



BROOKE HUMMER

**MARY ANNE JACKSON**

President  
My Own Meals

Inspiration struck Mary Anne Jackson in her kitchen.

Determined that her daughter would be fed nutritionally balanced meals while she was at the office, this working mother spent Sunday nights cooking up a week's worth of healthy meals to be doled out by her child's baby sitter. Before long, she was being deluged with calls from other working moms, asking how they could do the same thing.

Ms. Jackson, then director of operations planning at Beatrice Cos., came to their rescue with My Own Meals (MOM). A collection of five microwaveable and boilable meals for kids inspired by the 37-year-old Ms. Jackson's culinary creations, My Own Meals can be bought in more than 1,000 grocery stores throughout the Midwest, on the West and East coasts and by mail-order internationally. By the end of 1988, just six months after Ms. Jackson launched the company, she had rung up sales of \$200,000.

Now mom to two preschool-aged children, Ms. Jackson oversees her privately held company from offices in Deerfield, but spends much of her time traveling the country, selling other working mothers on the product. She declines to reveal current sales figures, but says the business is doing "extremely well."

"The response has been tremendous," says Ms. Jackson.

MARY BETH SAMMONS



MICHAEL A. MARCOTTE

**RAHM EMANUEL**

Principal  
Research Group

In politics, campaign contributions talk and underfinanced candidates walk. That fact puts Rahm Emanuel in great demand.

In the 1989 mayoral campaign of then-State's Attorney Richard M. Daley, Mr. Emanuel, 30, helped raise a staggering \$7.5 million. This year, his company, Research Group, plotted strategy and conducted "opposition research" for Richard Phelan's campaign for Cook County Board president and Neil Hartigan's gubernatorial campaign.

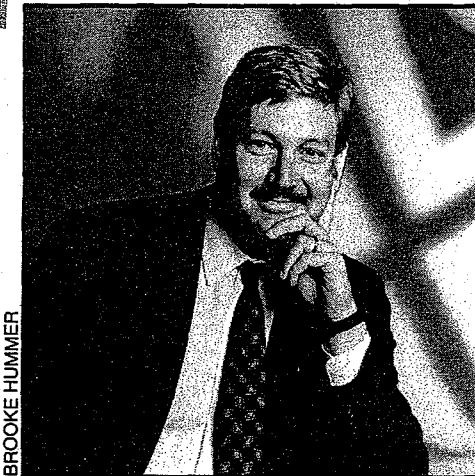
Mr. Emanuel acknowledges that the kind of negative campaigning he sometimes practices is controversial. "As campaigns become professionally organized and run like businesses, you've got to research and figure out what the competition's been doing," he says.

Mr. Emanuel's big political break occurred in 1985, when he set up the national field program for the Democratic National Campaign Committee and ran the Midwest region for U.S. Rep. Tony Coelho, then House majority whip. Despite the country's increasing conservatism, the Democrats came out of the Midwest in 1986 with a net gain of two House seats.

"He's tenacious," says Mr. Coelho.

Mr. Emanuel helped the Democrats gain three House seats—one of only two times in the last 60 years that the party that lost the White House made a gain in the House.

MARK HORNUNG



BROOKE HUMMER

**STEPHEN BAIRD**

Executive vice-president, general sales manager, Baird & Warner

As a youth in Winnetka, Stephen Baird was more interested in the outdoors than in joining the real estate company that his great-great-grandfather, Lyman Baird, had co-founded before the Civil War.

"I literally didn't know what the firm was until after I was out of college," confesses the avid hiker, camper and canoeist, who last summer became executive vice-president and general sales manager of Baird & Warner.

True to his interests, Mr. Baird managed two Boston stores for a recreational outfitter after his graduation from Harvard.

But joining the family firm doesn't mean Mr. Baird, 37, has abandoned his other pursuits. He serves as president of the Corporation for Open Lands (Corlands), a not-for-profit group whose goal—preservation of undeveloped parcels—is often seemingly at odds with real estate development efforts.

Mr. Baird downplays the potential conflict: "We're not going to play Open Lands God."

Agrees Gerald W. Adelman, executive director of the Open Lands Project, a Corlands affiliate, "There's a lot more common ground than people imagine. Steve very much realizes that."

In fact, Mr. Baird considers anonymity, not notoriety, Corlands' major obstacle.

"A lot of people don't know we exist or what we do," he acknowledges.

STEVEN R. STRHLER



BROOKE HUMMER

**KELLY WELSH**

Corporation counsel  
City of Chicago

Mayor Richard Daley's decision to tap Kelly Welsh as head of the city's legal department last year was more than the usual "pick a political ally, any political ally" card game.

A magna cum laude graduate of Harvard Law School who was a partner at Mayer Brown & Platt, Mr. Welsh is transforming the corporation counsel's office into a prestigious address for ambitious young attorneys.

"This is the perfect job," says Mr. Welsh, 38, a Chicago native who lives with his wife and daughter on the North Side.

Breaking the tradition of patronage hiring that often drafted mediocre lawyers for the city's legal army, Mr. Welsh has recruited some of the best lawyers in the city.

He lured trial lawyer Emily Nicklin, for example, from high-powered Kirkland & Ellis to head the city's litigation efforts.

Mr. Welsh is garnering kudos from the legal community. "He's a very energetic, bright young attorney," says Harry G. Comerford, chief judge of the Cook County Circuit Court. "He brings some very progressive ideas to that office."

Mr. Welsh also has established himself as a key policy adviser to Mayor Daley. He counsels the mayor on issues ranging from taking over Commonwealth Edison Co.'s franchise in the city to strengthening the legal backing of the city's minority contracting policy.

PETER J. W. FLSTROM