

SPRING 2018



Chicago
Minority Supplier
Development Council

**NMSDC NAMES ChicagoMSDC
2017 COUNCIL OF THE YEAR**

**OBAMA PRESIDENTIAL CENTER
FOCUSES ON MBE INCLUSION**

**51st ANNUAL CHICAGO
BUSINESS OPPORTUNITY FAIR**

NBA HALL OF FAMER
ISIAH L. THOMAS III
TO DELIVER KEYNOTE ADDRESS

JACKIE DYESS
ADVOCATE, MENTOR,
AND ENTREPRENEUR

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Chicago
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**2017
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OF THE YEAR**

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AT THE

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WEDNESDAY, 05.16.2018

RECEPTION TO FOLLOW AT THE

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



CONTACT **GWEN JONES** WITH QUESTIONS
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LETTER FROM THE PRESIDENT & CEO

SHELIA MORGAN



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We are thrilled be hosting our 51st Annual Chicago Business Opportunity Fair this year! We are so excited for you to join us to celebrate over five decades of developing opportunities for minority businesses. Fifty-One Years of service is a worthy milestone, as we look to “Building the Next...”

The Chicago Business Opportunity Fair (CBOF) began 51 years ago with 16 major corporations and 162 minority entrepreneurs. Today, we are a network of 23 affiliate councils led by the National Minority Supplier Development Council (NMSDC), 400+ corporate members, 12,000+ certified minority businesses and global affiliates in South Africa, Canada, China and the United Kingdom.

I am proud of our legacy and I am proud of the growth that we continue to see as minority-owned, -operated and -controlled businesses remain vital to supply chains locally, nationally and globally. I am particularly proud of our economic impact across this nation and the world.

I am pleased you are joining us as we continue the journey and consider what’s next in the future of business diversity. How will minority businesses develop, grow, succeed and impact the economy? This year’s CBOF51 theme “BUILDING the NEXT...” is an open ended statement and challenge to explore future possibilities. What will we build and how will we build it?

The journey starts Tuesday morning April 24th, at the historic 51st

Annual Chicago Business Opportunity Fair with a wide array of educational workshops, seminars and presentations. Running concurrently, the Corporate 1-on-1 Power Pitch meetings will be held with 50+ buying organizations engaging in private 15-minute conversations with our minority suppliers.

Wednesday morning, April 25th, we continue the journey with the Sponsors Breakfast & Awards Presentation, featuring entrepreneur, businessman & world famous athlete, Isaiah L. Thomas, III. The ceremonial ribbon cutting will follow the breakfast and then on to the highly anticipated 51st Annual CBOF Trade Fair! This year’s showcase is packed with too many details to share here, but let me assure you that our sponsors and exhibitors are prepared to impress you. And after all of that, the conference will end at the Big Bar with networking, relaxing and a final chance to build sustainable relationships!

On behalf of the 51st Annual Business Opportunity Fair Planning Committee, ChicagoMSDC Board of Directors, corporate members, certified MBEs and staff, WE WELCOME YOU TO CBOF51!

Shelia Morgan
President & CEO
ChicagoMSDC

LETTER FROM THE CO-CHAIR

MARK HANDS

PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.



It is a privilege and honor to serve as the Co-Chair of the Chicago Minority Supplier Development Council (ChicagoMSDC). It is humbling to recall how back in 1967, a group of 19 progressive Chicago-area corporations came together to host the first Chicago Business Opportunity Day at Western Electric (now AT&T) and ChicagoMSDC has been leading the way in the supplier diversity movement for more than fifty years.

While significant change was taking place on a national level in 2017, ChicagoMSDC worked continuously for minority-owned companies to be a part of the economic growth locally in the City of Chicago and on a national platform led by its parent company, the National Minority Supplier Development Council (NMSDC). For our efforts, ChicagoMSDC was named 2017 NMSDC Council of the Year.

We are extremely proud of our 2017 Award, but we recognize more needs to be done. Although the doors for minority-owned businesses were opened more than fifty years ago, they are still not open wide enough. Our work to push for opportunities and engagement from corporate America and the government is ongoing.

Fifty years ago the vision was to create an annual business event that would foster relationships between public and private sector buying organizations and the minority business community. It would also enhance job creation and drive minority business growth. Now, more than ever, we must remain vigilant in demanding social and economic justice for all minority communities, as one

cannot exist without the other.

The ChicagoMSDC remains steadfast in its mission to certify, develop, connect and advocate for minority suppliers by creating sustainable and profitable relationships between minority business enterprises and major buying organizations. But we realize a new journey must begin to develop the next generation of strategic thinking leaders in order to fulfill the ChicagoMSDC mission and remain a premier advocate for the minority business community.

As the ChicagoMSDC begins a new journey, we must consider what's next. Our CBOF 51 theme "Building the Next" has us excited to launch our new vision. The ChicagoMSDC vision is to "Empower minority businesses to transform our communities, create jobs, generate wealth and inspire future entrepreneurs".

On behalf of the ChicagoMSDC Board of Directors and staff, we would like to say thank you for your involvement over the past 50 years and we look forward to hearing ideas for new innovation and visions of our future as we explore the theme "Building the Next..."

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

LETTER FROM THE CO-CHAIR

RUBY McCLEARY

PHOTOGRAPH BY DOT WARD



Greetings ChicagoMSDC family, Splashed across the headlines these days you will read about our youth and their fight for their lives. After witnessing and experiencing inconceivable tragedy, they are standing up and speaking out on issues that impact them and fighting to make a change. For over 50 years, ChicagoMSDC has been at the forefront of speaking out on behalf of Minority Business Enterprises and now is the time for us to double down.

This year marks the 50th anniversary of the assassination of Dr. Martin Luther King Jr., a tragedy that created an everlasting ripple across the world. Though Dr. King's impact has been profound, his work remains unfinished. We must not be deterred by diversions, setbacks, or political climate, but rather, be inspired by them. As Dr. King taught us, "Change does not roll in on the wheels of inevitability, but comes through continuous struggle." And so we must straighten our backs and work for equal opportunity and continue to open doors for those coming up behind us.

ChicagoMSDC has been working hard to create opportunities for our MBEs. This year, its accomplishments have been recognized by the National Minority Supplier Development Council in naming us their 2017 Council of the Year. We are honored to receive the award and are encouraged to earn the title year after year.

For a small minority business, the opportunity to work on a large corporate contract has the potential to be life-changing. We foster

close relationships with corporations for this exact reason. Made up of MBEs and corporate members, our Board of Directors works tirelessly with the Council to ensure we are giving our MBEs the support they truly need to succeed.

Since its major expansion in the early 1900s, Chicago has been known as one of the most diverse cities in the world. With us remains the unique opportunity to shine a light on great minority owned businesses and the local families and communities they support. This is what makes our mission all the more important.

So in honor of Dr. King's legacy, let us reignite the torch and our commitment to the Council and its work. Let's come together to make 2018 a historic year for the Council and one that Dr. King would be proud of.

All the Best,

Ruby McCleary
Director Supplier Diversity, United Airlines
Chairman, ChicagoMSDC Board of Directors

LETTER FROM THE MBEIC CHAIR

JOYCE JOHNSON

PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.



When you turn on the news, you see a lot of unrest in this current political climate. In a time like this, it is more important than ever for minority owned businesses to band together and connect each other with success. It is imperative that we stay involved with everything going on in D.C. and build strong relationships with legislators. We need to be the change we want to see.

The students of Marjory Stoneman Douglas High School in Parkland, Florida are taking a stand. Just four days after the tragic event, these young people began the Never Again movement for policy change, demanding that elected officials take action. Senior Emma Gonzalez helped organize the March of Our Lives, which became the largest student protest in American History. She gave her first CNN interview on the night of the vigil. Following that, she was invited to speak at a gun-control rally in Fort Lauderdale, which became a defining moment for the movement. This group of teens is changing history through their actions.

As a chair of the Minority Business Enterprise Input Committee (MBEIC), I'm taking action in getting MBEs involved. On May 16, ChicagoMSDC and a group of certified MBEs will take an advocacy trip to Springfield, IL to engage with state legislators with the goal of positively impacting constituency policy, procedure and goals. After a successful trip in 2015, we have decided to once again champion for the advocacy of minority owned businesses.

With my level of involvement, I personally see MBEs making a difference through connecting and working together. By choosing to #BuyDiverse, minority owned businesses are not only enriching the communities from which they've come, but also the communities into which they are welcomed. This has a profound effect on the economy, the city/market it serves, the employees, the company's suppliers, and the community at large.

We have achieved 50 years of success in supplier diversity and will keep working toward many more. As we come up on our 51st Chicago Business Opportunity Fair, we reflect on the goals we can achieve and the impact we can make before the next milestone. Throughout my time with the council, I have seen firsthand how our resources and support network allow our fellow MBEs to rise up and prosper. None of this could be possible without the support of everybody in this wider community.

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

SCHOLARSHIP CLASSIC AND CLUBHOUSE CASINO RAISE FUNDS FOR FUTURE MBEs

BY GINA PEREZ

Those who attended ChicagoMSDC's 38th Annual Scholarship classic, hosted by the Minority Business Enterprise Input Committee (MBEIC), got something a little different this year. After their 18 holes of golf, players enjoyed coming back to the Clubhouse Casino for roulette, poker, and craps. Held at the White Eagle Country Club, an Arnold Palmer signature golf course in Naperville, IL on August 14, 2017, the event raised funds to provide scholarships to deserving minority college bound students in celebration of their academic achievement and commitment to entrepreneurship.

Chicago Bears legend Jim Osborne chaired the Scholarship Classic Committee which included: Donna Bridgeforth of Bridgeforth, Wolf & Associates; Michael Gaines of The

CRS Group; Thomas McLeary of Endow, Inc.; Sandeep Nain of SNTial Technologies; and ChicagoMSDC's own Cynthia Jordan. The event would not be possible without their hard work, dedication, and generosity year after year.

Over the past 40 years, the Scholarship Classic has awarded thousands of dollars in scholarships. The MBEIC Committee reviews numerous applications every year to grant funds to deserving minority, college-bound, entrepreneurially driven students. Making up the committee is Chairperson Joyce Johnson of Anchor Staffing, Gaines, McLeary, Nain, Jackie Dyess of Inter-City Supply Co., Inc., Brian Powers and Rhea Steele of Blue Ocean Logic Group, Inc., and Dr. Karen Eng of CSMI.



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

This year's winners of the Dolores Saxton-Walker Scholarship were honored during a special MBEIC Awardee Luncheon on Wednesday, March 21, 2018 at the Union League Club of Chicago. Dayne Bowman and Garrett Miller of Kenwood Academy High School; Amberlyn Rodriguez and Haley Williams of Gwendolyn Brooks College Preparatory Academy; Christopher Rucker II, Bronzeville Scholastic High School; Myreanna Smith, Amundsen High School; and Kayla Webster of Phoenix Military Academy were each honored and presented with their check.

Also recognized at the luncheon were the 2018 MBEIC Sharing Success awardees who will be presented their awards at the CBOF51 Sponsors Breakfast on April 25, 2018 at the Hyatt Regency Chicago. NBA Hall of Famer Isiah L. Thomas, III will deliver the keynote address. This year's Corporation of the Year will be presented jointly to Anne R. Pramaggiore of ComEd and Christopher M. Crane of Exelon. Sharla Roberts of University of Illinois will receive the Anders C. Rasmussen, Jr. Award, Charles Harrell, II will receive the Maye Foster Thompson Minority Business Advocate Award and William (Wil) Davis will receive the IMPACT Award. Twana Skrobot, AT&T; Letha King and Kim Neisen, Aon; Sherry Simpson, Nicor; Kunal Shah, University of Illinois; and Kevin Woods from the American Bar Association are the 2018 Buyers of the Year. The 2018 Suppliers of the Year are: Zeke Flores, Flying Retail (Class I); Amit Gauri, Black Dog (Class II); George Williams, PMI Energy Solutions, LLC (Class III) and Ulice Payne Jr., Sasafasnet, LLC (Class IV). James Cabrera will receive the Lifetime Achievement Award.

All applicants must be high school seniors enrolled in the Chicago Public School system, maintain a weighted cumulative GPA of at least 3.5, plan to enroll in a regionally accredited college or university the following fall and aspire to entrepreneurship or plan to major in business. Eligible students are encouraged to apply for the 2019 Dolores Saxton-Walker Scholarship at <https://cps.academicworks.com/opportunities/1602> in August 2018. For more information about applying for a scholarship or donating to the scholarship fund, please contact Gwen Jones at 312.755.2556 or gjones@chicagomSDC.org.

The competition wasn't contained to the links and the casino...two round-trip tickets on United Airlines and a flat-screen television were raffled off at the dinner following the tournament. There was also a silent auction and the infamous Numbers Game led and masterfully emceed by Thomas McLeary.

Special thanks to our Birdy Partner Sponsors National Material L.P. and Rex Electric & Technologies, LLC. Additional thanks to our Golf Cart Partner BP America. We look forward to seeing you at the 2018 Scholarship Golf Classic and Clubhouse Casino on Monday, August 13, 2018 back at the White Eagle.



PHOTOGRAPHS BY POWELL PHOTOGRAPHY, INC.



GARRETT MILLER, KENWOOD ACADEMY HIGH SCHOOL SENIOR, RECEIVES SCHOLARSHIP AWARD FROM CBOF51 MBEIC AWARDS CHAIR, **RICO MARTINEZ** AT THE MBEIC AWARDEE LUNCHEON ON WEDNESDAY, MARCH 21, 2018, AT THE UNION LEAGUE CLUB OF CHICAGO.

March 5, 2018

Dear ChicagoMSDC,

I want to thank you for the \$3,000 Dolores Saxton Walker scholarship. I am truly honored to be a winner and want you to know that I appreciate this amazing opportunity to represent the ChicagoMSDC.

This financial assistance towards my college degree will help me towards my goal of finishing my college education without any debt. This is an investment that is going to not only benefit the ChicagoMSDC but also assist me in benefiting my community.

This past February, I completed a college tour to Atlanta, Georgia, where we toured several academic institutions. We also visited the Center for Civil and Human Rights where I was inspired learning about the struggles and sacrifices of my elders during the civil rights movement. I understand that many people made sacrifices in the past, so that many young people today could have a better future.

By receiving this award, I want you to know that I am inspired to work hard to be worthy of your investment. Again, I want to extend my sincere gratitude for this award and I am looking forward to attending the MBEIC Awardee Luncheon.

Garrett P. Miller
Kenwood Academy
Class of 2018

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 2017 AT THE WHITE EAGLE COUNTRY CLUB IN NAPERVILLE TO SUPPORT SCHOLARSHIP FUNDRAISING EFFORTS. THIS YEAR, THE MBEIC AWARDED FIVE 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 2018 DOLORES SAXTON-WALKER SCHOLARSHIP, CAN VISIT: CPS.ACADEMICWORKS.COM OR CONTACT GWEN JONES AT 312.755.2556 OR GJONES@ChicagoMSDC.ORG



The Chicago Minority Supplier Development Council, Inc.

presents the



Monday, August 13, 2018

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ChicagoMSDC ANNUAL MEETING & HOLIDAY BRUNCH AND MBEIC GENERAL MEETING

BY JOSHUA GUTSTEIN & GINA PEREZ

Whether at the MBEIC General Meeting or ChicagoMSDC Annual Meeting, you must have heard: ChicagoMSDC was awarded 2017 NMSDC Council of the Year! On Wednesday, November 11, 2017, The Minority Business Enterprise Input Committee of the Chicago Minority Supplier Development Council hosted their annual General Membership meeting. Held at the LaSalle street location of the University of Phoenix, the meeting highlighted the importance of civic engagement as well as staying involved with the Council. Joyce Johnson, Chair of the Minority Business Enterprise Input Committee and President of Anchor Staffing, followed by Shelia Morgan, President and CEO of ChicagoMSDC, extended warm welcomes. Ms. Morgan introduced the keynote speaker, Illinois State Senator James F. Clayborne, Jr., of the 57th Senate District, as a tireless advocate for minority owned businesses.

Senator Clayborne revealed that he is contemplating retirement from the Senate and his position as Illinois Senate Majority Leader. He reflected on the work he and his colleagues have done to support minority owned businesses while emphasizing the work that needs to be done. He carried the message that while our legislators set a diverse spending bar on state contracts and established oversight to encourage MBE opportunities, the bar is set to be the minimum. It is not the goal to get to the bar, but rather to get beyond it. Our community must remain involved and engaged with our government officials to make sure diverse spending goals are surpassed.

The advocacy report was delivered by Jackie Dyess, Chair and President of Inter-City Supply, Inc. Ms. Dyess, long a dedicated advocate for opportunities for MBEs, echoed Senator Clayborne's remarks. She encouraged the ChicagoMSDC community to support the advocacy

DEBRA JENNINGS-JOHNSON, BP AMERICA, INC.; **THOMAS McLEARY**, ENDOW, INC.; **MARTHA HOLMES**, CARDINAL HEALTH; **MARK HANDS**, FEDERAL RESERVE BANK OF CHICAGO; **JOYCE JOHNSON**, ANCHOR STAFFING, INC.; **SHELIA MORGAN**, ChicagoMSDC; **LOUIS GREEN**, NMSDC; **SHELLY BROWN**, AON; **LATONYA FOURTE-LYLES**, HEALTH CARE SERVICE CORP.; **JOAN-CARLES BRUGUE**, AT&T; **JACKIE DYESS**, INTER-CITY SUPPLY CO., INC.; AND **PHILLIP BARREDA**, ChicagoMSDC AFTER THE 2017 ANNUAL MEETING.



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

LOUIS GREEN, NMSDC'S INTERIM PRESIDENT DELIVERS THE KEYNOTE ADDRESS AT THE ChicagoMSDC ANNUAL MEETING AND HOLIDAY BRUNCH AT THE HYATT REGENCY CHICAGO.

committee so we can advance effective policy. Joyce Johnson closed the event emphasizing the importance in getting involved. The Minority Business Enterprise Input Committee gives special thanks to the following companies for their continued support and service: Advocate Health Care, AT&T, Barry Callebaut, Baxter Health Care, Burns and McDonnell, Cushman & Wakefield, Federal Reserve Bank of Chicago, Summit Group, United Airlines, and Walgreens.

On December 8, 2018, at the Hyatt Regency Chicago, ChicagoMSDC convened its annual general membership meeting followed by a Holiday Brunch. The general membership meeting summarized and highlighted the activities and accomplishments of 2017 with over 200 supplier diversity leaders, government buying professionals and certified minority business owners in attendance. The day had a special energy reflecting that ChicagoMSDC was named 2017 Council of the Year by the National Minority Supplier Development Council.

The meeting was called to order by ChicagoMSDC Secretary of the Board and Cardinal Health Manager of Supplier Diversity, Martha Holmes. Next, Mark Hands, Manager Supplier Diversity with Federal Reserve Bank Chicago and Vice Chair of the Board, reported on the

overall activities of the council. Highlights of the year included NMSDC recognition of ChicagoMSDC as Council of the Year, the ongoing commitment to the 2016 #BUYDIVERSE campaign, and the success of CBOF50. Mark also reported the success of the MBDA Export Center in assisting a client with securing a contract to purchase 2 million barrels of oil per month in China. Additionally, our corporate members identified opportunities for minority businesses and used council resources to match their requirements with qualified, certified minority suppliers. We are proud to report over \$6 billion corporate dollars were spent with certified minority companies! After the meeting was adjourned, NMSDC Interim President, Louis Green delivered the keynote address.

After Mr. Green's remarks, the attendees flowed into the Crystal Ballroom for the festivities. With lively musical entertainment guests danced the afternoon away and helped themselves to an exquisite brunch buffet. In the Spirit of Giving, attendees piled tables high with gifts donated to the children of the St. Joseph Carmelite Home. ChicagoMSDC staff, Board of Directors, corporate members and MBEs all look forward to a greater impact in 2018.

INAUGURAL ADVANCED SUPPLIER DIVERSITY PRACTICES RETREAT WITH DR. FRED

BY MEGAN NAKANO



“The world is all messed up. The nation is sick. Trouble is in the land; confusion all around. That's a strange statement. But I know, somehow, that only when it is dark enough can you see the stars... Something is happening in our world. The masses of people are rising up.”

-Martin Luther King Jr., April 3, 1968













Dr. Frederick McKinney opened the inaugural ChicagoMSDC Advanced Supplier Diversity Practices (ASDP) retreat on February 27, 2018 with an audio recording of Dr. Martin Luther King Jr.'s speech, “I've Been to the Mountaintop,” recorded on April 3, 1968 in Memphis, Tennessee, the day before his assassination. In '68, Dr. King said, “We don't have to argue with anybody. We don't have to curse and go around acting bad with our words. We don't need any bricks and bottles. We don't need any Molotov cocktails. We just need to go around to these stores, and to these massive industries in our country, and say, ‘God sent us by here, to say to you that you're not treating his children right. And we've come by here to ask you to make the first item on your agenda fair treatment, where God's children are concerned. Now, if you are not prepared to do that, we do have an agenda that we must follow. And our agenda calls for withdrawing economic support from you.’” Dr. Fred reminded the group of supplier diversity's deep roots in the civil rights movement and of the eerie timeliness of

King's message of economic empowerment today.

The intensive, 2.5 day ASDP seminar was held at the Union League Club of Chicago and covered topics including: Corporate Strategy and Supplier Diversity; Economic Impact of Supplier Diversity at the Corporate Level; Communicating Supplier Diversity to Internal and External Customers; Leadership for Supplier Diversity Professionals; Supplier Diversity Performance Metrics and Analysis; Building Effective Supplier Diversity Teams; and the Perspective of the Diverse Entrepreneur. The program was designed and led by Dr. Fred, the Managing Director of Minority Business Programs at Dartmouth's Tuck School of Business. Tuck's minority leadership training has a 38+ year history of providing world-class, high-quality, and high-impact educational experiences. Dr. Fred is also an entrepreneur, past President & CEO of the Greater New England Minority Supplier Development Council (GNEMSDC) where he designed and led programs that have had a strong regional impact on the East Coast.

McKinney earned his Ph.D. in economics at Yale University in 1983. He has served on the faculties of Sacred Heart University, Brandeis University and the University of Connecticut. He also spent a year on the Council of Economic Advisors during the Carter administration. Dr. Fred draws from a magnitude of professional and personal experience to colorfully illustrate his lessons.

McKinney weaved group exercises into the curriculum which defied conventional ways of thinking and encouraged creativity and communication. He used a game, based on the classic "Prisoner's Dilemma" to illustrate the effects of competition and communication (or lack thereof) on negotiation outcomes. (See illustration below.)

THE PRISONER'S DILEMMA	 PLAYER A SELECTS RED	 PLAYER A SELECTS BLACK
 PLAYER B SELECTS RED	 PLAYER A 3 POINTS  PLAYER B 3 POINTS	 PLAYER A 0 POINTS  PLAYER B 5 POINTS
 PLAYER B SELECTS BLACK	 PLAYER A 5 POINTS  PLAYER B 0 POINTS	 PLAYER A 2 POINTS  PLAYER B 2 POINTS

The class was split up into groups of two, and each person was given a black card and a red card. Without discussion, players were to select either the red card or the black card and place it face down on the table. When their cards

were revealed, if both players had selected black, they would each receive three points. If both players chose red, they each receive two points. If one player selected black and the other selected red, the one who played red would receive five points and the other, zero. They were instructed to do this five times in a row without discussing the results until the end. The outcomes were varied. Some groups came to cooperate quickly, and arrived at a black-black agreement early on. Some pairs agreed to disagree on red-red. Others bounced back and forth, testing and reacting to their opponent's moves. Even though cooperation was incentivized in this scenario, the exercise showed how easily lack of communication and trust can derail a deal and provided insight into the negotiation styles and motivations of the participants. According to Dr. Fred, "I use this exercise to demonstrate the importance of trust in building solid business relationships. When economic agents behave consistently and cooperatively, they will often reach results superior to the results associated with acting only in their narrowly defined interest."

The esteemed group of ASDP participants included: Monica Billinger, Baxter Healthcare Corporation; Wendell Davis, National Material, L.P.; Joyce Eggers, Takeda Pharmaceuticals; Kathy April Rush, ABBVIE, Inc.; Monica Sampleton, Alstom; Ryan Stevens, Discover Financial Services, LLC; and Turia West, ABB, Inc. "Beyond the structured class, the participant discussion was extremely valuable in learning practices and approaches," said Mr. Stevens.

The dates for the next Advanced Supplier Diversity Practices retreat will be announced shortly. Stay tuned...

PHILLIP BARREDA, ChicagoMSDC; **JOYCE EGGERS**, TAKEDA PHARMACEUTICALS; **MONICA SAMPLETON**, ALSTOM; **MONICA BILLINGER**, BAXTER HEALTHCARE CORPORATION; **WENDELL DAVIS**, NATIONAL MATERIAL, L.P.; **TURIA WEST**, ABB, INC.; **DR. FRED MCKINNEY**, TUCK SCHOOL OF BUSINESS AT DARTMOUTH; **KATHY APRIL RUSH**, ABBVIE, INC.; **RYAN STEVENS**, DISCOVER FINANCIAL SERVICES, LLC; AND **SHELIA MORGAN**, ChicagoMSDC AT THE CONCLUSION OF THE THREE-DAY **ADVANCED SUPPLIER DIVERSITY PRACTICES** SEMINAR AT THE UNION LEAGUE CLUB IN CHICAGO, ILLINOIS, FEBRUARY 27 THROUGH MARCH 1, 2018.





MINORITY BUSINESS DEVELOPMENT AGENCY

CENTER UPDATES

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EDITH JETT McCLOUD, ACTING NATIONAL DIRECTOR OF THE MINORITY BUSINESS DEVELOPMENT AGENCY



STEPHANIE HICKMAN, OWNER, TRICE CONSTRUCTION AND MBDA MINORITY CONSTRUCTION FIRM OF THE YEAR.



E. JEROME AGNEW, PRESIDENT, AGI INTERNATIONAL, INC. AND MBDA EXPORT CENTER SUCCESS STORY.

On February 27, 2018, Christopher Garcia resigned his position as the Acting National Director of the U.S. Department of Commerce, Minority Business Development Agency (MBDA). That same day, Edith Jett McCloud was designated as Acting National Director of the MBDA. In this capacity, Ms. McCloud directs the Department's minority business development initiatives and assists the Secretary of Commerce in implementing new strategies to better serve the minority business community. Ms. McCloud brings to her position an extensive background in management policy coordination, program planning and evaluation,

management analysis and review, budget and fiscal management and information resources management.

On September 27, 1999, Ms. McCloud became the first career Senior Executive Service manager to serve at MBDA in over 10 years. Prior to her MBDA appointment, Ms. McCloud served for nearly two years as Executive Director, Howard University Small Business Development Center in Washington, D.C., and as Interim General Manager at the Washington, D.C. Convention Center, where, for over 15 years, she held several senior management positions.

Ms. McCloud is a member of several professional boards, including the International Association of Assembly

Managers, the American Society of Association Executives, the National Forum for Black Public Administrators, and the National Black MBA Association. She has been published in The Black Convention, Dollars and Sense, and Facility Manager. Ms. McCloud has a BA and an MBA from Howard University and currently resides in Bowie, Maryland.

MBDA BUSINESS CENTER CLIENT, TRICE CONSTRUCTION NAMED MBDA MINORITY CONSTRUCTION FIRM OF THE YEAR

You may have heard that ChicagoMSDC won the 2017 Council of the Year at the NMSDC Annual Conference in Detroit. That conference also held the annual

Minority Business Development Agency (MBDA) Minority Enterprise Development Week (MED Week) conference which honored the best and brightest of this year's minority business owners.

MBDA recognized Minority business enterprises (MBEs) in categories including Manufacturing Firm of the Year, Export Firm of the Year, and Minority Business Enterprise of the Year. We are particularly proud of our client, Trice Construction Company and its owner, Stephanie Hickman, recognized as the Minority Construction Firm of the Year.

Trice Construction, a family-owned concrete contracting company from the Southside of Chicago, has been in business since 1967. It wasn't until 2006 that Hickman, a former labor attorney and utility executive, assumed ownership and took control of the company. Since then, the company has experienced exceptional revenue

growth and a strong reputation for quality and professionalism.

Trice Construction excels at complex concrete construction projects, with a strong presence in the utility industry. Trice serves Fortune 500 Corporations, top 100 general contractors, national infrastructure contractors, and major public entities throughout the Midwest. Once a small residential construction company, under Hickman's leadership, Trice now handles individual project values exceeding \$4 million and program contracts exceeding \$6-8 million over multiple years. In addition to receiving the Minority Construction Firm of the Year recognition, Hickman's achievements were highlighted in a keynote speech by U.S. Secretary of Commerce, Wilbur Ross.

The MBDA Business Center-Chicago has enjoyed working with Hickman for many years. It was easy to see why she won this prestigious award.

MBDA BUSINESS CENTER ST. LOUIS READIES CLIENTS FOR OPPORTUNITIES ON \$1.6B NGA HEADQUARTERS

The MBDA Business Center-St. Louis is out in front of a \$1.6 billion opportunity for MBEs. On October 26th, 2017, the St. Louis Business Center hosted a Town Hall style panel discussion on the construction of the new western headquarters facility for the National Geospatial-Intelligence Agency (NGA). The National Geospatial-Intelligence Agency delivers products that provide a decisive advantage to warfighters, policymakers, intelligence professionals, and first responders. The new western facility will be NGA's new state-of-the-art facility in North St. Louis. It will position NGA to better meet future mission requirements through a more robust information technology infrastructure and collaborative workspace.

The St. Louis Business Center

NATIONAL MINORITY ENTERPRISE DEVELOPMENT WEEK (MED WEEK) AWARD WINNERS, INCLUDING ChicagoMSDC's OWN STEPHANIE HICKMAN, DISPLAYED ON THE MARQUEE (FAR LEFT) OF THE COBO CENTER IN DETROIT, MICHIGAN.



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.



RENDERING OF THE NEW \$1.6 BILLION WESTERN HEADQUARTERS FACILITY FOR THE NATIONAL GEO-SPACIAL-INTELLIGENCE AGENCY (NGA WEST) WHICH IS PLANNED FOR CONSTRUCTION IN NORTH ST. LOUIS, MISSOURI.

along with its partner, the St. Louis Regional Chamber of Commerce, thought the timing was perfect to introduce the MBE community to this mega federal government project which will start construction in mid-2018. In fact, NGA West will be the largest federal construction project ever in the City of St. Louis. NGA West will create an estimated 5,200 construction jobs for the \$1.6 billion project. In addition, NGA West planned infrastructure improvements of a new office, retail, hospitality and health amenities to North St. Louis will add thousands of additional construction and new permanent jobs.

The St. Louis Business Center organized a town hall style panel of project leaders to help MBEs understand how their companies could participate in this government construction project. On the panel was the Deputy Program Director for NGA, U.S. Army Corp of Engineers Project Manager for NGA West, Executive Director of the St. Louis Development Corporation, Vice President of Associated General Contractors of Missouri, and Senior Vice President Economic Development St. Louis Regional Chamber of Commerce. The panel discussion lasted about 2 hours with MBEs getting all of their questions answered. There were over 100 MBEs in attendance representing the construction trades, contracting representatives, and all classes of professional services.

Shelia Morgan President of the Chicago MSDC, the St. Louis Business Center's operator, emphasized in her opening remarks that the St. Louis Business Center be used extensively by the MBE community to gain access to this project and all the development that is expected to happen as a result of NGA West.

After the panel discussion there was a networking reception featuring the 3 Prime Contractors selected by the Army Corp of Engineers as finalists for the construction phase of the project.

Finally a letter was read from U.S. Senator Roy Blunt from Missouri which stated in part: "The MBDA has been working with minority businesses in the St. Louis area through a grant they received from the Department of Commerce. Their counseling and expertise have assisted minority businesses in increasing their capacity to have greater participation in many different industries across the region. Thank you for coming together today, and a special thank you to Ms. Shelia Morgan from the St. Louis MBDA for organizing this event. I look forward to hearing about your discussions."

For more information about the NGA West project, contact James Pinkston, Project Director of the MBDA Business Center - St. Louis at jpinkston@stlouismbdacenter.com.

MBDA EXPORT CENTER HELPS AGI INTERNATIONAL, INC. LAND \$25B GOVERNMENT BID

BY JORDAN TAYLOR

“I’ve always wanted to be an entrepreneur. From the early age of 17, it’s been my desire, I knew I had a lot to learn before that time would come,” said E. Jerome Agnew, President of AGI International, Inc. After several years of persistence and preparation, Agnew’s teenage dream became a reality when he founded AGI International, Inc. in 2003.

The journey from the time of Agnew’s dream of entrepreneurship to the founding of his company was impactful. Agnew went to college, joined the U.S. Navy and acquired 30 years of corporate experience with a U.S. based Fortune 500 Company where he managed purchasing, global sourcing, supplier development, and supply chain management.

“Everything that I’ve done along the way in my military and Corporate America career has prepared me to become the businessman that I am today,” said Agnew.

During his time in Corporate America, Agnew was always searching for the right business model to launch his own company. While completing an overseas work assignment in India an idea came to him.

“I noticed a better process needed to be implemented to assist Indian and American companies to work cohesively together,” said Agnew.

Today, AGI International, Inc. has been able to provide domestic sourcing, global sourcing, contract manufacturing, risk mitigation, material cost improvement, engineering and supplier support as well as product development for U.S. based companies and key their customers.

“When it came time to grow my business, my team and I reached out to Pat Hanes who was at the MBDA Regional Office in Atlanta at the time. That was the continuation of a relationship that Ms. Hanes and AGI had when she worked in Corporate America,” said Agnew.

AGI International has been a client of the MBDA Business Centers for years.

“The Chicago MBDA Export Center where Ms. Hanes is currently working, has been very supportive of my company.

We appreciate the knowledge, support, networking, connections, resources and information on funding that they provide,” said Agnew.

After learning about the \$25 billion VA VECTOR (Veteran Enterprise Contracting for Transformation and Operational Readiness) Contract bid opportunity, AGI International, Inc. quickly sought the assistance of the Chicago MBDA Export Center.

“Pat and her team helped AGI during the bid process by organizing important meetings, collecting and analyzing data, helping us to understand our competition and developing a vector account plan,” said Agnew.

The Chicago MBDA Export Center worked with AGI International, Inc. for over a year on the VA VECTOR Prime Contract bid. In September 2017 it was announced that AGI International, Inc. was successful in winning the bid. The task orders will be made later in the year.

When asked about the success in winning the bid, Agnew responded, “I have a really incredible team. None of this would have been possible without their hard work and the support of the Chicago MBDA Export Center.”

The success that AGI International, Inc. has experienced in landing the \$25 Billion VA VECTOR Prime Contract with the assistance of the Chicago MBDA Export Center is just the beginning. AGI International, Inc. is currently working on several growth opportunities thanks to Ms. Hanes and her team. “We appreciate the continued support and funding opportunities the Chicago MBDA Export Center has provided us with,” said Agnew.

Contact the Chicago MBDA Export Center to learn how they can help your business or contact an MBDA Business Center near you.





ANITA HAGAN

PROCUREMENT CONSULTANT
MBDA BUSINESS CENTER - CHICAGO

BY DAVE THOMAS

It seems like only yesterday that the delightful Anita Hagan and her mellifluous voice arrived at ChicagoMSDC and brought a new level of thoughtfulness and professionalism to the reception desk. In actuality, it has been more than five years since she first arrived, began reinventing the position, and got more involved in the day-to-day operations of the council and MBDA Business Center. Her involvement made her an easy choice to move into the role of Procurement Consultant with the MBDA Business Center.

In her new role, Anita will be responsible for cultivating relationships between MBEs and the public and private sector buying organizations with whom they seek to do business. Serving an integral role in the council's operations over the past few years put her in an ideal position to understand the needs of both MBEs and supplier diversity

professionals. Anita has begun representing the council and business center at numerous minority business outreach events and has also received training on the various local government certification programs. She has also been trained to use Salesforce, MBDA's primary customer relationship management (CRM) tool and procurement opportunity sourcing tools like epipeline and the Dodge Data & Analytics construction opportunity system.

Anita is very pleased to accept the opportunity to work for the ChicagoMBDA Center. "I am happy about being able to send opportunities to MBEs," says Anita, "Every morning I check different sources and try to connect my clients. I am committed to learning, growing, and being the best I can be." She is looking forward to making a positive contribution to the ChicagoMBDA team.

Anita has made an impression on those around her. "Anita brings the right kind of work ethic and temperament to this role," says Dave Thomas, Project Director of the MBDA Business Center. "She has a desire to see MBEs succeed, and has cultivated good relationships over the years with many of the council's corporate members." Mark Hands the Supplier Diversity Program Manager for the Federal Reserve Bank of Chicago and the Vice Chair of the CMSDC Board of Directors adds, "Anita's work ethic and positive attitude have been a joy to work with over the years. She always addresses the customer's needs in a timely and professional manner. She will certainly excel in her new role for the MBDA Business Center."

Anita was a part of the Anchor Staffing Inc. temporary workforce team for three years as she joined ChicagoMSDC. Joyce Johnson, President/CEO of Anchor Staffing Inc., noted that her professionalism, image and work performance ranked her as one of the company's "Elite" employees. "Anita will always put forth her personal best," says Joyce.

When you work with Anita, you will be in the know. Starting before clients are certified, she works with MBEs to help them organize and answer questions for ChicagoMSDC and other agency certifications. Once certified, Anita continues to work with her clients, putting them into the epipeline system. Through epipeline, she alerts MBEs when RFPs match their offerings. She also informs her clients of seminars and events occurring in and out of ChicagoMSDC.

Anita holds an Associates degree in Marketing/Accounting from Truman College and has an extensive work history including being a merchandise buyer for JC Penney and a marketing coordinator for Fibre Craft Material Corp. One thing which brings her joy each and every day is her granddaughters Jaylah and Janay Brooks. Anita is guided by one of her favorite quotes from First Lady Michelle Obama, "When you walk through that open door of opportunity you don't slam it shut behind you. You hold it open."



INSIDER'S GUIDE: DOING BUSINESS WITH JAPAN

BY SHIN KISHIOKA

US companies can have BIG success in Japan. With 14% of all MBEs generating sales from exports, minority-owned firms are more than twice as likely to have global operations compared to non-minority owned firms. Nevertheless, there remain too many MBEs who have never considered selling their products overseas. In fact, only 36% of non-foreign born Americans even hold passports compared to 60% of Canadians and 70% of Australians and British citizens. Opportunities await in Japan if you are willing and take the right approach.

The US and Japan have a long trade history. Japan trails only the United Kingdom and Canada in Foreign Direct Investment in the US. According to US Trade Representative data, sales of services in the United States by majority Japanese-owned firms were \$146.7 billion in 2014. Japanese-owned firms with production in the US hire over one million employees and include names such as Honda, Komatsu, Mazak, Nissan, SoftBank, Takeda, and Toyota.

There is also a strong US presence in Japan. Over 800 majority US-owned companies invest there, with sales of services in Japan by majority U.S.-owned affiliates totaling over \$70 billion in 2014. Over 30% of a Boeing airplane is made in Japan; 1,500 McDonald's restaurants have spread across the country; and 16,600 7-Eleven Convenience Stores now operate there. There is also a deeper beneficial relationship as US companies such as Apple and Tesla integrate and profit from Japanese technologies and Japanese companies likewise utilize US technologies. More and more companies are starting to enter this market to pursue new sales opportunities and invest in research and development for new innovation.

If you are contemplating market entry into Japan, here are some important tips: first, understand the Japanese business mindset. In Japan, the companies, not the individuals, and the company's uniqueness and product quality are the focus of business relationships. Employee turnover is rare which fosters loyalty and a familial atmosphere, even in the largest Japanese corporations. Second, understand that



SHIN KISHIOKA IS PRESIDENT OF I.T.A., INC., HEADQUARTERED IN ITASCA, IL, WITH OFFICES IN ST. LOUIS, MO; HOUSTON, TX; AND AICHI, JAPAN.

while your Japanese customers and partners appreciate innovations from overseas, they may prefer a much longer decision-making process as they develop a relationship with your company and establish trust...don't give up! It could turn out big! Finally, take advantage of the resources available to you at ChicagoMSDC's MBDA Export Center. Whether you seek to expand your target market by developing relationships with Japanese companies doing business in the US, or exporting abroad, the staff at the MBDA Export Center can help.

Shin Kishioka is president of I.T.A., Inc., an MBE industrial distributor/exporter and marketing consulting firm. I.T.A. is focused on accelerating business and technology exchange with Japan. For over 35 years, I.T.A. has been supporting small and mid-sized US enterprises in expanding their foreign sales opportunities and working with Japanese-owned companies to invest in US businesses and market their products in the US. For more information, please visit www.itaoffice.com.

51st ANNUAL CHICAGO BUSINESS OPPORTUNITY FAIR

BY MEGAN NAKANO



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

ISIAH L. THOMAS III SERVING AS MASTER OF CEREMONIES AT THE NMSDC CONFERENCE + BUSINESS OPPORTUNITY EXCHANGE IN DETROIT, MICHIGAN. MR. THOMAS WILL DELIVER THE KEYNOTE ADDRESS AT THE 51ST ANNUAL CHICAGO BUSINESS OPPORTUNITY FAIR SPONSORS BREAKFAST ON APRIL 25, 2018 AT THE HYATT REGENCY CHICAGO.

Major corporations and government agencies are “Building the Next...” level of contract opportunities for minority-owned suppliers at the 51st Annual Chicago Business Opportunity Fair. The Chicago Minority Supplier Development Council along with its Presenting Sponsor Allstate, present CBOF51, April 24-25, 2018 at the Hyatt Regency Chicago. CBOF is the nation’s longest-running trade fair dedicated to economic growth and empowerment of minority businesses. This year’s theme, “Building the Next...” is an open-ended statement and a challenge to explore future possibilities. If it was up to you, what would you build?

After 50 years, CBOF continues to be a critical engagement for Fortune 500 corporations, government agencies, and business resource organizations committed to supply chain diversity. Last year, the ChicagoMSDC celebrated 50

years of service in the supplier diversity community. As ChicagoMSDC begins a new journey into the next 50 years, we must consider what’s next. What is the future of supplier diversity? What is the industry that will reshape our economy? How will minority businesses develop, grow, and succeed in the supply chains of major corporations and government agencies?

Doug Sparkman, Chief Operating Officer, BP Fuels, North America, and Debra Jennings-Johnson, Senior Director of Supplier Diversity, will represent BP America as CBOF51 honorary chairs. BP America has shown an unwavering commitment to supplier diversity and was one of the first major corporations to create a formal program to increase purchases with minority- and women-owned businesses.

On Tuesday, April 24th, the CBOF51 conference begins with a full day of workshops and seminars. In collaboration



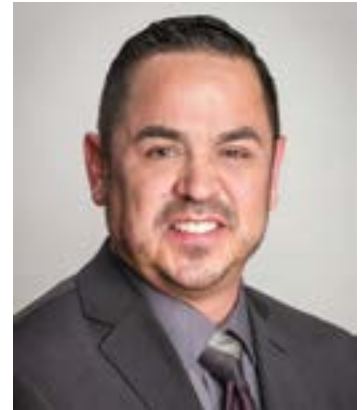
DOUG SPARKMAN
CHIEF OPERATING OFFICER
Fuels, North America
BP America, Inc.
Honorary Chairperson, CBOF51



DEBRA JENNINGS-JOHNSON
SR. DIRECTOR SUPPLIER DIVERSITY
BP America, Inc.
Chairperson, CBOF51
Planning Committee



LINDA HOU
PRESIDENT
American Chrome Company
Co-Chairperson, CBOF51
Planning Committee



RICO MARTINEZ
PRESIDENT/CEO
Water Integrated Treatment Systems, LLC
Co-Chairperson, CBOF51
MBEIC Awards

with the Minority Business Development Agency (MBDA) Business Center Chicago, the ChicagoMSDC will host the Corporate 1-on-1 Smart Sessions as an opportunity for more than 50 corporations and 200 MBEs to discuss future contracting opportunities with minority-owned firms. This year, they expect to hold 450 15-minute meetings on topics ranging from construction to professional services to manufacturing.

Reflecting on last year's one-on-one program, Justin Kane, Director of Business Development at Magellan Transport Logistics said, "By far the CBOF50 was the most productive matchmaking of 2017 for Magellan. We attended quite a few and your scouting report for both the supplier and clients are extremely helpful." The program presents prospective matches to corporate buyers. Corporate buyers then invite only those MBE suppliers they want to meet.

On Wednesday, April 25th the CBOF51 Sponsors Breakfast will be emceeds from NBC 5 Chicago, and celebrate the 2018 MBEIC Sharing Success award recipients for their professional and academic excellence. NBA Legend, Chairman and CEO of Isiah International LLC, Isiah L. Thomas III, who will be the keynote speaker.

This year's Corporation of the Year will be presented jointly to Anne R. Pramaggiore of ComEd and Christopher M. Crane of Exelon. Sharla Roberts of University of Illinois will receive the Anders C. Rasmussen, Jr. Award, Charles Harrell, II will receive the Maye Foster Thompson Minority Business Advocate Award and William (Wil) Davis will receive the IMPACT Award. Twana Skrobot, AT&T; Letha King and Kim Neisen, Aon; Sherry Simpson, Nicor; Kunal Shah, University of Illinois; and Kevin Woods, American Bar Association will be named 2018 Buyers of the Year. The 2018 Suppliers of the Year are: Zeke Flores, Flying Retail (Class I); Amit Gauri, Black Dog (Class II); George Williams, PMI Energy Solutions, LLC (Class III) and Ulice Payne Jr., Sasafrasnet, LLC (Class IV). James Cabrera will receive the Lifetime Achievement Award.

Following the Sponsors Breakfast, will be the CBOF Trade Fair, the signature event for the conference. The annual Trade Fair is a business-to-business networking engagement showcasing a wide spectrum of buyers and diverse sellers from around the nation. If you missed this year's CBOF, start making plans now to attend in 2019.



2018
NMSDC CONFERENCE
& BUSINESS OPPORTUNITY EXCHANGE
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ChicagoMSDC NAMED 2017 NMSDC COUNCIL OF THE YEAR

BY MEGAN NAKANO

The Chicago Minority Supplier Development Council (ChicagoMSDC) has been named 2017 National Minority Supplier Development Council (NMSDC) Council of the Year. The announcement was made at the NMSDC Conference + Business Opportunity Exchange Awards Banquet in Detroit, Michigan on October 25, 2017. The Council of the Year Award recognizes the top organization within the NMSDC network of 23 regional affiliates across the country. ChicagoMSDC was honored for its exemplary programming and services and its contributions to the advancement of minority business.

“ChicagoMSDC is one of the cornerstone regional affiliates of the NMSDC network,” said Joe Hinrichs, NMSDC Chair and Executive Vice President of Ford Motor Company as

well as their President of Global Operations. “Not only do they serve a diversified set of industries, they are also one of our largest and most successful affiliates.”

Accepting the award on behalf of ChicagoMSDC were its President & CEO, Shelia Morgan; Chair, Ruby McCleary; and Executive Vice President, Phillip Barreda. Shelia Morgan stated, “I am so very proud and honored to receive this recognition on behalf of all of our stakeholders. ChicagoMSDC exists to serve our minority entrepreneurs and the corporations who do business with them. We are committed to the cause of supplier diversity and we know much work remains!”

ChicagoMSDC has been leading the way in the supplier diversity movement for fifty years. In 1967, a group of 19 progressive Chicago-area corporations came together to

ChicagoMSDC BOARD OF DIRECTORS CELEBRATES THE HONOR AT THEIR REGULAR MEETING AT BANK OF AMERICA ON NOV. 3, 2017.





PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

SHELIA MORGAN, ChicagoMSDC PRESIDENT & CEO ACCEPTING THE **NMSDC 2017 COUNCIL OF THE YEAR AWARD** ON BEHALF OF THE ORGANIZATION AT THE NMSDC CONFERENCE + BUSINESS OPPORTUNITY EXCHANGE ON OCTOBER 25, 2017.

host the first Chicago Business Opportunity Day at Western Electric (now AT&T). The purpose was to encourage economic and social parity by creating inroads for minority businesses. The event was a huge success and grew into the annual Chicago Business Opportunity Fair (CBOF) which now draws participation from thousands of corporations and Minority Business Enterprises each year and serves as a model for similar events throughout the country. From CBOF grew the Chicago Regional Purchasing Council (now ChicagoMSDC) which was incorporated in 1968, and the National Minority Purchasing Council (now NMSDC) which was established in 1972.

In 2017, ChicagoMSDC celebrated its 50th anniversary at CBOF50. Held at the Hyatt Regency Chicago, the two-day event featured the signature trade show, workshops, over 600 one-on-one meetings between corporate buyers and MBE suppliers, and a commemorative awards gala. Throughout the year, the council hosted the MBE Procurement Luncheon Series where officers from Amazon Prime, BMO Harris, CTA, Discover Financial, and the Federal Home Loan Bank of Chicago shared opportunities

and strategies for doing business with their corporations. Our 38th annual Scholarship Classic raised enough money to fund college assistance scholarships for six budding entrepreneurs. ChicagoMSDC continues to provide comprehensive technical support to MBEs through its MBDA Export center, MBDA Business Centers in Chicago and St. Louis, and Illinois Tollway Technical Assistance Center.

“ChicagoMSDC distinguished itself this year in a number of areas,” according to Hinrichs, “Chicago stood above its peers in corporate member satisfaction scores, MBE retention rates, local growth in corporate memberships, financial sustainability and staff engagement scores...we applaud them and look forward to their continued success.”

ChicagoMSDC has a long history of thought leadership in supplier diversity and is proud to accept this recognition on behalf of its staff, board of directors, MBEs, corporate members and strategic partners. We look forward to the opportunity to serve Chicago’s minority business community for the next 50 years.



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BECOME ELIGIBLE FOR ONE-ON-ONE MATCHMAKING SERVICES WITH OUR FORTUNE 500 CORPORATE MEMBERS
INCREASE YOUR EXPOSURE ON OUR EXCLUSIVE MBE DATABASE
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OBAMA PRESIDENTIAL CENTER FOCUSES ON MBE INCLUSION

BY DAVE THOMAS

When the much-anticipated Obama Presidential Center (OPC) begins construction later this year, some of Chicagoland's best MBE contractors will be part of the construction team that was recently selected by the Obama Foundation to build the \$350 million project. The name of that team is the Lakeside Alliance, a group comprised of Turner Construction and MBE firms, Brown & Momem, Powers & Sons Construction, Safeway Construction, and Ujamaa Construction. What made this team stand out among the many other project teams vying to be awarded this project

was the individual companies' track records of inclusion and commitment to diversity. While the MBE firms have all been certified through the Chicago Minority Supplier Development Council, Turner Construction is one of its corporate members.

The Lakeside Alliance's goals are to use the influence of the Center's development and construction to increase the capacity and capabilities of diverse contractors, suppliers and local businesses. They also aim to diversify the demographics of the trade unions bringing expanded job opportunities to under-represented populations, engage the community in a meaningful and sustainable manner

THE **OBAMA PRESIDENTIAL CENTER** WILL BE A NEW LANDMARK FOR CHICAGO'S SOUTH SIDE. THE CAMPUS WILL REMOVE BARRIERS AND SEAMLESSLY CONNECT JACKSON PARK TO THE LAKE FRONT, AND WILL BE UNIFIED WITH OTHER LOCAL SOUTH SIDE INSTITUTIONS. IT WILL BE A PLACE FOR ALL SEASONS, WITH WINDING LANDSCAPES, A SLEDDING HILL, AND QUIET SPACES TO READ OR REFLECT. THE MAJORITY OF THE SPACE WILL BE FREE AND OPEN TO THE PUBLIC.





THE CONSTRUCTION MANAGER OF THE CENTER WILL BE **LAKESIDE ALLIANCE**, COMPRISED OF **TURNER CONSTRUCTION**, AND THE **PRESIDENTIAL PARTNERS CONSORTIUM** OF **POWERS & SONS CONSTRUCTION**, **UJAMAA CONSTRUCTION**, **BROWN & MOMEN**, AND **SAFeway CONSTRUCTION**.

through thoughtful planning and coordination efforts, and shift the paradigm of the typical Construction Management joint venture team by exemplifying the success of a team with an equal minority-owned partner.

Turner Construction, one of the country's largest general contractors, is a leading builder in diverse market segments. The company has earned recognition for undertaking large, complex projects, fostering innovation, embracing emerging technologies, and making a difference for their clients and the communities in which they conduct business.

Brown & Momen, Inc. is an MBE general contracting and construction management firm that is owned and operated by Mr. Ernest Brown, who brings more than 27 years of experience to the table. Brown & Momen has been particularly active in the education sector and has worked on projects at the University of Chicago and the Illinois Institute of Technology.

Powers & Sons, who celebrated 50 years in business in 2017, was named "Company of the Year" by Black Enterprise magazine in its May/June 2017 "BE 100" issue. The company's principals, Mamon Powers, Jr., Claude

Powers, and Mamon Powers, III, lead one of the country's largest African American owned construction firms. They have extensive project experience in the commercial, retail, health care, education, and industrial market sectors. They also bear the distinction of building a stadium for a professional baseball team, the Gary South Shore Rail Cats of the Northern League.

"We are honored to help construct the Obama Presidential Center, which promises to be an iconic institution that will attract visitors from the South Side and around the world," said Mamon Powers of Lakeside Alliance. "If it weren't for the Obama Foundation embracing this unique joint venture and making local hiring a priority, diverse South Side firms like ours would not get the chance to have a seat at the table and play a meaningful role in the process. We applaud the Obama Foundation for their vision and look forward to working with them to increase diverse participation in the construction industry."

Safeway Construction Company has been providing quality work and services in Chicago since 1986. The firm is owned by Mr. John W. Bonds, Jr. and is recognized by many general contracting firms and agencies as



PRESIDENT BARACK OBAMA AND FIRST LADY MICHELLE OBAMA FOLLOWING THEIR ARRIVAL AT THE HELICOPTER LANDING ZONE IN CHICAGO ON JUNE 15, 2012. INSTEAD OF WALKING TO THE MOTORCADE, THEY WALKED PAST THEIR CAR TO THE EDGE OF LAKE MICHIGAN TO VIEW THE SKYLINE OF THEIR HOME TOWN.

a superior construction services provider, Safeway Construction performs in both commercial and residential sectors.

It is hard not to see the name Ujamaa Construction connected to high-profile projects all across the city. They recently completed the reconstruction of the Carter G. Woodson Regional Library at 9525 S. Halsted Street and are currently partnered with McHugh Construction to build the Hilton Garden Inn Chicago McCormick Center, a more than 350,000 square foot hotel with 23 floors and 466 guest rooms and suites. The company's President and CEO, Jimmy Akintonde, is a past Chair of the Builders' Association and the Illinois Chapter of the Association of General Contractors.

This construction team was not the beginning of the Obama Foundation's commitment to minority business inclusion. In October 2017, the Obama Foundation announced the formation of an Inclusion Council led by local leaders to ensure that the work of the Foundation is informed by a diverse set of viewpoints and is in line with the values of diversity and inclusion. Melody Spann Cooper, chairman of WVON Radio, Connie Lindsey, executive vice president

at Northern Trust; and William Van Hoene Dr., senior vice executive president at Exelon Corporation will co-chair the council.

Fourteen others will serve on the council including: Ken Bennett, a senior adviser for Choose Chicago, the city's tourism organization; Marca Bristo, president and CEO of Access Living, which serves the disabled; Ellen-Blair Chube, a managing director at William Blair, an investment company; Jamie Citron, the Obama Foundation's development chief of staff; Evelyn Diaz, president of the Heartland Alliance, an anti-poverty group; Sidney Dillard, a partner at Loop Capital, an investment company; Brett Hart, an executive vice president at United Airlines; Perri Irmer, president of the DuSable Museum of African-American History; Weldon Latham, a principal at the Jackson Lewis law firm; Langdon Neal, owner of the law firm Neal & Leroy; Nadia Quarles, an assistant vice president at the University of Chicago; Laura Ricketts, an owner of the Chicago Cubs; Eli Williamson, president of Leave No Veteran Behind; and Bernarda Wong, president of the Chinese American Service League.

The hiring and contracting goals on the OPC project include

a 50% subcontractor set aside for minority and women business enterprises and businesses owned by veterans, individuals with disabilities and LGBTQ individuals. Of that, no less than 35% of the subcontracts are to be awarded to MBEs.

The project management team selected to represent the Obama Foundation consisted of Jones Lang LaSalle, one of the country's leading real estate services companies and two MBE firms: McKissack & McKissack and Ardmore Associates (now Ardmore Roderick). More recently, site design group, Ltd, a ChicagoMSDC MBE firm owned by Mr. Ernest C. Wong, FASLA, APA, was selected to be part of the project's team of landscape architects along with Tod Williams Billie Tsien Architects; and Living Habitats, a WBE firm; and led by Michael Van Valkenburgh Associates of New York.

"Growing up in the Hyde Park / Kenwood community has infused in me a sense of responsibility to the South Side and the city as a whole," said Wong. "We are honored to partner with MVVA, Living Habitats and especially the Obama Foundation to realize an incredible asset for Jackson Park and this strong and vibrant community. We look forward to helping this talented team forge the future of this institution as part of Jackson Park, reflecting the rich history and traditions of the South Side and watching the OPC stand as a beacon for the people of this great country."

All eyes will be on this distinguished team and this distinguished project over the next few years. The project, will encompass a nearly 20-acre site of mostly park land and other public spaces. The main structures will consist of three buildings: the museum tower, a forum building containing an auditorium and a restaurant, and of course the Obama library building that would also house a branch of the Chicago Public Library. Construction is expected to begin in the fall of 2018 and last 2 ½ to 3 years.

Mr. Roark Frankel, Director of Planning and Construction for the Obama Foundation will be leading an informational seminar on working with the OPC at the 51st Annual Chicago Business Opportunity Fair (CBOF51) on April 24, 2018. Mr. Frankel is experienced in construction and real-estate development having served as Senior Vice President at U.S. Equities Realty and as Managing Director of the company after it was acquired by CBRE. He has worked on the Frank Gehry-designed Pritzker Pavilion in Millennium Park, the Cloud Gate sculpture known as the "Bean," and well as a number of Chicago Public Schools and other city projects.

If you're unable to attend the OPC workshop at CBOF51, more information about the Obama Presidential Center is available at the Obama Foundation's website: www.obama.org.



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JACKIE DYESS: ADVOCATE, MENTOR & ENTREPRENEUR

BY MEGAN NAKANO

Jackie Dyess has been mentoring Minority Business Enterprises (MBEs) and advocating on their behalf for over a quarter of a century. As president of Inter-City Supply, Dyess has grown the Chicago-based company into the largest minority-owned paper, janitorial, office products and packaging supplier in the Midwest. She is also the owner of Inter-City Supply & Bag, a supplier of industrial packaging, sanitary maintenance and paper supplies headquartered in Racine, Wisconsin. Dyess continues to grow and evolve her businesses to meet the changing demands of her impressive list of government and Fortune 500 clients and she is dedicated to helping other MBEs do the same.

Early in her career, Dyess was a CPA, serving as Comptroller for Seabury-Western Theological Seminary and running a private accounting practice. In 1993 she was asked

to lead a program Sponsored by the Chicago Transit Authority (CTA) at DePaul University which was designed to equip minority entrepreneurs with the fundamental business skills needed to supply large institutional clients. In this role, Jackie mentored 21 minority owned firms, assisting them with business planning, interpretation of financial statements, and applying for minority certification. As a result of her counseling, 10 of the 21 participating firms became Minority Business Enterprise (MBE) certified.

After the program was over, Dyess continued to mentor a number of the firms, including Inter-City Supply. She agreed to serve as the company's accountant on a pro-bono basis and helped Inter-City secure a large contract with Kraft. She eventually decided to invest in the company and in 1995, assumed the presidency of Inter-City. Looking to expand her offerings and geographic reach, in 2005 she

MICHAEL FAZIO, SALES EXECUTIVE, DIVERSEY; **KRIS STRUZIK**, SALES EXECUTIVE, ADVANTAGE WAY POINT; **JACKIE DYESS** PRESIDENT, INTER-CITY SUPPLY CO., INC.; **LAURA HENDERSON**, OPERATIONS MANAGER, INTER-CITY SUPPLY CO., INC.; **KATIE VONACHEN**, SALES EXECUTIVE, GOJO; **CHRIS CALL**, DISTRIBUTION MARKET MANAGER, DIVERSITY; AND **JOE CIARROCCHI**, SALES EXECUTIVE, VERITIV AT CBOF50 AT THE HYATT REGENCY CHICAGO.



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.



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JACKIE DYESS PRESIDENT, INTER-CITY SUPPLY CO., INC., ACCEPTING THE 2009 ChicagoMSDC MBEIC SUPPLIER OF THE YEAR AWARD AT THE MBEIC SHARING SUCCESS AWARDS DINNER AT THE HYATT REGENCY CHICAGO.

acquired Wisconsin Quality Bag, a manufacturer of custom plastic bags based in Racine, Wisconsin. Many of the company's local clients however, proved weary of doing business with outsiders and fled the company when they learned of the change in ownership. Dyess was forced to sell off the manufacturing assets and focus on distribution. Today, the re-incarnated Inter-City Supply and Bags is leaner, meaner, and thriving despite its initial challenges.

As a prominent leader in the minority business community, Dyess continues to educate MBEs, corporations, and legislators. Dyess uses her decades of experience to speak on the importance of supplier diversity in combating economic disparity and racial discrimination. She first joined the MBEIC in 1995 when ChicagoMSDC was still known as the Chicago Minority Business Development Council and joined the board of directors in 1995. Dyess went on to join the NMBEIC National Minority Business Enterprise Input Committee (now NMSDC) MBE Executive Committee in 2009, where she has served two terms as Vice Chair and currently holds the office of Treasurer. Dyess was named ChicagoMSDC MBEIC Minority Business Advocate of the Year in 1999 and again in 2012, and Supplier of the Year in 2009. She also received the 2011

Minority and Female Business Entrepreneurs Award from the University of Illinois.

Over the years, Dyess has witnessed the evolution of the minority business climate and the supplier diversity movement and is disappointed in three significant unintended consequences of progress. First, the growth of Supplier Diversity Programs themselves has had unintended results. In earlier years, she remembers that it was the Chief Procurement Officers who were most directly involved in the efforts to integrate their companies' supply chains. While more corporations than ever are talking about supplying from minority owned businesses, the vast majority of corporations now maintain distinct supplier diversity programs. As the corporations' supplier diversity programs grew, entire departments developed to handle sourcing MBEs which, in turn, added a layer of bureaucracy between MBEs and the buyers.

Second, the increasing prominence of the gigantic multinational conglomerate also creates growing pains for MBEs. As large companies consolidate, they demand more streamlined purchasing processes and ever larger capacity. This has led to a reduction in the number of

suppliers utilized not to mention shrinking profit margins. In many cases, their consolidated purchasing power now allows them to cut out distributors completely.

Lastly, Dyess says that even an MBE's own growth comes with threats. Municipalities have size limitations and personal net-worth limits on their certification programs. Dyess points out that making MBEs ineligible just as they are approaching a scale which would allow them to be competitive on municipal sized projects contradicts the intended purpose of the programs.

Dyess sees each of these factors as unfortunate side-effects of progress but remains hopeful about the future and confident in the power of minority entrepreneurs to have a meaningful impact in their communities and across the globe. This is why she focuses her attention on advocacy.

Dyess is now Chair of ChicagoMSDC's MBEIC Advocacy Committee, along with Co-Chair, Herb Stokes, President of The Affluence Group. In this role, Dyess builds relationships with legislators on all levels of government, educating them on the benefits of minority supplier participation in the institutional supply chain and the dire consequences of their exclusion. As an advocate for minority entrepreneurs, she remains vigilant in ensuring that their interests are not overlooked as the diverse supplier pool grows to include an increasing number of other disadvantaged groups. "This is a horrific time in Chicago. We need to address crime in our communities through job creation," says Dyess. "We need to encourage corporations to move their overseas plants to Chicago. Corporations and communities alike will benefit when we bring it back local."

It is often said, that public policy drives private behavior, so the MBEIC Advocacy Committee pushes for legislation that requires equitable minority participation on all government contracts and requires better transparency and enforcement to ensure compliance. These laws continue to be the strongest motivation for private corporate efforts to diversify their supply chains. In Dyess' experience, it is corporations who are beholden to the MBE requirements of their own government contracts that have the strongest supplier diversity programs and she advises MBEs to look to them for opportunities first. She also encourages MBEs to do business with other MBEs and to support corporations that buy diverse.

As the country's minority population continues to grow, Dyess sees new opportunities for minority suppliers. "Younger, more culturally sensitive millennials will soon be in control. With more diversity in the C-Suite, we need to re-commit ourselves to creating wealth in communities of color." Dyess plans to hold decision-makers accountable for ensuring that the new economy is one in which minority entrepreneurs and their communities can thrive and encourages us to do the same.



ILLINOIS STATE REP. WILLIAM DAVIS, SPEAKS ON "NEW LEGISLATION AND WHAT IT MEANS" AT ADVOCATE HEALTH CARE.



ONE-ON-ONE MEETINGS, BETWEEN MBEs AND BUYERS FROM HOSPITALS AND THE HEALTHCARE INDUSTRY.



INFORMATIONAL BOOTHS PROVIDED MBEs WITH AN INFORMAL SETTING FOR BUYERS AND SUPPLIERS TO MEET.

ChicagoMSDC SUPPLY CHAIN INTEGRATION PROGRAM IS IN FULL SWING

BY MICHAEL GAINES

The Chicago Minority Supplier Program Development Council is the premier organization for increasing business opportunities between major buying organizations and minority-owned businesses.

In 2013, Chicago MSDC started a program called The Supply Chain Integration Program. The vision and mission of Chicago MSDC's Supply Chain Integration Program is to help grow MBEs and corporate member's supplier diversity programs.

Michael Gaines, President & CEO of the CRS Group is the Chairperson of the committee that is responsible for this program along with Vice Chair, Charles Harrell, President of The IT Architect Corporation. Both gentlemen are members of the ChicagoMSDC Minority Business Input Committee (MBEIC). They both work with the ChicagoMSDC staff to produce such events throughout the year. This program brings together qualified MBEs who are matched with Corporations to be introduced, and potentially presented with an opportunity to do business with a corporation.

Our latest endeavor was an event held at Advocate Health Care in Park Ridge, Illinois and focused on hospitals and the health care industry. With over 135 diverse participants, eight hospitals, two Group Purchasing Organizations (GPOs) Vizient & Premier and representatives from four healthcare firms the event was a resounding success. Sherrell Fuller was a key contributor to this event. Sherrell's efforts with regard to identifying and retaining each hospital for this event were outstanding!

Mary Larsen of Advocate Health Care gave the welcome address and opening remarks and was our gracious host who was followed by the ChicagoMSDC President, Shelia Morgan. William Davis, 30th District State Representative, discussed the new hospital legislation and the reasons behind it which foster inclusion for minority business opportunities within the state of Illinois in the hospital sector.

Sharla Roberts, Director of Procurement Diversity gave insights on Best Practices for diversity and inclusion with a short Q & A session. Her remarks were very insightful and demonstrated her organizations strong commitment to diversity and how they achieve it.

Jose Sanchez, President and CEO of Norwegian American Hospital gave insight on how their organization navigates and accomplishes their diversity initiatives.

Health Care companies were on hand to provide insight during the session and also discuss opportunities with their companies as well. These companies included: Cardinal Health, AbbVie, Baxter and Blue Cross / Blue Shield of Illinois.

The center piece of this event was the one-on-one meetings that pre-identified diverse suppliers had with hospital representatives to discuss potential opportunities. The hospitals that participated included: Advocate Health Care Edward - Elmhurst Health, Loyola Medicine, Northwestern Medicine, Norwegian American Hospital, Rush Medical Center, University of Chicago Hospital, and University of Illinois System.

For those who did not have a pre-scheduled one-on-one meeting, still had a opportunity to meet with various hospitals who had a table top set-up in an intimate fair like setting.

The GPOs were also on hand to discuss business opportunities as well with their organizations.

One MBE actually received a signed contract the day of the event which he had been previously working; now that's success! "I want to thank Chicago MSDC for facilitating the Hospital and Health Care Industry event, it was a resounding success," writes Grant Branch III, President of Kamflex Corporation. "The event provided diverse suppliers unprecedented access to real decision makers and buyers all under one roof. What we accomplished during the one on one meetings would have taken a couple of years and several thousands of dollars. As a result of the event we have secured a purchase order from Northwestern Memorial Hospital and we continue working on opportunities with other hospitals."

I would like to thank our host Mary Larsen of Advocate Health Care for hosting the event as well as all of the participants of the event. A special "shout out" to the Chicago MSDC staff that made it all happen. These individuals worked very hard in making this event a reality. The staff consisted of: Sherrell Fuller, Tricia Wynn, Cynthia Jordan, Anita Hagan, Stefanie Garcia, Josh Gutstein and Megan Nakano.

We look forward to bringing more meaningful events to our constituents in 2018, so stay tuned!



SITE DESIGN GROUP'S ERNIE WONG

ON

MBEs IN STEM

BY MEGAN NAKANO

Site design group, ltd. is an award-winning landscape architecture, urban design, and architecture firm based in Chicago, Illinois. site produces creative spaces that inspire, restore, and bring communities together. Their team of landscape architects, urban designers, planners, and architects has been making its mark across the city since its founding in 1990, and has recently been named to the landscape architecture team for the Obama Presidential Center.

As the founding Principal and President of site, Ernest C. Wong, FASLA, APA, has been instrumental in the success of the firm and the landscape architecture and urban design profession in the City of Chicago. Under his direction, the firm has won numerous national and international design awards for unprecedented creative design and beautifully detailed urban spaces.

Mr. Wong serves on the board of numerous public service organizations and professional juries including the Chinese American Service League, YWCA Metropolitan Chicago, Student Conservation Association, and the Near South Planning Board. He also serves on Mayor Rahm Emanuel's Chicago Landmarks and Cultural Affairs Commissions, and was recently named the "2010 Chicagoan of the Year" by the Chicago Tribune as well as the 2012 Chicago Friends of the Parks honoree. In 2013, Ernie was elevated to the American Society of Landscape Architects Council of Fellows for his exceptional leadership, extensive community service, and outreach work.



ERNEST C. WONG, FASLA, APA, FOUNDED PRINCIPAL AND PRESIDENT OF site design group, ltd., AN AWARD WINNING LANDSCAPE ARCHITECTURE, URBAN DESIGN, AND ARCHITECTURE FIRM BASED IN CHICAGO, ILLINOIS AND AND THE LOCAL DESIGN FIRM FOR THE OBAMA PRESIDENTIAL CENTER

We interviewed Mr. Wong on the challenges and triumphs of being an MBE in STEM and he shared the following insights with us...

WHY DO SO FEW MINORITIES PURSUE CAREERS IN STEM AND WHAT CAN BE DONE TO ENCOURAGE THEM?

Unfortunately the building design and construction industries in America have been a "good ole boys" network for ages. Construction has typically been an industry that has favored the immigrants of choice. Historically from the Italians, Irish and now the Polish and Hispanic populations, the "defending of territory" has always existed. Race has been a perfect tool for those dominating certain trades, to retain their dominance.

Design, whether architectural or engineering, has always been an elitist profession, requiring rigorous schooling and for the past hundred years, a mentorship program in getting ahead. Without money or access, this can be extremely daunting. Today, even as access is getting better, there is still a "favoritism" that still exists.

As my father ingrained in me, and watching his architectural practice struggle, imparted on me, to work twice as hard and open more doors to be recognized in this profession. One of the ways that we've been trying to encourage more minorities to engage in the discipline is through the Chicago Architecture Foundation and the ACE High

Schools. We've often encouraged diverse youth to engage with professionals at an early age to expose them to the profession and to get them interested and accustomed to the rigors early on.

WHAT INFLUENCED YOU TO PURSUE A CAREER IN ENGINEERING?

Against my father's wishes, I pursued a career in Landscape Architecture and Urban Design. He wanted me to pursue a traditional architecture career, but I was drawn to the social impact of designing public spaces.

WHAT BARRIERS (IF ANY) DID YOU ENCOUNTER IN PURSUIT OF YOUR CAREER? HOW DID YOU OVERCOME THEM?

When I began my own practice (my father had retired), I was under the illusion that racism was dying and my path would be easier. Instead, I quickly discovered that racism is alive and well, just more subversive. Interestingly enough, the subversion is getting more and more exposed with this current President and his administration.

Interestingly enough, I continue to testify every time a lawsuit is filed against programs such as ChicagoMSDC or governmental MBE/WBE Programs, indicating that even as an internationally acclaimed award-winning design firm, we often get called upon by large engineering firms to advance their "quota." So I'm still trying to overcome the barriers.

WHAT DO YOU SEE AS THE MOST EXCITING ADVANCEMENTS IN ENGINEERING AFFECTING YOUR INDUSTRY AND HOW IS YOUR BUSINESS LEADING THE WAY?

Landscape Architecture and Urban Design is becoming more and more prominent in the leading major design projects. Here in Chicago, LA's served as the Prime Consultant for Navy Pier, Maggie Daley Park, the new Riverwalk and the 606.

We are serving as the local design firm for the Obama Presidential Center, the lead Landscape Architects for the Old Post Office, the new McCormick Square Campus (Marriott and Wintrust Event Center), and a number of Chicago Dept. of Transportation Streetscape projects that are defining Chicago's neighborhoods (Argyle, Wentworth Wells, Western Avenue, etc.). We're the designers of a number of award winning amenity roof decks including the Chicago Google Headquarters and many luxury residential towers and hotels. Our work in Kansas City, Milwaukee, New York, Omaha and other cities across the country is starting to brand site as one of the top firms in the country.

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NSF 391.1

THE NEW SUSTAINABILITY STANDARD FOR PROFESSIONAL SERVICES

BY JOHN EDELMAN

As major industry coalitions develop and adopt specific approaches to address supply chain challenges, the first proposed national standard for the professional services sector has passed the public comment stage, and it could be a reality by this fall. NSF International – the independent global health organization that writes standards and tests and certifies products to minimize adverse health effects and protect the environment – initiated the American National Standards Institute (ANSI) multi-stakeholder voluntary consensus development process to produce the proposed standard, NSF 391.1: Sustainability Assessment Criteria for Professional Services. I contributed to it as a Joint Committee member and chair of the Social Working Group Task Force.

The consensus standard is voluntary and developed with multiple stakeholders to ensure open discussion and diverse input. As a result, its criteria incorporates four areas of performance: economic, social, environmental and sustainable supply chains (including supplier diversity). From the start, Edelman invited Chicago MSDC to participate in making the supplier diversity criteria representative of best practices.

Professional services firms, like other sector-specific organizations represented by such groups as The Sustainability Consortium, Responsible Business Alliance (formerly the Electronic Industries Citizenship Coalition) and the Sustainable Apparel Coalition, have seen a rise in stakeholders' expectations that we operate our companies more sustainably. We have experienced a growing number of RFP client requests across platforms seeking



information on diversity spend, employment practices and environmental factors such as how firms address greenhouse gas reductions. Sometimes these requests are 100-plus-question surveys that can, frankly, trigger “survey fatigue.” Firms also are finding that employees increasingly favor citizenship initiatives.

For instance, in an internal survey, eight in 10 Edelman employees consider our citizenship program an important reason for joining the firm. More broadly, the 2018 Edelman Trust Barometer – a respected measure of how global citizens view trust in the major institutions of business, government, media and NGOs – shows that nearly two-thirds of respondents trust companies to take specific actions that both increase profits and improve economic and social conditions.

Around the world, governments are adopting legislative directives, including the EU Directive for Non-Financial Reporting, UK Energy Savings Opportunity Scheme, UK Modern Slavery Act and India's law requiring companies to give two percent of their net profits to charity, among others.

The proposed points-driven and results-based standard includes many new aspects that make it a truly innovative solution addressing an important market need. For the first time, supplier diversity is presented as its own section within sustainable supply chains. The other three sections – social, economic and environmental – and the supplier diversity section are each worth 25 points on the standard’s scorecard. While the sections require processes, resources and other commitments, each section also contains key performance indicators, or KPIs, focused on accountability. KPIs track results on health and well-being, community involvement and diversity and inclusion, among other areas.

Corporations must be certified by a third-party auditor and can achieve a base-level or leadership-level certification. For a base certification, corporations must achieve 50 points with a minimum of 10 points in each of four sections and another 10 points from any of the KPIs. Leadership level requires earning 70 points including a minimum of 10 points in each of four sections and another 30 points from any of the KPIs.


The U.S. General Services Administration, the independent executive federal agency overseeing the government-wide category management program, identified the professional services category among the largest categories of spend, at \$66.9 billion (FY16). This insight proved instrumental in shaping the sustainability standard. The GSA and the Environmental Protection Agency (EPA) have participated in NSF International’s standard development process for a professional services standard.

We hope that stakeholders, including government, public and private companies, civil society, universities and professional services firms, read the proposed NSF 391.1 standard. We believe it will provide a road map for professional services companies to further evolve their sustainability journey wherever they may be today.

A copy of the draft standard may be downloaded at: http://standards.nsf.org/apps/group_public/download.php/39391/NSF_391i1r1%20draft%2009-8-2017.pdf

ChicagoMSDC is ready to help corporations achieve NSF 391.1 certification once it obtains final approval. For further information about 391.1: Sustainability Assessment Criteria for Professional Services, please feel free to contact Phill Barreda at pbarreda@chicagomasdc.org, or Joshua Gutstein at jgutstein@chicagoMBDAcenter.com.

John Edelman leads Global Engagement and Corporate Responsibility for Edelman, focused on global citizenship, sustainability, and corporate responsibility. He also serves as President of the DJ Edelman Family Foundation. Edelman is a leading global communications marketing firm that partners with many of the world’s largest and emerging businesses.



ILLINOIS TOLLWAY:
MAKING A CONNECTION
TECHNICAL ASSISTANCE PROGRAM

The **ChicagoMSDC ILLINOIS TOLLWAY TECHNICAL ASSISTANCE PROGRAM** is designed to prepare established transportation-related construction firms to participate as subcontractors and prime contractors on heavy highway and vertical construction contracts.

Participants will receive comprehensive, customized business development assistance to build financial understanding and business plan development for increased business stability and growth in the transportation-related construction industry. Services are customized to the assessed strengths, challenges and needs of participating firms. This includes education, guidance and feedback on general business and construction-specific operations, including strategic planning and assistance with the Illinois Department of Transportation (IDOT) pre-qualification application.

Programs are either self-paced (you determine how quickly you complete a program) or cohort-based. Cohort programs offer a group setting that invites a collaborative learning environment.

- **ACCESS TO CAPITAL**
- **BACK-OFFICE SUPPORT**
- **BONDING**
- **BUSINESS MANAGEMENT AND OPERATIONS**
- **CERTIFICATION**
- **IDOT PRE-QUALIFICATION**
- **ONE-ON-ONE COACHING**

For more information, please contact:
STEFANIE GARCIA
312.755.2554
SGarcia@ChicagoMSDC.org

CDW SUPPLIER DIVERSITY PROGRAM CELEBRATES 10-YEAR ANNIVERSARY

BY MEGAN NAKANO

CDW has been a corporate member and a vital partner of ChicagoMSDC since the inception of its Supplier Diversity Program in 2007. With a firm commitment to diversifying its operations, particularly its supply chain, along with the guidance and assistance of ChicagoMSDC, CDW increased its diverse spend to over \$1.5 billion.

Leading the charge is, Kristin Malek, who joined CDW in August as their Senior Manager, Supplier Diversity. Kristin's experience working with diverse suppliers at another Fortune 500 and in the non-profit world will enable the program to

further mature and progress. Ms. Malek is committed to collaboration with business leaders to evaluate and evolve CDW's supplier diversity strategy.

"We are proud of the economic impact our teams at CDW have had in diverse communities;" says Malek, "when small diverse companies grow, there is job creation, revenue generation, and investment in the community."

With Ms. Malek and Mark Key's leadership, the supplier diversity program will outperform expectations with today's customers while looking ahead to the many new needs

MARK KEY, CDW MANAGER OF SUPPLIER DIVERSITY WITH **SHELIA MORGAN**, ChicagoMSDC PRESIDENT & CEO AT THE 44th ANNUAL CHICAGO BUSINESS OPPORTUNITY FAIR (CBOF44) AT THE HYATT REGENCY CHICAGO.



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.



MARK KEY, CDW MANAGER OF SUPPLIER DIVERSITY AND **KRISTIN MALEK**, CDW SENIOR MANAGER, SUPPLIER DIVERSITY AT THE COMPANY'S CORPORATE HEADQUARTERS IN LINCOLNSHIRE, ILLINOIS.



JUANITA "NITA" SMITH, CDW SR. MANAGER, SALES PROMOTIONS & ChicagoMSDC 2011 SUPPLIER OF THE YEAR.

of future CDW customers. Mr. Key, CDW's Manager of Supplier Diversity, joined the ChicagoMSDC board of directors in 2015 and has been dedicated to creating opportunities for our MBEs within the company. He hosted a Procurement Luncheon at the Federal Reserve Bank of Chicago targeted at certified MBEs in the IT sector. As a result of this and other outreach efforts, ChicagoMSDC MBEs including Bridgeforth Wolf & Associates; The CRS Group; KBS Computer Services, Inc.; Primary Resources, Inc.; Tovar Snow Professionals; and Viva USA, Inc. are all doing business with CDW.

Juanita "Nita" Smith, CDW's former Supplier Diversity Manager was also an enthusiastic supporter of ChicagoMSDC and served on the Certification Committee, Chicago Business Opportunity Fair (CBOF) Planning Committee, and Scholarship

Classic Committee for many years. In 2011, Ms. Smith, was recognized by ChicagoMSDC's Minority Business Input Committee (MBEIC) with the Outstanding Buyer Award at CBOF44. She is still remembered with great admiration at ChicagoMSDC.

CDW has been a client of the CRS Group for over 10 years. CRS provides the organization with IT staffing solutions and professional services. "We have always received great support from their team and their Supplier Diversity Manager, Mark Key," says Michael Gaines, President & CEO of the CRS Group. "It is a pleasure to work with them and we look forward to continuing to support their needs."

Donna Bridgeforth, owner of Bridgeforth Wolf & Associates, has provided the company with corporate gifts, promotional items, and display materials. She raved about her

experience: "Mark Key makes it easy. He is confident and trusts our capabilities, service and decisions. He's GREAT to work with!"

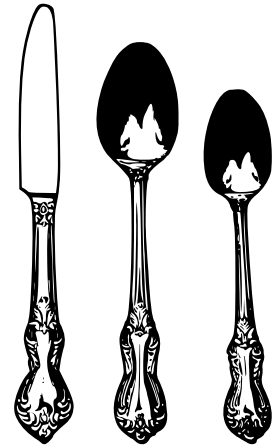
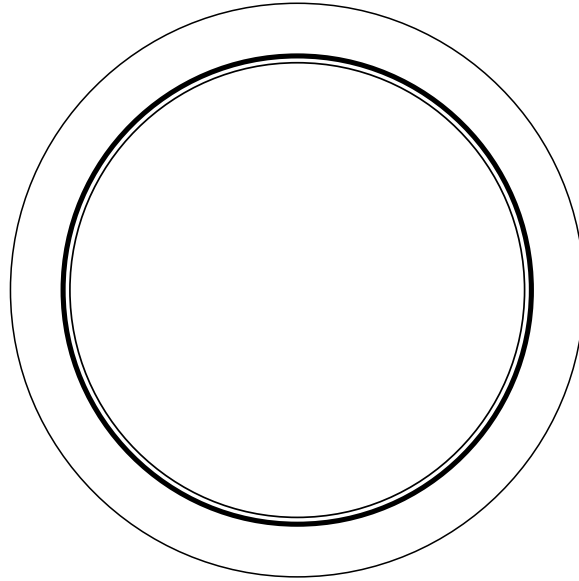
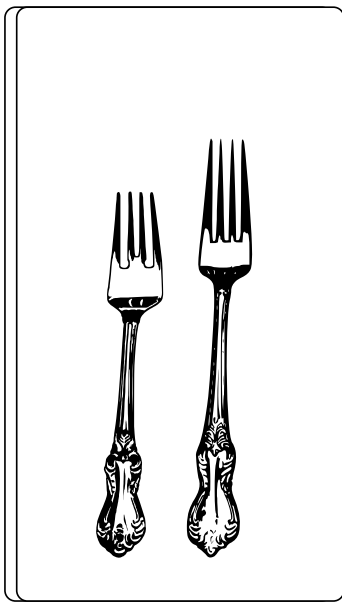
CDW's Supplier Diversity program is committed to growing its trusted, diverse supply chain to meet their customers' needs, understanding that businesses want to work with other businesses that share their values.

ChicagoMSDC is indebted to CDW for its years of support as a corporate member, CBOF sponsor, and for being a generous technology provider with annual gifts of computers for our operations. "CDW's commitment to supplier diversity is evident through its generous support of ChicagoMSDC and our MBEs. Congratulations to Mark and the entire Supplier Diversity Program team on your admirable accomplishments at this milestone," said Shelia Morgan, ChicagoMSDC President & CEO.

MBE PROCUREMENT LUNCHEON SERIES

FEATURING DISCOVER FINANCIAL SERVICES

BY JOSHUA GUTSTEIN



For those who attended the Procurement Luncheon on September 21, 2017, at the University of Phoenix's Chicago Main Campus, it was a chance to "discover" insights from Ryan Stevens, Senior Manager-Procurement, Professional Services, and Supplier Diversity from Discover Financial Services.

Discover, with its leading product, the Discover credit card, is a direct bank and electronic payment services company. In addition to issuing the credit card, their direct bank offers an array of banking products, such as private student loans, personal loans, home equity loans, checking and savings accounts, CDs and money market accounts. Discover operates PULSE, one of the nation's leading ATM/debit networks; Discover Network, with millions of merchant and cash access locations; and Diners Club International, a global payments network with acceptance in more than 185 countries.

Mr. Stevens spoke of Discover's commitment to supplier diversity which enables them to procure the best goods and services while providing equal opportunity for diverse suppliers to compete for their business. They utilize an on-line Supplier Portal that allows suppliers interested in doing business with Discover to complete and submit a profile highlighting their goods and services, locations served,

and other information that helps Discover understand how to leverage their offerings. The profiles become part of a searchable database to be considered for future business needs. Visit <https://ascend.cvm solutions.com/Account/Login?client=discover> to create an account.

MBEs left the Procurement Luncheon knowing how to do business with Discover. Rubullah Mahdee from RamPro-US in Gurnee, Illinois said, "I felt that it was structured well. I left very informed about the process of becoming a partner with Discover."

Our monthly procurement luncheons are an invaluable opportunity for our member corporations to share present initiatives and processes to diverse suppliers. Our MBEs also gain the chance to meet key members of these organizations to establish relationships and ask questions of buyers and supplier diversity managers who are committed to inclusion.

The intimate setting of the MBE Procurement Luncheon is conducive to learning, networking and enjoying a good meal. Those seeking more information, including buying organizations interested in presenting, are encouraged to contact Cynthia Jordan, Director of Events, at 312.755.2555 or cjordan@chicagomsdc.org.

IS YOUR BUSINESS LOSING PROFITS DUE TO FRAUD?

BY BRYAN CALLAHAN

How is it possible to generate 5% greater profits without making additional revenue? According to the Association of Certified Fraud Examiners (ACFE), you could start increasing your bottom line right now through fraud prevention. BKD CPAs & Advisors was amongst the presenters at the “Overcoming the Fear of Fraud and Financial Obstacles” lunch and learn event hosted by the BMO Harris Bank and Chicago Minority Supplier Development Council in March 2018. Also featured were, experts from BMO Harris Bank, Melissa Engram, VP, Treasury Management Professional; Vikki Ewing-Green, VP, Treasury Sales Professional; and Christine Olmsted Lopez, VP Relationship Manager. Here were some of the highlights from the program:

In its 2016 Report to the Nations on Occupational Fraud and Abuse released in 2017, the ACFE analyzed 2,410 cases of occupational fraud from around the globe that generated more than \$6.3 billion in total losses, with 23% causing losses of \$1 million or more. Assessing your company’s internal controls and processes for fraud risk can help minimize losses. However,

some of the most severe fraud schemes involve two or more people colluding to circumvent the controls put in place. And, since more than 88% of fraudsters have no criminal history, many times the largest frauds are committed by those who are trusted the most.

So what can be done? Based on previous studies from the ACFE, the number one way to reduce fraud losses is through the use of proactive data analytics. Data analytics are processes and activities designed to obtain and evaluate data to extract useful information and answer strategic questions. Organizations that pro-actively used data analytics to monitor and analyze operations reduced their fraud losses by almost 60%. When used in conjunction with other strategies, data analytics can create an environment that will help mitigate potential fraud losses.

Data analytics can be used for fraud prevention and detection on: credit/purchase cards, vendor relationships, vendor payments, payroll and cash receipts. Using data analytics allows for efficient and effective coverage as it tests 100% of the population of transactions (e.g. vendor payments) for the time period tested.

**CFES ESTIMATE
THE TYPICAL ORGANIZATION
LOSES 5% OF ANNUAL
REVENUES TO FRAUD**



**THE MEDIAN LOSS FROM A
SINGLE CASE OF OCCUPATIONAL
FRAUD WAS \$150,000**



DATA FROM THE ACFE'S 2016 GLOBAL FRAUD STUDY AT ACFE.COM/RTTN.



Bryan Callahan leads BKD CPAs & Advisors’ Big Data & Analytics practice with a focus on forensics and fraud investigations. Callahan specializes in providing litigation support and forensic accounting services. He has extensive experience in litigation support and forensic services.

In addition to being a CPA, Mr. Callahan holds the Certified Forensics certification from the American Institute of Certified Public Accountants and also is Certified Valuation Analyst and Certified Fraud Examiner. He is a 2003 summa cum laude graduate of Valparaiso University, Indiana, with a BSBA degree in accounting and management.

If you would like to learn more about ways to deploy data analytics contact Mr. Callahan at bcallahan@bkd.com or **317.383.4090**.

THE CRS GROUP WINS BEST OF STAFFING AWARD



MICHAEL GAINES, THE CRS GROUP PRESIDENT & CEO WITH MEMBERS OF THE CRS STAFF AT THE 2017 NMSDC CONFERENCE + BUSINESS OPPORTUNITY EXCHANGE.

The CRS Group, a leading staffing company in IT and Professional Services announced on February 15, 2018, that they have won Inavero's Best of Staffing® Client and Talent Awards for providing superior service to their clients and job seekers alike. Presented in partnership with CareerBuilder, Inavero's Best of Staffing winners are industry leaders in service quality, based entirely on ratings by their clients and the employees they've helped find jobs.

The Inavero team administers over 1.2 million client and talent satisfaction surveys each year, and CRS consistently stands out amongst the best staffing agencies across the US and Canada. Focused on helping to connect people with the right job opportunities at Fortune 500 companies, The CRS Group received satisfaction scores of 9 or 10 out of 10 from 84.2% of their clients and 74.7% of their talent, significantly higher than the industry's average.

"We are very proud to receive this esteemed honor once again. It is through the diligent efforts of all our staff that continues to set The CRS Group apart from our competitors. We value the relationship and partnership that we have with our customers and we place a high emphasis on staff satisfaction." The CRS Group President and CEO, Michael Gaines said.

UNITED, WBDC CORPORATE CHAMPION



RUBY McCLEARY DIRECTOR OF SUPPLIER DIVERSITY OF UNITED AIRLINES WITH **CASSANDRA SANFORD**, WBDC BOARD MEMBER AND CEO, KELLYMITCHELL.

The Women's Business Development Center (WBDC) presented Ruby McCleary, Director of Supplier Diversity of United Airlines with its 2017 Corporate Champion of the Year Award. Given on September 7, 2017, at its 31st annual convention, the award honors United's unwavering commitment to supplier diversity and its dedication of time, talent and resources to the WBDC entrepreneurial ecosystem.

"The WBDC has a longstanding relationship with United Airlines, and it's with these strong partnerships that we are seeing significant progress in supplier diversity opportunities for our clients and for all women and minority business owners," said Emilia DiMenco, President and CEO of the WBDC. "United Airline's commitment to bettering the community has not only supported diversity in the workplace, but greatly impacted women entrepreneurs, and I'm honored to recognize them with this year's Corporate Champion Award."

"The diversity of thought and ideas is key to United's robust supply chain, allowing United to deliver better products and services to our customers. I am honored to be in a position where I can come to work each day and contribute positively to economic impact and job creation in our communities," McCleary said.

REFLECTIONS OF CHINESE INTERN, BRIDGET LI

It's hard to explain what it feels like for someone who has been learning English for 20 years and has never been to America, to finally make her first trip. In August 2017, I was having lunch with a group of Fulbright scholars, who were about to start teaching in Chinese universities, and the professors were so surprised. "Bridget, you really haven't been to the States before?" they asked. I said yes and came home and booked the trip immediately. My little adventure on my own in the United States began in Chicago.

I stayed in a nice apartment in downtown. Every morning, the sun rose above Lake Michigan through the window-shades. I sat in the kitchen watching the cars speed in an endless stream at 4:00 in the morning. The air was tranquil and dry, enough for me to hear every beat of my heart. I even made a local friend and we went to the Billy Goat Tavern, for a shot of tequila and then later, for some late night pizza.

Everyday, I walked through a maze of glass and steel, with perfectly straight lines, to find my host organization Chicago Minority Supplier Development Council. I met Robert, who was having a Mexican burrito, Megan, who cooked great granola, Gina, with sweet smiles, Josh, hesitating whether to buy a hat, Gloria, in her beautiful red dress and Toni, buried in piles of paperwork... Yes. Those are the lovely people I met there at ChicagoMSDC. I felt lucky to meet such a diverse group of Americans, and appreciated the work they have been doing for the development of minority business. One of my tasks was to call MBEs and encourage them to participate in the Chicago Business Opportunity Fair. The people on the other side of the phone lines could hardly believe a Chinese girl was making phone calls, pretending to get everything they said in a fast speed, and assumed she has lived in America all her life. It was great pleasure and honor for me to help.

American food was pretty tolerable and much healthier than Chinese food. To my delight, I lost some weight during the stay, so I could confidently show my legs when I embraced the warm breeze in Cancun, Mexico, where I stopped on my way back to China. Tomato and egg was the first Chinese dish I cooked in my entire life, and it was made in Chicago. My homestay mother, Aunt Jo, was an elegant African American woman with great taste. Every night we had dinner with our lovely neighbor, who had



BINGJIE "BRIDGET" LI, CERTIFICATION INTERN (SEATED FRONT) SURROUNDED BY MEMBERS OF THE ChicagoMSDC STAFF AT HER GOING AWAY PARTY AT COUNCIL OFFICES.

a 90-year-old mother that still made trip alone. I just want to say that you have a beautiful country and its diversity is what makes it so special and prosperous.

It rained heavily on the day I left. Aunt Jo and I kissed goodbye at O'Hare airport. I was sad that I was going to miss the green hats on Saint Patrick's Day, the music festivals in the Millennium Park, and the kayaking on Lake Michigan. I hope I can come visit again in the summer.

Bingje "Bridget" Li is completing her masters degree in American Studies from the Beijing Foreign Studies University, School of English and International Studies. She came to intern for the ChicagoMSDC Certification Department through Cultural Homestay International Short Term Enrichment Program (STEP).

STEP is a cultural immersion and English language program which places participants with host families and offers them an opportunity to volunteer at a variety of non-profit organizations.

Bridget will begin teaching for an on-line test preparation firm in Beijing upon graduating this Spring.

MBEIC MEETS WITH LEADER OF ALDERMANIC BLACK CAUCUS

BY MEGAN NAKANO & HERB STOKES



The Chicago Minority Supplier Development Council's Minority Business Enterprise Input Committee (MBEIC) is an elected group of certified MBEs providing counsel to the organization to ensure that it remains relevant to and supportive of the interests of the minority business community. The MBEIC Advocacy Committee is focused on securing equitable minority participation in the procurement process and works closely with local, state and federal agencies and prime contractors to demand the passage, protection and enforcement of fair legislation. Headed by Chairs, Jackie Dyess, President of Inter-City Supply and Herb Stokes, President of The Affluence Group, the Advocacy Committee works with government officials and agencies to keep them accountable to the MBEs affected by these laws. One important ally in their mission is Alderman Roderick Sawyer, Chair of the Chicago Aldermanic Black Caucus (CABC).

Alderman Sawyer, son of late Chicago Mayor Eugene Sawyer, met with the MBEIC Advocacy Committee in September 2017, at ChicagoMSDC headquarters. They quickly agreed on the common goal of increasing minority participation on City contracts, and specifically, on the detrimental effects of the size limitations and personal net worth caps on MBE certification eligibility. Just as certified minority firms grow to a scale large enough to bid on prime contracts, they are "graduated" from the MBE programs and left to fend for themselves. This effectively protects minority firms from discrimination only up until the point that they become competitive with the incumbent firms and then ceases to provide them with support. This assumes that

the only barriers to equal participation are financial when disparity studies prove time and time again that all things being equal, minorities continue to face discrimination in the procurement process.

Among the MBEIC's goal is to engage strong support for MBEs on government contracts and Alderman Sawyer agreed on the value of continued discussions between MBEIC leadership and the CABC. Tom McLeary, MBEIC Vice Chair, asserted that as a principal voice for Chicago's MBEs, ChicagoMSDC and its MBEIC ought to be consulted on public policy decisions affecting the minority business community. "It is my role to facilitate the Chicago Black Caucus' and the Hispanic Caucus' ongoing agenda to increase contract opportunities and serve as a thought leader and advisor to all parties," said Mr. Stokes.

CABC's 18 members form the largest coalition on the City Council and include: Ald. Pat Dowell (3), Ald. Sophia King (4), Ald. Leslie Hairston (5), Ald. Roderick T. Sawyer (6), Ald. Gregory Mitchell (7), Ald. Michelle Harris (8), Ald. Anthony Beale (9), Ald. Toni Foulkes (16), Ald. David Moore (17), Ald. Derrick Curtis (18), Ald. Willie Cochran (20), Ald. Howard Brookins (21), Ald. Michael Scott, Jr. (24), Ald. Walter Burnett (27), Ald. Jason Ervin (28), Ald. Chris Taliaferro (29), Ald. Carrie Austin (34) and Ald. Emma Mitts (37). The caucus focuses on issues affecting the city's African American community including economic development on the south, far south and west sides. As chairman, Sawyer has pledged to help more black contractors do business with the city and ChicagoMSDC will work with him and the CABC to ensure his success.

TONI HURLEY MEANS BUSINESS

BY JOSHUA GUTSTEIN

ChicagoMSDC is proud to welcome Toni Hurley. Toni came on board in November 2016 as a temporary employee through our MBE, Anchor Staffing. She initially served the Council during the preparation for the historical 50th Annual Chicago Business Opportunity Fair as the assistant to the Director of Events, Cynthia Jordan. Toni has now been hired as a full time employee and has added the title of Administrative Assistant to her Event Department duties.

Toni is a local product of Whitney M. Young Magnet High School in Chicago and graduated from University of Illinois at Chicago. Before joining the Council, Toni, along with her husband, was the owner of a Chicago based music production and entertainment company for over 20 years. Toni ran operations for the business, acting as the general manager. All manner of duties fell to her, from managing client requests to dealing with distributors.

Through owning and running her business, she handled all challenges that came her way. After her children grew, Toni left the family business operations to her husband and set out to assist others. She found her passion in helping businesses succeed. "I can actually impact someone's life," she says, "and knowing behind every company is somebody's family, I know helping them can mean helping their family, their community."

As a business owner, she gained a great perspective on all of the inner workings and day to day operations of a small business. She also became acutely aware of the challenges that minority owned companies sometimes face. "I was one of them!" Toni says.

Coming from similar experiences, Toni is passionate about her role in the Council's goal to positively impact and aid in the success of our MBEs. "I know the pitfalls and hardships and what it's like to run up against a brick wall in business. I use this perspective to help give people a chance to get in the door somehow."

It is in putting on events that Toni finds her skills best express



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

themselves. From planning stage concepts to seeing guests enjoying the events she planned, she loves the work and reward. After years of running a business centered around entertainment, she is uniquely skilled in managing the many details required to produce an event. She is excited to join in the collective efforts of the ChicagoMSDC team to certify, develop, connect and advocate on behalf of minority business enterprises. She is also looking forward to partnering with our MBEs in the pursuit of sustainable economic growth.

Toni is the mother of four children and is preparing to send her youngest child off to college next fall. Although she is anxious about the prospect of being an "empty nester," she is excited about all of the new opportunities that lie ahead in her life, including her role in advocating for minority entrepreneurs. "If the Council has an impact in helping MBEs grow and find opportunities and I have a part of that..." she muses, "I feel really good about that."

ADVERTISE IN THE ChicagoMSDC MAGAZINE. CONTACT MNakano@ChicagoMSDC or 312.755.2566 FOR MORE INFORMATION.

IN MEMORIAM

LUCILLE TAYLOR

BY GINA PEREZ

Lucille Constance Taylor, beloved friend and perennial ChicagoMSDC supporter, passed away on October 6, 2017 at the age of 67. Lucille spent most of her professional life working for Continental Bank where she worked in finance for over 30 years. For the last 10 years of her professional career, she worked at Navistar focusing on supplier diversity.

Pat Hanes, Director of the ChicagoMSDC MBDA Export Center, remembers her fondly: "Lucille and I had a 30 year relationship dating well before she came to work for me at Navistar. Lucille was dedicated and passionate no matter what the task, I will always remember her quick wit and fun spirit."

Pat and Allen Gray amusingly recalled Lucille's unique, humorous approach to work challenges. At the NMSDC 2014 annual conference in Miami, Florida, Lucille insisted on obtaining a local truck for display at the fair. When the truck arrived unpresentable, Lucille handled it. "It's a national show!" She bellowed when the owner denied responsibility. "It's your truck, you need to bring me a clean truck!" The owner, of course, cleaned that truck. A year later at the ChicagoMSDC's CBOF, a security guard thought of leaving a displayed MRAP produced by Navistar. Lucille used her unique persuasion skills to convince him to stay. She was powerful yet funny.

"Lucille Taylor was a critical supporter of the Chicago Minority Supplier Development Council," Says Shelia Morgan, President/CEO of ChicagoMSDC. "She remained dedicated to our mission while at Navistar and after, volunteering at our annual Scholarship Classic and at our Chicago Business Opportunity Fair. We thrive because

of the support of our dear friends like Lucy and will miss her."

After Navistar, Lucy happily retired to spend more time with her children and grandchildren and remained active with various hobbies. Ms. Taylor cherished her family and friends over anything. She shared her life with partner and friend Robert for more than 20 years working as a team flipping houses, upgrading kitchens, laying tile, or painting the basement floor.



She had an especially strong bond with her grandchildren and often used the motto "what happens at Grandma's house, stays at Grandma's house." She had two granddaughters and enjoyed spoiling them rotten. She was also a member of the family planning committee, her high school class reunion committee, planned numerous trade-shows, retirement celebrations, and hosted monthly family dinners. Her home and her heart were always open to others.

She was passionate and believed she could take on any challenge and succeed. This coupled with her endless energy made others sometimes refer to her as "Macgyver." She had a passion for her garden and spent countless hours digging, planting, replanting, and uprooting. She had a personal vendetta against weeds, garden pests, and anyone who mowed her lawn incorrectly. She became the envy of her block with her yearly Christmas display. Her other passion was music and you could almost always find her dancing just a little bit off beat while her "dusties" blared in the background. There were many people in her life that she touched, and she will be missed dearly by all.

CHICAGO MINORITY SUPPLIER DEVELOPMENT COUNCIL CALENDAR OF EVENTS

APRIL 2018

24-25	CBOF51	Hyatt Regency Chicago Chicago, IL
TBD	NMSDC CPO SUMMIT & LEADERSHIP AWARDS	NY Hilton Midtown New York, NY

MAY 2018

18-22	NMSDC ADVANCED MGMT EDUCATION PROGRAM	Northwestern University Evanston, IL
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JUNE 2018

21	PROCUREMENT LUNCHEON	University of Phoenix Chicago, IL
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JULY 2018

17	MBE 2 MBE EXCHANGE	Federal Reserve Bank Chicago, IL
18	PROCUREMENT LUNCHEON	Federal Reserve Bank Chicago, IL

AUGUST 2018

13	ChicagoMSDC SCHOLARSHIP CLASSIC	White Eagle Golf Club Naperville, IL
21	PIPE PROGRAM - COHORT #2	ChicagoMSDC Chicago, IL

SEPTEMBER 2018

15	ASIAN AMERICAN BUSINESS EXPO	UIC Forum Chicago, IL
16-21	NMSDC MINORITY BUSINESS EXEC. PROGRAM	Foster School of Business Seattle, WA
25	ST. LOUIS BUSINESS DIVERSITY CONNECT	TBD
27	MBE PROCUREMENT LUNCHEON	University of Phoenix Chicago, IL

OCTOBER 2018

14-17	NMSDC CONF + BIZ OPPORTUNITY EXCHANGE	Austin, TX
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NOVEMBER 2018

21	MBEIC GENERAL MEETING	University of Phoenix
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DECEMBER 2018

7	ANNUAL MEETING & HOLIDAY BRUNCH	Hyatt Regency Chicago Chicago, IL
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JANUARY 2019

23	MBE PROCUREMENT LUNCHEON	TBD
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FEBRUARY 2019

27	MBE PROCUREMENT LUNCHEON	TBD
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MARCH 2019

13	HOW TO WORK A TRADESHOW	ChicagoMSDC
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CONTACT CYNTHIA JORDAN, DIRECTOR OF EVENTS
FOR MORE INFORMATION AND SPONSORSHIP OPPORTUNITIES
CJORDAN@CHICAGOMSDC.ORG | 312.755.2555

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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