



2015 ANNUAL REPORT

THOUGHT LEADER IN MINORITY BUSINESS SINCE 1968

PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.



MEMBERS, MBEs & SUPPORTERS:

I am proud to present the Chicago Minority Supplier Development Council's (ChicagoMSDC) 2015 Annual Report. I would like to take this opportunity to thank all of you for the work you do to help level the playing field for minority businesses competing for contracts in an environment which has historically excluded them.

Thanks to your tireless efforts since 1968, government agencies and progressive corporations now understand the importance of supplier diversity. But the disparities between the opportunities available to minorities and non-minorities remain stark.

Minority entrepreneurs create jobs and generate tax revenue, particularly in the communities which need them the most. Their diversity of experience breeds a diversity of goods and services available in the marketplace. Supporting minority businesses is critical to the social and economic future of the country.

Well aware of this, our MBEs and corporate members have been championing supplier diversity for over fifty years but the conversation has remained amongst ourselves for too long. Now is the time to enlist the public to help us advance the cause. Everyone, everyday, can contribute to the success of this movement with their consumer dollars. By spending with minority owned businesses and the corporations who support them, you are promoting equal opportunity and equal access. By encouraging others to #BUYDIVERSE, you are demonstrating your solidarity with minority entrepreneurs and the corporations that utilize them.

So follow @ChicagoMSDC on Facebook and Twitter and use #BUYDIVERSE on social media and be part of the consumer revolution.

We look forward to celebrating our milestone anniversary with you at CBOF50 and to 50 more years of minority business success!



Sincere regards,

Shelia L. Morgan
President & CEO

ChicagoMSDC's **MBDA BUSINESS CENTERS** Chicago & St. Louis

OVERALL PERFORMANCE AT-A-GLANCE

CONTRACTS: \$2,600,000,000
FINANCING: \$1,200,000,000
JOBS CREATED & RETAINED: 7000

OVER
\$3.8
BILLION
IN CONTRACTS
& CAPITAL

CERTIFY



28% OF OUR CERTIFIED MBEs ARE WOMEN AND...

46.6%

AFRICAN AMERICAN

30.5%

ASIAN AMERICAN

21.9%

HISPANIC AMERICAN

1.0%

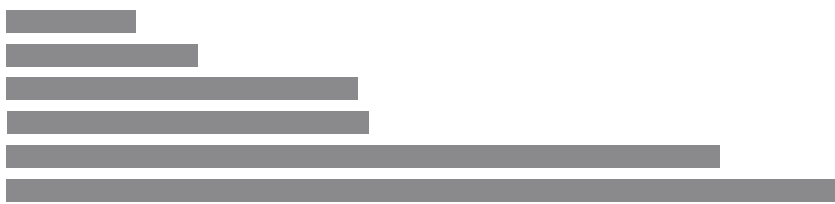
NATIVE AMERICAN

OUR MBEs REPORTED

\$21,400,000,000

IN REVENUES IN 2015.

DEVELOP



BROKER/AGENTS	6.7%
CONSTRUCTION CONTRACTORS	8.7%
MANUFACTURERS	12.7%
DISTRIBUTORS	11.0%
SERVICE CONTRACTORS	30.4%
CONSULTANT/PROFESSIONAL SERVICES	30.5%

CONNECT

OUR CORPORATE MEMBERS SPEND OVER

\$5,000,000,000

PER YEAR WITH OUR MBEs

OUR **937** CERTIFIED MBEs EMPLOY **94,795** WORKERS OF WHOM **48%** ARE ALSO MINORITIES.

ADVOCATE

MBEs OUTPACE THE GROWTH OF NON-MINORITY FIRMS

FUNDING SOURCES

PROGRAMMING	31%
U.S. DEPARTMENT OF COMMERCE	36%
CORPORATE	16%
MBE SERVICES	17%

EXPENDITURES

PROGRAM EXPENSES	86%
GENERAL & ADMINISTRATIVE	12%
FUNDRAISING	2%



#BUYDIVERSETM

**CHOOSE MINORITY OWNED BUSINESSES
& THE CORPORATIONS THAT SUPPORT THEM.**

MINORITY OWNED BUSINESSES ENRICH THE COMMUNITIES FROM WHICH THEY COME AND THE ONES INTO WHICH THEY ARE WELCOMED. MINORITY OWNED BUSINESSES CREATE JOBS AND GENERATE TAX REVENUE, PARTICULARLY IN THE AREAS WHICH NEED THEM THE MOST. WITH UNIQUE PERSPECTIVES, MINORITY ENTREPRENEURS BRING INNOVATIVE GOODS AND SERVICES TO THE MARKETPLACE. WHEN YOU CHOOSE MINORITY OWNED FIRMS AND THE CORPORATIONS WHO DO BUSINESS WITH THEM, YOU ARE INVESTING IN THE FUTURE OF YOUR COMMUNITY.



FOLLOW US

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