br>Chicago                                | 800-422-9300<br>NWVL.com                | <b>Shirley Marx</b><br>Chairman                                | <b>\$97.9</b><br>-0.1%                      | 159<br>583  | Moving and storage company                                    |
| <b>310</b>  | 297       | <b>FGMK LLC</b><br>Chicago  | 312-818-4300<br>FGMK.net                | <b>Mario J. Donato</b><br>Managing partner                     | <b>\$96.0</b><br>5.5%                       | 400<br>400  | Assurance, tax and advisory services                          |
| <b>311</b>  | 286       | <b>KENWOOD LIQUORS GROUP</b><br>Homer Glen                                | 708-590-8210<br>KenwoodLiquors.biz      | <b>JoAnn Dixon</b><br>President, CEO                           | <b>\$96.0</b><br>-1.0%                      | 100<br>100  | Chain of liquor stores  |
| <b>312</b>  | 292       | <b>J.C. ANDERSON INC.</b><br>Elmhurst                                     | 630-834-1669<br>JCAAndersonInc.com      | <b>Michael Yazbec</b><br>President                             | <b>\$95.6</b><br>3.0%                       | 135<br>135  | General contractor  |
| <b>313</b>  | 285       | <b>OTTO ENGINEERING INC.</b><br>Carpentersville                           | 847-428-7171<br>OttoExcellence.com      | <b>Thomas J. Roeser</b><br>President                           | <b>\$95.3</b><br>-2.6%                      | 481<br>481  | Manufacturer of audio accessories and controls                |
| <b>313</b>  | 282       | <b>PEERLESS NETWORK INC.</b><br>Chicago                                   | 312-878-0783<br>PeerlessNetwork.com     | <b>John Barnicle</b><br>President, CEO                         | <b>\$95.3</b><br>-3.0%                      | 55<br>88  | Telecom services  |
| <b>315</b>  | 297       | <b>NEXUM INC.</b><br>Chicago  | 312-726-6900<br>NexumInc.com            | <b>David J. Lesser</b><br>President, CEO                       | <b>\$95.0</b><br>4.2%                       | 60<br>94  | IT security services  |
| <b>315</b>  | 272       | <b>LOOP CAPITAL MARKETS LLC</b><br>Chicago                                | 312-913-4900<br>LoopCapital.com         | <b>James Reynolds Jr.</b><br>Chairman, CEO                     | <b>\$95.0</b><br>-7.8%                      | 96<br>186   | Investment banking, brokerage, management                     |
| <b>317</b>  | 296       | <b>WESTSIDE MECHANICAL GROUP INC.</b><br>Naperville                       | 630-369-6690<br>WSMech.com              | <b>James F. Reiss</b><br>CEO                                   | <b>\$93.5</b><br>2.2%                       | 430<br>530  | HVAC, construction, engineering, mechanical services          |
| <b>317</b>  | 294       | <b>EVANS FOOD GROUP LTD.</b><br>Chicago                                   | 773-254-7400<br>EvansFood.com           | <b>Jose Luis Prado</b><br>Chairman, CEO                        | <b>\$93.5</b><br>1.5%                       | 85<br>200   | Snack-food manufacturer                                       |
| <b>Acquired by Chicago-based Wind Point Partners in April 2016.</b>   |           |   |   |  |   |   |   |
| <b>319</b>  | 288       | <b>OTHER WORLD COMPUTING INC.</b><br>Woodstock                            | 815-338-8685<br>MacSales.com            | <b>Lawrence R. O'Connor</b><br>CEO                             | <b>\$93.2</b><br>-2.4%                      | 165<br>215  | Online seller of Mac and iOS accessories                      |
| <b>320</b>  | New       | <b>PANGAEA PROPERTIES</b><br>Chicago                                      | 312-924-5745<br>PangeaProperties.com    | <b>Steven Joung</b><br>CEO                                     | <b>\$92.8*</b><br>14.4%                     | 338<br>447  | Apartment development and management                          |
| <b>321</b>  | 293       | <b>ATTORNEYS' TITLE GUARANTY FUND INC.</b><br>Chicago                     | 312-372-8361<br>ATGF.com                | <b>Peter J. Birnbaum</b><br>President, CEO                     | <b>\$92.5</b><br>NC                         | 156<br>221  | Provider of title insurance to homebuyers and lenders         |
| <b>322</b>  | 300       | <b>CREATIVE WERKS LLC</b><br>Bensenville                                  | 630-860-2222<br>CWorksGlobal.com        | <b>Steve Schroeder</b><br>President                            | <b>\$92.2</b><br>5.0%                       | 80<br>80  | Packaging designer and manufacturer                           |
| <b>323</b>  | 295       | <b>WALTER E. SMITHE FURNITURE INC.</b><br>Itasca                          | 630-285-8000<br>Smithe.com              | <b>Walter E. Smithe III</b><br>President                       | <b>\$92.0*</b><br>NC                        | 400*<br>400*  | Furniture retailer  |
| <b>324</b>  | New       | <b>OSM WORLDWIDE (ONE STOP MAILING LLC)</b><br>Glendale Heights           | 847-233-9999<br>OSMWoldwide.com         | <b>Gaston Curk</b><br>CEO                                      | <b>\$91.6*</b><br>52.4%                     | 33<br>44  | Expedited parcel shipping solutions                           |
| <b>325</b>  | 281       | <b>NELSEN STEEL CO. LP</b><br>Franklin Park                               | 847-671-9700<br>NelsenSteel.com         | <b>C. Davis Nelsen II</b><br>Chairman, CEO                     | <b>\$90.7</b><br>-9.1%                      | 65<br>69  | Manufacturer of precision-engineered and high-strength steels |
| <b>326</b>  | 302       | <b>CHARLES INDUSTRIES LTD.</b><br>Rolling Meadows                         | 847-806-6300<br>CharlesIndustries.com   | <b>Joseph T. Charles</b><br>President, CEO                     | <b>\$90.5</b><br>4.0%                       | 62<br>425   | Manufacturer of telecommunications products                   |
| <b>327</b>  | 301       | <b>MADISON CONSTRUCTION CO.</b><br>Orland Park                            | 708-535-7716<br>MadisonConstruction.net | <b>Rob Ferrino</b><br>CEO                                      | <b>\$90.1</b><br>2.9%                       | 75<br>75  | General contractor  |
| <b>328</b>  | 304       | <b>PLOTE CONSTRUCTION INC.</b><br>Hoffman Estates                         | 847-695-9300<br>Plote.com               | <b>Daniel Plote</b><br>President, CEO                          | <b>\$90.0</b><br>5.9%                       | 325<br>325  | Paving and roadbuilding; general contractor                   |
| <b>329</b>  | 288       | <b>MARILYN MIGLIN LP</b><br>Chicago                                       | 312-266-4600<br>MarilynMiglin.com       | <b>Marilyn J. Miglin</b><br>President, CEO                     | <b>\$89.5</b><br>NC                         | 35<br>80  | Fragrance, cosmetics, skin-care products                      |
| <b>330</b>  | 299       | <b>CHICAGO HEIGHTS STEEL</b> <sup>10</sup><br>Chicago Heights             | 708-756-5619<br>CHS.com                 | <b>Bradley Corral</b><br>President                             | <b>\$89.0</b><br>-0.8%                      | 270<br>270  | Re-rolling steel mill   |
| <b>331</b>  | 282       | <b>PEERLESS INDUSTRIES INC.</b><br>Aurora                                 | 630-375-5100<br>Peerless-AV.com         | <b>Walter S. Snodell</b><br>Chairman, CEO                      | <b>\$88.0</b><br>1.5%                       | 274<br>328  | Manufacturer of digital signage solutions                     |
| <b>332</b>  | New       | <b>LOAD DELIVERED LOGISTICS LLC</b><br>Chicago                            | 312-662-4757<br>LoadDelivered.com       | <b>Robert Nathan</b><br>CEO                                    | <b>\$87.4*</b><br>5.7%                      | 69<br>73  | Third-party logistics   |
| <b>333</b>  | 307       | <b>ARI PACKAGING (ADVERTISING RESOURCES INC.)</b> <sup>6</sup><br>Alsip   | 708-293-1926<br>ARI-Packaging.com       | <b>Gary McCullough</b><br>CEO                                  | <b>\$85.4</b><br>3.1%                       | 80<br>100   | Provides primary and secondary packaging options              |
| <b>334</b>  | 306       | <b>MAGNECO/METREL INC.</b><br>Addison                                     | 630-543-6660<br>Magneco-Metrel.com      | <b>Charles W. Connors</b><br>CEO                               | <b>\$83.5</b><br>NC                         | NA<br>175   | Manufacturer of colloidal silica bonded refractories          |
| <b>335</b>  | 313       | <b>FONA INTERNATIONAL INC.</b><br>Geneva                                  | 630-578-8600<br>Fona.com                | <b>Joseph J. Slawek</b><br>Chairman, CEO                       | <b>\$83.4</b><br>9.3%                       | 211<br>217  | Flavor developer and manufacturer                             |

Continued on Page 34

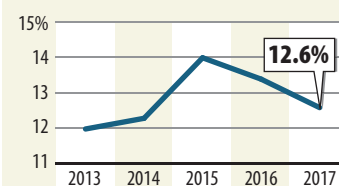
## NATIONAL SNAPSHOT

### NATIONAL SALES GROWTH OF PRIVATE COMPANIES, BY INDUSTRY

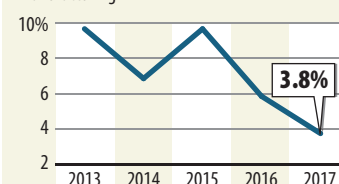
All private companies



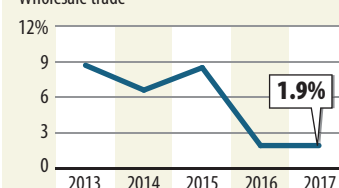
Construction



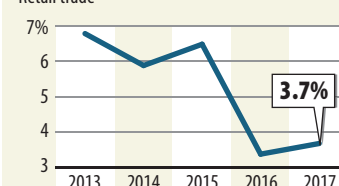
Manufacturing



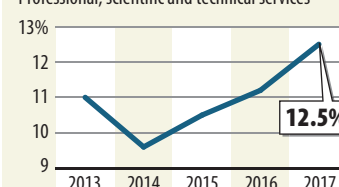
Wholesale trade



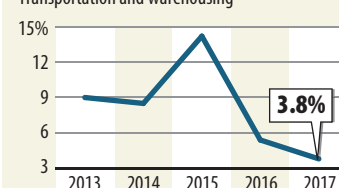
Retail trade



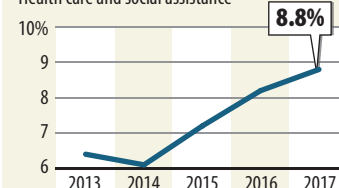
Professional, scientific and technical services



Transportation and warehousing



Health care and social assistance



## 28 million

The number of privately held companies in the U.S.

## 63 percent

The percentage of net new jobs that private companies create in the U.S.

Note: The averages above are derived from financial statements ending between April 7, 2013, and April 7, 2017. Each data point represents the average for all private companies in Sagesworks' database that had a financial statement end during the preceding 12 months. Because of the confidential nature of private companies' financial figures, the data is derived from a sample of companies that use an external finance adviser, either an accountant or banker.

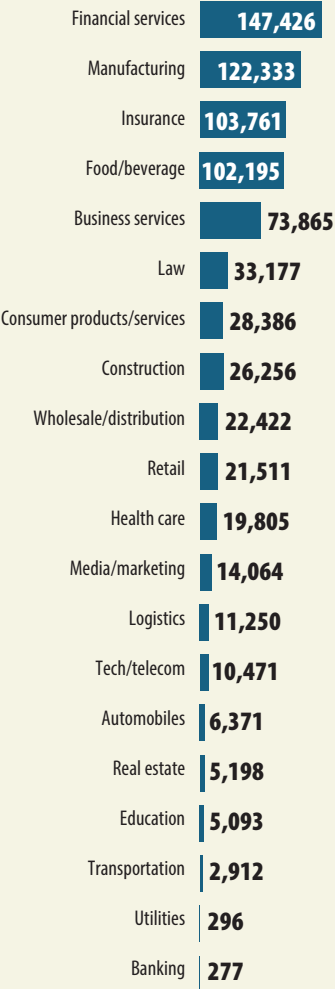
Source: Sagesworks, a financial information company



INDUSTRY EMPLOYMENT

WORLDWIDE EMPLOYEES

By industry



Source: Crain's lists

CRAIN'S LIST CHICAGO'S LARGEST PRIVATELY HELD COMPANIES

|     | 2016 rank | Company/headquarters                    | Phone/website                   | Top executive                         | 2016 revenue (millions); % change from 2015 | Full-time local employees as of 12/31/16; worldwide | Type of business                                    |
|-----|-----------|---|---------------------------------|---------------------------------------|---|---|---|
| 336 | New       | NITEL INC. Chicago                      | 888-450-2100 NitelUSA.com       | Rick Stern CEO                        | \$81.8* 12.4%                               | 129 150   | Data network services                               |
| 337 | New       | CORPORATE CONCEPTS INC. Lombard         | 630-691-8800 CorpConc.com       | Victoria M. Hansel CEO                | \$80.0 17.6%                                | 68 68   | Office furniture dealer                             |
| 338 | 316       | A. LAVA & SON CO. Chicago               | 773-254-2800 ALavaSon.com       | Steven Applebaum President, CEO       | \$78.8* 5.0%                                | 550 700   | Maker of mattresses and bedding components          |
| 339 | New       | LEAPFROG ONLINE LLC Evanston            | 844-650-4945 LeapfrogOnline.com | Dave Husain CEO                       | \$78.7 9.3%                                 | 160 160   | Digital direct marketing                            |
| 340 | 315       | GREELEY & HANSEN Chicago                | 312-558-9000 Greeley-Hansen.com | Andrew W. Richardson Chairman, CEO    | \$78.0 3.2%                                 | 110 296   | Civil and environmental engineering and consulting  |
| 341 | New       | BROOK FURNITURE RENTAL INC. Lake Forest | 847-810-4000 BFR.com            | Robert W. Crawford III President, CEO | \$77.9 6.0%                                 | 100 450   | Residential and office furniture rental and leasing |
| 342 | New       | BIGANE PAVING CO. Chicago               | 312-738-0600 BiganePaving.com   | Anne Bigane Wilson President, CEO     | \$77.0 -23.0%                               | 75 75   | Highway paving contractor                           |
| 342 | 314       | RED FROG EVENTS LLC Chicago             | 312-725-7722 RedFrogEvents.com  | Joe Reynolds, Ryan Kunkel Co-CEOs     | \$77.0 11.1%                                | 70 70   | Active entertainment                                |
| 344 | New       | CHICAGO BLOWER CORP. Glendale Heights   | 630-858-2600 ChicagoBlower.com  | Joseph J. Dubeck President            | \$75.3 9.9%                                 | 80 100  | Manufacturer of fans and blowers                    |
| 344 | New       | ABELSONTAYLOR INC. Chicago              | 312-894-5500 AbelsonTaylor.com  | Dale Taylor President, CEO            | \$75.3 5.0%                                 | 405 408   | Advertising agency                                  |
| 346 | 309       | CHICAGO MEAT AUTHORITY INC. Chicago     | 800-383-3811 ChicagoMeat.com    | Jordan M. Dorfman President           | \$75.0 -8.5%                                | 230 230   | Meat processor                                      |

Crain's list of privately held companies, while the most comprehensive available, is not a complete list of private companies in the Chicago area. Most information for this list is provided by the companies, and Crain's takes their word for sales and employee figures. Figures that are estimated by Crain's are derived from a variety of sources. The list includes companies based in the Chicago area: Cook, DuPage, Kane, Lake (Ill.), Lake (Ind.), McHenry and Will counties. State Farm is based in McLean County, but Crain's makes an exception for it because of its size. Revenue figures are as of Dec. 31 2016, unless otherwise noted. **NA:** Not available. **1.** Includes employees at the company's McLean County headquarters. **2.** Fiscal year ends in September. **3.** Fiscal year ends in June. **4.** While the firm does not have an official headquarters, it was founded in Chicago in 1949 and the Chicago office remains its largest in North America. **5.** Fiscal year ends in March. **6.** Fiscal year ends in January. **7.** Previously listed as JMC Steel Group. **8.** Fiscal year ends in August. **9.** American Lawyer reporting. **10.** Fiscal year ends in April. **11.** Previously listed as McGladrey LLP. **12.** Fiscal year ends in July. **13.** Includes international membership firms. **14.** Fiscal year ends in February. **15.** Fiscal year ends in May. **16.** Fiscal year ends in October. **17.** Forbes reporting. **18.** Includes all of Illinois. **19.** Previously listed as Contextmedia Health LLC.

Researched and edited by Sabrina Gasulla and Liying Qian, with additional research by Crain's reporting staff

crain's real estate forum

Thursday, May 18  
Standard Club, 320 S Plymouth Ct., Chicago  
7:30-9:45 A.M.

\$75 per individual ticket  
Includes coffee networking, breakfast, and program  
Registration closes May 15 at 5 P.M.  
Register at [ChicagoBusiness.com/REF17](http://ChicagoBusiness.com/REF17)

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Featured Guest: Lori Healey, Chief Executive Officer of the Metropolitan Pier and Exposition Authority (MPEA), owner of McCormick Place and Navy Pier

Lori Healey has a resume that spans the worlds of business and government, taking on big assignments for two Chicago mayors between private sector roles. Graduating with both master's and bachelor's degrees from Kansas State University, Healey began her career working as an aide to former Kansas Governor John Carlin. Since then, she's held several senior positions in the administration of former Mayor Richard M. Daley, including Chief of Staff and Commissioner of Planning and Development, leading the city's unsuccessful bid to host the 2016 Summer Olympics. While she also led the city's planning effort for the 2012 NATO Summit for Mayor Rahm Emanuel.

Outside government, Healey has worked at architecture firm Perkins & Will as a principal, Chicago development firm John Buck, and investment firm Tur Partners, as CEO. In 2015, Healey assumed her current role at McPier, currently undergoing a major push to boost McCormick Place's competitiveness versus other big-city convention destinations. Healy is a tough, seasoned politico who's bet on a new McPier hotel, DePaul arena, and Navy Pier makeover to lure visitors is looking good.

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