

# Ernst & Young Entrepreneur Of The Year!



## Congratulations Lori!

Ernst & Young presents its annual Entrepreneur Of The Year® award to the most successful and innovative entrepreneurial business leaders from more than 30 countries around the globe.

Lori Eshoo, President and Chief Executive Officer of National Tax Search LLC, was among the finalists recognized for her vision, leadership, and success.

On June 23, 2005, at the Navy Pier Grand Ballroom in Chicago, Illinois, Lori was honored with one of the Entrepreneur of the Year awards in the Realizing Business Potential category sponsored by Microsoft.

Ms. Eshoo founded National Tax Search in 1996. She has worked in the mortgage industry for 23 years with experience developing property tax programs and providing consultative support for nationwide management of both commercial and residential real estate portfolios. Lori's experience led her to envision a web-based system that would automate tasks and make tax administration more efficient.

All award winners will be inducted into the Ernst & Young Entrepreneur Of The Year Hall of Fame and become eligible for the national awards.

For more information, please click on News on our website at [www.nationaltaxsearch.com](http://www.nationaltaxsearch.com).



National Tax Search, LLC  
303 E. Wacker Drive, Suite 850  
Chicago, IL 60601  
Phone: 312-233-6440  
Fax: 312-233-6450

Email: [Lori.Eshoo@nationaltaxsearch.com](mailto:Lori.Eshoo@nationaltaxsearch.com)  
Web Site: [www.nationaltaxsearch.com](http://www.nationaltaxsearch.com)



ERNST & YOUNG  
ENTREPRENEUR  
OF THE YEAR®

Sears Tower  
233 South Wacker Drive  
Chicago, IL 60606  
Phone : (312) 879 3799  
Fax: (312) 879 4034

**TO: Ms. Lori Eshoo, President of National Tax Search LLC**

**RE: Ernst & Young Entrepreneur of the Year® Award-2005 Illinois Program**

FOUNDED AND PRODUCED BY

 **ERNST & YOUNG**

NATIONALLY SPONSORED BY

**Microsoft®**

**KAUFFMAN**  
Foundation

The search for 2005 Ernst & Young Entrepreneur of the Year (EOY) nominees is in full swing and we believe that you would be a particularly strong candidate for this prestigious award. You have a tremendous entrepreneurial story to share with other business leaders in Wisconsin and the country. **You have been nominated by Ms. Maggie McGuire of Harris Bank.**

Founded in Milwaukee in 1986, this program was created to honor individuals whose vision, innovation, hard work, and leadership have created successful and growing business ventures. The program has expanded to over 31 cities and 35 countries. Nominees represent the gamut of industries.

Nomination forms will be submitted with all local candidates to a panel of independent judges, made up of prominent leaders in the business community. All information will be kept strictly confidential. The majority of the information requested in the nomination form may already be available in your company's collateral materials or website.

After the nomination forms are submitted in April, the panel of judges selects finalists and award winners in different industry categories. Approximately 600 entrepreneurs, representative of different Wisconsin communities, historically attend the black-tie annual award banquet celebration on Thursday, June 16<sup>th</sup> at Midwest Airlines Center, Milwaukee. The regional award recipients will then be inducted into the Ernst & Young Entrepreneur Of The Year Hall of Fame in Palm Springs in November.

As the program enters its 19th year, the Wisconsin program has honored numerous entrepreneurs such as:

- John D. Besse, *Besse Forest Products Group*
- Ralph Stayer, *Johnsonville Sausage*
- Herb Kohler, Jr., *Kohler Company*
- Chris Hornung, *Pacific Cycle LLC*
- Alan Ruud, *Ruud Lighting, Inc.*
- Sam Johnson, *S.C. Johnson*
- Donald Schneider, *Schneider National*
- Lance Fors, *Third Wave Technologies*

Participation as a nominee leads to valuable networking opportunities in May and June. Please consider reviewing the enclosed form and submitting an application. Completed nominations are due April 8, 2005. More information about the Ernst & Young Entrepreneur of the Year program is available at:

<http://www.ey.com/US/eoy>

Sincerely,

Ana-Liza Quirolgico, Program Manager



**ERNST & YOUNG  
ENTREPRENEUR  
OF THE YEAR®**

**2005 Illinois Finalists**

<b>Nominee</b>	<b>Title</b>	<b>Company</b>
Richard W. Blaudow	Chief Operating Officer	Advanced Technology Services, Inc.
John M. Schultz	CEO	Agracel, Inc.
Steven Leturno	Co-Founder	AIT Worldwide Logistics, Inc.
Daniel Lisowski	Co-Founder	AIT Worldwide Logistics, Inc.
Leonard H. Lavin	Chairman Emeritus	Alberto-Culver
Robert L. Riter	Chairman	American Chartered Bank
Greg Wittstock	Owner & CEO	Aquascape Designs, Inc.
Scott M. Rosenbach	President	BCI Acrylic Bath Systems, Inc.
Martin Cabrera, Jr.	President	Cabrera Capital Markets, Inc.
Donald R. McNeeley	President & COO	Chicago Tube and Iron Co.
Gian M. Fulgoni	Chairman and Co-Founder	comScore Networks
Matthew Moog	President and CEO	CoolSavings, Inc.
Jim Reid-Anderson	Chairman	Dade Behring, Inc.
Michael L. Silver	President and CEO	Equis Corporation
Craig T. Bouchard	Co-Chairman & President	Esmark Incorporated
James P. Bouchard	Co-Chairman & CEO	Esmark Incorporated
Gwen C. Duncan-James	President & CEO	Gareda Nursing and Homemaker Services
Robert Ontiveros	CEO	Group O, Inc.
H. Dale Smith, Jr.	President & CEO	H.D. Smith Wholesale Drug Co.
Rainer Martens	Founder & President	Human Kinetics
Dennis E. Abboud	President & CEO	Infinity Resources, Inc.
Douglas M. Zell	CEO	Intelligentsia Coffee & Tea, Inc.
Raymond Spencer	Chairman	Kanbay International, Inc.
Joesph Bozich	CEO	Knights Apparel, Inc.
Jill D. Hebert	CEO/Owner	Matrex Exhibits, Inc.
Meryl J. Squires	President/CEO	Merix Pharmaceutical Corporation
Lori Eshoo	President & CEO	National Tax Search LLC
Judson C. Green	President & CEO	NAVTEQ Corporation
Michael S. Silver	Partner	Omnios LLC
Kenneth M. Orlando	President	Promark International, Inc.
Mike Balogh	CEO	PromoWorks, LLC
Jon Bos	EVP	PromoWorks, LLC
Mike Kent	President	PromoWorks, LLC
Marsha Serlin	President & CEO	United Scrap Metal, Inc.
Katrina Markoff	President/CEO	Vosges Haut-Chocolat



ERNST & YOUNG  
ENTREPRENEUR  
OF THE YEAR®

**Ernst & Young**  
233 S. Wacker Drive  
Chicago, IL 60606  
[www.ey.com/us/eoy](http://www.ey.com/us/eoy)

**EMBARGOED UNTIL  
10 PM Central 6/23/05**

**Ana-Liza Quirolgico  
312-879-3799  
Analiza.quirolgico@ey.com**

## **- EMBARGOED UNTIL 10 PM Central 6/23/05 -**

### **WINNERS OF ERNST & YOUNG ENTREPRENEUR OF THE YEAR AWARDS ANNOUNCED IN ILLINOIS**

**CHICAGO, June 23, 2005** – Professional services firm Ernst & Young LLP announced today the winners of the Ernst & Young Entrepreneur Of The Year® Awards in Illinois. All of the winners were selected by a panel of independent judges.

The recipients of Illinois's Ernst & Young Entrepreneur Of The Year are:

- **Business Services—Raymond Spencer, Kanbay International, Inc. (Rosemont, IL)**— Kanbay is a business technology solutions firm with 3,700 employees and an employee retention rate of 90%.
- **Financial Services—Robert L. Riter, American Chartered Bank (Schaumburg, IL)**— What started as one of the smallest banks in Illinois has grown to one of the top 15 largest banks in the state of Illinois and in the top 300 nationally.
- **Health Services/Life Sciences—H. Dale Smith, Jr., H.D. Smith Wholesale Drug Company (Springfield, IL)**—With operations in Texas, Chicago, Los Angeles, New York and New Jersey, to name a few, the company is the fourth largest national drug wholesaler in the country with more than 550 employees.
- **Lifetime Achievement, Leonard H. Lavin, Alberto-Culver Company (Melrose Park, IL)** —Today, 50 years after Lavin bought the company, Alberto-Culver is a global manufacturing, distribution and retail company and is ranked 530th on the Fortune 1000 list.
- **Manufacturing & Distribution—Marsha Serlin, United Scrap Metal (Chicago, IL)** — Serlin started United Scrap Metal with \$200 and a rented truck. Today, the company is one of the largest privately owned scrap metal companies in the U.S. with more than 100 employees.
- **Marketing and Communication Services—Mike Balogh, Mike Kent & Jon Bos, PromoWorks LLC (Schaumburg, IL)** —Launching the company with nine employees in

one small office, PromoWorks now has 160 employees in nine regional offices, representing 200+ consumer package goods manufacturers.

- **Real Estate & Construction—John M. Schultz, Agracel, Inc. (Effingham, IL)** —Formed in 1986 to focus on agricultural investment, Agracel employs more than 40 people and owns 50+ properties in eight states. An estimated 5,000 jobs have been created or retained as a result of the company's investments.
- **Realizing Business Potential—Lori Eshoo, National Tax Search LLC (Chicago, IL)** — Eshoo's company provides property tax management services for thousands of mortgage and title companies, financial institutions, insurance companies, pension funds and real estate owners nationwide.
- **Retail & Consumer Products—Joseph Bozich, Knights Apparel, Inc. (Oak Brook, IL)** —Knights Apparel licenses team logos and names for placement on apparel sold to universities and mass merchandisers.
- **Technology—Judson C. Green, NAVTEQ Corporation (Chicago, IL)** —Judson has successfully taken NAVTEQ beyond its core navigation business into a broad range of applications in the Internet, wireless and business solutions arena. The company is now publicly traded and growing globally.

### **Sponsorship**

Founded and produced by Ernst & Young, The Entrepreneur Of The Year Awards in Illinois is nationally sponsored by the Ewing Marion Kauffman Foundation and regionally sponsored by Clifton Gunderson LLP, Comcast Spotlight, Microsoft, Chicagoland Entrepreneurial Center, and Smart Business Chicago. Harris Bank and LaSalle Bank are nominating patrons.

“Entrepreneur Of The Year Award winners embrace the entrepreneurial spirit and determination necessary to achieve success,” said Randy L. Tavierne, Ernst & Young Entrepreneur Of The Year Program Director. “Ernst & Young is proud of its history recognizing and supporting these outstanding leaders and their companies.”

Illinois winners are eligible for consideration for the Entrepreneur Of The Year 2005 national program. Winners in several national categories, as well as the overall national Ernst & Young Entrepreneur Of The Year, will be announced at the annual awards gala in Palm Springs, Calif., in November 2005. The overall national Entrepreneur Of The Year Award recipient is then considered for the world event held in Monte Carlo.

**About The Ernst & Young Entrepreneur Of The Year® Program**

The Ernst & Young Entrepreneur Of The Year Program was created and is produced by professional services firm Ernst & Young LLP. As the first award of its kind, the Ernst & Young Entrepreneur Of The Year recognizes outstanding entrepreneurs who are building and leading dynamic and growing businesses. The program honors entrepreneurs through regional, national and global award programs in over 100 cities and 35 countries.

**About Ernst & Young**

Ernst & Young, a global leader in professional services, is committed to restoring the public's trust in professional services firms and in the quality of financial reporting. Its 100,000 people in 140 countries pursue the highest levels of integrity, quality, and professionalism in providing a range of sophisticated services centered on our core competencies of auditing, accounting, tax, and transactions. Further information about Ernst & Young and its approach to a variety of business issues can be found at [www.ey.com/perspectives](http://www.ey.com/perspectives). Ernst & Young refers to all the members of the global Ernst & Young organization.

###



ERNST & YOUNG  
ENTREPRENEUR  
OF THE YEAR®

## REALIZING BUSINESS POTENTIAL AWARD

**The Realizing Business Potential award, sponsored by Microsoft, is one of the award categories for the Ernst & Young Entrepreneur Of The Year® 2005 Illinois program.**

**THE CRITERIA FOR  
THIS AWARD INCLUDES**

- Company has fewer than 100 employees
- Company has been in business for at least 3 years
- Company's owner/operator/founder is still active in top management
- Company exhibits community involvement
- Company displays proof of strong sales growth
- Unique or interesting use of computer technology

In addition to completing the standard nomination form, each nominee who wishes to apply for the Realizing Business Potential award category is required to attach a separate statement of approximately 250 words describing a unique or interesting use of technology that they have used to drive business processes beyond basic productivity that benefits the company, employees, or customers.

AWARD CATEGORY  
SPONSORED BY

**Microsoft®**