



ANDREW T. BERLIN

Chairman and Chief Executive Officer

Berlin Packaging

Andrew oversees North America's largest Hybrid Packaging Supplier™ of plastic, glass and metal containers and closures. Under his leadership since 1988, the company has experienced strong growth and Berlin Packaging now has sales approaching \$700 million. Much of this growth is attributable to the innovative concepts and products he has brought to the packaging community and his innovative approach to operational strategy. His respected status in the packaging industry has led to public speaking and accolades, including frequent quotes in major publications, including *The Wall Street Journal*, *The Chicago Tribune* and *Business Week*.

His civic and philanthropic activities include the board of directors of the American Cancer Society, Starlight Children's Foundation and the Distribution Research and Education Foundation. Andrew received his bachelor's degree in political science and his legal degree from Loyola University of Chicago Law School.



STEVE DON

CEO and President

Edward Don & Company

Since becoming CEO and president in January of 2002, Steve is the third generation of his family to run Edward Don & Company, the largest national distributor of equipment and supplies. He started with the company in 1992 as a sales representative and has worked his way up through the company with assignments as a district sales manager, operation manager for the Atlanta distribution center, vice president of the contract division, vice president of sales and marketing and chief operating officer. Edward Don & Company was recognized as the "Illinois Family Business of the Year" in 2008 and "Dealer of the Year" in 2009, its industry's top honor.

Prior to joining Don, Steve worked in investment banking for Salomon Brothers, Inc. and at JMB Realty. He is a member of YPO, the Economic Club of Chicago and serves as the president of the Adam Don Foundation. He also serves on the board of directors of Network Services Company and is an advisory board member at Home Run Inn. He earned his bachelor's degree in economics from the University of Pennsylvania's Wharton School and his MBA from Northwestern University's Kellogg School.



STEPHEN J. GOODENOW

Chairman of the Board and CEO

Bank Midwest

In addition to being chairman of the board and CEO of Bank Midwest (located in Spirit Lake, Iowa), Steve also serves as president and CEO at Goodenow Bancorporation in Okoboji, Iowa. Goodenow Bancorporation is closely held, although more than 180 employees participate in the company's employee stock ownership plan, which owns approximately 10% of the outstanding shares. Steve also currently serves as the past chairman of the board of trustees at the Graduate School of Banking at Colorado and has been on that board since 2005. He also currently serves as a Class A director at the Federal Reserve Bank of Chicago.

Steve is active in the Iowa Bankers Association and is the current chairman elect. He served on the American Bankers Community Bankers Council and is the current treasurer and past chairman of the Okoboji Foundation, a community foundation. Steve is a member and past chairman of the Iowa Great Lakes Industrial Development Board, past board member of the Corridor of Opportunity (regional economic development) and was the 2001 YMCA Capital Campaign co-chair in an effort that led to the completion of a \$6 million state-of-the-art facility to a county of approximately 17,000. He earned his bachelor's degree in finance from the University of Iowa, his MBA from DePaul University and graduated from the Stonier Graduate School of Banking. Steve and his wife, Michele, have two children, Abigail and Nicholas.



JIM JAMES

Vice Chairman and CEO

IDEAL INDUSTRIES, INC.

Jim has more than 28 years of manufacturing experience across a broad range of industries including metal fabrication, aerospace, chemical adhesives and building components. Prior to IDEAL, he spent 16 years with Illinois Tool Works (ITW) where he held many positions, ultimately acquiring the position of group president. During his tenure at ITW he had worldwide responsibilities for the management and coordination of many different business units in the United States, Europe, Asia, Australia, South America and South Africa.

Jim currently sits on the board of directors for Master Chemical, Wall Family Enterprise and Junior Achievement—Chicago. He received his bachelor's degree in industrial technology (manufacturing engineering) from the University of Wisconsin-Stout and his MBA from Georgia State University. He lives in Hawthorn Woods, Illinois with his wife, Missy, and their two children, Austin and Hannah.



DAVID W. JUDAY

Chairman

IDEAL INDUSTRIES, INC.

Since 1972 when he came to IDEAL, Dave has held many jobs, including manufacturing, IT, sales and marketing. He became the chairman of the board and chief executive officer in 1984 until 1999, when he became chairman. Dave is also a director of The National Bank and Trust Company of Sycamore, director of The Community Cares Clinic, past director of the Hintzsche group of agronomy-related companies and the Loyola Family Business Center.

Dave is or has been active in the DeKalb County Community Foundation, Sycamore Charities, DeKalb County Economic Development Corporation, Kishwaukee Hospital Foundation, NIU President's Advisory Council, Federated Church, Rotary and the DeKalb County Juvenile Justice Council. He was a 10-year member of the Illinois State Board of Education as well as having served on the local school board. His formal education consists of undergraduate work at Shimer College and graduate work at the University of Chicago Graduate School of Business. He is married to Suzanne and they have four grown children and nine grandchildren.



WENDY CARLSON NELSON

Member

Carlson Board of Directors

Wendy has more than 15 years of service on several for-profit and nonprofit boards. She is currently chair of the board of the Guthrie Theater in Minneapolis and serves as a member of the Carlson Family Foundation, Carlson Holdings, Inc., The Rezidor Hotel Group, Carlson Real Estate, the Bush foundation, Northwestern University and Inner City Tennis. Wendy is also serving on the grantmaking committee for A Future, the Women's Foundation initiative.

Wendy joined Carlson in 2003 as vice president of real estate for Carlson Restaurants. She directed the company's U.S. real estate procurement and investment program for the flagship T.G.I. Friday's brand, opening 36 new restaurants – tripling the growth rate from the prior year. From there Wendy moved to Carlson Hotels as executive vice president Carlson Hotels Real Estate Company, where she was responsible for directing finance and capital needed to spur Carlson Hotels' growth of its managed portfolio. At the end of her tenure at Carlson, she held the position of executive vice president, brand strategy, where she led the strategy to revitalize the Radisson brand worldwide. Wendy received her bachelor's degree from Northwestern University and her MBA from the Kellogg Graduate School of Management at Northwestern. She currently lives in Minneapolis with her two children, Martin and Sadie.



THEODORE F. PERLMAN

Chairman

The HAVI Group, LP

The HAVI Group provides distribution, purchasing, logistic services, premiums and promotional services to the McDonald's restaurant system, both in the United States and worldwide. Other major U.S. clients are the Coca-Cola Company, Starbucks, British Petroleum, Nissan and Diageo. In 1974, Ted, along with his partner Bob Rocque, founded the Perlman-Rocque Company, which was a forerunner to The HAVI Group LP. In 1986, HAVI was purchased by Staley Continental; Theodore repurchased the company in 1988.

Ted received the McDonald's Corporation's "Press On" Award for business leaders exemplifying Ray Kroc's philosophies, the Community Leadership Award from The Anti-Defamation League of Chicago, and the Weizmann Leadership Award. He currently serves as secretary of the Anti-Defamation League Foundation; on the board of trustees of The Weizmann Institute of Science, Israel Chamber of Commerce; on the board of trustees of Ronald McDonald House Charities and as president of The Perlman Family Foundation. He received his bachelor's degree in business administration from The University of Michigan. Ted, and his wife Harriette, are parents of three adult children and grandparents of nine grandchildren.



LLOYD E. SHEFSKY

Clinical Professor of Entrepreneurship

Founder & Co-Director, Kellogg Center for Family Enterprises

Northwestern University

Professor Shefsky has taught courses, lectured and spoken throughout the United States as well as in China, Japan, Thailand, Canada and Israel. He is also a consultant, coach, mentor and advisor to family businesses and public companies controlled by families on matters including: establishing and improving corporate governance; developing and implementing succession of leadership, ownership, and voting power; creating fair bases and techniques for hiring and compensating family members; facilitating and encouraging enterprising activities within family enterprises; instituting philanthropic efforts and selecting the most appropriate vehicles; and introducing courses, programs and events to educate, and develop relationships among family members.

Lloyd has written professional articles on family business, entrepreneurship and other related topics, and is the author of *Entrepreneurs Are Made Not Born*, published by McGraw-Hill and translated into seven languages. He was the recipient of the 1995 Entrepreneur of the Year Award for his support of entrepreneurship from Ernst & Young and Merrill Lynch, the 2002 Civil Rights Award from the Anti-Defamation League, and the 1992 Award of Excellence from the Sports Lawyers Association. He received his law degree from The Law School at the University of Chicago and is also a CPA.



MARY ANN SISCO

*Director of Strategy and Innovation, PFS Advisory Services
Northern Trust*

As part of her focus, Mary Ann works to bring creative solutions for efficient transfer of wealth across generations. Prior to joining Northern Trust, she held several positions with JPMorgan, most recently as the national director of the wealth advisory practice for private wealth management. She brings extensive experience in providing high-net-worth individuals with sophisticated estate planning solutions. These solutions address gifting, business succession, retirement, executive compensation and generational and charitable planning. Prior to entering the financial services industry, Mary Ann was in private practice with several well-regarded estate planning firms.

She received her bachelor's degree in business from the University of Toledo and her law degree from Chicago-Kent College of Law. Mary Ann is an adjunct professor in the LLM program for tax and employee benefits at the John Marshall Law School and has been on the faculty of the American Bankers Association National Trust School and a guest lecturer at Chicago-Kent College of Law. She is also a frequent commentator on wealth transfer planning issues and has been quoted in *The Wall Street Journal*, *Money*, *Smart Money*, *BusinessWeek* and *U.S. News & World Report*.



RUSS SMYTH

*Chief Executive Officer
The HAVI Group, LP*

Russ is CEO of The HAVI Group, LP, a diversified holding company that owns and manages businesses across the supply chain, marketing and packaging industries, including HAVI Global Solutions, The Marketing Store and HAVI Logistics. Prior to joining HAVI in 2010, Russ was president and CEO of H&R Block, one of the world's largest tax services provider. In this role, he was responsible for H&R Block's tax preparation business, as well as the H&R Block Bank and RSM McGladrey, a leading professional services firm providing tax and consulting services.

Prior to that, Russ spent more than 20 years at McDonald's Corporation, gaining extensive worldwide management experience in Latin America, Asia, the United States and Europe. He last served as president of McDonald's Europe, with responsibility for 6,200 restaurants in 51 countries, representing \$6.7B in total revenues. He is currently a member of the board of trustees for Lewis University in Romeoville, Illinois. Russ earned his bachelor's degree in accounting and his master's degree in business administration from Northern Illinois University. He and his wife, Dawn, live in Chicago with their four children.



ANDREW C. TAYLOR

*Chairman and Chief Executive Officer
Enterprise Holdings*

Andy Taylor learned the automotive business from the ground up more than 40 years ago washing cars during summer and holiday vacations. He took on the role of chief executive officer of Enterprise Rent-A-Car in 1991, and was named chairman in 2001. Today, Enterprise Holdings operates, through its regional subsidiaries, the Alamo and National brands as well as its flagship Enterprise Rent-A-Car brand – and leads the car rental industry with more than 70,000 employees and more than a third of all airport business in the United States and Canada. Under Andy's leadership, Enterprise also owns and operates more than one million cars and trucks, making it the largest car rental company in the world measured by revenue, employees and fleet.

Andy was inducted into the U.S. Travel Hall of Leaders in 2009 and was one of four recipients of the *Travel Weekly* Lifetime Achievement Award. He is also a member of the executive committee and board of directors of the United Way of Greater St. Louis; past president of Civic Progress; trustee of the Saint Louis Symphony Orchestra; trustee of Washington University in St. Louis; trustee for the Naval Aviation History Foundation; and life trustee of the Missouri Botanical Garden. He received his bachelor's degree in business administration at the University of Denver.



WILLIAM A. TERLATO

*CEO and President, Terlato Wine Group
CEO, Terlato Wines International*

Bill continues to blaze new trails through innovation, reaffirming his family's position as the premier importer, marketer and producer of luxury wine in the United States. Today, in large part due to his vision and dynamic leadership, more than one in every 10 bottles of wine more than \$14 sold in America is a Terlato wine. Building on a tradition of excellence his father and grandfathers established more than 60 years ago, Bill has expanded the company's luxury portfolio far beyond its original core business of importing fine Italian wines. The Terlato Wine Group now represents acclaimed family-owned premium wine producers from Italy, France, Australia, New Zealand, South Africa, Argentina, Greece, Japan, Oregon and California, fostering powerful brands with a combination of sales and marketing investment, ambition and acumen that is unmatched in the industry.

Outside of the wine industry, Bill is a trustee of the William Guy Forbeck Research Foundation, which conducts pediatric oncology research. He was a member of the steering committee for the Lake Forest Country Day School Capital Campaign along with his wife, Debbie. Bill and Debbie were members of the Parents' Committee at Duke University from 2004 -2011, and co-chairs of the committee from 2008-2011. They are currently on the Parents Committee at University of Miami.



STUART THORN

President and CEO

Southwire Company

Stuart is president and chief executive officer of Southwire, one of the world's largest producers of electrical cables. Stuart began his career in consumer products, spending 15 years with S.C. Johnson and three years with Campbell Soup Company in a variety of roles, including finance, marketing, strategic planning, acquisitions and international business. He also spent five years at Beaulieu of America – the world's largest privately owned flooring company, where he served first as chief financial officer, and then as president and chief operating officer. He joined Southwire Company in 2001.

In addition to being a director on Southwire's board, Stuart serves on the executive committee of the National Electrical Manufacturers Association, the board of the Electrical Manufacturers Club, the board of the International Cable Federation, and the board of the Copper Development Association. He is also active in a variety of community organizations, including the University of West Georgia, where he serves on the board of visitors for the Richards College of Business, and Great Promise Kids, where he serves as chairman of the governing board. He received his bachelor's degree in economics and his master's degree in business administration from the University of Pennsylvania.



JOHN L. WARD

Clinical Professor of Family Enterprise

Co-Director, Kellogg Center for Family Enterprises

Northwestern University

Professor Ward teaches and studies family enterprise continuity. He is an active researcher, speaker and consultant on succession, ownership, governance and philanthropy. He is a regular visiting lecturer at Hong Kong University of Science and Technology, Indian School of Business, and IESE (Spain).

John is the author of several leading books on family business and serves on several corporate and nonprofit boards. He received his bachelor's degree from Northwestern University and both his MBA and Ph.D. from Stanford Graduate School of Business.