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The Chicago Minority Supplier Development Council (ChicagoMSDC) is the founding member of the National Minority Supplier Development Council (NMSDC) network, a non-profit corporate membership organization that advances business opportunities for certified Asian, Black, Hispanic and Native American business enterprises and connects them to its corporate members.

ChicagoMSDC has been a thought leader in minority business since 1968 when it began collaborating with corporate and community leaders to produce the annual event that would become the Chicago Business Opportunity Fair (CBOF). Out of this event sprang the group that would come to be known as NMSDC, one of the country's leading minority business organizations.

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LETTER FROM THE PRESIDENT & CEO

SHELIA MORGAN

PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.



It's Chicago Business Opportunity Fair (CBOF) time again and we are thrilled to be celebrating our 52nd year of connecting our MBEs to the largest buying institutions in the country! CBOF will return to Navy Pier April 17-18, 2019. This year, we are also excited to bring you the inaugural Global Women of Color Symposium (GWCS2019), "Women of the World: Enriching Women of Color in a Global Economy" also at Navy Pier on April 16! Between these two spectacular events, we have something for every Supplier Diversity stakeholder.

GWCS2019 will be an enriching event that gives diverse women business owners the opportunity to be in the same room with successful women leaders from around the nation who are experienced entrepreneurs, and top performers in their industries. You will learn, "How to Grow Your Business from Grassroots to a Global Powerhouse." NBC's Darlene Hill will emcee the day's program which will feature a keynote address from Illinois Lieutenant Governor, Juliana Stratton.

The theme for CBOF52, "Transform for the Next Generation," is a call to action, challenging us to invest strategically and wisely today with the next 30 years in mind. On Wednesday, April 17th, there will be a wide array of educational workshops, presentations, and corporate 1-on-1 sessions that will connect qualified, minority suppliers with more than 50 different buying organizations for private introductions and discussions about contracting. That evening, the Minority Business Enterprise Input Committee's (MBEIC) "Sharing Success Awards" will recognize community leaders, buyers, and

advocates who ensure our collective growth and sustainability. Thursday morning, April 18th, the ChicagoMSDC will host the Sponsors Breakfast. The ceremonial ribbon cutting will immediately follow the breakfast to signify the opening of the highly anticipated CBOF52 Trade Fair. Please take full advantage of the new trade fair experience and join us for the Topping Out Reception afterwards.

In its infancy, CBOF began as a one day engagement with 16 major corporations and 162 minority entrepreneurs. Today, the conference hosts more than 50 corporate sponsors and thousands of participants. Led by the National Minority Supplier Development Council (NMSDC), our network includes 23 affiliate councils, 400+ corporate members, 12,000+ certified minority businesses and global affiliates in South Africa, Canada, China and the United Kingdom.

I am proud of the legacy in supplier diversity that started here in Chicago. I am also proud of the economic impact made by our minority-owned, -operated and -controlled businesses that remain vital to corporate and government supply chains locally, nationally and globally. On behalf of the ChicagoMSDC Board of Directors, corporate members, ChicagoMSDC staff, and the CBOF52 planning committee, see you there!

A handwritten signature in blue ink that reads "Shelia Morgan". The signature is fluid and cursive.

Shelia Morgan
President & CEO
ChicagoMSDC

LETTER FROM THE CHAIR

MARK HANDS



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

On January 11, 2019, I had the honor of being elected Chairman of the Board of Directors of the Chicago Minority Supplier Development Council (ChicagoMSDC). The ChicagoMSDC has a rich history in certifying, developing, connecting and advocating for minority suppliers. We realize a new journey must begin to develop the next generation of strategic thinking leaders in order to remain a premier advocate for the minority business community.

To this end, I have formed "The Chairman's Circle," a group of visionary, civic-minded business leaders who will provide guidance and advice on developing transformational strategies for the next generation of entrepreneurs. (Please see page 8 for profiles on "The Chairman's Circle" members.) The Chairman's Circle will help strengthen existing networks and form new relationships. This esteemed group consists of current and former CEOs and senior executives that have a strong track record in leadership and well established networks in the business community. I have asked them to provide ongoing consultation and advice and serve as advocates and ambassadors for the Council.

Together, we will assess ChicagoMSDC's value proposition and explore how we can become a more valuable partner to corporations and MBEs. We will develop game changing initiatives that will help MBEs grow and positively impact underserved business communities. Our goal is to serve as a

"Pathway" to building stronger relationships with corporate executives, decision makers, MBEs, and the community.

Our vision is to "Empower minority businesses to transform our communities, create jobs, generate wealth and inspire future entrepreneurs." This vision is the inspiration for this year's Chicago Business Opportunity Fair (CBOF52) theme, "Transform for the Next Generation." Going forward, our call to action must include new and innovative ideas that serve corporations and MBEs, and provide inspiring leadership to the next generation of entrepreneurs. Please join us on this journey.

For more information on the ChicagoMSDC, please visit our website: www.ChicagoMSDC.org.

Mark Hands
Supplier Diversity Program Manager, Federal Reserve Bank of Chicago
Chairman, ChicagoMSDC Board of Directors

MEET "THE CHAIRMAN'S CIRCLE"



MARK HANDS

Mark Hands is the Chairman of the 2019 Chicago Minority Supplier Development Council Board of Directors and Supplier Diversity Program Manager at the Federal Reserve Bank of Chicago.

Mark joined the Bank's Procurement Department in November 2010 and has received numerous awards for his work, including the Illinois Minority Small Business Champion of the Year Award from the U.S. S.B.A. He was also recognized by Minority Business News USA as a Supplier Diversity Ambassador.

Prior to joining the Chicago Fed, Mark held positions with the City of Chicago, Deloitte & Touche and First National Bank of Chicago (now J.P. Morgan Chase).

Mark holds a BA in Economics from the University of Madison, WI, and an MBA from the Lake Forest Graduate School of Management.



PAM CHEN

Pam Chen is the General Counsel for the Museum of Science and Industry. As the General Counsel, Pam provides legal advice and counsel on a wide variety of matters including permanent and traveling exhibitions, procurement, commercial and IT contracts, labor and employment, fundraising/tax, insurance and risk management, intellectual property and regulatory compliance and licensure.

Prior to joining the Museum, Pam was an Associate University Counsel for the University of Illinois, serving as the principal legal counsel for all research related legal issues for the Chicago campus, ranked among the top research-funded institutions in the US.

Pam received her B.S. in Psychology and J.D. from the University of Illinois at Urbana-Champaign. Pam was a corporate associate at Katten Muchin Rosenman LLP and Reed Smith LLP (formerly Sachnoff & Weaver, Ltd) prior to going in-house.



MAYE FOSTER-THOMPSON

Maye Foster-Thompson is a nationally recognized professional with more than thirty years of experience in designing highly successful business and economic development programs for Fortune 500 corporations and government agencies. She is a seasoned expert and lecturer on issues impacting the nation's minority and women-owned business communities.

Maye began her career as assistant director of the Chicago Economic Development Corporation, Inc., and joined the Chicago Minority Business Development Council, Inc. (CMBDC) in 1979 as its associate director. She was promoted to executive director and held the position from 1984 - 2002.

Foster-Thompson was recognized by President George Bush's U.S. Commission on Minority Business Development and numerous business development and trade organizations for her work in business diversity.



STEFANIE GARCIA

Stefanie Garcia was appointed Executive Vice President of Water Integrated Treatment Systems LLC (WITS) in June 2018. In this role, she has overall responsibility for the planning, development and execution of a wide range of business strategies and initiatives in accordance with WITS' corporate objectives.

Prior to joining WITS, Stefanie has had diverse experience in organizational leadership, procurement and business consulting. She has led companies toward growth strategies that focus on improved long-term performance and profitability. She has worked for non-profits such as the Chicago Minority Supplier Development Council and for-profit businesses such as United Airlines.

Ms. Garcia holds a Master of Business Administration from Northeastern Illinois University and was named *DiversityMBA* magazine's Top 100 under 50 in 2017.

"Empowering minority businesses to transform our communities, create jobs, generate wealth and inspire future entrepreneurs."



DEBRA JENNINGS-JOHNSON

Debra Jennings-Johnson is the Senior Director of Supplier Diversity for BP America. Reporting directly to the Chief Diversity Officer and President of the BP Foundation, Jennings-Johnson works to maximize the inclusion of diverse business enterprises into BP's supply chain.

She is Chairman of the Board of Directors for the Women's Business Development Center (WBDC) in Chicago, and sits on the board of the NMSDC, Women's Business Enterprise National Council (WBENC), and South Side Community Art Center.

Jennings-Johnson was named "Best of the Decade" in supplier diversity by Minority Business News in 2018 and has led efforts in achieving Top Corporation recognitions from a number of organizations.

She holds a bachelor's degree in business from Loyola University in Chicago, where she and her husband currently reside, and raised one daughter.



ORIN McINTOSH

Orin McIntosh joined IlliniCare Health in March of 2018 as the Senior Vice President of Finance. He brought his specialized knowledge of finance and operations in managed care, ranging from Fee-For-Service to shared risk/shared savings to partial and global capitation.

Prior to joining IlliniCare Health's senior leadership team, Orin served as Director of Financial Planning & Analysis at Concerto Health from 2012 to 2016. He then continued on to be the Director of Finance and Regional CFO at Humana until early 2018.

Orin has overseen multi-billion dollar path-to-value blocks of business for Medicare and Medicaid products driving value for both Health Plans and Provider Groups. Orin earned his BA in Economics from University of Michigan, Ann Arbor and his Master's in Finance from University of Chicago Booth School of Business.



DORRI McWHORTER

Dorri McWhorter became the CEO of the YWCA Metropolitan Chicago in March 2013. She has embarked upon a journey to transform the 140-year-old social service agency to a 21st-century social enterprise.

Dorri was included in the inaugural list of "The Blue Network", comprised of the top 100 innovators in Chicago, by Chicago Tribune's Blue Sky Innovation and recognized by Good City Chicago receiving its Innovative Leader Award.

McWhorter is an active member of Chicago's civic, business and philanthropic communities. Most recently, she was a partner at Crowe Horwath LLP, one of the largest accounting firms in the U.S. She has also held senior positions with Snap-on Incorporated and Booz Allen Hamilton.

McWhorter serves on the Board of Directors for several organizations, including The Metropolitan Club, Chicago Finance Exchange, and Chicago Child Care Society.



SMITHA C. VASAN

Smitha C. Vasan currently works as an Emerging Professional at Interactive Design Architects. She is originally from the Chicagoland area, but she spent 5 years in Miami for school before moving back to Chicago upon her graduation. She has worked in Miami as well as in Chicago on architectural projects spanning a wide range of areas including hospitality, retail, residential, and corporate interiors.

Smitha was recently elected President of the Illinois Chapter of the National Organization of Minority Architects (I-NOMA), which is the local chapter of a national non-profit organization dedicated to providing support and opportunity for minority individuals within design professions.

Smitha believes that diversity in background, thought, and perspective are key to continued success. She currently resides in Bronzeville.

LETTER FROM THE MBEIC CHAIR

JOYCE JOHNSON

PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.



2019 has already been a momentous political year for Chicagoans! Our leadership at a national and local level is becoming increasingly diverse. The 116th Congress is the most diverse in history with 22% of its members being racial or ethnic minorities; and Chicago has its first African American female mayor! However, minorities make up 39% of the US population, so we still have a significant way to go before parity is reached.

This changing of the guard represents a unique opportunity for MBEs to influence policy and bring minority business concerns to the forefront of the political dialogue. The ChicagoMSDC Minority Business Enterprise Input Committee (MBEIC) has been reaching out to legislators on behalf of the minority business community to advocate for equity in the supply chain in the public and private arenas. We urge you to get involved!

Build relationships with your elected officials and ask them to support legislation that creates equitable participation in government contracting and promotes business growth in minority communities where it is most needed. Use our easy tool at www.cmsdcadvocacy.org to identify your state legislators and send them a message to support initiatives that strengthen and expand supplier diversity.

You are also encouraged to join us on April 30, 2019, for our annual Lobby Day in Springfield, Illinois. The ChicagoMSDC MBEIC will host a group of MBEs, Corporate Members, and staff

on an all-day advocacy retreat to the state capitol to meet and mingle with legislators to highlight issues of concern to stakeholders in supplier diversity. Contact Gwen Jones at GJones@ChicagoMSDC.org to reserve your place at the table.

You can also make your voice heard by participating in Business Enterprise Program (BEP) Council meetings. The BEP Council was established to help implement, monitor and enforce the goals of the BEP Act which require minorities, females and persons with disabilities to be awarded a minimum of 20% of the total dollar amount of state contracts. The BEP Council members meet once a month and these meetings are open to the public. The ChicagoMSDC MBEIC Advocacy Committee would like all MBEs to consider attending meetings regularly to speak to the importance of enforcement of this policy. (See page 48 for the 2019 BEP Council Meeting Schedule.)

The MBE2MBE Exchange on July 16-17, 2019, at the Federal Reserve Bank of Chicago is another great opportunity to network with policy makers and other MBEs. MBE2MBE is designed for certified minority business enterprises (MBEs) in the Chicagoland area to build relationships and exchange procurement opportunities with other MBEs. We look forward to seeing you there!

Joyce Johnson
President & CEO, Anchor Staffing
Chairman, Minority Business Enterprise Input Committee



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HIGHLIGHTS FROM THE 2018 ANNUAL MEETING AND HOLIDAY BRUNCH

BY MEGAN NAKANO

ChicagoMSDC held its Annual Meeting and Holiday Brunch, "In the Spirit of Giving" at the Union League Club of Chicago on December 7, 2018. Corporate members, MBEs, supporters and staff gathered to celebrate the year's accomplishments and hear leadership's plans for 2019. Board Chair Mark Hands welcomed guests and highlighted ways in which ChicagoMSDC is adapting to its changing environment to better serve as a catalyst to economic growth in the minority community. First and foremost, he advocated for the utilization of diverse businesses by corporations, consumers, and other minority businesses alike. ChicagoMSDC is proud to engage many of our MBEs as vendors and encourages corporations, consumers and particularly other minority-owned businesses to #BUYDIVERSE and support the minority business community.

"The power of the minority dollar is a force to be reckoned with," Hands asserted. "Small and minority businesses employ more and more people each year, creating wealth in

communities of color. Minority businesses impact job creation, job retention, and help build a stronger, better America. Minority business development makes America great!"

Chairman Hands spoke of the ChicagoMSDC's longstanding partnership with the US Department of Commerce Minority Business Development Agency which allows the Council to provide MBEs with access to capital and contracts, and advise MBEs on expanding their businesses internationally. The MBDA Export Center recently helped one client receive a \$20 billion contract with the Navy!

Hands also spoke on ChicagoMSDC's partnership with the Illinois Tollway to provide technical assistance to established transportation-related construction firms to participate as prime and subcontractors on heavy highway and vertical construction contracts. ChicagoMSDC MBEs also enjoy access to the Goldman Sachs 10,000 Small Business program, a series of workshops where participants learn from some of the brightest minds in business, learn about access to financial capital, and



PHILLIP BARREDA, JACKIE DYESS, JOAN-CARLES BRUGUE, L&T TONYA FOURTÉ-LYLES, MICHAEL STRAUTMANIS, SHELIA MORGAN, MARK HANDS, THOMAS McLEARY, JOYCE JOHNSON AND MARTHA HOLMES AT THE ChicagoMSDC ANNUAL MEETING AT THE UNION LEAGUE CLUB OF CHICAGO ON DECEMBER 7, 2018.



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

MICHAEL STRAUTMANIS, CHIEF ENGAGEMENT OFFICER OF THE OBAMA FOUNDATION DELIVERS THE KEYNOTE ADDRESS AT THE ChicagoMSDC 2018 ANNUAL MEETING AT THE UNION LEAGUE CLUB OF CHICAGO ON DECEMBER 7, 2018.

build a powerful network of professional support.

Treasurer Tom McLeary reported that despite continued reductions in funding, ChicagoMSDC remains financially sound and even thriving. In fact, the Council added 16 new corporate members to its roster and certified over 130 new Minority Business Enterprises in 2018.

Minority Business Enterprise Input Committee (MBEIC) Chair, Joyce Johnson, spoke to the importance of the advocacy work and programming that the committee has been engaging in on behalf of its fellow MBEs. The MBEIC annually honors the top leaders in Supplier Diversity at its Sharing Success Awards at CBOF and hosts the MBE2MBE Exchange where MBEs gather with the intention of sharing resources and creating partnerships between minority entrepreneurs. Chair Johnson also recognized retiring Senator James Clayborne who was in attendance and thanked him for his years of leadership and for being a champion of champions for the minority business community.

Next, Assistant Treasurer, LaTonya Fourt -Lyles, announced the 2019 slate for Board of Directors: Abbvie, Baxter, Cardinal Health, CDW, National Material and Navistar (3-year continuing term ending 2019); Aon, Bank of America, Blue Cross Blue Shield of Illinois (3-year continuing

term ending 2020); Allstate, AT&T, BP America, Exelon, Northern Trust, and United Airlines (3-year term ending 2021); ABB, Ameren Illinois, Arcelor Mittal, Bridgeforth Wolf, Tovar Snow Professionals, University of Chicago; and University of Illinois Chicago (UIC) (1-year "At Large" slots); Anchor Staffing, The CRS Group, Endow, Inc., Inter-City Supply, and Viva (MBEIC slots); Peoples Gas/North Shore Gas, and MZI Group, Inc. (CBOF). The slate was approved unanimously. Fourt -Lyles then announced the 2019 officers: Mark Hands, Chairman; LaTonya Fourt -Lyles, Vice Chairman; Yvette Moten, Secretary; Jackie Dyess, Assistant Secretary; Thomas McLeary, Treasurer; Bridget Carter, Assistant Treasurer.

President & CEO Shelia Morgan thanked all in attendance for their support of ChicagoMSDC throughout the years and stressed the continued importance of supporting diversity inclusion as a vehicle for economic impact. ChicagoMSDC MBEs have combined revenues of over \$19 billion annually and employ more than 150,000 individuals of which over 50% are people of color. Our corporate members report over \$6 billion in spend with minority firms, money which is then able to be invested in communities of color. "These are critical times," Morgan stated. "Much has changed on the political landscape and so advocates like you will



(ABOVE) CHILDREN OF THE **ST. JOSEPH CARMELITE HOME** OPENING PRESENTS DONATED BY THE GUESTS OF THE ChicagoMSDC ANNUAL MEETING & HOLIDAY BRUNCH, "IN THE SPIRIT OF GIVING" AT THE UNION LEAGUE CLUB OF CHICAGO PICTURED BELOW.

need to be more vigilant...This work is business critical to this country, to each of us, our children and grandchildren. Stay the course!"

Morgan then introduced the keynote speaker, Michael Strautmanis, Chief Engagement Officer of the Obama Foundation. In this role, Mr. Strautmanis oversees community affairs and strategic partnerships. He engages with local Chicagoans on plans for the Obama Presidential Center (OPC) and spoke of the Foundation's mission to inspire, empower, and connect people

to change their world. OPC is committed to diversity in its staff, board, spending, and inclusion council. Lakeside Alliance was selected as the construction manager of the project and is comprised of MBEs: Powers & Sons Construction Company, UJAMAA Construction Inc., Brown & Momen, Inc., Safeway Construction Company, and Turner Construction Company. The OPC is slated to open in 2022 on Chicago's South Side. The coalition is building a pipeline of diverse talent that can be embraced by projects across

the city and beyond. Learn more at www.obama.org.

"In the Spirit of Giving", guests brought gifts for the children of the St. Joseph Carmelite Home, a residential child care facility with a residential treatment center and emergency shelter offering comprehensive care for children from birth to age eighteen. Thank you to everyone who contributed to making it a very joyous holiday for the Carmelite kids! Special thanks to the 2018 Annual Meeting sponsor, AT&T and to Aon for providing a special gift for all of the guests.



Chicago Business Opportunity Fair



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HIGHLIGHTS FROM THE MBEIC GENERAL MEMBERSHIP MEETING

BY JOSHUA GUTSTEIN

On Wednesday, November 14, 2018, The Minority Business Enterprise Input Committee of the Chicago Minority Supplier Development Council (MBEIC) hosted their annual General Membership meeting. Held at the LaSalle street location of the University of Phoenix, the meeting highlighted our strong ties with the City of Chicago and the progress we've seen downstate. Welcomes were extended by Joyce Johnson, Chair of the MBEIC and President of Anchor Staffing, as well as Shelia Morgan, President and CEO of ChicagoMSDC. Ms. Morgan introduced the keynote speaker, Shannon Andrews, Chief Procurement Officer of the City of Chicago.

Ms. Andrews, who took over for her one-time boss, Jamie Rhee, humbly expressed that she will reach into her own experience to increase access and opportunities for MBEs. She began her talk warmly recalling her deep connections to the Chicago Minority Supplier Development Council community. In 2012, Ms. Andrews left the role of Ms. Rhee's trusted second in command and became Chief Procurement officer of Cook County. She credited Ms. Rhee with giving her the confidence to take on leadership roles. In her role as CPO, she helped to create the Cook County annual

buying plan and implemented strategies to streamline, standardize and improve procurement cycle times by more than 30 percent. Ms. Andrews created workshops to provide tools and resources to vendors interested in doing business with Cook County and established and enhanced incentive and earned credit programs to support local vendors. She expressed excitement to take on her new position with the city.

Ms. Andrews pledged to build on Ms. Rhee's successes to ensure that Chicago's procurement processes continue to be transparent, efficient and cost effective. While venerating Ms. Rhee, she brings her own perspective and energy to providing opportunities and incentives for minority-owned businesses to participate in City contracts. She presented herself as understanding the challenges of MBEs and encouraged them to reach out to the City. In turn Ms. Andrews will work to expand accessibility for minority-owned businesses.

The advocacy report was delivered by Advocacy Committee Co-Chairs, Jackie Dyess, President of Inter-City Supply, Inc., and Herb Stokes, President of The Affluence Group, LLC. They spoke of the Council's MOU



(L TO R) MBEIC COMMITTEE CHAIR **JOYCE JOHNSON**, PRESIDENT OF ANCHOR STAFFING; **SHANNON ANDREWS**, CHIEF PROCUREMENT OFFICER OF THE CITY OF CHICAGO, **RITA MCNEIL DANISH**, PARTNER OF THE LAW FIRM TAFT STETTINIUS & HOLLISTER LLP; AND ADVOCACY COMMITTEE CO-CHAIRS, **JACKIE DYESS**, CHAIR AND PRESIDENT OF INTER-CITY SUPPLY, INC., AND **HERB STOKES**, PRESIDENT OF THE AFFLUENCE GROUP, LLC; SPEAKING AT THE ChicagoMSDC MBEIC GENERAL MEMBERSHIP MEETING ON WEDNESDAY, NOVEMBER 14, 2018, AT THE UNIVERSITY OF PHOENIX'S LaSALLE STREET LOCATION.

with Senator Martin Sandoval's office and encouraged MBEs to participate in the Senate Diversity Committee Hearings. They also encouraged MBEs to attend BEP Council meetings where they are invited to give testimony attesting to the importance of meeting the 20% MBE goals on all State funded projects. To this end, the MBEIC and Senator Sandoval's office are working to compile a list of MBEs interested in being kept apprised of important developments in the State's legislative process.

Next, Ms. Dyess introduced Rita McNeil Danish, partner of the law firm Taft Stettinius & Hollister LLP. Ms. McNeil Danish highlighted the potential impact of Illinois Senate Bill 2610, now under consideration. As she noted, municipalities are required to conduct disparity studies before implementing diverse economic programming. The legislation required municipalities and counties that receive more than \$1 million of motor fuel tax funds to establish a minority contracting program. (See "Trailblazing Legislation: Illinois Senate Bill 2610" on page 18.)

Joyce Johnson led the attendees into a vote on the new slate of MBEs leading the MBEIC. By approval of those present, the following members make up the 2019 MBEIC committee: Joyce Johnson, Anchor Staffing, Chair; Thomas McLeary, Endow, Inc., Vice Chair; Jackie Dyess, Inter-City Supply Co., Inc., Advocacy Committee Co-Chair; Michelle Flagg, Redacre Solutions, Inc.; Michael Gaines, The CRS Group; Charles Harrell II, The IT Architect Corp.; Vasanthi Ilangovan, VIVA USA, Inc.; Travis D. Latham, Fellowship Fleet; Rico Martinez, Water Integrated Treatment Systems, LLC; Victor Powell, Powell Photography, Inc.; and Herb Stokes, The Affluence Group, Advocacy Committee Co-Chair.

Joyce Johnson closed the event by emphasizing the importance of getting involved. The Minority Business Enterprise Input Committee gave special thanks to the following members for their continued support and service: Irvine Sloan of ABB, Kimberly Williams of Diageo, and Courtenay Casacio, Chip Joseph and Amy Meyers of Stericycle.



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TRAILBLAZING LEGISLATION: SENATE BILL 2610

BY RITA McNEIL DANISH



During 2018, the Illinois Senate introduced and considered a trailblazing piece of legislation, Senate Bill 2610. The bill, which passed in the Senate, and nearly passed in the House, required municipalities and counties that receive more than \$1 million of motor fuel tax funds to establish a minority contracting program. There were several amendments added while it was pending in the House, one of which suggested raising the threshold to more than \$2 million of motor fuel tax funds received. Ultimately, in November, consideration of the legislation was postponed in the House. It is anticipated that the bill will be re-introduced and re-considered at the beginning of 2019.

For many, the question is what does this mean for municipalities and counties, as well as, the minority and women-owned business community. Simply stated, S.B. 2610 would assist local governments in changing their economic development models to encourage growth for minority and women-owned businesses, and to create jobs. Before implementing such a program, the Courts have mandated that a disparity study first be conducted. A

disparity study is the tool utilized to advance the dialogue regarding the inequities and inform the development of new and innovative solutions.

Government agencies at the federal, state, and local level typically can commission disparity studies to examine the extent to which minority and women contractors are underutilized in public procurement. Well conducted disparity studies present information on actual contracting disparities experienced by minority and women businesses in a particular industry and geographic region, as well as, facilitate an investigation into the extent to which there is discrimination in the marketplace.

A disparity study is a comprehensive effort that analyzes a wealth of data pertaining to the legal, legislative, and contracting environment facing minority and women-owned businesses in a particular jurisdiction or when procuring contracts from a specific federal, state, or municipal agency. Disparity studies typically include an overview of the legal precedent that influences key methodologies,

computations, and evidence necessary to justify or support existing or proposed contracting programs, including those that are race conscious. In addition to the legal review, disparity studies typically include an overview of the rules, regulations, and ordinances that govern public contracting for a particular agency. In order to determine the extent to which disparities exist amongst different racial and ethnic groups and women, disparity studies compute numerical disparity ratios using agency procurement data, information on winning bidders, and a comprehensive analysis of actual and potential bidders to determine which firms are ready, willing, and able to bid on contracts. This information is used to determine utilization and availability, the two inputs of the disparity analysis.

Economic inclusion is a key component of an overarching goal of building a prosperous economy. Economic inclusion tools have achieved significant gains for low-income communities and multi-cultural communities. Assisting diverse entrepreneurs launch businesses and expand their existing operations presents a proven opportunity for inclusive job creation. Studies have shown that entrepreneurs of color are more likely to hire people of color and locate their firms in communities of color and, therefore, their growth leads directly to more job opportunities for the groups that need them the most. Further, these businesses will ultimately revitalize communities and bring tax revenues into the local economy. Minority-owned firms are also twice as likely to export, providing evidence that more diverse business ownership can help the nation connect to global markets and meet its goals to increase exports.

To maximize the opportunity for greater diversity, public sector leaders are challenged to remove the multiple barriers that prevent our communities of color from actively participating in the economy and implement progressive strategies that connect communities of color to economic opportunities. As a companion, economic inclusion tools need to be developed, implemented, and integrated into large scale job creation, economic development, and public investment strategies to connect women- and minority-owned businesses to economic and business opportunities. S.B. 2610 facilitates such an opportunity that ultimately benefits the municipalities, the counties, and the State.

The author, **RITA McNEIL DANISH** is Partner at the law firm **TAFT STETTINIUS & HOLLISTER LLP**, specializing in Women, Minority and Veteran-Owned Businesses, Local Government, Crisis Management, Government Relations and Public Finance, and Economic Development.



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LOCAL ELECTED OFFICIALS TAKE THE STAGE WITH THE HOSTS OF THE 36th ANNUAL ASIAN AMERICAN COALITION OF CHICAGO'S LUNAR NEW YEAR CELEBRATION, "ONE WORLD. ONE VISION." AT THE HYATT REGENCY O'HARE ON FEBRUARY 23, 2019.

THE ASIAN AMERICAN COALITION OF CHICAGO WELCOMES "THE YEAR OF THE PIG"

BY MEGHA HAMAL

On Sat. Feb. 23, the Asian American Coalition of Chicago (AACC) hosted its annual Lunar New Year Celebration at the Hyatt Regency O'Hare in Rosemont, IL. The gala kicked off the beginning of the Year of the Pig with the theme, "One World. One Vision." The gala is an opportunity for Asian Americans to come together, take a stance of unity and promote and celebrate diversity. The evening was filled with a range of rich, festive cultural performances, including traditional dances and performances. Marc Rita, television personality and restaurateur Billy Dec, and ABC7 Chicago news personalities Ravi Baichwal, Eric Horg and Cate Cauguiran, emceed the event and U.S. Representative Jan Schakowsky (D-IL) gave the keynote address.

The Asian American Coalition of Chicago (AACC) was founded in 1983, and is represented by over 16 cultures including the Bangladeshi, Burmese, Cambodian, Chinese, Filipino, Indian, Indonesian, Japanese, Korean, Laotian, Malaysian, Nepalese, Pakistani, Sri Lankan, Thai, and Vietnamese American communities. The Asian Lunar New Year Celebration celebrates these rich heritages and diverse histories. The AACC's mission is to organize and promote equal opportunities in government, education, economic development, and international affairs in order

to empower all Asian Americans. Nine of the communities (Chinese, Filipino, Indian, Indonesian, Japanese, Korean, Pakistani, Thai and Vietnamese American) take turns hosting the Asian Lunar New Year Celebration on a rotating basis.

This year's gala was hosted by the Filipino American Community and chaired by Aurora Abella-Austriaco, partner at Valentine, Austriaco & Bueschel, P.C. "Each year, we recognize and celebrate our many talented local awardees and thank them for their hard work, dedication and commitment to serve," said Austriaco. "The gala is also one way that we are able to showcase the rich and diverse history of the Asian culture."

Dozens of elected officials and political hopefuls came out to celebrate the new year with the Asian American community and many addressed the crowd during the program. Others delivered their messages at a political forum at the reception before the event. With the big Chicago mayoral election a few days later, the room was abuzz with anticipation.

Each year, the AACC recognizes two outstanding leaders, one of Asian descent and one of non-Asian descent, who have made exceptional contributions to the Asian American

community. This year, the prestigious Ping Tom Memorial Pan Asian American Award was presented to Tina Tchen, partner at Buckley Sandler and former Chief of Staff to First Lady Michelle Obama. "I am honored and humbled to receive the prestigious Pan Asian American Ping Tom Memorial Award from the Asian American Coalition of Chicago," said Ms. Tchen. "As an Asian American, I take pride in the invaluable contributions of Asian Americans and Pacific Islanders throughout our nation's history. As we come together to celebrate the Lunar New Year 2019, I hope that we continue to work for progress for our community and celebrate the diverse cultures that form a critical part of our American fabric."

Mr. Tom was a civic and visionary leader in the Chinese community and for the broader Asian Americans. His legendary style and beaming smile endeared him to people of all backgrounds. He was one of the 13 original founders of AACC. Outside of family and the family businesses, Mr. Tom's greatest achievement was his work on Chicago's Chinatown Square, a \$100 million plus residential and commercial expansion of 32 acres. As president of the Chinese American Development Corporation, he unfortunately did not have the chance to see the bustling development that it has become.

The Grand Asian American Sandra Otaka Memorial Award was presented to ABC7 Chicago. This is the first time in the history of AACC that an entity or organization received the Sandra Otaka Memorial Award. Judge Otaka gave her time and energy selflessly to the Asian American community. She was an extraordinary leader, a trailblazer, a friend and mentor to many, and was taken from all of us much too soon. She also taught the importance of Asian American political empowerment and to be politically savvy. Her candidacy for Cook County judge in the 9th sub circuit is a textbook example for future Asian American candidates running for office.

Over the years, ABC7 Chicago, has been a strong supporter and advocate for the Asian American community. "ABC 7 Chicago is honored to be this year's recipient of the Honorable Sandra Otaka Grand Asian Award," said John Idler, president & general manager, ABC7Chicago. "We greatly appreciate this distinguished recognition and will continue to strive towards excellence in journalism. We are proud to tell community stories through the lens of diversity and inclusion."

The Coalition also announced the awardees of the 2019 Exemplary Community Service Awards and the Youth Who Excels Awards. (See list on right.) "I would like to congratulate all awardees for their contribution in advancing the Asian-American community through advocacy, education and coalition building," said Austriaco. Next year's celebration will be on February 8, 2020 at the Hyatt Regency O'Hare and will be hosted by the Indian American Community.



AACC EXEMPLARY COMMUNITY SERVICE AWARD WINNERS: SOO LON MOY, DR. NIDA BLANKAS-HERNAEZ, BALWINDER SINGH GIRN, FELICIA KRISTANO, AND TATSU AOKI.

2019 AACC AWARD WINNERS

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TINA TCHEN

SANDRA OTAKA MEMORIAL GRAND ASIAN AMERICAN

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FELICIA KRISTANO | INDONESIAN AMERICAN COMMUNITY

TATSU AOKI | JAPANESE AMERICAN COMMUNITY

KEUN MOO LEE | KOREAN AMERICAN COMMUNITY

BELINDA NG | MALAYSIAN AMERICAN COMMUNITY

SADAF JAVAID | PAKISTANI AMERICAN COMMUNITY

SUDCHARIT BENJAKUL | THAI AMERICAN COMMUNITY

DUC NGOC DANG | VIETNAMESE AMERICAN COMMUNITY

YOUTH WHO EXCEL

DAREK LAU | CHINESE AMERICAN COMMUNITY

JADE MOSQUERA | FILIPINO AMERICAN COMMUNITY

JULIAN LALVANI-DUDLEY | INDIAN AMERICAN COMMUNITY

YOGA MAHARTAYASA | INDONESIAN AMERICAN COMMUNITY

KELSOE YUKIO MATSUNAGA | JAPANESE AMERICAN COMMUNITY

MONICA YOO | KOREAN AMERICAN COMMUNITY

MATTHEW LEE | MALAYSIAN AMERICAN COMMUNITY

ROMA HAMEED | PAKISTANI AMERICAN COMMUNITY

VANISA JUNE OUPOKIN | THAI AMERICAN COMMUNITY

BAOTAM ALAN TRAN | VIETNAMESE AMERICAN COMMUNITY

HYDE PARK HOSPITALITY'S MARC BROOKS

THE ATTRIBUTES OF A SUCCESSFUL LIFE & BUSINESS

BY DAVE THOMAS



MARC BROOKS IS THE PRESIDENT & CEO OF HYDE PARK HOSPITALITY, OFFERING A WIDE RANGE OF SERVICES INCLUDING: AIRPORT CONCESSIONS, FOOD & FACILITY SERVICES MANAGEMENT, AND SUPPLIER/COMMUNITY ENGAGEMENT.

There are many attributes that a business owner must possess in order to be successful. Some attributes are obvious such as education (whether business or technical), experience and determination. But there are other attributes that are a little more... nuanced, such as charisma or simply being a “people person,” or in other words, someone who understands the wants, needs and pulse of a community. Marc Brooks, serial entrepreneur and President and CEO of Hyde Park Hospitality (HPH), possesses all of these characteristics in abundance.

One of my first impressions of Marc came when I was invited to a private party he co-hosted at a fabulous venue in the South Loop called the Chicago Illuminating Company. There was a strict black or white dress code, and those lucky enough to gain admittance were treated to loads of complimentary food, drinks and a wide array of art and music. In attendance were all of the local media and athletes, but what stood out was the unique presence of one Michael Jeffrey Jordan! (The exclamation point was my wife’s, who had to have security come between her and the G.O.A.T.) There were also many minority business owners who I knew from ChicagoMSDC. I remember the common question we all kept asking one another: “So how do you know Marc?” While all of their answers had to do with some sort business dealing or from working together on a board, or that he was the friend of a friend of a friend, my answer was a little less exotic: “He’s in my fantasy football league.” That aside, I couldn’t help but wonder how it was that he seemed to know such a diverse group of people and what a wonderful advantage that must be in business.

Another quality that Marc is blessed with is charisma. While one might say he inherited his father’s charm, he has also inherited his passion for entrepreneurship. Marc’s father, the late Frank Brooks, was CEO of Brooks Foods, a former manufacturer and supplier of frozen foods to large food companies such as McDonald’s. Brooks Foods was also a prominent MBE during the early days of the Chicago Minority Supplier Development Council and consistently recognized on Black Enterprise magazine’s prestigious “BE 100” list. Marc learned the food and beverage business by working alongside his father, and earning his bachelor’s



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degree in economics from Northwestern University. After his father passed, he went back to school and earned his MBA from NU's Kellogg School of Management. After that, he spent time working in the corporate world and held various managerial positions with the likes of Northern Trust Bank, the Chicago Bulls, Mesirov Financial and Bricker Consulting, before finally embarking upon his true calling.

Marc's entrepreneurial journey began with the first of what would be many partnerships when he and a childhood friend formed Urban Media Group, a wireless retail distributor that operated 27 retail distribution outlets in the Midwest for Ameritech Cellular, U.S. Cellular and Verizon Wireless. Through Michael Jordan's introduction, Marc was able to build a relationship with BET founder, Bob Johnson, and eventually invest alongside him in his hotel investment company, RLJ Lodging. From there, Marc went on to invest in and help manage one of the nation's largest publicly traded broadband companies, WOW! Internet Cable and Phone. In 2008, Marc co-founded MKMB Restaurants with the acquisition of 18 Burger King restaurants. Marc grew the company to 23 restaurants, \$27 million in sales and more than 600 employees before selling it in 2013.

In late 2013, Marc started his latest venture, the ChicagoMSDC certified Hyde Park Hospitality (HPH), a food and facility management company that provides hospitality services in airports, hotels, stadiums and schools in numerous markets throughout the United States. In a short span, Marc has grown HPH from a start-up organization to one with more than 300 employees. Today, they have airport operations in Chicago, Denver, New York, Dallas and Los Angeles.

This company represents the culmination of Marc's more than 20 years of experience, drawing on his food background, business acumen and personal passions to

deliver results while providing an exceptional customer experience.

Each of these endeavors contributed to Marc's considerable business and social networks. And speaking of social networks, nobody, and I mean nobody, has made better use of social media and networking than Marc. His Facebook page is an inspiration. He has nearly 5,000 friends (I have 300 and consider myself to be an egomaniac) and his photo gallery is like a "Who's Who?" of American celebrity. There are pictures of Marc with everyone from Barack Obama and Bill Clinton, to Billie Jean King and Serena Williams. Again, this speaks to the man's ability to connect with people and customers from all walks of life. Marc has also enjoyed successful partnerships and investments in some of Chicago's trendiest nightclubs and high-end restaurants including Room 21, Park 52, DMK Burger Bar and most recently, Virtue, a new, highly acclaimed restaurant and bar in Hyde Park.

Marc's good fortune is not just confined to his business dealings, he is married with two lovely children. Most of his extended family lives in Chicago and he prides himself on hosting family outings and activities. With all of these critical attributes in abundance, Marc Brooks is not only winning at business, he's winning at life, and yet he remains humble, appreciative, and eager for what lies ahead.



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FROM THE GROUND UP

HOW RELATED MIDWEST IS INVESTING IN LOCAL DIVERSE BUSINESSES, PULLING THEM INTO THE SUPPLY CHAIN, AND CREATING ECONOMIC OPPORTUNITY ACROSS CHICAGO

BY MEGAN NAKANO

Related Midwest, Chicago's leading real estate developer, has a long history of exercising civic responsibility in its approach to development. Many developers might make similar claims, but Related Midwest's initiatives are setting a new standard for what it means to be a responsible developer.

"We've always known that our job isn't just putting up buildings," says Don Biernacki, senior vice president of construction at Related Midwest. "We have a responsibility to build sustainable communities wherever we work, and that means empowering the people who live in those areas to benefit socially and economically."

This commitment to community and inclusion is not new. Related Midwest has a history of mentoring and hiring minority- and women-owned businesses. In its many Chicago developments, the company has trained and helped local business owners launch their companies,

bringing several diverse companies their very first contracts.

For years, Related Midwest had collaborated with Harold Davis, the owner of a Chicago construction company who had experience in flooring residential properties. In 2017, Biernacki and Mark Goeden, vice president of construction at Related Midwest, connected with Davis who expressed interest in working more closely with Related Midwest, so the company analyzed market segments and spotted an opportunity to help Davis create a flooring distribution company. Biernacki guided Davis in establishing Quadrant Flooring Distributors and introduced him to Congoleum, a leading manufacturer of flooring, who collaborated with Davis as an MBE distributor. Related Midwest also facilitated a relationship with Amberleaf Cabinetry, another local MBE that has deep experience in operations and can provide Davis



(LEFT) RENDERING OF RELATED MIDWEST'S "THE 78" FROM WELLS STREET (RIGHT) RENDERING OF "CRESCENT PARK" WHICH WILL FOLLOW THE ORIGINAL PATH OF THE CHICAGO RIVER. CONTRIBUTIONS BY HOLLWICH KUSHNER, COURTESY OF RELATED MIDWEST.

with both advice and assistance in the form of trucks and other logistics support. Davis has now received his first contract for a project at Campbell Terrace, a senior community in Chicago's Bucktown neighborhood that will allow him to hire staff directly from the community. Similarly, Related Midwest introduced locally owned MBE Right Painting, Inc., to paint conglomerate Sherwin-Williams, which offered the company a line of credit despite a lack of credit history. Biernacki says one of Related Midwest's goals is to get more corporations to take a chance on diverse businesses as Sherwin-Williams has done.

"We're aiming to work with the industry to widen the circle of opportunity for women- and minority-owned businesses," Biernacki says. "This is a model for how we can work to build small, medium and emerging businesses—by facilitating relationships with manufacturers and teaming up new companies with established companies that have a track record in day-to-day operations."

"Because of this commitment, I'm at the table and I'm creating jobs for others, too," Davis says. "Related Midwest is using their success to empower others by sending the elevator back down so we can come up. This is a model that can work all over the country, and I hope other developers will pay attention."

"Related Midwest is using their success to empower others by sending the elevator back down so we can come up. This is a model that can work all over the country, and I hope other developers will pay attention."

HAROLD DAVIS
Quadrant Flooring Distributors

THE BIRTH OF A NEIGHBORHOOD

Nowhere is Related Midwest's commitment to an inclusive supply chain more obvious than in its approach to developing the largest private property in Chicago's history: The 78.

When complete, The 78 will transform 62 acres of undeveloped land in downtown Chicago into an entirely new neighborhood on the parcel of land bordered by Roosevelt Road, Clark Street, 16th Street and the Chicago River. The project has no parallels in recent history, offering the opportunity to create, from



RENDERING OF THE 78's RIVERWALK PROMENADE WHICH WILL CONNECT TO THE EXISTING RIVERWALK ALONG THE SOUTH BRANCH OF THE CHICAGO RIVER. CONTRIBUTION BY HOLLWICH KUSHNER. COURTESY IF RELATED MIDWEST.

the ground up, a new neighborhood.

The 78 will be home to residences, boutique retail shops, restaurants, cultural institutions and 4 million square feet of office space that will attract some of the world's leading organizations. It will feature 12 acres of green space, including a 5-acre riverfront with a café zone, walking paths, public art, a performance venue and bike lanes. The project also comes with significant public infrastructure improvements, including a CTA Red Line station, new roads and bike paths and a water taxi station. The Discovery Partners Institute, the envisioned Midwestern tech hub headed by a group of Illinois universities, will also call The 78 home and attract thousands of talented students, academics and tech leaders each year.

AN OASIS OF OPPORTUNITY

The plans for The 78 are eye-opening. Perhaps because they represent such an unusual opportunity to build a new neighborhood in a crowded city, it's easy to imagine the thrill that builders like Daniel Burnham must have felt when he envisioned the build-

out of Chicago in the late 1800s. But as inspiring as the visuals are, the real headline is the way Related Midwest is approaching inclusion in the supply chain.

From the paint on the walls to the miles of flooring, The 78 will be an oasis of opportunity for local businesses. The project will bring in dozens of companies to supply and install the materials that will make up the buildings and outdoor areas—and Related Midwest is making sure that this opportunity benefits women- and minority-owned businesses.

To solidify this commitment, the company created a Community Inclusion Council (CIC) of the region's leading business, community and civic leaders to implement programs, monitor progress and establish best practices that will serve as a model for the industry. The Minority Supplier Diversity Council is an active member of The CIC, which is overseeing a network that ensures inclusion in the supply chain and in hiring practices for jobs including apprenticeships and internship opportunities for residents in construction and professional services. Related Midwest has also committed to opening a dedicated resource center where business owners and residents can receive

valuable business support and resources, get technical assistance, have access to co-working space and learn about contracting and career opportunities.

SETTING CHICAGO ON A NEW COURSE

In Chicago, hundreds of small businesses like Quadrant Flooring and Right Painting, Inc., can be a part of a new story for the city. The 78 is a multi-billion-dollar project, so the amount of money it can invest in minority and women-owned businesses has the power to change lives, neighborhoods and the entire city, which has yet to find sustainable solutions to overcoming its history of inequality.

Many of the suppliers at The 78 will employ currently unemployed residents of the South and West Sides, where some neighborhoods suffer from 20 - 40 percent unemployment. The 78 and the companies in its supply chain have the potential to help individuals get back on their feet after serving time—and to help more Chicagoans avoid the path of crime that is so tightly correlated with joblessness.

The 78 also has the potential to course-correct a current trend that has brought tremendous prosperity to Downtown and The Loop but left out the surrounding neighborhoods. As major corporations reverse years of relocation to the

suburbs and return to Downtown Chicago, the central business district has thrived. Now, with the development of The 78, some of that prosperity might finally spread throughout the city to the smaller businesses and neighborhoods that need it.

“We have a responsibility to build sustainable communities wherever we work, and that means empowering the people who live in those areas to benefit socially and economically.”

DON BIERNACKI
Related Midwest

“Related Midwest has the opportunity to help individuals, businesses and neighborhoods create prosperity where there currently is too little,” Biernacki says. “We’re thrilled to extend this opportunity to local, diverse businesses whose work will have a significant, long-lasting impact on the lives of so many Chicagoans and the future of our surrounding neighborhoods.”



Related Midwest is proud to support the Chicago Minority Supplier Development Council in our shared mission to increase and advance opportunities for minority businesses at The 78.

For more information visit 78Chicago.com or get in touch with us at info@relatedmidwest.com.

RELATED



Building meaningful business partnerships

Supplier diversity is not a program; it's the way Peoples Gas and North Shore Gas do business.

Peoples Gas and North Shore Gas are committed to increasing investments with certified minority-, women-, service-disabled- and veteran-owned businesses in the communities we serve. We strongly believe in corporate social responsibility and value different ethnicities, genders and backgrounds.

Supplier diversity expands our competitive and qualified supplier base for goods and services, which fosters innovation, leads to improved supplier performance, enhances job creation and generates additional purchasing power in Chicagoland and other communities where we do business.

Peoples Gas and North Shore Gas are proud members of the Chicago MSDC, and we are honored that our president, Charles Matthews, is this year's honorary chairperson at the 52nd annual Chicago Business Opportunity Fair.

Learn more about our Supplier Diversity Initiative and how to become a certified M/W/SD/V at our parent website at www.wecenergygroup.com/sdi.

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TECH-NET

SPECIAL GUESTS



**JOIN US
ON MAY 9th
2 PM - 4 PM**

The Chicago Minority Supplier Development Council (ChicagoMSDC), the Chicago MBDA Export Center and KFA will be hosting a monthly networking event, TECH-NET, for established Minority Business Enterprises (MBE) IT/Innovation firms and Corporate firms only. At TECH-NET, ChicagoMSDC and the Chicago MBDA Export Center will share information about getting certified as an MBE, assist MBEs with domestic and international business opportunities and learn about upcoming trade missions. KFA will share opportunities for Prime and Subcontractors and those seeking employment. Also, KFA will lead a high-level IT/Innovation knowledge development and mastermind exchange forum. Light refreshments and beverages will be served.



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**ChicagoMSDC
210 S. CLARK STREET
SUITE 2190
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**NETWORK WITH ESTABLISHED
TECH FIRMS,
MBE's AND CORPORATIONS**



**LIGHT REFRESHMENTS
& BEVERAGES SERVED**

To register, contact **ROBERT YOUNG** at ryoung@chicagombdaexportcenter.com





MINORITY BUSINESS DEVELOPMENT AGENCY

CENTER UPDATES

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STEVEN RICHIE

BEP ADMINISTRATOR
IL DEPT. OF HUMAN SERVICES (DHS)



ANITA HAGAN

PROCUREMENT CONSULTANT
MBDA BUSINESS CENTER - CHICAGO

MBDA BUSINESS CENTER - CHICAGO HOSTS BI-MONTHLY BEP/VBP CERTIFICATION WORKSHOPS WITH CMS

In partnership with the State of Illinois Central Management Services' Business Enterprise Program (BEP) & Veteran Business Program (VBP), MBDA Business Center - Chicago began hosting workshops every other month beginning in September 2018, designed to provide information on the BEP & VBP certification process.

Irma C Lopez, Outreach Manager with Illinois Central Management Services (better known as CMS), presented a summary of the BEP process. BEP is a program within

CMS. CMS deals with a myriad of services and resources provided to state agencies such as operations, personnel, IT, procurement, hiring for most state agencies, benefits, buildings/vehicles/fleet purchase and maintenance. Ms. Lopez was joined by Steven Richie, BEP Administrator of Illinois Department of Human Services (DHS). Richie traveled from Springfield to reveal projected procurement opportunities within DHS.

The BEP program works to certify businesses owned by minorities, women, people with disabilities, veterans and service disabled veterans. The State of Illinois set a goal for its BEP certified businesses to capture at least 20% of the total dollar

amount of Illinois State contracts. The State of Illinois purchased \$38 Billion in fiscal year 2017. At that time BEP endeavored to spend \$617 Million, but \$180 Million was awarded to non-BEP vendors due to a lack of certified BEP vendors. The BEP certification is free of charge, although MBEs with more than 15 employees must register with DHS for a \$75 fee.

The BEP certification is recognized by IDOT (Illinois Tollway), covering construction, bridges, highway, and roads; Capital Development Board with its fixed vertical construction; and Illinois Public Higher Education, including universities and community colleges.



DIANA EVERETT, OWNER, SUCCESS PROMOTIONS RECEIVING THE SUPPLIER APPRECIATION AWARD FROM MAJOR LEAGUE BASEBALL (MLB) AT ITS WINTER MEETINGS.



JAMES PINKSTON, DIRECTOR, MBDA BUSINESS CENTER - ST. LOUIS WITH ALISON KINDLE HOGAN, RUNG FOUNDER, AND LESLIE GILL, RUNG EXECUTIVE DIRECTOR.

CMS encourages MBEs to also register with the Illinois Procurement Bulletin Boards (IPB's) to find out what contracts are currently available for bid and who has been awarded contracts. The Illinois Procurement Bulletin is produced by CMS' largest buyer with solicitations posted by approximately 60 agencies. CMS advises that more than one person register from each MBE to ensure someone in the company is kept informed of bids and contract status.

The entire application process is now

electronic. To access the BEP Website, visit: <https://www2.illinois.gov/cms/business/sell2/bep/Pages/VendorRegistration.aspx>

The next "Business Enterprise Program (BEP) & Veteran Business Program (VBP) Workshop" will take place on Wednesday, May 8, 2019, at the ChicagoMSDC offices. For more information about the BEP workshops or contract opportunities, contact Anita Hagan, Procurement Consultant at the MBDA Business Center - Chicago.

SUCCESS STORIES FROM THE MBDA BUSINESS CENTER - ST. LOUIS

Rung Ltd., a nonprofit which aims to help women and their children achieve economic sustainability, bought a 28,000 square foot warehouse from a nonprofit Community Development agency on the south side of St. Louis city. The purchase, for \$825,000, closed in November of 2018. Rung plans to transform the warehouse into





MARCELO OLIVER, PRESIDENT, BODY SCIENTIFIC INTERNATIONAL, LLC & 2019 SUPPLIER OF THE YEAR (CLASS I)

its new home after a \$20 million redevelopment.

Rung Executive Director Leslie Gill said an 18,000-square-foot addition would be constructed with the existing building, bringing the total square footage to 46,000. She said the building could open in the first quarter of 2020. BSI Constructors is the general contractor, and Christner is serving as architect. No subsidies are being sought. A major donor is funding the majority of the project costs, according to Gill.

Gill said the center would provide free support services for women, such as financial management, therapy, a gym and dining facilities. Our target is working women who live paycheck to paycheck, surviving, not thriving," Gill said. "They need a hand up, not a hand out. We want to focus on getting more women into a career path and making a family-sustaining wage long term." She said eligible participants will be at least 21 years old, have six months of stable housing and usually be able to make a multi-year commitment. She said the women's center, which Rung will manage, would offer services from nonprofit partners that will be revealed in February.

Rung Ltd. hired Cresa, a commercial real estate advisor, to assist with managing the project. Rung Ltd wanted to involve as many WBE and MBE firms as possible on the project to work with their general contractor BSI to get total community involvement. Cresa being aware of the St. Louis MBDA Business Center's stellar record of working with MBE/WBE firms in the St. Louis metropolitan area reached out to the St. Louis Center and asked them to get involved in the project.

The St. Louis Business Center collaborated with Cresa and jointly they decided to host a meeting with WBE/



GREGORY BUSH, JR., CEO, KRISTINE FALLON ASSOCIATES, INC. (KFA) & 2019 SUPPLIER OF THE YEAR (CLASS II)

MBEs to seek companies that could provide I/T services, environmental testing, office furniture, low power electrical, kitchen furnishings and building demolition. As a result of the meeting St. Louis MBDA Business Center clients walked away with \$2 million in contracts.

The St. Louis MBDA Business Center Client Diana Everett owner of Success Promotions received the Supplier Appreciation Award from Major League Baseball at its Annual Winter Meetings. During the meetings in Las Vegas, MLB held its Diversity Supplier Summit, December 7 -12, 2018, and celebrated the 20th Anniversary of the Diverse Business Partners Program. Success Promotions was honored for their incredible work and partnership with MLB. Success Promotions has created over 50,000 different custom products for fans, season ticket holders, game day attendees, event participants, and organizations ranging from large companies to county parks. In 2011, Success Promotions led the industry by creating the first MLB World Series replica ring. In 2016 they were chosen by USSSA Softball as the 3-year exclusive provider for their commemorative rings and other branded merchandise. The St. Louis MBDA Business Center is very proud of Diana Everett and Success Promotions for their work in St. Louis and across the Country. (See page 42 for a full list of the 2019 ChicagoMSDC MBEIC Sharing Success Awardees.)

The St. Louis MBDA Business Center, in partnership with the St. Louis Regional Chamber, held The Diverse Business Accelerator Kick Off on February 20, 2019, at the St. Louis Regional Chamber. Fostering relationships with like-minded organizations, the MBDA Business Center worked with the Chamber to create the St. Louis Regional Diverse Business Accelerator (DBA) initiative. This initiative will focus on advancing diverse businesses looking to advance their

enterprises through capacity building in the span of three months. The St. Louis MBDA Business Center has agreed to work with the St. Louis Regional Chamber to facilitate financial analysis, referrals and strategy sessions, and provide the Diverse Business Accelerator participants with access to resources to advance their businesses. The St. Louis MBDA Business Center has been fortunate enough to have an ongoing relationship with the St. Louis Regional Chamber. The St. Louis Regional Chamber also shares the mission of economic development, creating new jobs and helping existing companies grow. The St. Louis MBDA Business Center is excited to be a part of this initiative and is looking forward to serving the participants of the DBA program.

MBDA EXPORT CENTER CLIENTS RECEIVE SUPPLIER OF THE YEAR AWARDS AT ChicagoMSDC MBEIC SHARING SUCCESS AWARDS AT CBOF52

The Chicago MBDA Export Center is proud to announce that Kristine Fallon Associates, Inc. (KFA) is the recipient of the Class II Supplier of Year award from ChicagoMSDC. The Supplier of Year award is presented at the Chicago Business Opportunity Fair on April 17, 2019. KFA is an information technology consulting and services firm to the smart cities, Architectural/ Engineering/Construction Firms, and capital facilities industry. With the assistance of Chicago MBDA Export Center, KFA was selected by the State of Illinois to participate in trade mission to Ethiopia and Kenya. Over the course of four days, KFA attended group meetings and customized one-on-one meetings with potential business partners. A successful trade mission lays the foundation for the identification and development of a strong platform for increased exports.

KFA was founded and led by CEO, Gregory Bush, Jr. Greg has a passion for the power of data, always pursuing innovative uses of information systems. According to Greg, "The ability to analyze and take action on data is increasingly important to KFA's clients. Data, its visualization to provide performance feedback and decision support and its re-purposing for downstream use are the future." Greg plans to raise KFA to the next level by being an innovator of new uses and delivery methods of data for A/E/C and other types of industries seeking innovative technology solutions.

The Chicago MBDA Export Center and KFA have joined together to host a bi-monthly networking event, TECH-

NET. TECH-NET is open only to established MBE IT/Innovation firms and corporate members. At TECH-NET, ChicagoMSDC and the Chicago MBDA Export Center share information about getting certified as an MBE, assist MBEs with domestic and international business opportunities, and learn about upcoming trade missions. As part of the program, a corporate member presents IT specific opportunities within their organization and describes their procurement process. KFA shares opportunities for Prime and Subcontractors and those seeking employment. Also, KFA leads a high-level IT/Innovation knowledge development and mastermind exchange forum.

The Chicago MBDA Export Center is also proud to announce that Body Scientific International is the recipient of the Class I Supplier of Year award from ChicagoMSDC, presented at CBOF. Body Scientific International fills a unique niche in the health care industry by providing medical illustrations, designing and producing medical education material, and providing cadavers to teaching hospitals for training medical students. Body Scientific International's experience and understanding allows them to reduce customer's challenges when discussing complex medical information with medical professionals and patients.

As Body Scientific International is in a sector of the health care industry that does not have many MBE's, it is in an ideal position to support many of the hospitals, universities and medical facilities with their diversity and inclusion goals. Body Scientific has grown the company over the past four years, providing product in the United States, South America, Taiwan, China and United Arab Emirates.

Marcelo Oliver, President of Body Scientific International, LLC has sought to distinguish his company by finding ways to deliver solutions that enable clients to improve their business processes and accomplish their organizational goals. Marcello has a unique combination of expertise and experience that he brings to Body Scientific International. Marcello began his career a medial illustrator and creative director of anatomical charts. Since then he has led companies in international production, business development and medical marketing. Under his leadership, Body Scientific International, LLC is positioned for continued growth in 2019.

Contact the Chicago MBDA Export Center for more information about TECH-NET and other programs that help MBE suppliers grow nationally and internationally.



SCHOLARSHIP CLASSIC & CLUBHOUSE CASINO
AUGUST 12, 2019
WHITE EAGLE GOLF CLUB, NAPERVILLE, IL

CONTACT:
Cynthia Jordan
312.755.2555
CJordan@ChicagoMSDC.org

THE INAUGURAL GLOBAL WOMEN OF COLOR SYMPOSIUM

LT. GOVERNOR JULIANA STRATTON GIVES KEYNOTE ADDRESS



ILLINOIS LIEUTENANT GOVERNOR JULIANA STRATTON WILL DELIVER THE KEYNOTE ADDRESS AT THE INAUGURAL GLOBAL WOMEN OF COLOR SYMPOSIUM AT NAVY PIER CHICAGO.

The Chicago Minority Supplier Development Council (ChicagoMSDC) is hosting the long awaited inaugural Global Women of Color Symposium (GWCS2019), "Women of the World: Enriching Women of Color in a Global Economy" on April 16, 2019, in the AON Grand Ball Room at Navy Pier Chicago. GWCS2019 is held in partnership with the ChicagoMSDC MBDA Business Centers and with the help of supporting organizations like the Women's Business Development Center.

This enriching event will give diverse women entrepreneurs the opportunity to be in the same room with the most successful women leaders from around the nation who are experienced, the best in their class, top performers in their industries. Attendees will learn "How to Grow Your Business from Grassroots to a Global Powerhouse."

Darlene Hill of NBC4 will emcee the GWCS2019 program which will feature an impressive list of powerful

women business leaders and entrepreneurs and feature keynote speaker, Illinois Lieutenant Governor Juliana Stratton. Lt. Governor Stratton is excited to serve Illinois as the state's 48th Lieutenant Governor. Previously, Lt. Governor Stratton represented the 5th District in the Illinois House of Representatives. Prior to her time in state government, she was the Director of the Center for Public Safety and Justice at the University of Illinois at Chicago, where she trained law enforcement agencies to build strong relationships with the communities they serve. She also is a professional mediator and operated her own small business for over 20 years.

Featured presenters include: Joann Hill, Chief of the Office of Business Development for the United States Department of Commerce, Minority Business Development Agency (MBDA); Olga Camargo, CEO and Founder of FARO Associates LLC; and Kate Luthra, Partner, LSL Healthcare, Inc.

GWCS2019 will give breakout sessions that allow women working toward successful entrepreneurship to identify and share dialogue, discussion, impactful ideas and knowledge that will focus on the following topics: Export, Product Patent & License, Social Media, and How to Trademark Your Business.

Businesses, service providers and sponsors will participate in the Women's Walk where attendees can visit their booths to learn more about their organizations. Refreshments will be served throughout the day and there will be a wine and hors d'oeuvre reception following the program. Tickets for CBOF52 Trade Show will be raffled off at the event!

ChicagoMSDC has been a business advocate for the inclusion of all minorities (African American, Asian American, Hispanic American and Native American) in the procurement process of major buying entities within the public and private sectors since 1968. We believe that minority inclusion in the procurement process is business critical to our economy, worthy to be embraced by all! The economic impact minority owned, operated and controlled businesses have on the United States and beyond is substantial, significant and noteworthy. ChicagoMSDC is a business advocate, a partner and a supporter of minority business inclusion.



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Diversity empowers us

Exelon embraces the innovation and tenacity in which diversity certified suppliers bring value to the supply chain. Whether directly contributing to providing reliable service to our customers or increasing management performance in professional service areas, we salute your contribution to our excellence.



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Development



Advocacy
& Technical
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Creating jobs, supporting local communities, and doing it with safe, diverse partners are core to BP's values. That's why we were one of the first major corporations to create a formal program to support supplier diversity. And why we work with more than 300 of America's certified minority and women's businesses every year. BP is proud to be part of thriving and diverse communities across our nation.

bp.com/supplierdiversity



CBOF52

CHICAGO BUSINESS
OPPORTUNITY FAIR

APRIL 17-18, 2019
@ NAVY PIER

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NEXT GENERATION**

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2019 ChicagoMSDC MBEIC SHARING SUCCESS AWARDS

Each year, the ChicagoMSDC Minority Business Enterprise Input Committee (MBEIC) Sharing Success Awards recognize outstanding individuals and corporations who, through procurement and advocacy, have kept supplier diversity at the forefront of America's business scene. This is also an opportunity to salute the success of Minority Business Enterprises (MBEs) that have defied the odds and built firms that contribute to the national economy thorough job creation and community development. These firms represent all spheres of business and industry. They are manufacturers, distributors, and service firms of all sizes. All of our honorees have one trait in common and that is the commitment to hard work and community service. These awards will be presented on Wednesday, April 17, 2019, at the MBEIC Awards Reception at the 52nd annual Chicago Business Opportunity Fair (CBOF52) at Navy Pier.



CORPORATION OF THE YEAR
CHARLES MATTHEWS
PEOPLES GAS/NORTH SHORE GAS



MAYE FOSTER THOMPSON MINORITY
BUSINESS ADVOCATE AWARD
MICHELLE FLAGG
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MINORITY BUSINESS IMPACT AWARD
MARTIN A. SANDOVAL
ILLINOIS STATE SENATOR



OUTSTANDING CONTRACTING EXECUTIVE
MICHAEL CABRERA
EXELON



OUTSTANDING CONTRACTING EXECUTIVE
MICHAEL LANDERS
SODEXOMAGIC



MINORITY SUPPLIER OF THE YEAR
(CLASS I - ANNUAL SALES <\$1 MM)

MARCELO OLIVER
BODY SCIENTIFIC INTERNATIONAL, LLC



MINORITY SUPPLIER OF THE YEAR
(CLASS II - ANNUAL SALES \$1 MM-\$10MM)

GREG BUSH
KRISTINE FALLON ASSOCIATES, INC. (KFA)



MINORITY SUPPLIER OF THE YEAR
(CLASS III - ANNUAL SALES \$10 MM-\$50MM)

BRIAN ORTIZ
TRINIDAD CONSTRUCTION



MINORITY SUPPLIER OF THE YEAR
(CLASS IV - ANNUAL SALES >\$50 MM)

JIMMY AKINTONDE
UJAMA CONSTRUCTION



OUTSTANDING BUYER OF THE YEAR

DARRYL DAISEY
EXELON



OUTSTANDING BUYER OF THE YEAR

MARK FEHLBERG
UNIVERSITY OF CHICAGO SCHOOLS



OUTSTANDING BUYER OF THE YEAR

JON MAPLES
CHICAGO PUBLIC SCHOOLS



OUTSTANDING BUYER OF THE YEAR

CHARLES MAYFIELD
CHICAGO PUBLIC SCHOOLS



LIFETIME ACHIEVEMENT AWARD

EMMETT VAUGHN
EXELON

DOLORES SAXTON-WALKER SCHOLARSHIP AWARDEES



EMILY AGUADO

John Hancock College Prep High School



GABRIELLE CALDERON

Kenwood Academy High School



CALEB JOSHUA CECIL

Marian High School



JADA DANIEL

Gwendolyn Brooks College Prep Academy



DOMINIQUE EWING

Kenwood Academy High School



DANIEL GAY

Robert Lindblom Math & Science Academy



MALAKHI HUBBARD-MUNIR

Morgan Park High School



JONATHAN LEE

Northside College Prep High School



GABRIEL TEJEDA

Gurdon S. Hubbard High School

Dolores Saxton-Walker was a successful entrepreneur and a stalwart supporter of the mission of Chicago Minority Supplier Development Council (ChicagoMSDC). Ms. Saxton-Walker understood the importance of developing future entrepreneurs and was devoted to supporting college-bound Chicago Public School (CPS) students that plan to pursue a business degree to join the entrepreneurial ranks. The ChicagoMSDC Minority Business Enterprise Input Committee (MBEIC) Education Committee memorialized the Dolores Saxton Walker Scholarship in honor of her passion, devotion and commitment to education and entrepreneurship.

The MBEIC Education Committee, convenes annually to interview, evaluate and select CPS Seniors to receive the Dolores Saxton-Walker Scholarships. This year, the Education Committee was led by Chairman Jackie Dyess, President of InterCity Supply and Vice-Chairman Charles Harrell II, President of The IT Architect Corporation (ITA). Traditionally, the MBEIC committee awards 6 scholarships annually to exceptional CPS students based on ranking and financial need. This year, the committee interviewed 18 excellent candidates, each of whom was outstanding and exceeded the criteria. The MBEIC Education committee selected 9 of the 18 candidates to receive the scholarships.

The ChicagoMSDC MBEIC Education Committee selected 6 students to award scholarships from funds raised at the Annual Scholarship Classic Golf Outing and Clubhouse Casino at the White Eagle Golf Club in August and the MBEIC agreed to contribute funds to award a 7th scholarship. The awardees were: Emily Aguado, John Hancock College Preparatory High School; Gabrielle Calderon, Kenwood Academy High School; Caleb Joshua Cecil, Marian High School; Jada Daniel, Gwendolyn Brooks College Preparatory Academy; Dominique Ewing, Kenwood Academy High School; Daniel Gay, Robert Lindblom Math & Science Academy; and Jonathan Lee, Northside College Preparatory High School.

MBEIC Chair Joyce Johnson, President & CEO of Anchor Staffing, Inc. and fellow MBEIC member Michael Gaines, President The CRS Group, graciously agreed to split the cost to award an 8th scholarship to Malakhi Hubbard-Munir of Morgan Park High School. Ms. Dyess sponsored the 9th scholarship to Gabriel Tejada of Gurdon S. Hubbard High School. The awards were for \$3,000 each.

The Education Committee encourages MBEs and Corporate Members to sponsor a ChicagoMSDC scholarship in their company's name. We appreciate your consideration and hope you will invest in this worthy endeavor to support our future minority entrepreneurs. Should you have any questions or concerns please contact, **JACKIE DYESS** at intercity@ameritech.net or **773-731-8007**. We thank you in advance.



DOLORES SAXTON-WALKER
SCHOLARSHIP
PROGRAM



THE **DOLORES SAXTON-WALKER SCHOLARSHIP** IS A TRADITION THAT STRETCHES BACK DECADES. EVERY YEAR, SCHOLARSHIP FUNDS ARE RAISED AT THE SUMMER **"SCHOLARSHIP CLASSIC" GOLF OUTING** HOSTED BY THE **MINORITY BUSINESS ENTERPRISE INPUT COMMITTEE**. HUNDREDS OF GOLFERS GATHERED IN AUGUST 2018 AT THE WHITE EAGLE COUNTRY CLUB IN NAPERVILLE TO SUPPORT SCHOLARSHIP FUNDRAISING EFFORTS. THIS YEAR, THE MBEIC AWARDED NINE OUTSTANDING STUDENTS SCHOLARSHIPS OF \$3,000 EACH.

ALL SCHOLARSHIP RECIPIENTS ARE PRODUCTS OF THE CHICAGO PUBLIC SCHOOL SYSTEM. EACH HAS SHOWN THE DRIVE AND ACADEMIC VALOR CONSISTENT WITH A FUTURE ENTREPRENEUR.

ELIGIBLE APPLICANTS MUST:

- BE AN ETHNIC MINORITY**
- BE A GRADUATING SENIOR PURSUING A BUSINESS-RELATED CAREER**
- MAINTAIN A 3.5 CUMULATIVE GPA (UNWEIGHTED)**
- BE ADMITTED TO AND PLAN TO ENROLL AT A REGIONALLY ACCREDITED COLLEGE OR UNIVERSITY IN THE FALL**
- PARTICIPATE IN AN INTERVIEW IF SELECTED AS A FINALIST.**

STUDENTS INTERESTED IN APPLYING FOR THE 2020 DOLORES SAXTON-WALKER SCHOLARSHIP, CAN VISIT:
CPS.ACADEMICWORKS.COM OR CONTACT GWEN JONES
AT 312.755.2556 OR GJONES@ChicagoMSDC.ORG

MBE PROCUREMENT LUNCHEON SERIES FEATURING UNIVERSITY OF ILLINOIS

BY MEGAN NAKANO



ChicagoMSDC hosted an MBE Procurement Luncheon featuring Sharla D. Roberts, Director of Procurement Diversity from the University of Illinois and a new member of the ChicagoMSDC Board of Directors. The event was held on February, 27, 2019, at the University of Phoenix at 203 N. LaSalle Street in Chicago and was moderated by Herb Stokes, President of The Affluence Group, LLC and Co-Chair of the Minority Business Enterprise Input Committee (MBEIC) Advocacy Committee. The presentation provided an overview of the University's Supplier Diversity Program and how MBEs can do business within the University of Illinois System which includes the Universities of Illinois Urbana-Champaign, Chicago and Springfield.

The University of Illinois' System Supplier Diversity Program is overseen by the Office of Procurement Diversity (OPD). The OPD sets policy and goals, conducts outreach and vendor assistance, and oversees compliance and reporting for the entire University of Illinois System. Its mission is to expand procurement opportunities to businesses that have been historically underrepresented in the procurement process by increasing utilization of businesses owned by minorities, women, and persons with disabilities to 20% of allowable expenditures. This means huge opportunities for MBEs across a wide range of industries. The Universities'

categories of spend include: Capital Program (Contractors), Job Order Contracting (JOC), Contractor Services (smaller construction projects), Professional Services (e.g.: A&E, Legal, IT, Accounting, Investment), General Services (e.g.: Administrative, Academic, Hospital), Supplies and Equipment (e.g.: Office, Electrical, Janitorial, Computer), and Commodities (e.g.: Gasoline, Oil, Steel, Chemicals).

Contracts over \$100,000 are competitively bid and have M/WBE utilization goals. Smaller purchases are made by individual university departments and staff is encouraged to use M/WBEs. With staff empowered with purchasing power, MBEs have countless entry points for doing business with the the State of Illinois. Ms. Roberts made assurances that despite the State's reputation for being behind in their payments, the Universities can be expected to pay Net-30 or sooner.

All businesses seeking to do business with the University of Illinois System must: (1) Be a legal entity authorized to do business in the State of Illinois in conformance with the Illinois Secretary of State (www.cyberdriveillinois.com/departments/business_services/home.html); (2) Register with Illinois State Board of Elections if it does more than \$50,000 in annual business with any state agency (www.elections.il.gov), and (3) Be owned by



VERNELL HAMMONS, U of I SUPPLIER DIVERSITY COORDINATOR; **SHAUNA CLAYBORN**, U of I SUPPLIER DIVERSITY COORDINATOR; **SHARLA ROBERTS**, U of I DIRECTOR OF PROCUREMENT DIVERSITY; **MARK HANDS**, ChicagoMSDC CHAIR AND FEDERAL RESERVE BANK OF CHICAGO SUPPLIER DIVERSITY PROGRAM MANAGER; AND **DALE MORRISON**, U of I SUPPLIER DIVERSITY COORDINATOR AT THE UNIVERSITY OF ILLINOIS SYSTEM BOOTH AT CBOF51 AT THE HYATT REGENCY CHICAGO.

an Illinois resident with its home office in Illinois.

Only BEP certified vendors are recognized by the University of Illinois System’s Supplier Diversity Program. MBEs can apply for BEP Certification at <https://cms.diversitycompliance.com>. ChicagoMSDC certified MBEs may request reciprocal BEP certification by submitting a brief “Recognition Certification Application” on this site as well. Minority, women, or person with a disability-owned business criteria are as follows: (1) The business must be at least 51% owned and controlled by a minority, woman or person with disabilities; (2) The owner must be a United States citizen or resident alien; and (3) The business must have annual gross sales of less than \$75 million. Ms. Roberts encouraged MBEs to contact her once they have submitted their applications for BEP Certification so that she can track their progress and ensure timely turn around.

Once certified, MBEs will be included in the BEP searchable website where they will be considered for prime and subcontracting opportunities. BEP certified MBEs are also encouraged to register with the Illinois Procurement Bulletin Public Institutions of Higher Education at www.procure.stateuniv.state.il.us to receive email notifications of opportunities and download solicitation documents. They should also register in iBuy, the University of Illinois System’s online marketplace for purchasing goods and services.

Ms. Roberts’ passion for providing access for minority businesses at the state level was evident as she urged all MBEs to get BEP certified. Without a robust selection of qualified, BEP certified MBEs from which to find subcontractors, she explained, primes for the State will continue to be granted waivers from meeting their participation goals. “We don’t give waivers away,” Ms. Roberts asserted, “we exhaust all of our resources to advocate for MBE utilization, but if you’re not in the system, you can’t be considered.” She explained that MBEs had the power to change the system and encouraged them to “Get involved in the political process! Know your legislators so you can understand and exercise your power.”

Mr. Stokes wrapped up the event, again stressing the importance of strong advocacy for supplier diversity. He encouraged MBEs to register for CBOF52 and attend BEP board meetings where they are invited to give testimony on their capabilities and challenges doing business with the State (see page 48 for BEP meeting schedule).

For more information about the University of Illinois Office of Procurement Diversity, please visit www.obfs.uillinois.edu/supplier-diversity or call 312.996.2971 for the Chicago Office or 217.244.9671 to reach the Urbana/Champaign Office.

MBEIC ADVOCACY COMMITTEE URGES CIVIC ENGAGEMENT

BY MEGAN NAKANO



MICHELLE DUSTER, GREAT-GRANDDAUGHTER OF IDA B. WELLS; **ALD. SOPHIA KING**, 4TH WARD; **ALD. BRENDAN REILLY**, 42ND WARD; **LT. GOVERNOR JULIANA STRATTON**; **COOK COUNTY BOARD PRESIDENT TONI PRECKWINKLE**; AND **ALD. WALTER BURNETT JR.**, 27TH WARD AT THE RENAMING CEREMONY FOR **IDA B. WELLS DRIVE** AT THE HAROLD WASHINGTON LIBRARY WINTER GARDEN. CREDIT: STEVEN CAPERS

The ChicagoMSDC MBEIC Advocacy Committee, headed by Co-Chairs, Jackie Dyess of InterCity Supply and Herb Stokes of The Affluence Group, actively engages government and industry leaders to increase minority business utilization in the public and private sector. With the political volatility in Congress and Chicago's City Hall, it is a critical time for MBEs to build alliances and advocate for equal opportunity in all areas of civic life.

On Monday, February 11, 2019, Stokes and ChicagoMSDC MBE, Arnette Fuller of AHF Body Chemistry joined 42nd Ward Alderman Brendan Reilly and 4th Ward Alderman Sophia King (who proposed the ordinance for the street name change) and other elected officials, journalists, activists, civic groups, and descendants of Ida B. Wells at a ceremony in the Harold Washington Library Winter Garden to officially celebrate the renaming of a portion of Congress Parkway to Ida B. Wells Drive.

Ida B. Wells was an investigative journalist, educator, and civil rights leader. She was forced to move to Chicago in 1893 to escape death threats against her. Upon arrival in Chicago, she worked to register women to vote, and she

2019 BUSINESS ENTERPRISE PROGRAM (B.E.P.) COUNCIL MEETING SCHEDULE

JAMES R. THOMPSON CENTER
100 W. RANDOLPH, ROOM 2-025, CHICAGO, IL
1:30 - 3:30 PM
<https://www2.illinois.gov/cms/events>

MONDAY, APRIL 22, 2019 (COUNCIL MEETING)	ROOM 2-025
TUESDAY, MAY 28, 2019 (CERTIFICATION SUBCOMMITTEE MEETING)	ROOM 4-404
WEDNESDAY, MAY 29, 2019 (OUTREACH COMMITTEE MEETING)	ROOM 4-404
THURSDAY, MAY 30, 2019 (COMPLIANCE SUBCOMMITTEE MEETING)	ROOM 4-404
MONDAY, JUNE 24, 2019 (COUNCIL MEETING)	ROOM 2-025
MONDAY, JULY 22, 2019 (CERTIFICATION SUBCOMMITTEE MEETING)	ROOM 4-404
TUESDAY, JULY 23, 2019 (OUTREACH COMMITTEE MEETING)	ROOM 4-404
WEDNESDAY, JULY 24, 2019 (COMPLIANCE SUBCOMMITTEE MEETING)	ROOM 4-404
MONDAY, AUGUST 26, 2019 (COUNCIL MEETING)	ROOM 2-205
MONDAY, SEPTEMBER 23, 2019 (CERTIFICATION SUBCOMMITTEE MEETING)	ROOM 4-404
TUESDAY, SEPTEMBER 24, 2019 (OUTREACH COMMITTEE MEETING)	ROOM 4-404
WEDNESDAY, SEPTEMBER 25, 2019 (COMPLIANCE SUBCOMMITTEE MEETING)	ROOM 4-404
MONDAY, OCTOBER 28, 2019 (COUNCIL MEETING)	ROOM 2-205
MONDAY, NOVEMBER 25, 2019 (CERTIFICATION SUBCOMMITTEE MEETING)	ROOM 4-404
TUESDAY, NOVEMBER 26, 2019 (OUTREACH COMMITTEE MEETING)	ROOM 4-404
WEDNESDAY, NOVEMBER 27, 2019 (COMPLIANCE SUBCOMMITTEE MEETING)	ROOM 4-404
MONDAY, DECEMBER 23, 2019 (COUNCIL MEETING)	ROOM 2-205

became a key leader in the suffrage movement.

Through Ida B. Wells' leadership, in 1913 Illinois gave women the right to vote, several years before the passage of the 19th Amendment of the U.S. Constitution. Wells was also a founding member of the NAACP.

The ordinance to formally rename Congress Parkway between Columbus Drive and Franklin Street to Ida B. Wells Drive was passed by City Council on July 25, 2018, with the support of the League of Women Voters of Chicago and over 50 notable local and statewide civic organizations.

On March 21, 2019, Stokes and Charles Harrell II of The IT Architect Corp. attended the Camelot Illinois Vendor Networking Meet & Greet reception at Camelot's Chicago offices at 200 W. Jackson. Camelot Illinois operates the Illinois Lottery, and places consumers and social responsibility at its core, providing funding for schools, capital projects and special causes. Camelot is a new ChicagoMSDC corporate member and is very focused on exceeding the 20% BEP goal set by the State of Illinois.

Norma Sutton, the Director of Procurement, brought her entire team for an intimate 3 hour networking engagement. Out of the event, the Advocacy Committee established a direct relationship with the Camelot team and plans to host an event to introduce Camelot to our certified BEP minority businesses in the near future.

The Business Enterprise Program, overseen by the Illinois Department of Central Management Services, is for businesses owned by minorities, women, and persons with disabilities and is committed to fostering an inclusive and competitive business environment that will help business enterprises increase their capacity, grow revenue, and enhance credentials.

The Business Enterprise Program (BEP) Council was established to help implement, monitor and enforce the goals of the Business Enterprise for Minorities, Females and Persons with Disabilities Act. BEP is committed to fostering an inclusive and competitive business environment that will help business enterprises increase their capacity, grow revenue and enhance credentials. The BEP Council members meet once a month. These meetings are open to the public. Stakeholders and community members are encouraged to participate and the MBEIC Advocacy Committee would like all MBEs to consider attending meetings regularly to stay abreast of opportunities with the state and demonstrate the ongoing need for adherence to and compliance with the BEP Act which requires Minorities, Females and Persons with Disabilities to be awarded a minimum of 20% of the total dollar amount of State contracts.

The schedule for BEP Council meetings is provided for your convenience and is also available at: <https://www2.illinois.gov/cms/events>.



SAVE THE DATE!

**MINORITY BUSINESS ENTERPRISE
INPUT COMMITTEE (MBEIC)**

LOBBY DAY

— AT THE —

**ILLINOIS STATE CAPITOL
WEDNESDAY, APRIL 30, 2019**

RECEPTION AT THE **SANGAMO CLUB** TO FOLLOW

*Join ChicagoMSDC MBEs, Corporate Members
and staff on an all-day advocacy retreat to
Springfield, IL to meet and mingle with legislators
to highlight issues of concern to the minority
business community.*

CONTACT **GWEN JONES** WITH QUESTIONS AT
GJONES@CHICAGOMSDC.ORG OR **312.755.2556**

MEET METROPOLITAN WATER RECLAMATION DISTRICT OF GREATER CHICAGO PRESIDENT KARI K. STEELE



METROPOLITAN WATER RECLAMATION DISTRICT OF GREATER CHICAGO (MWRD) PRESIDENT; KARI K. STEELE.

The Metropolitan Water Reclamation District of Greater Chicago (MWRD) protects the health and safety of the public in Cook County, protects the quality of the water supply source (Lake Michigan), improves the quality of the water in watercourses in its service area, protects businesses and homes from flood damages, and manages water as a vital resource. The MWRD is governed by a nine-member Board of Commissioners who are elected at large and serve on a salaried part-time basis. Three Commissioners are elected every two years for six-year terms. Biannually, the Board elects from its membership a President, Vice President, and Chairman of the Committee of Finance. Kari K. Steele was elected to her first term as a Commissioner on November 6, 2012 and re-elected in 2018 for a second term. In January 2019, she was elected by her peers as

President of the Board of Commissioners.

Commissioner Steele's professional experience includes working as a water chemist at the Jardine Water Purification Plant, a water sampler and lab technician at the MWRD and a formulating chemist at L'Oreal USA. Her career experiences provide her with essential insight and knowledge to fulfill the requirements of her role at MWRD to review, analyze and provide input on operational proposals, construction development, wastewater analysis, water quality, staff and managerial provisions, employee benefits, environmental concerns of the community and more.

Her work extends to various external communities as an active environmentalist, community leader and member of several organizations, including the Illinois Women's Institute of Leadership; member of the 8th Ward Women's Auxiliary Council; member of the Sierra Club; member of Delta Sigma Theta Sorority, Inc.; member of the 27th Ward Regular Democratic Organization; member of Southside Democracy for America (2016); and a member of West Side Black Elected Officials (2017). "As a chemist, I understand how important the proper treatment of wastewater is to public health. As an environmentalist, I will continue making the protection of our most precious natural resource - Lake Michigan - a top priority. And as a leader, I will emphasize the use of green infrastructure as a cornerstone for building the Cook County of the future," says Steele.

The 2019 MWRD Board of Commissioners is a diverse group of leaders committed to increasing participation of businesses owned by minorities, women, and/or small businesses in all MWRDGC procurement activities. According to Commissioner Josina Morita, who became the first Asian American elected county-wide in Cook County when she won election in 2016, "MWRD works closely with minority entrepreneurs to ensure access to contracts and the resources to ensure success. MWRD may not be the first government entity people think of, but as a \$1.2 billion agency, we have unique opportunities for MBEs." In fact, the MWRD encompasses an area of approximately 883 square miles and is one of the largest governmental bodies in the state of Illinois, with seven treatment facilities reclaiming nearly 1.6 billion gallons of wastewater daily.

Firms can get on the supplier list for materials, supplies, equipment and/or services by registering online at www.mwrdd.org. Simply click on the "Become a New Vendor" quick link on the home page and complete the



ChicagoMSDC PRESIDENT & CEO **SHELIA MORGAN** (CENTER) WAS PRESENTED WITH A RESOLUTION RECOGNIZING **CBOF52** FROM THE **METROPOLITAN WATER RECLAMATION DISTRICT OF GREATER CHICAGO BOARD OF COMMISSIONERS** (LEFT TO RIGHT): **MARCELINO GARCIA**; **FRANK AVILA**, CHAIRMAN OF FINANCE; **MARIYANA T. SPYROPOULOS**; **KARI K. STEELE**, PRESIDENT; **JOSINA MORITA**; **KIMBERLY DuBUCLET**; **BARBARA J. McGOWAN**, VICE PRESIDENT; **CAMERON DAVIS**; AND **DEBRA SHORE** ON FEBRUARY 7, 2019.

vendor application or send a written request, on company letterhead, to the Director of Procurement and Materials Management requesting a vendor application be mailed to them. In all cases, the firm's tax ID number must be stated on the vendor application. A potential supplier then may receive invitations to bid, by fax or mail, when the MWRDGC seeks to purchase items or services within the firm's designated area(s) of expertise. Placement on the supplier list grants prospective bidders access to procurement opportunities.

The Director of Procurement and Materials Management is the chief officer of the Department of Procurement and Materials Management. The Director of Procurement and Materials Management is responsible for all procurement of construction contracting, services, products and materials used by the MWRDGC as well as supervisory management of inventory control and storeroom operations. As a public agency, the MWRDGC encourages full participation in the open bidding process. Its Diversity Program is designed to increase participation of businesses owned by minorities, women and/or small businesses in all MWRDGC procurement activities.

Regina Berry, the MWRD Diversity Administrator, provides technical assistance to majority contractors and minority, women, and/or small business owners to help them meet the goals of a specific project. MBEs interested in doing business with the MWRD, are encouraged to reach out to Ms. Berry at Regina.Berry@MWRD.org or 312.751.4035.

On February 7, 2019, the MWRD Board of Commissioners recognized the Chicago Minority Supplier Development Council's (ChicagoMSDC) 52nd Annual Chicago Business Opportunity Fair. Vice President Barbara McGowan and Ms. Berry presented a resolution to ChicagoMSDC President & CEO Shelia Morgan and thanked her for the organization's partnership and continued work in ensuring that minority-owned businesses are given fair access to major buying organizations in the public and private sectors. "MWRD is a pioneer in recognizing the economic contributions of minority businessmen and women and strives to advocate for policy that supports the legitimate aspirations of minority communities and businesses within Cook County," said President Steele, "We look forward to seeing you at CBOF52 on April 17-18 at Navy Pier!"

REFLECTIONS OF A CHINESE INTERN TIANYAO "ALEX" YUAN



ChicagoMSDC CERTIFICATION INTERN, **TIANYAO "ALEX" YUAN**, CATCHES A LION BY ITS TAIL IN FRONT OF THE ART INSTITUTE OF CHICAGO.

As a freshman at Fudan University in Shanghai, I am totally free during the winter holiday, so in order to broaden my horizons and enjoy a different lifestyle, I decided to participate in the Cultural Homestay International Short Term Enrichment Program (STEP) during my break. I thought that Americans living half the world away could give me a new and different insight into understanding culture.

Being a volunteer in the Chicago Minority Supplier Development Council (ChicagoMSDC) is the first time I work in an unfamiliar environment. Honestly, it gave me many unique experiences that I wouldn't have had in China. The first time I arrived at the ChicagoMSDC, I was a little nervous to work in an unfamiliar environment, though I had some experience working in a library in my hometown.

However, my colleague's friendliness helped me not only dispel nervousness, but also uplift my spirits and integrate into the collective.

During this volunteer experience, what I learned most were not the actual skills or abilities in my work, but American company's inner culture. Compared with the Chinese companies I had seen, ChicagoMSDC is separated into more parts to offer more personal space to each worker to help them concentrate on their own work. However, as the company was a collective, it also had many places for workers to make communication and cooperate, such as formal conference room and large kitchen with a long table. Though I couldn't join in the conversation on work between my colleagues, I discovered that this kind of space not only offers a platform to communicate, but also relax

with colleagues themselves. This phenomenon reminded me that working should be a cooperative work separated into different but connective parts.

It was a precious time living in Chicago as I had the opportunity to closely observe the life of Americans. On each trip to my host organization, the Chicago Minority Supplier Development Council, I encountered all kinds of people living in this large city, which not only helped me to have a better understanding of American culture but also gave me some confusion.

I was shocked the first time I saw my hostess's car stopping at a crossroad without any traffic lights for a while, waiting for no car or passers-by, wondering why she made such a strange stop. The second time I witnessed this situation, I found a traffic sign that read, "STOP" next to the road, assisting me to realize the reason why my hostess acted and have an understanding of American's attitude to traffic rules, especially when I discovered other cars also obey this rule.

However, my mind changed when I took a walk in downtown, seeing many people crossing the road when the red light was on. Their ignorance of traffic rules puzzled me, showing that they didn't pay attention to what they need to obey but to those galloping cars. It seemed that only American drivers strictly obeyed their traffic rules, which made me confused as to American's attitude towards rules in general.

Though American drivers and passers-by left me with a complicated and contradictory impression, on the other hand, it showed a tolerance for an abundant range of attitudes, activities and thoughts in American culture which would seem strange and intolerable in China.

For example, in China, when people are in the closed public areas, it's impolite for people to make loud voice. However, I saw some Americans playing loud music from their phones publicly and singing with it self-assuredly on the subway several times. What's more, I was also surprised to see some people lying on the seat of the subway and other people asking for money directly on the bus.

What impressed me most in America was the American's friendliness and enthusiasm. My hostess Carolle was eager to show me around her and her sister's house and share fried wings and many other foods with me. Megan and Josh in the Chicago Minority Supplier Development Council were willing to take me for a walk around the downtown area to have a good look at the stunning tall buildings and some places of interest. Honestly, words couldn't completely express my thanks and gratefulness to them. With strong wind blowing and cold snow flying, Chicago laid between the white sky and the earth, but my heart was warm to welcome the coming week watching the Super Bowl with my new American friends.



2019 Annual Conference

CONNECT & CELEBRATE CHICAGO

SEPTEMBER 6, 2019
Hyatt Regency O'Hare

- Keynote Luncheon
- Business Matchmaker and B2B Connections
- Industry Roundtables
- Capacity Building Workshops
- Supplier Diversity Forum
- Vendor Galeria
- Awards Celebration

The mission of the Women's Business Development Center (WBDC) is to support and accelerate business development and growth, targeting women and serving all diverse business owners, in order to strengthen their participation in, and impact on, the economy.

Visit www.wbdc.org for more information.

THE CRS GROUP WINS

CLEARLY RATED'S BEST OF STAFFING CLIENT & TALENT AWARDS



The CRS Group, a leading staffing firm in IT and Professional Services announced today that it has won ClearlyRated's Best of Staffing® Client and Talent Awards for providing superior service to their clients and talent. Presented in partnership with CareerBuilder, ClearlyRated's Best of Staffing Client winners have proven to be industry leaders in service quality based entirely on ratings provided by their clients and talent. On average, clients of winning staffing firms are 2.2 times more likely to be completely satisfied with the services provided compared to those working with non-winning firms.

The CRS Group, a ChicagoMSDC certified MBE, partners with companies to bring exceptional talent and rewarding opportunities to the workforce. Its services concentrate on staffing the right Business Professionals and Information Technology talent when and where their clients need them.

Focused on helping Fortune 500 companies find the right people for their job openings, The CRS Group received satisfaction scores of 9 or 10 out of 10 from 85% of their clients and 71.7% of their talent, significantly higher than the industry's average of 35%. Less than 2% of all staffing firms

in the U.S. and Canada have earned the Best of Staffing Award for service excellence.

"Receiving this award for a third time is an outstanding achievement given the level of satisfaction we have accomplished with our clients. We are very proud of the efforts of all of our staff that gives us an ability to be very consistent in delivering a high level of success time and time again." The CRS Group's President and CEO, Michael Gaines, said. Mr. Gaines is a member of the ChicagoMSDC Minority Business Input Committee (MBEIC) and a longtime supporter of the Council.

"In today's historically tight labor market, hiring managers, procurement professionals, and HR managers need a clear and reputable way to vet potential staffing and recruiting partners," said ClearlyRated's CEO Eric Gregg. "Best of Staffing Client winners have set themselves apart from the competition by demonstrating their commitment to client service, investing in a survey and feedback program that brings transparency to the client experience at their firm. I'm thrilled to showcase these service leaders alongside their validated client ratings and testimonials on ClearlyRated.com!"

YOUR AD HERE

A graphic of a billboard on a stand with three spotlights. The billboard displays the text "YOUR AD HERE" in large, bold, orange letters.

To **ADVERTISE** in the
ChicagoMSDC MAGAZINE,
please contact:

MNakano@ChicagoMSDC.org
312.755.2566

CHICAGO MINORITY SUPPLIER DEVELOPMENT COUNCIL CALENDAR OF EVENTS

APRIL		
17-18	CBOF52	Navy Pier Chicago Chicago, IL
MAY		
6	CORPORATE MEMBER LUNCH & LEARN WEBINAR SERIES	Webinar
9	TECH NET	ChicagoMSDC Chicago, IL
16	NMSDC CPO SUMMIT	New York, NY
16	NMSDC CORPORATE PLUS SUMMIT	New York, NY
16	NMSDC LEADERSHIP AWARDS	NY Hilton Midtown New York, NY
17	NMSDC BOARD OF DIRECTORS MEETING	New York, NY
JUNE		
3	CORPORATE MEMBER LUNCH & LEARN WEBINAR SERIES	Webinar
19	PROCUREMENT LUNCHEON	University of Phoenix Chicago, IL
20	MBE ORIENTATION	ChicagoMSDC Chicago, IL
JULY		
8-10	NATIONAL PROGRAM MANAGERS' SEMINAR	TBD
10-12	NETWORK LEADERSHIP MEETING	TBD
11	TECH NET	ChicagoMSDC Chicago, IL
16	MBE 2 MBE EXCHANGE	Federal Reserve Bank Chicago, IL
17	PROCUREMENT LUNCHEON	Federal Reserve Bank Chicago, IL
AUGUST		
12	ChicagoMSDC SCHOLARSHIP CLASSIC	White Eagle Golf Club Naperville, IL
29	ST. LOUIS BUSINESS DIVERSITY CONNECT TRADE SHOW	Marriott St. Louis Grand St. Louis, MO
SEPTEMBER		
12	TECH NET	ChicagoMSDC Chicago, IL
18	MBE PROCUREMENT LUNCHEON	University of Phoenix Chicago, IL
26	STEEL INDUSTRY FORUM	ArcelorMittal East Chicago, IN
OCTOBER		
13-16	NMSDC CONFERENCE + BUSINESS OPPORTUNITY EXCHANGE	Atlanta, GA
17	MBE ORIENTATION	ChicagoMSDC Chicago, IL
NOVEMBER		
14	TECH NET	ChicagoMSDC Chicago, IL
20	MBEIC GENERAL MEETING	University of Phoenix Chicago, IL
DECEMBER		
6	ANNUAL MEETING & HOLIDAY BRUNCH	Union League Club Chicago, IL

Contact CYNTHIA JORDAN at CJordan@ChicagoMSDC.ORG or 312.755.2555 for more information & sponsorship opportunities.

HELP US HELP YOU HELP OTHERS.

Your business isn't just about you. It's about helping others too. Partnering with Allstate's Supplier Diversity Program can help your bottom line. Which helps you, so that you can help everyone else.

Visit [Allstate.com/procurement](https://www.allstate.com/procurement) for more information.



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