

LEFKOFSKY HISTORY AND FACTUAL TIMELINE:

1. **Eric Lefkofsky is President of Blue Media, LLC; co-founded Lightbank, and is CEO of Groupon.** Source: Eric Lefkofsky's public website hyperlinked below and Lefkofsky's Twitter screenshot copied below:

<http://www.lefkofsky.com/>



2. **Illinois Governor Pat Quinn announcement on October 19, 2010 \$3.5 million state package of \$3.5 million for Groupon:**

Source: governor's press release copied below

FOR IMMEDIATE RELEASE

October 19, 2010

**Governor Quinn Announces \$3.5 Million Investment Package to Create 250 New Jobs at Groupon
*State Investment Will Help Innovative Deal-of-the-Day Company to Expand In Illinois***

CHICAGO – October 19, 2010. Governor Pat Quinn today announced a \$3.5 million business investment package to create 250 new jobs at Chicago-based Groupon, Inc. The company is the nation's leading social shopping website, offering daily deals on local goods, services and cultural events.

"Groupon helps consumers throughout the world save money, while dramatically boosting local businesses," said Governor Quinn. "This investment package will help this fast-growing and cutting-edge company expand in Illinois, creating even more good jobs and great deals. More and more high-tech companies are making Illinois home, driving our economic recovery and putting people back to work."

The state's \$3.5 million business investment package will allow Groupon to hire 250 new employees at its headquarters in Chicago. Without this state support, the company would have utilized its offices in other states for its continued growth. Groupon is one of the fastest growing companies in Illinois, increasing from seven employees in 2008 to more than 900 at its Chicago headquarters today. It has more than 2,500 employees worldwide.

"Groupon is happy to be able to continue attracting world-class talent in Chicago," said Rob Solomon, President and Chief Operating Officer at Groupon. "We thank Governor Quinn and the state of Illinois for putting together an incentive package that allows us to further expand our workforce."

The Illinois Department of Commerce and Economic Opportunity (DCEO) is administering the \$3.5 million business investment package. The package includes Economic Development for a Growing Economy (EDGE) corporate tax income credits over the next 10 years based on job creation, and Employer Training Investment Program (ETIP) job training funds that will help enhance the skills of its workforce.

Groupon was founded in 2008 and offers daily deals at low prices by utilizing the power of group buying. The company offers daily "Groupons," which are special deals that only become active if a predetermined number of people sign up for them. If the minimum number of people do not sign up for a day's deal, it does not take effect. The innovative strategy reduces risk for retailers, who can treat the coupons as quantity discounts, as well as sales promotion tools. Groupon

also features local charities and organizes support for community causes.

Groupon is a great example of the entrepreneurship and creativity that thrives in Illinois. The homegrown success story is the product of founder Andrew Mason, a former graduate student at the University of Chicago, and Chicago-based investors and co-founders Eric Lefkofsky and Brad Keywell. Since its founding in 2008, the company has expanded dramatically from Chicago to Boston, New York City, San Francisco and other major markets throughout the United States and Canada. The company now has more than 20 million subscribers in more than 300 markets in North America, Europe, Asia and South America.

3. Blue Media LLC gives Rahm Emanuel \$100,000 in campaign donation two days later on 10/21/10. Source: copy of Illinois Board of Elections website for details of Eric Lefkofsky campaign donations attached at the end of this timeline:

4. Lefkofsky becomes CEO of Groupon, takes prestigious board appointments from Emanuel.

Lefkofsky history and Groupon CEO link: http://en.wikipedia.org/wiki/Eric_Lefkofsky

Board appointments from Mayor Emanuel:

<http://www.chicagotribune.com/news/local/politics/chi-rahm-emanuel-top-donors-list-gfx-20150130-htm1story.html> Search "Groupon" on the list of 60 connected firms.

5. Then in this election cycle, Lefkofsky gives \$250,000 plus in campaign donations to Mayor Emanuel. Source: copy of Illinois Board of Elections website for details of Eric Lefkofsky campaign donations attached at the end of this timeline:

6. Groupon was a portfolio company of Lightbank. Source: Chicago Tribune article, *Lightbank Funds Chicago startup OpenChime*, June 1, 2011. See article copied below at the end of this timeline:

Research by Adam Andrzejewski for the John Stossel special, *Is Chicago the Next Detroit* on FOX News.

"All of these transactions at arms-length are legal, but the pattern is troubling."

Your search found 1 receipts totaling \$100,000.00

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Contributed By	Amount	Received By	Description	Vendor Name	Vendor Address
Blue Media, LLC 600 W. Chicago Avenue, Suite 850 Chicago, IL 60610	\$100,000.00 10/21/2010	Individual Contribution Chicago for Rahm Emanuel			

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PUBWEB2

Your search found 14 receipts totaling \$574,000.00

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Contributed By	Amount	Received By	Description	Vendor Name	Vendor Address
Lefkofsky, Eric 346 Grove St Glencoe, IL 60022 Occupation: President Employer: Blue Media, LLC	\$10,000.00 2/1/2011	Individual Contribution Stand for Children IL PAC			
Lefkofsky, Eric 346 Grove St. Glencoe, IL 60022-2056 Occupation: Managing Partner Employer: Lightbank	\$5,300.00 3/29/2013	Individual Contribution Citizens for Lisa Madigan			
Lefkofsky, Eric 346 Grove St Glencoe, IL 60022 Occupation: Managing Partner Employer: Lightbank	\$5,300.00 8/27/2013	Individual Contribution Bill Daley for Illinois			
Lefkofsky, Eric 1001 Green Bay Rd. Winnetka, IL 60093 Occupation: Managing Partner Employer: Lightbanic	\$5,300.00 3/20/2013	Individual Contribution Citizens for Rauner, Inc			
Lefkofsky, Eric 346 Grove St. Glencoe, IL 60022 Occupation: CEO Employer: Groupon	\$5,300.00 12/30/2013	Individual Contribution Taxpayers for Quinn			
Lefkofsky, Eric 1001 Green Bay Road Winnetka, IL 60093 Occupation: Lightbank LLC Employer: Managing Partner	\$5,300.00 2/19/2014	Individual Contribution Chicago for Rahm Emanuel			

Lefkofsky, Eric 346 Grove St Glencoe, IL 60022 Occupation: CEO Employer: Groupon	\$25,000.00 6/24/2014	Individual Contribution Chicago Forward			
Lefkofsky, Eric 346 Grove St Glencoe, IL 60022 Occupation: CEO Employer: Groupon	\$125,000.00 6/24/2014	Individual Contribution Chicago Forward			
Lefkofsky, Eric 1001 Green Bay Rd Winnetka, IL 60093-1721 Occupation: Managing Partner Employer: Lightbank	\$50,000.00 12/12/2013	Individual Contribution Citizens for Rauner, Inc			
Lefkofsky, Eric 1001 Green Bay Rd Winnetka, IL 60093-1721 Occupation: Managing Partner Employer: Lightbank	\$50,000.00 3/6/2014	Individual Contribution Citizens for Rauner, Inc			
Lefkofsky, Eric 1001 Green Bay Rd Winnetka, IL 60093-1721 Occupation: Managing Partner Employer: Lightbank	\$25,000.00 9/19/2014	Individual Contribution Citizens for Rauner, Inc			
Lefkofsky, Eric 1001 Green Bay Road Winnetka, IL 60093 Occupation: Lightbank LLC Employer: Managing Partner	\$50,000.00 12/12/2014	Individual Contribution Chicago for Rahm Emanuel			
Lefkofsky, Eric 1001 Green Bay Road Winnetka, IL 60093	\$200,000.00 3/5/2015	Individual Contribution Chicago for Rahm Emanuel			
Lefkofsky, Eric 346 Grove St. Glencoe, IL 60022	\$12,500.00 6/30/2009	Individual Contribution Kirkpatrick for Illinois			

Occupation: Entrepreneur					
Employer: Self Employed					

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PUBWEB2

Lightbank funds Chicago startup OpenChime

Business, which helps consumers get quotes from local service providers, lands \$700,000 investment

June 01, 2011 | By Wailin Wong, Tribune reporter

http://articles.chicagotribune.com/2011-06-01/business/ct-biz-0601-lightbank-open-chimes-20110601_1_chicago-startup-businesses-lightbank

Every week, hundreds of business proposals for startups pour into the online mailbox of Chicago technology investment firm Lightbank, whose portfolio companies include Groupon and Echo Global Logistics.

This entrepreneurial equivalent of a book publisher's slush pile is a "black hole" at most venture capital outfits, said Lightbank partner Paul Lee. But at Lightbank, the online submissions pool helped Lee discover OpenChime, a Chicago startup that allows consumers to request information and price quotes from providers of a host of services, from lawn maintenance to music lessons.

Lightbank is investing \$700,000 in OpenChime, representing Lee's first deal since joining the investment firm in March. The startup's founders are Chicagoan Erdem Kiciman and his former college roommate, Kale McNaney, who wanted to address what Kiciman identified as "huge inefficiencies in local businesses."

Consumers often spend hours conducting Web research and gathering recommendations, "but everything ends in a phone number," Kiciman said. That's when frustration can set in because making 6 to 10 calls to service providers might result in only one or two useful quotes, he said.

"We know that consumers want to get in touch with businesses and businesses want to get in touch with consumers," Kiciman said. "We don't want to get in the middle. We want it to be as frictionless as possible."

When a consumer submits a request through OpenChime by filling in an online form, the company passes the message to relevant local businesses, gathers information from them and sends it back to the person in a single email. OpenChime employs a team of people in India and the Philippines to do the legwork in researching companies. Businesses also can request to be added to the company's roster.

"It's a technology business, but there will always be a human element," said Lee, who fast-tracked OpenChime's submission after reviewing it.

The deal took just six weeks to close from the time of his first phone call with Kiciman. During the vetting process, Lee and his wife used OpenChime to find a business for roof repairs.

Lee also talked to Mike Evans, co-founder and chief operating officer of Chicago-based GrubHub, who recommended Kiciman.

Evans independently discovered OpenChime when he saw a Facebook ad for the company targeting alumni of the Massachusetts Institute of Technology, where he and Kiciman both received degrees in electrical engineering and computer science.

When Evans visited OpenChime's website, he was greeted with a pop-up window inviting him to a live chat with a customer service representative. Kiciman happened to be staffing the chat line that day. The two met for coffee shortly afterward and kept in touch.

"The thing that really resonated with me is that both of us are trying to find ways to help small businesses cut through and connect with people," said Evans, who used OpenChime to hire a residential cleaning service.

Evans described Kiciman as "wicked smart" and highly committed. Kiciman, who had been part of a startup while at MIT, moved to Chicago after graduation to work for Citadel Investment Group but always had one eye on starting his own business. Six years later, he quit the hedge fund to start OpenChime, which launched in January.

OpenChime competes with companies such as Thumbtack and Redbeacon, both startups that also gather custom quotes from local service providers. Kiciman and Lee declined to discuss OpenChime's revenue model.

Kiciman said OpenChime's oddest request so far was from a consumer seeking a taxidermist for a deceased pet mongoose. The only areas OpenChime doesn't serve are adult and medical services.

As for the submissions that come through Lightbank's website, Lee plans to keep reviewing them and looking for the next OpenChime. Chicago is "such an early developing market in terms of the network" that the risk to funders such as Lightbank is opportunity cost, or missing out on a great business because an entrepreneur doesn't know whom to approach, Lee said.

Evans said his experience meeting Kiciman is indicative of how the local tech scene is growing.

"The Chicago startup community, in the last 18 months, has become even more vibrant than I've seen in the past," he said.

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