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Chicago Minority Supplier Development Council, Inc.



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.



ABOUT US

THE CHICAGO MINORITY SUPPLIER DEVELOPMENT COUNCIL (ChicagoMSDC) IS THE FOUNDING MEMBER OF THE NATIONAL MINORITY SUPPLIER DEVELOPMENT COUNCIL (NMSDC) NETWORK, A NON-PROFIT CORPORATE MEMBERSHIP ORGANIZATION THAT ADVANCES BUSINESS OPPORTUNITIES FOR CERTIFIED ASIAN, BLACK, HISPANIC AND NATIVE AMERICAN BUSINESS ENTERPRISES AND CONNECTS THEM TO ITS CORPORATE MEMBERS.

ChicagoMSDC HAS BEEN A THOUGHT LEADER IN MINORITY BUSINESS SINCE 1968 WHEN IT BEGAN COLLABORATING WITH CORPORATE AND COMMUNITY LEADERS TO PRODUCE THE ANNUAL EVENT THAT WOULD BECOME THE CHICAGO BUSINESS OPPORTUNITY FAIR (CBOF). OUT OF THIS EVENT SPRANG THE GROUP THAT WOULD COME TO BE KNOWN AS NMSDC, ONE OF THE COUNTRY'S LEADING CORPORATE MEMBERSHIP ORGANIZATIONS.

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LETTER FROM THE PRESIDENT & CEO

SHELIA MORGAN

PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.



2016 was a year of innovation and change for the Chicago Minority Supplier Development Council (ChicagoMSDC). As we approach our 50th anniversary celebrations, we reflect on our accomplishments and the challenges still ahead. We have made huge strides in advancing the cause of supplier diversity since our founding in 1968. Today, many government agencies and progressive corporations understand the value of a diverse supply chain and equal access for minority entrepreneurs. But this progress cannot make us complacent.

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. We must voice our support of the programs, like the U.S. Department of Commerce's Minority Business Development Agency (MBDA), the only federal agency created specifically to foster the establishment and growth of minority-owned businesses in America.

Last year, ChicagoMSDC was selected to operate an MBDA Export Center which will help MBEs break into global markets. This new addition complements our robust suite of technical assistance resources for minority businesses which includes MBDA Business Centers in Chicago and St. Louis; an MBDA Capital Access Center in partnership with the Association for Corporate Growth Chicago (ACG); and an MBDA Advanced Manufacturing Center in partnership with the Georgia Institute of Technology (Georgia Tech).

ChicagoMSDC relies heavily on our ongoing partnership with the MBDA to continue its critical work of growing our economy and creating opportunities for minority businesses. It has been reported that MBDA is one of the federal agencies slated for defunding this year. Please join me in urging the Trump Administration to support the MBDA. Contact your elected officials today. With the United States on its way to becoming a minority-majority by mid-century, minority business *is* American business and the economic future of our nation depends on its success.

Here's to 50 more years of thought leadership in minority business...

Shelia Morgan
President & CEO
ChicagoMSDC



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



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LETTER FROM THE CHAIR

RUBY McCLEARY

PHOTOGRAPH BY DOT WARD



Friends,

The year is 1967 and the United States is in the midst of the Vietnam War. The news headlines were reporting of race riots that erupted in different parts of the country. In the judicial system, the United States Supreme court unanimously ends laws against interracial marriages and Solicitor General, Thurgood Marshall is confirmed as the first African American Justice of the United States Supreme Court.

While change was taking place on the national level, Chicago was creating its own historical news. Early in the year, a blizzard had pummeled Chicago with a record 23 inches of snow causing 800 buses and 50,000 automobiles to be abandoned. A few months later, another group would make history and the birth of supplier diversity would emerge from the city. A collection of minority business owners, leaders and corporations would gather to host the first Chicago Business Opportunity Day. The goal of the event was to increase minority held business contracts while expanding the minority business community.

As we celebrate the 50th Annual Chicago Business Opportunity Fair (CBOF), our focus remains the same, and that is to increase minority held contracts and to support the Minority business community. The Chicago Regional Purchasing Council grew out of this event only later to become Chicago Minority Supplier Development Council. ChicagoMSDC continues to be a pillar of strength and support in supplier diversity.

ChicagoMSDC has worked incessantly 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). The collaboration between minority-owned companies, dedicated corporations and loyal employees has catapulted supplier diversity in Chicago and is setting trends for the rest of the United States.

On behalf of the ChicagoMSDC Board of Directors and staff, we would like to say thank you! If you have been involved in the last 50 years, your legacy can be seen in every new Minority-owned company that becomes certified and in those whose growth surpasses expectation.

In the words of Henry Ford, "Coming together is a beginning; keeping together is progress; working together is success."

Economic impact and job creation are critical to our communities. If you are new, we encourage you to become involved. The work of ChicagoMSDC is not finished and we will continue to find ways to advance the footprint of minority-owned companies.

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

LETTER FROM THE MBEIC CHAIR

JOYCE JOHNSON

PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.



The championing of a cause can be difficult because it can stir emotion, create unrest and be met with opposition. One can only imagine the challenges that were met decades ago in the midst of racial tensions and national unrest. But in spite of what frustrations are associated with advocating for a cause, it can create long lasting ripple effects.

Fifty years ago, a group of business leaders and forward thinking corporations stood for what they felt was a worthy cause: to increase opportunities for minority business owners to prosper with Fortune 500 companies. They had a vision 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. This event, the Chicago Business Opportunity Fair (CBOF) was part of a movement that we know today as “supplier diversity” and the formation of organizations such as ChicagoMSDC.

As chair of the Minority Business Enterprise Input Committee (MBEIC), I can trace my own business success to what took place decades ago. Additionally, I can appreciate and collaborate with other outstanding minority-owned businesses. This could not have been possible without a small group of individuals who took a vision and made it an institution.

The doors for minority-owned businesses may have been opened Fifty years ago, but they are still not open wide enough. The work to push for opportunities and engagement from corporate America and the government is ongoing. Recently, Illinois House Bill 2393 was introduced by Representative Mary E. Flowers. The bill amends the Business Enterprise for Minorities, Females, and Persons with Disabilities Act. It provides that all state agencies shall increase their award of state contracts to minority owned businesses by 15%. This bill, and others like it, must be supported at all levels of government and especially by the minority business community. Like those before us, we can be advocates for minority business by reaching out to our local officials and gaining their support for these types of bills. The next generation of leaders need us to continue their advancement and support.

But for now, it is time to honor the past, present and future of the supplier diversity movement. The celebration of CBOF 50 is not only for minority owned-businesses and corporations but also a way to honor the communities we hire from, serve and conduct business in.

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



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MBEIC ANNUAL MEETING

BY CHELSEA BILEK

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MBEIC CHAIR **JOYCE JOHNSON**



MBEIC MEMBERS **HERB STOKES** AND **JACKIE DYESS** DELIVER THE ADVOCACY REPORT.

On Wednesday, November 16, 2016, the Minority Business Enterprise Input Committee (MBEIC) of the Chicago Minority Supplier Development Council (ChicagoMSDC) hosted its annual General Membership meeting at the Chicago South Loop Hotel. The MBEIC highlighted key messages of the year, and expressed thanks to supporting members of the organization. Warm welcomes were extended by Joyce Johnson, Chair of the MBEIC and President of Anchor Staffing, as well as Shelia Morgan, President and CEO of ChicagoMSDC.

A general overview of the past year at the National Minority Supplier Development Council was given by Ruby McCleary, ChicagoMSDC Chair and United Airlines Director of Supplier Diversity. This year, ChicagoMSDC launched its #BUYDIVERSE digital marketing campaign. Attendees were encouraged to use the social media hashtag, #BUYDIVERSE, as a new strategy to promote minority-owned businesses and advocate for supplier diversity aimed at consumers. MBEs were also urged to display #BUYDIVERSE stickers in their windows.

Joshua Gutstein, Minority Business Development Agency (MBDA) Business Center - Chicago Senior Financial Consultant, provided an update on the progress of the MBDA Business Center - Chicago. Gutstein discussed the MBDA's Refinance and Consolidation Initiative. The program invites competitive bids from lenders to maximize beneficial terms for MBE borrowers. Representatives will

help suppliers compare lenders, assist in loan packaging, and work with the bank until the process is complete.

MBDA Export Center Director, Patricia Hanes, introduced ChicagoMSDC's new MBDA Export Center. ChicagoMSDC received a grant for \$1.25 million to operate an MBDA Export Center focused on helping firms obtain the resources they need to export and to become export ready. The center is one of four in the nation and complements the suite of consulting services ChicagoMSDC is able to provide.

MBEIC member, Herb Stokes recognized Governor Rauner's Sheltered Markets Initiative and described the benefits of the initiative for MBEs. Executive Order 16-08, signed by Rauner in July of 2016, ensures that equal opportunity is provided to all Illinois businesses looking to contract with the state. The order directs the Central Management Services (CMS) to take steps to increase the number of businesses owned and controlled by minorities, women and persons with disabilities doing business with the State. The CMS is directed to report its results on July first of every year, and 2017 will be the first year of reported results.

Jackie Dyess, Chair and President of Inter-City Supply Co., Inc. delivered the Advocacy Committee report and Johnson closed out the event. The MBEIC 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.



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ANNUAL MEETING & HOLIDAY BRUNCH

BY CHELSEA BILEK

Over 200 supplier diversity leaders, government buying professionals and certified minority business owners gathered for ChicagoMSDC's Annual Meeting and Holiday Brunch, sponsored by AT&T and Milhouse Engineering & Construction, Inc. Held on December 2 at the Hyatt Regency Chicago, the meeting of the ChicagoMSDC general membership summarized and highlighted the activities and accomplishments of 2016 and looked forward to the opportunities and challenges that the newly elected board members and officers will face in 2017. The mood was festive as staff and attendees eagerly anticipated the organization's 50th Anniversary year celebrations.

The meeting was called to order by ChicagoMSDC Assistant Treasurer and Blue Cross Blue Shield of Illinois Senior Manager Supplier Diversity, LaTonya Fourte-Lyles.

Next, the room heard from Mark Hands of Federal Reserve Bank of Chicago, Vice Chair of MSDC's Board of Directors, who gave his report on the overall activities of the council. Some highlights of the year included the launch of the Council's #BUYDIVERSE campaign, the third annual presentation of the Minority Finance Forum in conjunction with ACG Chicago, the ongoing scholarship program, and the success of CBOF49. Also notable are the considerable accomplishments of ChicagoMSDC's MBDA Business Centers in Chicago and St.Louis. With their assistance, MBE clients created and retained more than 5,000 jobs, helped to secure approximately \$362 million in contracts and assisted with securing more than \$30 million in financing for MBEs. Hands also reported 120 new MBEs added to the council's roster in 2016, along with 11 new corporate members.

VICE CHAIR AND FEDERAL RESERVE BANK OF CHICAGO SUPPLIER DIVERSITY MANAGER, **MARK HANDS**, ADDRESSES THE GENERAL MEMBERSHIP AT THE 2016 ChicagoMSDC ANNUAL MEETING. SEATED ON DAIS: TREASURER AND ENDOW, INC. PRESIDENT & CEO, **THOMAS McLEARY**; ChicagoMSDC EXECUTIVE ASSISTANT/PROJECT MANAGER **GWEN JONES**; PRESIDENT & CEO **SHELIA MORGAN**; ASSISTANT TREASURER AND BLUE CROSS BLUE SHIELD OF ILLINOIS SENIOR MANAGER SUPPLIER DIVERSITY **LATONYA FOURTE-LYLES**; AND CHAIR AND DIRECTOR SUPPLIER DIVERSITY UNITED AIRLINES **RUBY McCLEARY**.



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

Thomas McLeary, Treasurer of the Board of Directors and President and CEO of Endow Inc. gave the Treasurer's Report. He recognized the hardships of the year, as the MBDA grant had been reduced by \$300,000, but praised the organization for continuing to make a positive impact in lean times. Mr. McLeary continued, delivering the Minority Business Enterprise Input Committee (MBEIC) report on behalf of Chair, Joyce Johnson, President of Anchor Staffing. The report described the MBEIC's work of advocacy on behalf of MBEs, participation in disparity studies, and service on board committees. Next, the slate of 2017 board members and officers was proposed and unanimously approved. (See page 5 for a complete listing.)

ChicagoMSDC was excited to take part in #GivingTuesday, an international movement to encourage giving to charity on the Tuesday after Thanksgiving. The tradition was started in 2012 by the 92nd Street Y and the United Nations Foundation as a response to the commercialization and consumerism in the post-Thanksgiving season evidenced by the Black Friday and Cyber Monday phenomena. If you missed it, please visit www.ChicagoMSDC.org and click the DONATE button in the upper right hand corner to support ChicagoMSDC today.



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

ChicagoMSDC PRESIDENT & CEO **SHELIA MORGAN** DELIVERS CLOSING REMARKS AT THE 2016 ChicagoMSDC ANNUAL MEETING AT THE HYATT REGENCY CHICAGO.

As the business meeting came to a close, attendees moved into the Crystal Ballroom for the festivities. Ivory Dreams provided lively musical entertainment and guests danced the afternoon away and helped themselves to a lavish lunch buffet. In The Spirit of Giving, attendees piled tables high with gifts donated to the children of the St. Joseph Carmelite Home. (See inset below.)



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NMSDC UPCOMING EVENTS



LEADERSHIP AWARDS
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NY HILTON MIDTOWN
NEW YORK, NEW YORK

THE 2017 LEADERSHIP AWARDS RECOGNIZE THE DYNAMIC CORPORATE EXECUTIVES, MINORITY BUSINESS OWNERS AND NMSDC AFFILIATE COUNCIL PRESIDENTS FOR OUTSTANDING LEADERSHIP THAT HAS A POSITIVE IMPACT ON THEIR COMPANIES AND RESONATES THROUGHOUT THE NMSDC NETWORK.



ADVANCED MANAGEMENT EDUCATION PROGRAM (AMEP)
KELLOGG SCHOOL OF MANAGEMENT
NORTHWESTERN UNIVERSITY
EVANSTON, ILLINOIS

NMSDC HAS PARTNERED WITH THE KELLOGG SCHOOL OF MANAGEMENT AT NORTHWESTERN UNIVERSITY TO

OFFER A FOUR-DAY CUSTOM EXECUTIVE EDUCATION PROGRAM CALLED THE ADVANCED MANAGEMENT EDUCATION PROGRAM (AMEP). AMEP IS OPEN TO HIGH-POTENTIAL MBES WITH SALES GREATER THAN \$5 MILLION IN MANUFACTURING AND \$3 MILLION IN SERVICE FIRMS. THROUGH THIS INTERACTIVE CURRICULUM AND TEAM-BASED STUDY MBES LEARN GROWTH STRATEGIES SPECIFICALLY TO BUILD CAPACITY AND SUSTAINABILITY FOR THE FUTURE. APPLICATIONS ARE DUE NO LATER THAN JUNE 3.



NATIONAL PROGRAM MANAGERS' SEMINAR
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CHICAGO, ILLINOIS

THE NATIONAL MINORITY BUSINESS PROGRAM MANAGERS' SEMINAR PROVIDES SUPPLIER DIVERSITY PROFESSIONALS FROM NATIONAL CORPORATE MEMBER COMPANIES THE OPPORTUNITY TO GATHER AND DISCUSS THE LATEST TRENDS, CHALLENGES AND BEST PRACTICES IN MINORITY SUPPLIER DEVELOPMENT.

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DEVELOPMENT PROCESSES, AND MEANINGFULLY IMPACT SUPPLIER DEVELOPMENT FOR ASIAN, BLACK, HISPANIC AND NATIVE AMERICAN BUSINESSES.

THE SEMINAR IS FREE FOR EACH NMSDC CORPORATE CONTACT. THERE IS A \$1,200 FEE TO SEND AN ADDITIONAL PARTICIPANT FROM A MEMBER CORPORATION. EARLY REGISTRATION IS \$1,000 UNTIL APRIL 28, 2017. AFTER APRIL 28TH, REGISTRATION IS \$1,200. NO REFUNDS WILL BE ISSUED AFTER JUNE 26, 2017.



MINORITY BUSINESS EXECUTIVE PROGRAM
FOSTER SCHOOL OF BUSINESS
UNIVERSITY OF WASHINGTON
SEATTLE, WASHINGTON

THE NATIONAL MINORITY SUPPLIER DEVELOPMENT COUNCIL (WWW.NMSDC.ORG) HAS PARTNERED WITH UNIVERSITIES TO BRING EDUCATIONAL PROGRAMS TO MBE EXECUTIVES. OFFERED IN PARTNERSHIP WITH THE FOSTER SCHOOL OF BUSINESS AT THE UNIVERSITY OF WASHINGTON, NMSDC OFFERS THE MINORITY BUSINESS EXECUTIVE PROGRAM (MBEP). MBEP IS A ONE-WEEK COURSE FOCUSED ON FINANCE AND ACCOUNTING; HUMAN RESOURCE MANAGEMENT; LEADERSHIP; MARKETING AND BRAND STRATEGY; RELATIONSHIP MARKETING AND STRATEGIC THINKING. IN TODAY'S BUSINESS

ENVIRONMENT, SUCCESS IN THESE SIX FUNCTIONAL AREAS WILL HELP POSITION MINORITY SUPPLIERS FOR INCREASED PROCUREMENT OPPORTUNITIES IN THE DOMESTIC AND GLOBAL SUPPLY CHAIN. APPLICATIONS FOR MBEP ARE DUE NO LATER THAN AUGUST 14.



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ASIAN AMERICAN COALITION OF CHICAGO

HONORS LEADERS IN THE

ASIAN AMERICAN COMMUNITY

AT THE 34th ANNUAL GALA

BY ASCENE CHICAGO

At a time when Americans of all colors may feel more divided than ever, the Asian American Coalition of Chicago (AACC) took a stance promoting unity, cooperation and diversity. Their 34th Annual Gala, "One World, Our World" was held on Saturday, March 11 at the Hilton Towers Chicago and honored leaders who have made exemplary contributions towards strengthening the Asian American community.

AACC was founded in 1983 and represents over sixteen cultures including the Bangladeshi, Burmese, Cambodian, Chinese, Filipino, Indian, Indonesian, Japanese, Korean, Laotian, Malaysian, Nepalese, Pakistani, Sri Lankan, Thai, and Vietnamese American communities. The Asian Lunar New Year Celebration helps celebrate these rich heritages and diverse histories. The AACC's mission is to organize and promote equal opportunities in government, education, economic development, and international affairs in order to empower all Asian Americans. Nine of the communities (Chinese, Filipino, Indian, Indonesian, Japanese, Korean, Pakistani, Thai and Vietnamese American) take turns hosting the Gala and Asian American Festival on a rotating basis.

"This year, the Pakistani American community was inspired by AACC's tradition of recognizing and dignifying individual ethnic identities, while fostering a greater culture of cooperation and unity," said Gala Chairperson Rehan Zaid. "Like a kaleidoscope, we are most magnificent when our colors unite—illustrating the beauty in working together. "One World, Our World" offers our strength in being "One World." When we work together for justice, inclusiveness and empowerment, we enhance "Our World."

The event featured a festive dinner, followed by the award ceremony and captivating cultural performances from Sanam Studios and others. ABC-7 Weekend Anchor Ravi Baichwal and "The 21st" Show Radio Host Niala Boodhoo served as emcees for the evening. PepsiCo Vice Chairman and Chief Scientific Officer, Global Research and Development Dr. Mehmood Khan delivered the keynote address.

Attendees celebrated a remarkable year for Asian Americans in Illinois politics. For the first time in history, Illinois will simultaneously have Asian-American elected officials at the federal, state and county levels. Illinois Senator Tammy Duckworth, U.S. House of Representative (8th District) Raja Krishnamoorthi, Illinois State Representative (2nd District) Theresa Mah, and Metropolitan Water Reclamation District Commissioner Josina Morita all won their bids for office this past November.

This year, AACC's most prestigious Pan Asian American Ping Tom Memorial Award was presented to Carmen D. Estacio, Senior Programs Asian American Liaison of the Illinois Secretary of State Driver Services Department. This award honors Asian Americans in Illinois whose service extends to the entire Asian American Community. The Grand Asian American Sandra Otaka Memorial Award was given to Hon. David Orr, Cook County Clerk. This award was established to recognize non-Asians who have distinguished themselves through outstanding contributions to the Asian American community. AACC also presented Exemplary Community Service Awards and Youth Who Excels Awards to honorees from eleven Asian American communities.

Approximately 1,000 Asian American community leaders, dignitaries, elected officials, corporate sponsors and the City's movers and shakers attend the AACC Lunar New Year Gala each year, making it the largest event of its kind in the Midwest.

The evening closed out with the passing of the gavel to the Korean American community which will host the event in 2018.

In observance of Asian Pacific American Heritage Month, the AACC also hosts the Asian American Festival in Daley Plaza every May. The week-long celebration features vendors, ethnic cuisine, live performances and demonstrations. The festival is free and open to the public so everyone is encouraged to come out during the week of May 22 through May 26.



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DOLORES SAXTON-WALKER SCHOLARSHIPS PRESENTED AT MBEIC AWARDEE LUNCHEON

MEET THE FUTURE MBEs FROM THE CLASS OF 2017

BY CHELSEA BILEK

On Wednesday, March 15th awardees and scholarship recipients gathered at the Hyatt Regency on Wacker Drive. The room was intimate, and fostered connections between successful executives, and bright eyed, high achieving students. The morning began with a warm welcome and thank you from Shelia Morgan, President and CEO of the Chicago Minority Supplier Development Council (ChicagoMSDC). She expressed her gratitude toward all of the award recipients in the room, and pointed to the students as the future of their communities.

As glasses began to clink, Ruby McCleary echoed Sheila's sentiments. She thanked corporate leaders for their support in diversity initiatives, and encouraged students to grow and positively impact their communities by fostering small business. The 2017 Dolores Saxton-Walker Scholarships were awarded at the luncheon. Outstanding Buyers and Suppliers of the year were also recognized and their awards will be presented at CBOF50.

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 2016 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 dollars 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.

JUAN FURDGE JR.

Juan Furdge Junior grew up in a single parent household, with dreams of reaching new heights. His outstanding academic achievements at Gwendolyn Brooks College Prep have resulted in his acceptance to DePaul University, where he plans to major in Psychology. Juan has served as a

Peer Health Ambassador for the Illinois Caucus for Adolescent Health where he educates other students about their sexual health, rights, and identities. He has also worked as a construction worker/rehabilitator with Amer-I-Can Enterprise II, Inc. Juan enjoys acting and singing in his school's advanced choir.

KENNEDI J. GLOVER

Kennedi J. Glover is already a small business executive. She owns and operates "Kennedi's Kare," which provides coaching on conflict resolution, enhances self-esteem, and assists with homework and creative play activities. Kennedy is seeking new opportunities in the child care field, and mentorship in her career and business goals. We hope that the Dolores Saxton-Walker scholarship will not only provide financial assistance, but open mentorship doors in the future.

SAMUEL FERGUSON

Samuel Ferguson has shown astounding commitment to his own success and the success of those around him. He is a natural born leader, holding the position of Battalion Commander in his junior year at Phoenix Military Academy. Additionally, Samuel is the secretary for his school's chapter of the National Honors Society, and one of the key leaders of the Kappa Leadership Institute of Chicago. We hope that this scholarship opportunity through the ChicagoMSDC will continue to foster Samuel's drive for success.

ADITI RATHORE

Aditi Rathore has pursued her interests through leadership positions in her school's Indian Dance Team and Varsity Lacrosse Team. Aditi has developed a unique and thoughtful outlook on the positive impact of diversity on leadership through her roles as a mentor at Sisters for Change. Aditi plans to study finance and political science, hoping to explore the vast intersection between business and



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

2017 DOLORES SAXTON-WALKER SCHOLARSHIP WINNERS RECEIVE THEIR CHECKS AT THE MBEIC AWARDS LUNCHEON.
 BACK ROW: 2017 MBEIC AWARDS CHAIR **NATHANIEL SUTTON** AND MBEIC CHAIR **JOYCE JOHNSON**.
 FRONT ROW: **SAMUEL FERGUSON**, **ADITI RATHORE**, **AYANA WILSON**, **JUAN FURDGE JR.**, AND **KENNEDI J. GLOVER**.

government. We admire Aditi's goals to continue making a positive impact on her local community, and hope that this scholarship opportunity will assist her moving forward.

AYANA WILSON

Ayana Wilson's success is inspired by her love of reading. She is a musician, a soccer player, a swimmer, and an outstanding student. She has shown commitment to her community by contributing to civic discussions and participating in local charity functions. Ayana is a well-rounded individual, with talent displayed in every aspect of academics. In addition to her scholastic achievements, Ayana participates in Girls Who Code, and was chosen to present a game she created to representatives from Google.

Congratulations to all of the 2017 MBEIC Sharing Success Awardees! Join us at the 50th Annual Chicago Business Opportunity Fair Celebration Reception and Dinner on Thursday, April 20, 2017 at the Hyatt Regency Chicago to cheer them on in person. (See page 38 for a listing of this year's other winners.)



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

CREOSPAN CLIMBS TO NEW HEIGHTS

WITH HELP FROM FIRST MIDWEST BANK

BY JOSHUA GUTSTEIN

OWNERS BRIJ SHAH (STANDING SECOND FROM RIGHT) AND PRAJ SHAH (CENTER FRONT) WITH THE CREOSPAN TEAM AT THEIR HEADQUARTERS IN SCHAUMBURG, ILLINOIS.

In business cycles of peaks and valleys, Brij Shah, Praj Shah, and their team have brought Creospan, Inc., to ever greater plateaus. They can look back to starting Creospan in 1999, recalling years of consulting small and mid-sized businesses. They can look ahead to even greater heights adding larger accounts to the mix. Yet to reach such success, Brij and Praj knew they needed more capital. They found it with First Midwest Bank through the help of the MBDA Business Center – Chicago.

For years, Creospan built a consistently growing consulting business. Praj, CEO of Creospan, recounts how they got started saying, “We saw a need in the small to mid-sized market segment. Companies were just starting to realize the power of the web and technology as a driver for growth.” From those early years of their small staff serving dot-com companies, Creospan has since grown to average over 100 employees. Over the past few years, they increased revenues by 25% each year by servicing more and more



national and international clients including social network, energy, and telecom giants.

Yet success and the ability to close on future prospects come with added capital pressures. Looking to partner with a new bank to finance growth, Creospan contacted the MBDA Business Center - Chicago. Joshua Gutstein, Senior Financial Consultant, thought the right lending partner for them could be in the Business Center's Refinance/Consolidation Initiative. The Initiative brings multiple banks together to present terms to MBEs. The program helps MBEs leverage competing terms to help get the best financing outcome. In this case, Joshua analyzed Creospan numbers and introduced them to Michael Chin, Vice President, Business Banking for First Midwest.

First Midwest has always given a fair analysis of MBE prospective borrowers and, Joshua thought, would value Creospan's prospective business. After several discussions

with the bank, Brij and Praj recognized a strong partner. "First Midwest spent the time to understand our growth strategies and the potential we had to catapult ourselves to the next level," says Brij, President of Creospan. "They understood what it takes to grow a business, and assisted us in securing the next level of financing by taking a partnership oriented approach compared to the others in the market."

Creospan also impressed First Midwest. Michael Chin, reflected on what made the company such a strong borrower. "Creospan's team was very efficient and responsive during the due diligence. This expedited the approval and closing process." Michael appreciates working with Creospan. "They continue that same open dialogue as a client which helps First Midwest to help them with their growth." Now watch for Creospan to climb even higher!

To learn more about the Refinance/Consolidation Initiative, contact Joshua Gutstein at jgutstein@chicagombdacenter.com.



SBA & ChicagoMSDC HELP YOU LAND THE WORLD'S LARGEST CUSTOMER

BY ROSALYN PUTMAN

The U.S. government is the world's largest customer, but are you selling to them? If not, you may be missing out on a huge revenue opportunity. The U.S. federal government buys every item imaginable, from paper clips to armored tanks. And federal agencies are required to establish contracting goals, with at least 23 percent of all government spending targeted toward small businesses. ChicagoMSDC has a long history of partnering with the U.S. Small Business Administration (SBA) to help MBEs identify, access and finance government contracts.

The SBA works with federal agencies to ensure that these goals are met under specific categories, including small businesses, small disadvantaged businesses, women-owned small businesses, service-disabled veteran-owned small businesses, and veteran-owned small businesses. The SBA, along with its resource partners, can help firms self-certify their companies in these categories.

8(a) BUSINESS DEVELOPMENT PROGRAM

The SBA's 8(a) Business Development Program is a nine-



SBA ILLINOIS DISTRICT STAFF: DISTRICT DIRECTOR **ROBERT "BO" STEINER**; BUSINESS OPPORTUNITY SPECIALIST **RON MILLER**; LENDER RELATIONS SPECIALIST **PAT PIORKOWSKI**; SUPERVISORY ECONOMIC DEVELOPMENT SPECIALIST **MARK FERGUSON**; ECONOMIC DEVELOPMENT SPECIALIST **PHYLLIS SHELTON**; FORMER DEPUTY DISTRICT DIRECTOR **RICK GARCIA**; SUPERVISORY BUSINESS OPPORTUNITY SPECIALIST **ROSALYN PUTMAN**; DISTRICT SUPPORT ASSISTANT **LENORE RODGERS**; BUSINESS OPPORTUNITY SPECIALIST **DONALD PELLICO**; ECONOMIC DEVELOPMENT SPECIALIST **STEPHEN KONKLE**; PUBLIC AFFAIRS SPECIALIST **JESSICA MAYLE**; ECONOMIC DEVELOPMENT SPECIALIST **CAROLE HARRIS**; AND ADMINISTRATIVE OFFICER **SHEILA BARTOLOMEI**. NOT PICTURED: SUPERVISORY LENDER RELATIONS SPECIALIST **BOB ESQUIVEL**, BUSINESS OPPORTUNITY SPECIALIST **LOLITHA MCKINNEY**, AND DISTRICT SUPPORT ASSISTANT **LUZ RODRIGUEZ**.



MBDA BUSINESS CENTER CHICAGO BUSINESS CONSULTANT **MEGAN NAKANO**, SBA BUSINESS OPPORTUNITY SPECIALIST **LOLITHA MCKINNEY**, SBA SUPERVISORY ECONOMIC DEVELOPMENT SPECIALIST **MARK FERGUSON**, SBA SUPERVISORY BUSINESS OPPORTUNITY SPECIALIST **ROSALYN PUTMAN**, MBDA BUSINESS CENTER CHICAGO PROCUREMENT CONSULTANT **STEFANIE GARCIA**, MBDA BUSINESS CENTER CHICAGO PROJECT DIRECTOR **DAVE THOMAS**, CHICAGOMSDC EXECUTIVE VICE PRESIDENT **PHILLIP BARREDA**, AND MBDA BUSINESS CENTER SENIOR FINANCIAL CONSULTANT **JOSHUA GUTSTEIN** AT THE MENTOR-PROTÉGÉ MEET & GREET.

year program to assist eligible socially and economically disadvantaged individuals in their business ventures. Business development assistance includes workshops, one-on-one counseling, and other management and technical guidance. Firms deemed eligible for SBA's 8(a) business development assistance are also considered small disadvantaged business concerns for federal contracting purposes.

TO BE ELIGIBLE FOR THE 8(a) PROGRAM A BUSINESS MUST:

✓
BE A SMALL BUSINESS BY SBA STANDARDS;

✓
BE OWNED (AT LEAST 51%) BY ONE OR MORE INDIVIDUALS WHO QUALIFY AS SOCIALLY AND ECONOMICALLY DISADVANTAGED, AND WHO ARE U.S. CITIZENS OF GOOD CHARACTER;

✓
BE CONTROLLED, MANAGED AND OPERATED BY ONE OR MORE INDIVIDUALS WHO QUALIFY AS DISADVANTAGED;

✓
AND DEMONSTRATE THE POTENTIAL FOR SUCCESS.

For more information, visit www.sba.gov/8abd or contact SBA's Illinois District Office at 312-353-4528.

HUBZone PROGRAM

The HUBZone program helps small businesses in economically distressed urban and rural communities, known as Historically Underutilized Business Zones, access federal set-aside and sole-source contracts, as well as price evaluation in full and open contract competition.

TO QUALIFY FOR THE HUBZone PROGRAM A (NON-TRIBALLY-OWNED) BUSINESS MUST:

✓
BE A SMALL BUSINESS BY SBA STANDARDS;

✓
BE OWNED AND CONTROLLED (AT LEAST 51%) BY U.S. CITIZENS, AN ALASKA NATIVE CORPORATION, A COMMUNITY DEVELOPMENT CORPORATION, OR AN AGRICULTURAL COOPERATIVE;

✓
HAVE A PRINCIPAL OFFICE LOCATED WITHIN A HUBZone;

✓
AND HAVE AT LEAST 35% OF ITS EMPLOYEES RESIDING IN A HUBZone.

For more information, visit www.sba.gov/hubzone or contact the SBA's Illinois District Office.

LOAN GUARANTEE PROGRAM

The SBA can help you secure a loan, surety bond, or venture capital through a variety of financing programs. The agency does not make direct loans to small businesses, but instead sets the guidelines for loans made by its partners (lenders, community development organizations, and microlending institutions) and guarantees that these loans will be repaid, reducing the risk to lenders. The SBA does not provide grants for starting or expanding a business.

Browse the list of [SBA Active Illinois Lenders](#) or visit LINC, a free matchmaking tool connecting lenders with potential borrowers at www.sba.gov/tools/linc.



SBA BUSINESS OPPORTUNITY SPECIALIST **LOLITHA MCKINNEY** INTRODUCES SBA'S CERTIFICATION PROGRAMS.



MBDA BUSINESS CENTER PROCUREMENT CONSULTANT **STEFANIE GARCIA** OUTLINES SERVICES PROVIDED BY ChicagoMSDC.



SBA ATTORNEY **KATE O'LOUGHLIN** PROVIDES DETAILS ON THE ALL SMALL MENTOR-PROTÉGÉ PROGRAM.

BUSINESS COUNSELING

The SBA and its resource partners offer counseling and training both in person and online to help small businesses start, grow, and succeed. Mentors at dozens of SCORE chapters and Small Business Development Centers around the state work one-on-one to help new or established entrepreneurs write business plans, strengthen their social media presence, export their products, and more. To connect with these free and low-cost resources, visit www.sba.gov/il and sign up for event e-mail reminders, through the website or by texting SBA to Gov311 (468311).

Whether you're a seasoned professional or launching a new venture, if you're facing specific challenges or simply streamlining your operations, the SBA looks forward to being your partner.

MENTOR/PROTÉGÉ PROGRAM

On March 23, 2017, the ChicagoMSDC and the MBDA Business Center - Chicago hosted a Mentor/ Protégé Meet & Greet event at the SBA Illinois District Office at 500 W. Madison Street in Chicago. Representatives from both large and small businesses gathered to learn more about the services provided by SBA and ChicagoMSDC and to meet other companies with which to joint venture.

SBA Business Opportunity Specialist Lolitha McKinney introduced the All Small Mentor-Protégé Program. The mentor/protégé program is designed to encourage approved mentors to provide various forms of business development assistance to protégé firms. This assistance may include technical and/or management assistance; financial assistance in the form of equity investments and/or loans; subcontracts; and/or assistance relating to the

performance of non-8(a) contracts so that protégé firms may more fully develop their capabilities. The purpose of the mentor/protégé relationship is to enhance the capabilities of the protégé, assist the protégé with meeting the goals established in its SBA-approved business plan, and to improve its ability to successfully compete for contracts. Provided all requirements of the program are met, a mentor and protégé may joint venture as a small business for any government prime contract or subcontract.

MBDA Business Center - Chicago Procurement Consultant outlined the comprehensive suite of consulting services available at ChicagoMSDC through the various MBDA funded programs that they operate including MBDA Business Centers in Chicago and St. Louis, and MBDA Export Center. ChicagoMSDC also partners with the Georgia Institute of Technology (Georgia Tech) to operate an Advanced Manufacturing Center and with the Association for Corporate Growth Chicago (ACG) to operate a Capital Access Center.

The final speaker was Kate O'Loughlin, Attorney, SBA Office of the District Counsel, who provided legal details on the requirements for the All Small Mentor-Protégé Program.

ChicagoMSDC MBEs and MBDA Business Center clients are encouraged to participate in the program as either Mentors or Protégés. Interested parties should contact Stefanie Garcia at sgarcia@chicagombdacenter.com or 312.755.2554.

Rosalyn Putman is the Supervisory Business Opportunity Specialist with the U.S. Small Business Administration Illinois District Office. She can be reached at rosalyn.putman@sba.gov.



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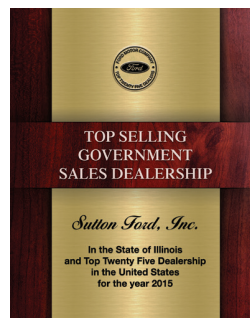
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BY MAYE FOSTER-THOMPSON

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THE FIRST CHICAGO BUSINESS OPPORTUNITY DAY HELD AT **WESTERN ELECTRIC** - NOW KNOWN AS **AT&T**.

52 CORPORATIONS AND 152 MBEs ARE IN ATTENDANCE.

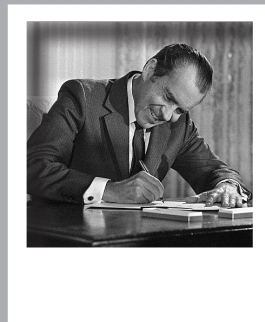
1968



CHICAGO BUSINESS OPPORTUNITY DAY RENAMED **CHICAGO BUSINESS OPPORTUNITY FAIR (CBOF)**.

THE **CHICAGO REGIONAL PURCHASING COUNCIL (CRPC)** FORMED AND INCORPORATED.

1969



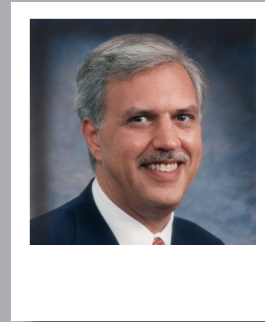
PRESIDENT NIXON SIGNS EXECUTIVE ORDER 11458 CREATING THE **OFFICE OF MINORITY BUSINESS ENTERPRISE (OMBE)** AND THE **ADVISORY COUNCIL FOR MINORITY BUSINESS ENTERPRISE**.

1972



NATIONAL MINORITY PURCHASING COUNCIL (CRPC) FORMED AND HOUSED AT **CHICAGO ECONOMIC DEVELOPMENT CORPORATION (CEDCO)** OFFICES.

1976



STEPHEN M. CHRISTIE JOINS CRPC AS ITS EXECUTIVE DIRECTOR.

Chicago and the nation will celebrate Chicago Minority Supplier Development Council, Inc.'s (ChicagoMSDC) fifty years of growth and development of minority-owned businesses when ChicagoMSDC convenes its 50th Annual Chicago Business Opportunity Fair (CBOF 50) on April 20-21, 2017. To be held at the Hyatt Regency Chicago Hotel, CBOF is the nation's longest running trade fair dedicated to the growth and development of business opportunities for minority-owned businesses.

The Chicago Business Opportunity Fair began as the "Chicago Business Opportunity Day." The one-day fair was born from a time of civil unrest as riots engulfed the City of Chicago's West Side. The period is marked by the cries that rang out for "Black Power," "Economic Parity" and "Civil and Human Rights." Companies such as Western Electric, Illinois Bell (now AT&T), and AMOCO (now British Petroleum or BP) responded to the community and contacted the newly formed Chicago Small Business Opportunities Corporation (CSBOC), a small business development initiative created under President Lyndon B. Johnson's "War on Poverty." The CSBOC was, at the time, operated by the Chicago Economic Development Corporation ("CEDCO").

The first "Chicago Business Opportunity Day," featured 19 major Chicago-Area corporations that became the founders of what became the Chicago Business Opportunity Fair ("CBOF"). From CBOF grew the Chicago Regional Purchasing Council, the organization we now know as the Chicago Minority Supplier Development Council, Inc. (ChicagoMSDC). The National Minority Purchasing Council would later be established in 1972 at CEDCO headquarters and would become the National Minority Supplier Development Council, Inc. (NMSDC), a 501(c)3 nonprofit corporate membership organization that advocates and develops business opportunities for Asian-, Black-, Hispanic- and Native-American business enterprises.

The Council grew to make a dramatic impact in Supplier Diversity as it became the first organization to certify minority owned businesses. As the Council offered extensive services to minority owned businesses, they discovered

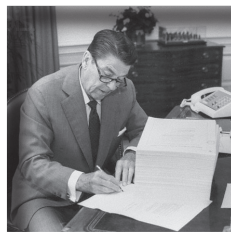
1979

1980

1983

1986

1994



MAYE FOSTER-THOMPSON JOINS CRPC AS ITS ASSOCIATE DIRECTOR.

OFFICE OF MINORITY BUSINESS ENTERPRISE BECOMES THE **MINORITY BUSINESS DEVELOPMENT AGENCY**.

AMENDMENT TO THE SURFACE TRANSPORTATION ASSISTANCE ACT REQUIRING A 10% SET-ASIDE FROM MINORITY OWNED BUSINESSES ON GOVERNMENT CONTRACTS.

PRESIDENT RONALD REAGAN SIGNS A PRESIDENTIAL PROCLAMATION DESIGNATING THE FIRST WEEK OF OCTOBER AS **MINORITY ENTERPRISE DEVELOPMENT WEEK (MED Week)**

MAYE FOSTER-THOMPSON REPLACES **STEPHEN M. CHRISTIE** AS EXECUTIVE DIRECTOR OF CRPC.

CBOF MOVES TO THE HILTON TOWERS & HOTEL AND ATTRACTS MORE THAN 1500 PARTICIPANTS INCLUDING MBEs AND CORPORATIONS FOR A TOTAL OF \$10 MILLION IN PRODUCTS AND SERVICES SOLD.

CHICAGO REGIONAL PURCHASING COUNCIL BECOMES THE **CHICAGO MINORITY BUSINESS DEVELOPMENT COUNCIL (CMBDC)**.

the need to verify the minority ownership of those they assisted. Other than the Small Business Administration's 8(a) Business Development Program, no certification program existed. So the Minority Business Enterprise Certification was created. Certification Committee Members were like a team of detectives. During site visits they would first park far away from the candidate's businesses and observe from a distance. The sophistication of shell companies drove the need for the due diligence the Council insists on today, ensuring the legitimacy of all NMSDC Certified MBEs.

The Council also saw its board composition change as the supplier diversity field changed. As the Council first built up its active board of directors, they pushed for a "Minority Business Coordinator," one representative from the corporation, most frequently from the procurement offices. As the field changed, corporations began to hire supplier diversity professionals focused only on diversifying the supply chain. As a result of these changes, the board of the Council strengthened.

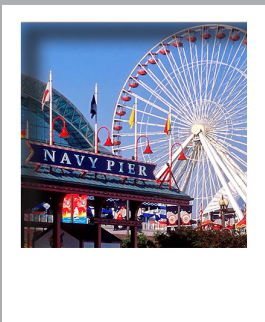
Today, ChicagoMSDC's Board of Directors includes active leadership from more than 30 corporate and minority-owned business representatives. The Council certifies, develops, connects and advocates on behalf of

more than eleven hundred minority-owned businesses, which employ more than 90,000 workers within the Chicagoland Area. The Council's membership base represents over 250 local private- and public-sector buying organizations that report \$5 billion in annual purchases from minority-owned businesses nationwide.

Over the years, the Council also offered many other services we enjoy today. The Annual Scholarship Golf Classic began as the "Day in the Sun," a day of networking, golf and games directed to raise scholarship funds. The golf outing was created by the Minority Business Subcouncil, now called the Minority Business Enterprise Input Committee (MBEIC), to bring corporate events networking to a more relaxed setting. Dolores Saxton-Walker, owner of Alliance Packaging Corp., along with Tom Mcleary and Jim Cabrera, were strong advocates for a Council scholarship program. The scholarship program, which today bears the name of the Dolores Saxton-Walker Scholarship Program, continues to help future minority entrepreneurs overcome the financial barriers to higher education.

ChicagoMSDC executes a spectrum of programs including procurement initiatives, networking events, public policy engagement and annual fundraising events that

1996



CBOF MOVES TO NAVY PIER.

2001



BILLION DOLLAR ROUNDTABLE CREATED TO RECOGNIZE AND CELEBRATE CORPORATIONS THAT ACHIEVE SPENDING OF AT LEAST \$1 BILLION WITH MINORITY AND WOMEN-OWNED SUPPLIERS.

2002



CMBDC WINS MINORITY BUSINESS DEVELOPMENT AGENCY (MBDA) GRANT TO OPERATE CHICAGO MINORITY BUSINESS OPPORTUNITY CENTER (MBOC). SHELLIA MORGAN APPOINTED MBOC EXECUTIVE DIRECTOR.

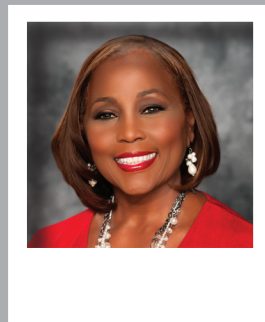
MAYE FOSTER THOMPSON RETIRES AFTER 25+ YEARS OF SERVICE.

2003



CHICAGO HOSTS NMSDC CONFERENCE. TRACY SMITH APPOINTED CMBDC EXECUTIVE DIRECTOR.

2006



SHELLIA MORGAN NAMED PRESIDENT OF CMBDC.

support educational scholarship awards for minority business students at local colleges and universities. ChicagoMSDC's signature event is CBOF, the nation's longest running trade fair dedicated to economic growth and empowerment of minority-owned businesses. From a one-day event to today's two-day program, "CBOF50" will feature the following:

THE PRESIDENT'S PERSPECTIVE

ChicagoMSDC will reunite former and present chief executives for a "State of the Union," which will acknowledge the challenges of the past while highlighting the significant accomplishments during the fifty-year journey.

CORPORATE ONE-ON-ONE POWER PITCH

This targeted matchmaking event is new and improved and will feature up to 50 corporate buyers and procurement officers participating in "CBOF 50." Buying organizations will search our new match-making software for qualified, certified minority business enterprises for 15-minute introductory presentations.

CELEBRATION RECEPTION AND DINNER

After a lively networking reception, this year's gala will feature an inspirational tribute to the historical commitments and contributions of Chicago Area leaders. Our friends from NBC5 will emcee the festivities. This will be a special

evening of reflection, recognition, and celebration.

SPONSORS BREAKFAST AND KEYNOTE SPEAKERS

The second day of the event begins with breakfast, a special keynote address and acknowledgments from our Honorary Chairperson Anne R. Pramaggiore, president and chief executive officer of ComEd. A representative from NBC5 Chicago News will serve as our special emcee to narrate the agenda.

BUSINESS OPPORTUNITY TRADE FAIR

The CBOF trade fair is the featured event for connecting the supplier diversity community and major buying organizations. Held in the Hyatt Regency Chicago's Riverside Exhibit Hall (East Tower/Purple Level), CBOF provides the perfect backdrop for networking between buyers and suppliers. Participants can showcase their products, services and solutions in industry-specific rows, a food and beverage lounge, large vehicles, tech demonstrations, and a sound stage for sponsor presentations.

Maye Foster-Thompson joined the Chicago Regional Purchasing Council in 1979 as its Associate Director and served as Executive Director from 1983 until she retired in 2002. She continues to stay active with ChicagoMSDC.

2009



CMBDC BECOMES **CHICAGO MINORITY SUPPLIER DEVELOPMENT COUNCIL (ChicagoMSDC)** AND MOVES ITS HEADQUARTERS TO THE CLARK ADAMS BUILDING AT 105 W. ADAMS.

ALLSTATE BECOMES PRESENTING SPONSOR OF CBOF WHERE NBA SUPERSTAR AND RENOWNED ENTREPRENEUR, MAGIC JOHNSON, KEYNOTES.

2011



ChicagoMSDC WINS \$3MM GRANT FROM DEPARTMENT OF COMMERCE TO OPERATE **MBDA BUSINESS CENTER - CHICAGO** IN PARTNERSHIP WITH ILLINOIS HISPANIC CHAMBER OF COMMERCE.

ChicagoMSDC REACHES 250 LOCAL AND NATIONAL CORPORATE MEMBERS AND OVER 1300 MBEs.

2012



ChicagoMSDC RECEIVES FUNDING TO OPERATE A **MBDA BUSINESS CENTER - ST. LOUIS**.

2016



ChicagoMSDC HOSTS NMSDC CONFERENCE + BUSINESS OPPORTUNITY EXCHANGE.

ChicagoMSDC AWARDED GRANT TO OPERATE **MBDA EXPORT CENTER, MBDA ACCESS TO CAPITAL CENTER** IN PARTNERSHIP WITH ACG CHICAGO, AND **MBDA ADVANCED MANUFACTURING CENTER** WITH GEORGIA TECH.

2017



ChicagoMSDC CELEBRATES 50 YEARS AS THOUGHT LEADER IN MINORITY BUSINESS AT **CBOF50!**



MBEIC SHARING SUCCESS AWARDS

CORPORATION OF THE YEAR
THE ALLSTATE CORPORATION

THOMAS J. WILSON
CHAIRMAN & CEO

MINORITY BUSINESS IMPACT AWARD

TONI PRECKWINKLE

PRESIDENT
COOK COUNTY BOARD

ANDERS C. RASMUSSEN, JR. AWARD

RUBY McCLEARY

DIRECTOR SUPPLIER DIVERSITY
UNITED AIRLINES

MAYE FOSTER THOMPSON
MINORITY BUSINESS ADVOCATE AWARD

VICTOR POWELL

OWNER
POWELL PHOTOGRAPHY

TRAILBLAZER AWARD

SENATOR MARTIN SANDOVAL

STATE SENATOR - 11TH DISTRICT
STATE OF ILLINOIS

PRESIDENT'S RECOGNITION AWARD

PAUL CERPA

EXECUTIVE MANAGER
ILLINOIS TOLLWAY

SUPPLIERS OF THE YEAR

CLASS I
(ANNUAL SALES < \$1 MM)

DOT WARD

PRESIDENT & CEO
DOT WARD, INC.

CLASS II
(ANNUAL SALES \$1 MM - \$10 MM)

LESTER McKEEVER

MANAGING PRINCIPAL
WASHINGTON, PITTMAN & McKEEVER

CLASS III
(ANNUAL SALES \$10 MM - \$50 MM)

DWAYNE BARLOW

PRESIDENT
THE BARTECH GROUP, INC.

CLASS III
(ANNUAL SALES \$10 MM - \$50 MM)

GEORGE WILLIAMS

CEO
PMI ENERGY SOLUTIONS, LLC

CLASS IV
(ANNUAL SALES > \$50 MM)

NATHANIEL SUTTON

PRESIDENT
SUTTON FORD, INC.

BUYERS OF THE YEAR

STEVEN BLOCH

DIRECTOR OF MARKETING &
COMMUNICATIONS, ENERGY EFFICIENCY
UNITED AIRLINES

JOHN DONATO

SENIOR ASSOCIATE
VP FOR COMMUNITY ENGAGEMENT
UNITED AIRLINES

EDWARD FINNEGAN

PURCHASING BUYER
EXELON CORPORATION

RICHARD KAHLEY

SENIOR DIRECTOR, IT RESTAURANTS
EXELON CORPORATION

AARON MOSER

ASSOCIATE CATEGORY MANAGER
PROCUREMENT
COOK COUNTY GOVERNMENT

DAVID SPENCE

SR. CONSULTANT, CATEGORY MANAGER
FOR CONTINGENT LABOR
UNIVERSITY OF CHICAGO MEDICINE

DOLORES SAXTON-WALKER SCHOLARS

JUAN FURDGE JR.

GWENDOLYN BROOKS COLLEGE
PREPARATORY ACADEMY

KENNEDI J. GLOVER

KENWOOD ACADEMY HIGH SCHOOL

SAMUEL FERGUSON

PHOENIX MILITARY ACADEMY

ADITI RATHORE

NORTHSIDE COLLEGE PREP

AYANA WILSON

LINDBLOM MATH & SCIENCE ACADEMY

(SEE SCHOLARSHIP ARTICLE ON PAGE 26)



50TH ANNIVERSARY CHICAGO BUSINESS OPPORTUNITY FAIR SPONSORS

PRESENTING SPONSOR

ALLSTATE

BENEFACTOR SPONSORS

EXELON
NICOR
UNITED

DIAMOND SPONSORS

ABBVIE
BLUE CROSS BLUE SHIELD OF ILLINOIS
BP
CDW
GRAND VICTORIA CASINO
NBC 5 CHICAGO/TELEMUNDO
PEOPLE'S GAS & NORTH SHORE GAS
WALGREENS

PLATINUM SPONSORS

BMO HARRIS BANK
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MZI GROUP
NATIONAL MATERIAL L.P.
PEPSICO
SUTTON FORD
WORLD WIDE TECHNOLOGY

GOLD SPONSORS

ARIEL INVESTMENTS
AT&T
CANDID MICROFEEDBACK

MEET THE CBOF50 HONORARY CHAIRS

CATERPILLAR, INC.
CEI MEDIA GROUP
CNA INSURANCE
CVS HEALTH
HARRAH'S JOLIET CASINO & HOTEL
MONTERREY SECURITY CONSULTANTS, INC.

NIELSEN
NORTHERN TRUST
TAKEDA PHARMACEUTICALS
THE BARTECH GROUP, INC.
TOYOTA
U.S. BANK
UNIVERSITY OF CHICAGO
UNIVERSITY OF ILLINOIS

SILVER SPONSORS

ACCENTURE
AMEREN
ANCHOR STAFFING
AON
B&B MAINTENANCE, INC.
BANK OF AMERICA
BAXTER
COMPASS GROUP/FOODBUY
DEEGIT, INC.
HONDA NORTH AMERICA, INC.
INTER-CITY SUPPLY CO., INC.
THOMPSON HOSPITALITY
VIVA USA
ZONES

COPPER SPONSORS

ARI
COCA-COLA
ENDOW, INC.
LJ ROSS ASSOCIATES, INC.
MANPOWER GROUP
OFFICE DEPOT
PMI ENERGY SOLUTIONS, LLC
STAPLES
URBAN PARTNERSHIP BANK



NATHANIEL SUTTON
PRESIDENT
SUTTON FORD, INC.



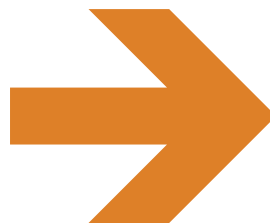
ARTHUR MILLER
PRESIDENT & CEO
MZI GROUP



EMMETT VAUGHN
DIRECTOR
COMED | EXELON



ANNE PRAMAGGIORE
PRESIDENT & CEO
COMED



SPECIAL THANKS TO



CBOF50 CATERING SPONSOR



proveedor

Do you know the economic impact of your Supplier Diversity initiative?

If not, ChicagoMSDC and Proximo have the answer.

We've teamed up to bring you **Proveedor**, a tool that provides insights and analytics to measure the economic impact of your diverse spend.



To learn more, contact Sherrell Fuller
at 312.755.2552 or sfuller@ChicagoMSDC.org
or visit <http://cmsdc.proveedor.biz>



HOW TO WORK A TRADE SHOW

BY TRICIA WYNN

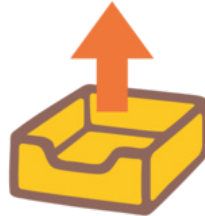
IT HAS BEEN SAID THAT, "80% OF SUCCESS IS SHOWING UP." THESE TIPS ARE TO HELP YOU PREPARE FOR A TRADE SHOW, MAXIMIZE YOUR TIME THERE, AND ENGAGE THE VALUABLE CONTACTS YOU MAKE AFTERWARDS. FOLLOW THESE AND GAIN THE 20% ADVANTAGE OVER THE OTHERS WHO JUST SHOWED UP.



RESEARCH WHICH COMPANIES ATTENDING NEED WHAT YOU SELL.



MAKE A LIST OF YOUR "TOP TEN" COMPANIES TO TARGET & SEE FIRST.



PLAN YOUR FOLLOW UP BEFORE THE SHOW.



MAKE YOUR BOOTH ATTRACTIVE AND HIGH ENERGY!



BEAT THE CROWD... START AT THE BACK OF THE ROOM.



MAKE THE MOST OF A 15-SECOND INTRODUCTION.



LEAVE YOUR BUSINESS CARD AND A SMALL BROCHURE ONLY.



TALK TO EVERYONE. TURN COMPETITION INTO PARTNERSHIPS.



MAINTAIN CONTACTS IN MULTIPLE DEPARTMENTS WITHIN THE COMPANIES.



PRIORITIZE YOUR FOLLOW UP AND BE UNIQUE.



WE GET DIVERSITY

As a leading provider of technology solutions for business, healthcare, government and education, CDW makes valuing diversity an important priority. A diverse supplier network adds innovation to our business and helps us serve our customers best. Visit diversityatcdw.com to learn more.

**| SUPPLIER
DIVERSITY |**



Aon Service Corporation
Aon Diversity Solutions

Inclusion meets Innovation

Aon's business strategy is driven by inclusive collaborations. Our unique supplier diversity program creates double the impact. Access opportunities sourced by internal procurement needs, as well, participate on external client projects. Just one example of embracing cultural differences and strengthening communities. At Aon, we are committed to empowering human and economic possibility.

For more information, visit aon.com

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Empowering dreams
for a new generation.

Honda relies on the perfect mix of suppliers and their diverse perspectives to power the dreams of this generation and beyond.

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MINORITY BUSINESS DEVELOPMENT AGENCY

CENTER UPDATES

BUSINESS | EXPORT | CAPITAL | ADVANCED MANUFACTURING

As politicians debate what makes the Minority Business Development Agency's (MBDA) contributions unique, the Chicago Minority Supplier Development Council's (ChicagoMSDC) MBDA Centers continue their work of helping MBEs grow. The MBDA Business Centers in Chicago and St. Louis remain dedicated to helping connect MBEs to procurement and capital raising opportunities.

The MBDA Business Center - Chicago featured several programs to expand opportunities for minority owned businesses. On March 16, 2017, the MBDA Business Center-Chicago and its operator, ChicagoMSDC, co-hosted a Hospital and Healthcare Supplier Diversity Roundtable at Malcom X College. During the event, supplier diversity industry leaders from ChicagoMSDC, Baxter, Cardinal Health, Grady Health, University of Chicago, and WEC Energy Group discussed the best practices



PANELISTS DISCUSS THE ROLE OF SOCIAL INNOVATION IN SHAPING OF CITIES AND COMMUNITIES. WTTW/PBS COMMUNITY ENGAGEMENT DIRECTOR **JESSICA LAWSON**; MBDA BUSINESS CENTER - CHICAGO PROJECT DIRECTOR **DAVE THOMAS**; WORLD BUSINESS CHICAGO, CHICAGO NEXT EXECUTIVE DIRECTOR **ALYA ADAMANY WOODS**; AND GREENWOOD PROJECT FOUNDER/PRESIDENT **BEVON JOSEPH**.

of supplier diversity, including reporting diversity numbers, competitive advantage of a diverse supply chain, supplier diversity tools and messaging for internal and external stakeholders.

The MBDA Business Center - Chicago

also partnered with the Small Business Administration (SBA) for a Mentor-Protégé Meet and Greet at the SBA Illinois District Office. (See page 30 for full article.) MBDA Business Center - Chicago Project Director, Dave Thomas, was a panelist at the

THE U.S. DEPARTMENT OF COMMERCE, MINORITY BUSINESS DEVELOPMENT AGENCY (MBDA) HELPS CREATE AND MAINTAIN U.S. JOBS BY PROMOTING THE GROWTH AND COMPETITIVENESS OF LARGE, MEDIUM AND SMALL BUSINESSES OWNED AND OPERATED BY MEMBERS OF THE MINORITY COMMUNITIES. THROUGH THEIR FUNDING, ChicagoMSDC OPERATES AN **MBDA EXPORT CENTER** AND **MBDA BUSINESS CENTERS** IN CHICAGO AND ST. LOUIS. ChicagoMSDC PARTNERS WITH THE ASSOCIATION FOR CORPORATE GROWTH CHICAGO (ACG) TO OPERATE AN **MBDA CAPITAL CENTER** AND WITH GEORGIA INSTITUTE OF TECHNOLOGY TO OPERATE AN **MBDA ADVANCED MANUFACTURING CENTER**.



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U.S. DEPARTMENT OF COMMERCE

operated by
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312.755.8880 | INFO@ChicagoMSDC.ORG

Global Strategists Association's forum titled: "Moving Beyond Tech: Investing in Social Innovation Solutions to Transform Cities & Revitalize Communities." The event was held on March 23, 2017 at Blue 1647 Tech Innovation Center in Chicago's Pilsen neighborhood.

The MBDA Business Center-Chicago takes pride in supporting the ChicagoMSDC 50th Anniversary Chicago Business Opportunity Fair (CBOF50). MBDA Business Center clients, PMI Energy Solutions and The Bartech Group, will be named "Minority Suppliers of the Year" at the 50th Annual CBOF Celebration reception and dinner on Thursday, April 20, 2017 at the Hyatt Regency Chicago. In support of CBOF50, MBDA Business Center - Chicago organized the CBOF50 Corporate Power Pitch 1-on-1. Over the past months, the Business Center has promoted the event and recruited participants. Over 65 corporate buyers and 180 MBE suppliers registered using the new online portal. Together the participants are poised to hold over 300 meetings.

ChicagoMSDC organizes match-making events throughout the year, of which the CBOF 1-on-1 program represents the largest. The MBDA Business Center also supports the Minority Business Enterprise Input Committee (MBEIC) Supply Chain Integration Program. The Supply Chain Integration Program is a targeted matchmaking program that runs several times a year, each time hosted by a different Corporate Buyer. Through the CBOF50 Corporate Power Pitch 1-on-1, Supply Chain Integration Program, and other events, the MBDA Business Center-Chicago partners with ChicagoMSDC to offer year-round opportunities for MBEs to connect with corporate buyers.

MBDA EXPORT CENTER OPEN HOUSE



MBDA PRESENTS \$1.25 MILLION CHECK TO ChicagoMSDC TO OPERATE MBDA EXPORT CENTER. ChicagoMSDC EXEC. VP **PHILLIP BARREDA**; ChicagoMSDC PRESIDENT & CEO **SHELIA MORGAN**; MBDA SR. BUSINESS DEVELOPMENT CONSULTANT **GEORGE MUI**, MBDA LEAD PROGRAM ANALYST **EBONY MACK** & CHICAGO MBDA EXPORT CENTER DIRECTOR **PATRICIA HANES**.

On March 2, 2017, the Chicago MBDA Export Center, operated by ChicagoMSDC, held its official open house. Patricia Hanes, Director of the Export Center, is honored to be leading this center and to carry out its mission. The Center will develop, grow, and strengthen minority-owned firms to effectively compete throughout the United States and in global markets.

In attendance, were MBDA officials from Washington D.C., local and state officials, community leaders, business owners, corporate members and bankers. Business owners were encouraged to network with attendees and speak with Export Center staff to learn about resources available for their businesses.

ChicagoMSDC President & CEO Shelia Morgan encouraged all in attendance to "speak up"; contact their elected officials to let them know how important MBDA is to MBEs, helping them flourish and prosper here in the US as well as on the global stage. Other speakers included Emanuel Chris Welch, IL State Representative; Thomas Choi, Public Engagement Manager with the Governor's Office; Gilbert Villegas, Chicago's 36th Ward Alderman; and Mark Hands, Supplier Diversity Program Manager at The Federal Reserve Bank of Chicago.

George Mui, Sr. Business Development Consultant, and Ebony Mack, Lead Program Analyst, from the MBDA were on hand to present ChicagoMSDC with the \$1.25 million grant check to operate the Center for five years.



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CAPITALCENTER
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MBDA CAPITAL CENTER OPEN HOUSE



WORLD MEDIA EMPIRE CEO **AARON PRICE**, HOST/PRODUCER **ASIA McGEE**; MBDA BUSINESS CENTER - CHICAGO SR. FINANCIAL CONSULTANT **JOSHUA GUTSTEIN**; AND EXECUTIVE PRODUCER **ERIC ALMOND**.

On March 3, 2017, the MBDA Capital Center officially launched. The Capital Center is operated by the Chicago chapter of the Association for Corporate Growth (“ACG Chicago”) in collaboration with ChicagoMSDC. The MBDA Capital Center joined ACG Chicago’s annual Market Trends Breakfast, featuring a panel of distinguished Private Equity investors. Over 230 attendees learned about market trends and the climate for mergers and acquisitions. Prior to the panel discussion, the MBDA Capital Center was honored with an official check presentation for a \$2,500,000 5-year grant from the MBDA. The funds will be used by the MBDA Capital Center to fund its operations. On hand to speak about the mission of the center and to give their support were Assistant Director of the MBDA, Efrain Gonzalez, Jamie L. Rhee, Chief Procurement Officer, City of Chicago, and Congressman Danny K. Davis. The assembled group learned about the MBDA Capital Center’s mission, which is to be a national hub for minority owned businesses to access capital and other financial tools to help them grow.

Immediately following the breakfast, the MBDA Capital Center hosted the first MBDA Capital Center Marketplace, at which seven of our clients hosted tables outside of the ballroom and spoke with the attendees, many of which are investors, advisors, or lenders, about their capital needs, plans for growth and how the capital that they are looking to raise will assist them in growing their businesses and creating more jobs. The interaction was substantive and several new relationships were created that should lead to our clients obtaining the financing and advisor services that they are seeking. To cap off our inaugural event, everyone was invited to an open house at the MBDA Capital Center offices located at 200 West Monroe Street, Suite 1401 for refreshments and camaraderie. It was a memorable day and an excellent launch for the MBDA Capital Center.

35TH ANNUAL **MEDWEEK** CALL FOR NOMINATIONS

U.S. Department of Commerce, Minority Business Development Agency is honored to celebrate Minority Enterprise Development (MED) Week in partnership with the National Minority Supplier Development Council, Inc. at the 2017 NMSDC Conference and Business Opportunity Exchange.

MBDA is seeking nominations for the 2017 MED Week Awards. This year marks the 35th anniversary of the annual awards designed to honor organizations, businesses and individuals that have demonstrated leadership and commitment in advancing the minority business community and our Nation’s economy.

Nominations for Minority-Owned Firms, Champions of Minority Business Development, and Individual Recognition must be submitted online at medweek.mbda.gov no later than May 1, 2017.

The 2017 MED Week award winners are scheduled to be announced in July and the winners will receive their awards during National MED Week October 22-28, 2017, in Detroit, Michigan.

For questions, please contact the MBDA National MED Week Program Coordinator, Antavia Grimsley at:

202-482-7458 or
agrimsley@mbda.gov



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MEET THE NEWEST MBDA CENTER TEAM MEMBERS



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

JAMES PINKSTON

**SR. FINANCIAL CONSULTANT
MBDA BUSINESS CENTER - ST. LOUIS**

MBDA Business Center - St. Louis is proud to welcome James "Jim" Pinkston as Senior Financial Consultant. Pinkston has more than 30 years of combined experience in Corporate Finance, Financial Services, and Business Management. He has been employed by Metropolitan Life Insurance Co., First Bank of Illinois, Southwestern Bell Corporation, Kiel Center Partners (Arena construction & Operation), Edward Jones Investment Co., TIAA-CREF, and finally his own firm, J Pinkston Financial Advisory Services, LLC. All of these companies have added to his bank of knowledge and experience. In addition, Pinkston has

started several other small businesses including a personal care services company and a real estate management firm.

Pinkston is a graduate of Southern Illinois University - Carbondale and earned his Master in Business Administration from Southern Illinois University - Edwardsville. He has earned additional designations including the investment advisory professional designation of Chartered Financial Consultant (ChFC) and holds the series 7 and 63 securities licenses. He also holds Life & Variable and Property & Casualty insurance licenses in Missouri and Illinois.

Pinkston has given well over 200 financial planning seminars to community organizations, small businesses, corporations, educational institutions and has taught business classes at Fontbonne University in St. Louis Missouri. He served as President of the National Black MBA Association - St. Louis chapter and of the East St. Louis Illinois Kiwanis Club.

JAMILLAH POINTER

**VP, SENIOR FINANCIAL CONSULTANT
MBDA CAPITAL CENTER**





MINORITY BUSINESS DEVELOPMENT AGENCY
ADVANCED MANUFACTURING CENTER
U.S. DEPARTMENT OF COMMERCE

operated by
CHICAGO MINORITY SUPPLIER DEVELOPMENT COUNCIL

ADVOCATE



105 W. ADAMS ST., SUITE 2300
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Jamillah Pointer has joined the MBDA Capital Center as Vice President, Senior Financial Consultant. Pointer comes to the MBDA Capital Center with over 20 years in the commercial banking arena. As Senior Financial Consultant at the MBDA Capital Center, Pointer is responsible for working with MBEs throughout the country to help facilitate access to capital by working with various financial partners. Pointer attended DePaul University where she received a Bachelor of Science degree in finance. Prior to joining MBDA Capital Center, Pointer has held various senior roles throughout her career working for major commercial banks. In her role she managed the finances of privately held companies in industries such as manufacturing, distribution, transportation, wholesale, retail, and service. She is also entrepreneurial having owned Albatross, a pallet company. She is invested in community relations and advocacy. She has a passion for helping others advance themselves by acting as a mentor and she is fond of history.

ROBERT YOUNG

SR. BUSINESS & FINANCIAL CONSULTANT
MBDA EXPORT CENTER



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

Robert Young joined ChicagoMSDC in February 2017 and will be working in the Chicago MBDA Export Center under the direction of Patricia Hanes. Before joining ChicagoMSDC he worked for the Miller Research Group for 15 years which processes and tabulates quantitative and qualitative data from market research surveys. Working for a small business gave him the opportunity to wear many hats. He managed daily office operations, was the in-house IT specialist and Sr. Project Manager on various company collaborations.

Young is excited and thrilled to join the team at the Chicago MBDA Export Center as Sr. Business and Financial Consultant where he can play a vital role in helping minority-owned businesses. He has an excellent understanding of the needs of small businesses. He will be providing tools and information necessary to grow their businesses here in the United States and export their products abroad. Young's strong project management, analytical and research skills will be a great asset to ChicagoMSDC in general and the Export Center in particular. Young offers technical assistance to export center clients as they develop funding packages. He reviews and analyzes documentation for clients using software tools such as Profitcents® to determine if their business is financially healthy.

Young's excellent skills in information technology will also be a great asset as the Export Center team learn to be proficient in the various new required software tools, Salesforce, E Pipeline and Dodge, to name a few.

ATLANTA MBDA ADVANCED MANUFACTURING CENTER
 IN PARTNERSHIP WITH ChicagoMSDC PRESENT

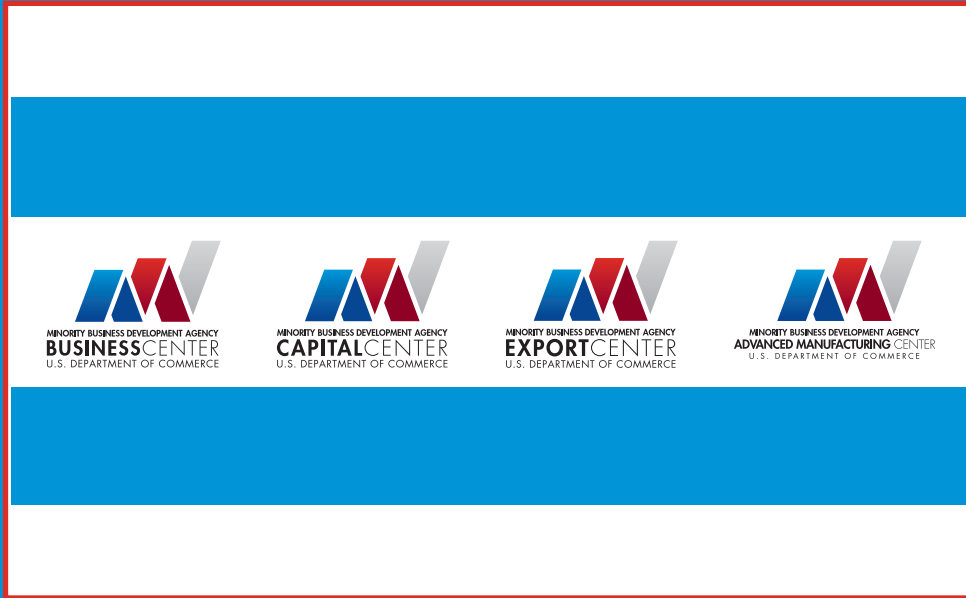


2017 NATIONAL MBE MANUFACTURERS' SUMMIT **AUGUST 16, 2017** GEORGIA TECH GLOBAL LEARNING CENTER

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HELD AT GEORGIA TECH'S GLOBAL LEARNING CENTER, THIS EVENT HAS GROWN INTO A HUB FOR LEADING MBE MANUFACTURERS TO CONVENE. MORE THAN 200 MBE MANUFACTURERS ATTENDED LAST YEAR'S SUMMIT AND THAT NUMBER IS EXPECTED TO INCREASE AT THIS YEAR'S EVENT.

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Through our national network of MBDA Business Centers we provide customized business development services that help your company **expand its customer base, enter new markets, and gain greater access to capital and contract opportunities!**

We've made it our business to help you cultivate yours – we are where businesses come to **GROW!**

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- Financial assessments, loan packaging, and facilitation
- Access to an expansive network of capital sources including alternative, traditional, and private investors; and export financing
- Specialized consultations for building scale and capacity through strategic growth alternatives (investment, mergers, acquisitions and/or joint ventures)

Technical Services

- Identification of procurement opportunities
- Assistance with business certification(s), bid preparation, and post-award contract support
- Export-readiness assessment and preparation

To learn more about taking your business to the next level of success, visit us at www.MBDA.gov.



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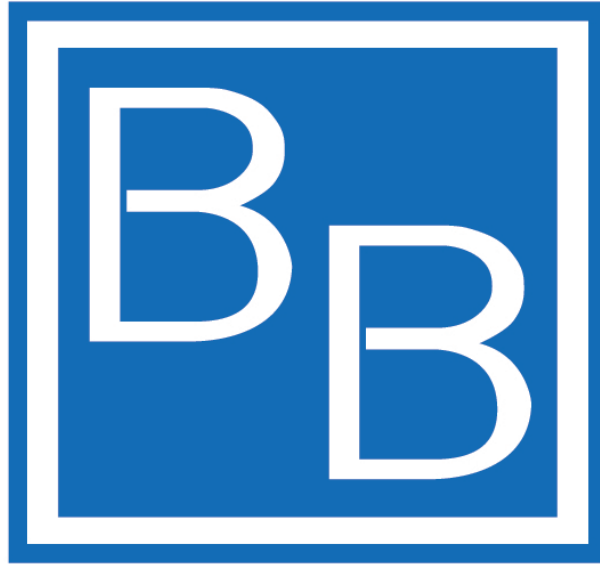
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OPEN THE DOOR TO EXPORTING

THE MBDA EXPORT CENTER & STRATEGIC PARTNER U.S. COMMERCIAL SERVICE HAVE THE KEYS

BY EVAN SCRITCHFIELD

The MBDA Export Center, operated by the Chicago Minority Supplier Development Council (ChicagoMSDC), helps MBE firms obtain the resources they need to export and to become export ready. Focusing primarily on exporting opportunities in Africa and China, the Center provides access to the benefits of exporting. The Center's services are enhanced by its alliances and strategic partners including the U.S. Commercial Service.

For over 20 years the U.S. Commercial Service has played an integral role in the U.S. economy as the trade promotion arm of the U.S. Department of Commerce's International Trade Administration. The organization consists of trade professionals in over 100 U.S. cities and in more than 75 countries around the world.

The U.S. Commercial Service provides a host of services to U.S. small to medium-sized business. One such service, The Gold Key, was used by owner

THE STAFF OF U.S. COMMERCIAL SERVICE - CHICAGO: SR. TRADE SPECIALIST **MONICA TOPORKIEWICZ**, COMMERCIAL OFFICER **MATTHEW POOLE**, SR. TRADE SPECIALIST **DEBRA ROGERS**, TRADE SPECIALIST **DAN KIM**, TRADE SPECIALIST **HALEY PITONYAK**, SR. TRADE SPECIALIST **MICHAEL MARANGELL**, TRADE SPECIALIST **RICHARD CARPENTER**, AND COMMUNICATIONS SPECIALIST **EVAN SCRITCHFIELD**. NOT PICTURED: DIRECTOR **HOVAN ASDOURIAN**, AND COMMERCIAL OFFICER **ALLISON MELLO**.



Sophia Leaguedi, President and CEO of Ameroc Export Inc. Ameroc Export, a minority-owned business, is the exclusive international distributor of Mitco Tires and Warco Lubricants. Headquartered in Chicago, Illinois, the MBE wanted to broaden its international business opportunities in Africa and Israel. With the assistance of the [U.S. Commercial Service-Illinois](#), through The Gold Key, meetings with prospective business clients in both countries were arranged.

Once in Israel, Ameroc was able to meet with several clients, which resulted in a distribution agreement being signed for Mitco Tires. Immediately after, Ms. Leaguedi traveled to Morocco where she engaged in additional productive meetings. Immediately upon Sophia's return to the U.S., Ameroc received a purchase order for a shipment of Warco lubricants representing the first business transaction for Warco Lubricants in Africa in over eighty years.

As a result, Ameroc Export increased revenues and hired a new full time staff to handle their expanding overseas business. The agreements acted as a foothold in a country where Ameroc previously had no presence. The existence of the [Free Trade Agreements](#) (FTAs) between the United States and Morocco, allowed Ameroc to leverage their new presence in Morocco as a jumping off point for the rest of the African continent.

As a direct result of these successes, Ameroc Export was named by the Small Business Administration as 2016 Illinois Exporter of the Year, and Ms. Leaguedi was named Enterprising Woman of the Year for 2016 by "Enterprising Women" magazine.

As of 2016, Ameroc Export Inc. had a presence in 12 countries,

making them a true American success story, thanks to their own persistence, help from the U.S. Commercial Service, and a very useful FTA.

The U.S. Commercial Service's Gold Key business matchmaking service is a valuable resource for U.S. companies. Its cost-recovery fee base and customized matchmaking enables U.S. companies to find an ideal overseas distributor or business representative in their country of interest.

For companies that require multiple distributors or business partners, a Gold Key Service can be designed for a specific geographic area you would like to target. The service includes pre-screened meeting during one or multiple days with as many as five potential partners. The Gold Key Service does take 6-8 weeks to arrange so planning ahead is critical to your success.

As you can imagine, American companies find this service very valuable. Arranging and conducting pre-scheduled meetings with pre-qualified potential business partners, vetted by an in-country Commercial Specialist is invaluable. Obviously, no business partner is absolutely perfect but every effort is made to identify a compatible relationship.

Most companies that contact the U.S. Commercial Service for assistance are looking to identify business partners that will allow them to gain traction in the market, launch their U.S. brand, and pave the way for long term and repeat export sales.

Business is about creating and nurturing relationships. In international business, it is vital that you have credible and trusted representatives advocating on your behalf. The U.S. Commercial Service has a vested interest in



U.S. COMMERCIAL SERVICE

United States of America
Department of Commerce

advocating for your business interest around the world. Your success story is an American success story.

Whether you're looking to make your first export sale or expand to additional international markets, the U.S. Commercial Service offers the trade counseling, market intelligence, business matchmaking, and commercial diplomacy you need to connect with lucrative business opportunities. In addition, the U.S. Commercial Service helps its clients develop trade finance and insurance strategies that align with particular business objectives and help complete export transaction.

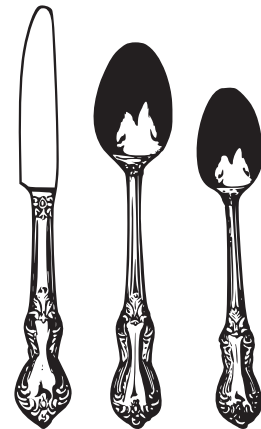
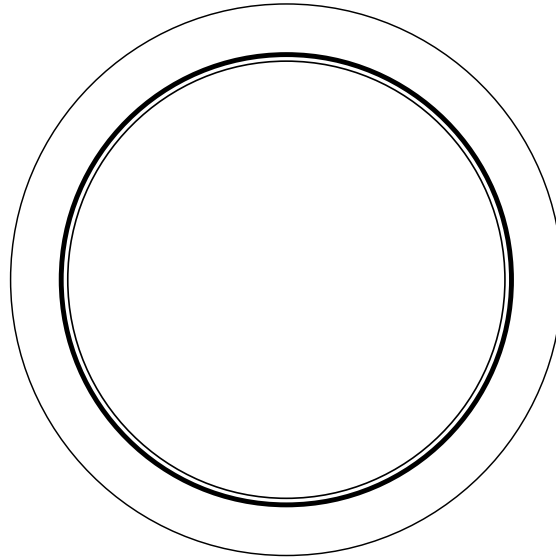
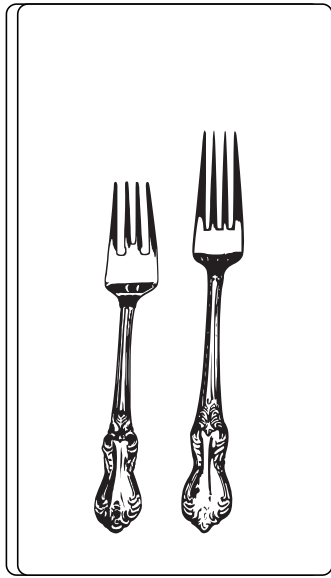
For more information about The Gold Key and other services provided by the U.S. Commercial Service call your local Chicago office at: 312.353.8040 or follow us on Twitter @ExportMidwest.

Even Scritchfield is the Communication Specialist with the U.S. Commercial Service - Midwest Region.

MBE PROCUREMENT LUNCHEON SERIES

FEATURING FHLBC AND BMO HARRIS

BY CHELSEA BILEK



The Federal Home Loan Bank of Chicago (FHLBC) shared their commitment to supplier diversity at the MBE procurement luncheon on Thursday, January 19th. The FHLBC is a corporate member of the ChicagoMSDC. It is part of a system of 11 banks, each serving different regions throughout the United States. The mission of the FHLBC is to partner with its member shareholders in Illinois and Wisconsin to provide them competitively priced funding, a reasonable return on their investment in the FHLBC, and support for community investment activities. Clients of the FHLBC are considered members, which include banks, credit unions, insurance companies, and community development institutions.

Monica Doyle, Vice President and Director of Strategic Sourcing and Vendor Management, and Jon Kim, Supplier Diversity Liaison, presented on the FHLBC's supplier diversity program and initiatives. The FHLBC Office of Diversity and Inclusion seeks to educate the FHLBC's workforce on the value of supplier diversity, develop commitment of senior leadership and build supplier diversity presence locally and across the FHLBank System.

FHLBC makes all of their sourcing events over \$10,000 available on their website, fhlbc.com and their LinkedIn

page. Interested persons can learn more about the scope of the supplier bid by following the link attached to the post. In order to remain competitive in the selection process, the presenters recommended that ChicagoMSDC members keep their membership information up to date, respond quickly to posted bids, have an easy-to-read website homepage, and present strong and competitive bids. The presenters also noted that broker-dealers, accounting firms, law firms and loan and bond validation are currently high priority needs for the FHLBC.

The Federal Home Loan Bank of Chicago is located on 200 East Randolph Drive. More information is available on www.FHLBC.com. You can also follow them on LinkedIn, Facebook, and Twitter.

On Thursday, February 23, ChicagoMSDC hosted a procurement luncheon for BMO Harris Bank ("bee-mo") at Tuscany on Taylor Street. The Little Italy trattoria served lunch as Jessica Turner, BMO Harris' U.S. Supplier Diversity Manager, discussed the bank's supplier diversity program.

Harris Bank was established in 1882 and acquired by BMO Financial Group in 1984. BMO Harris has grown



BMO HARRIS BANK'S SUPPLIER DIVERSITY MANAGER **JESSICA TURNER** DURING Q&A SESSION AT PROCUREMENT LUNCHEON..



FHLCB VP & DIRECTOR OF STRATEGIC SOURCING AND VENDOR MANAGEMENT **MONICA DOYLE**, FHLCB SUPPLIER DIVERSITY LIAISON **JON KIM**, AND MBEIC CHAIR **JOYCE JOHNSON**.

to be one of the largest banks in the Midwestern United States, with over 600 branches and roughly 1,300 ATMs across eight states. The bank holds a deep value for building relationships and connecting to the communities where their employees work and live. Embracing supplier diversity has played a large role in following those values.

BMO Harris' Supplier Diversity office is engaged in each step of the sourcing process. They implement strategy, select suppliers, provide support to suppliers throughout the process, and communicate the renewal or termination of expiring contracts.

Ms. Turner continued by sharing some tips for suppliers who are interested in working with BMO Harris Bank. First, she suggests suppliers do some research on BMO and what the company is looking for in a supplier. All pitches should keep in mind the context and environment of the bank. Ms. Turner also suggests that companies look to partner with other firms in order to expand their supplier competitiveness and increase the scale of their abilities. In addition, companies should benchmark their prices against their peers, as well as strive to create better pitches by streamlining internal processes, highlighting awards and boasting unique technologies and innovation projects.

BMO Harris is headquartered in Chicago with branches in Illinois, Arizona, Missouri, Minnesota, Kansas, Florida and Wisconsin. Ms. Turner can be reached at Jessica.Turner@BMO.com.



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POWERS & SONS CONSTRUCTION

CELEBRATES 50 YEAR ANNIVERSARY

BY TAMMI DAVIS, MPA, MCA

2017 not only represents the 50th anniversary of the Chicago Minority Supplier Development Council, it is also the 50th anniversary of one of its most successful and well-known MBE construction companies, Powers and Sons Construction.

It was 1967: four years after President John F. Kennedy was assassinated, three years after the Civil Rights Act was passed, two years after the Voting Rights Act was signed, and Gary, Indiana, had just elected the first African-American mayor in the United States. It was a season of change. A season that welcomed, if not, demanded that people and

communities of color take bold steps as participants in democracy and in the economy. So, on February 21, 1967, Mamon Powers, Sr. incorporated Powers and Sons Construction Company in the state of Indiana as a family-owned and operated residential construction firm. Fifty years later, the company has grown to become an industry leader offering various project delivery models such as construction management, design-bid-build and general contracting. Today, Powers and Sons is a nationally ranked and competitive builder with annual revenues of close to \$80 million, over seventy industry professionals and support staff,

and office locations in Gary and Indianapolis, Indiana, and Illinois.

As the patriarch of the Powers family, Mamon, Sr., didn't just establish a company, he laid the foundation for generations after him to build on his spirit of entrepreneurship. Meanwhile, the family's matriarch, Leolean Powers, poured the concrete with her essence of self-determination and impressive portfolio of rental property. As children and young adults, each of the six children (four boys and two girls) was involved in the family business either directly or indirectly. Mamon, Jr. started working with his father at the age of 11 and now leads Powers and Sons Construction

CLAUDE AND MAMON POWERS JR. (CENTER) CELEBRATE 50 YEARS WITH THE STAFF OF POWERS & SONS CONSTRUCTION.



Company as its CEO. Claude Powers, his brother, is the President. His daughter, Kelly Powers Baria is Director of Business Development. Mamon Powers, III, is Executive Vice President and leads the company's Indianapolis Office. Yet the family involvement doesn't stop there.

On any given project or day at the office one may find a Powers family member contributing to the company's continued growth; whether one is delivering project materials or reviewing project photos taken by the family photographer, Demetrious Powers. They are a strong family unit that often works together Monday through Friday and worships together on Sundays at their family church, First A.M.E. of Gary, Indiana.

Under Mamon Jr.'s leadership, the company has expanded its portfolio from being a residential developer to providing construction-related services in the industrial, commercial, educational, healthcare, utilities, corporate and government markets. He attributes the consistent growth of the company to its employees. "Our success, however measured, can and should be attributed to the dedication and passion of our employees. It is because of their willingness and ability to accept any challenges that come their way that we have been able to sustain through the ever changing environment of the construction industry."

From I-65 to the Dan Ryan, the craftsmanship of Powers and Sons can be seen in their many completed construction projects. Illinois projects include ComEd's regional headquarters in Joliet, Harper Court Development for the University of Chicago, Hales Franciscan High School in Chicago, Rosenwald Courts Apartments in Chicago's Bronzeville area, and Wal-Mart Stores, Mariano's, Whole Foods and Advocate Health Systems in Illinois. Indiana projects include the Indiana Convention Center,

Indianapolis Public Library, the U.S. Steel Yard Baseball Stadium in Gary as well as multiple projects for the Methodist Hospitals. With each project, the Powers and Sons team implements its Z-PRIDE philosophy, which stands for Zero Punchlist Requires Individual Daily Effort and utilizes the most up-to-date industry tools and technologies to deliver projects infused with best practices and the most efficient use of project resources. Mamon, Jr. notes the importance of allocating and assigning the right resources to every project with the most critical resource being the people.

"Being able to adjust and meet the demands of our clients and the industry is critical to our success, now and in the future," says Mamon, Jr. "Maintaining good client relationships and continuing the training and education for our employees are important factors in our company's growth plan. However, there is an urgent need to ensure that we are not just constructing buildings but paving a way for future tradesmen and women to work in the field, manage projects and ultimately, own their own companies."

Mamon Powers, Sr., was one of the first African-Americans in a construction trade union in the city of Gary. Over the years, Powers and Sons has been intentional about mentoring the next generation of Blacks in construction. The trade union has provided field trips on their construction projects to high school students, scholarships to college and college-bound students and have extended employment opportunities to them as well. Many are still in the construction industry and others have become either business or social entrepreneurs. One such example is Selena Gray, a graduate of Purdue University, who started her career with Powers and Sons interning during summer break from high school and is now the Director of Entrepre-



MAMON POWERS JR. CEO, POWERS & SONS CONSTRUCTION COMPANY.

neurship and Economic Development for the Los Angeles Urban League. Ms. Gray was also a leading voice in organizing a Northwest Indiana chapter for Women in Construction.

As a good corporate citizen, Powers and Sons supports a number of community initiatives and organizations such as United Way, various branches of the NAACP, various affiliates of the National Urban League, and the United Negro College Fund. They are members of Black Contractors United, the Business Leadership Council and are MBE certified by ChicagoMSDC.

As they prepare for the next 50 years, Powers and Sons looks forward to expanding its geographical footprint and continuing to provide clients unparalleled construction services.

When asked what he would like to impart to either the next generation of leaders of the Powers and Sons team or to those in or wishing to get into the construction industry, Mamon, Sr., stated, "Never depend on someone else for a paycheck."

Tammi Davis is a longtime resident of Indiana and friend to both the Powers family and ChicagoMSDC.



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ChicagoMSDC WELCOMES NEW CORPORATE MEMBER SUMMIT GROUP



ChicagoMSDC welcomes Corporate Member Summit Group, with a local office in Bloomingdale, Illinois. Summit Group has been in business for more than 40 years and is an industry leader in two areas: 1) Corporate Branded Merchandise and Marketing programs and 2) Recognition, Engagement, and Sales and Channel Incentive programs. Summit delivers innovative solutions to help companies brand themselves both externally to their customers and internally to their associates. While most of Summit's business is with Fortune 1,000 companies, Summit has products and services that can meet the business requirements of any size organization.

The Summit Branded Solutions group provides program and project based solutions to help companies build their brand awareness in the marketplace. They work collaboratively with their clients to deliver new business acquisition and client retention strategies, one to one marketing through the use of branded merchandise, creative marketing solutions, sales promotion concepts and targeted marketing campaigns. In addition, Summit provides merchandising, customization, direct overseas sourcing, warehousing, kit assembly, fulfillment and distribution for branding or promotional initiatives. To achieve these client goals, they design and build mobile responsive websites to meet the needs of today's buyers, who conduct much of their work through the use of a mobile device.

The Summit Recognition Solutions team of experts designs

and develops strategic recognition, engagement, and incentive solutions that align employees with the goals and objectives of the organization. This drives engagement, improves performance and delivers positive and measurable bottom line results. Summit utilizes a proprietary technology and a targeted communication strategy to engage and motivate associates, and a global rewards platform to recognize them for their accomplishments.

Summit began its Supplier Diversity program in 2008, but since Julie Thorpe, Manager of Supplier Diversity, joined Summit, annual diversity spend has increased by nearly 300%, and the plan is for another significant increase of more than 25% by 2020! In 2014, Summit proudly received the Allstate Supplier Diversity Award for "Top Tier Two Allstate Supplier." Two of Summit's diverse suppliers have now reached Preferred Partner status (Highest Supplier Partnership status within Summit) and Summit has worked closely with them to help grow their businesses together!

Summit recently attended a ChicagoMSDC event and through interaction with others at our event, Summit has already met with one of our certified minority members to discuss the possibility of becoming a new supplier partner!

Certified Minority Businesses interested in doing business with Summit Group should e-mail: julie.thorpe@summitmg.com. Be sure to include a one page overview of your business and your contact information.

MEET THE STAFF WRITER

My name is Chelsea Bilek and I am a graduate of Loyola University Chicago. I hold a Bachelor of Arts in International Studies with minors in Arabic and English. Since graduating, I have worked as an intern at the South African Consulate, an outreach coordinator at SCORE Chicago, and a volunteer Staff Writer at ChicagoMSDC.

I found ChicagoMSDC through my volunteer efforts at SCORE Chicago. I began attending ChicagoMSDC events and writing articles for the magazine in January of this year. I am grateful for the opportunity to work with ChicagoMSDC, as the council has enhanced the knowledge I took from my university studies. When I was in school, most of my classes focused on how bureaucratic, international institutions drive change through international laws and customs. My degree aides me in understanding how international laws and customs affect development



efforts in local communities, but I believe my classes left out some key factors in development.

ChicagoMSDC has taught me how the private and public sectors can work together to improve communities that have been neglected. The Council, which receives funding from the U.S. Department of Commerce, works to connect corporate members and MBEs that bring vibrant and necessary economic growth in their neighborhoods and beyond. I have been inspired by ChicagoMSDC and the MBDA Centers to look not only to laws and institutions to solve problems, but to people investing in each other.



We understand the value of a diverse supplier network.

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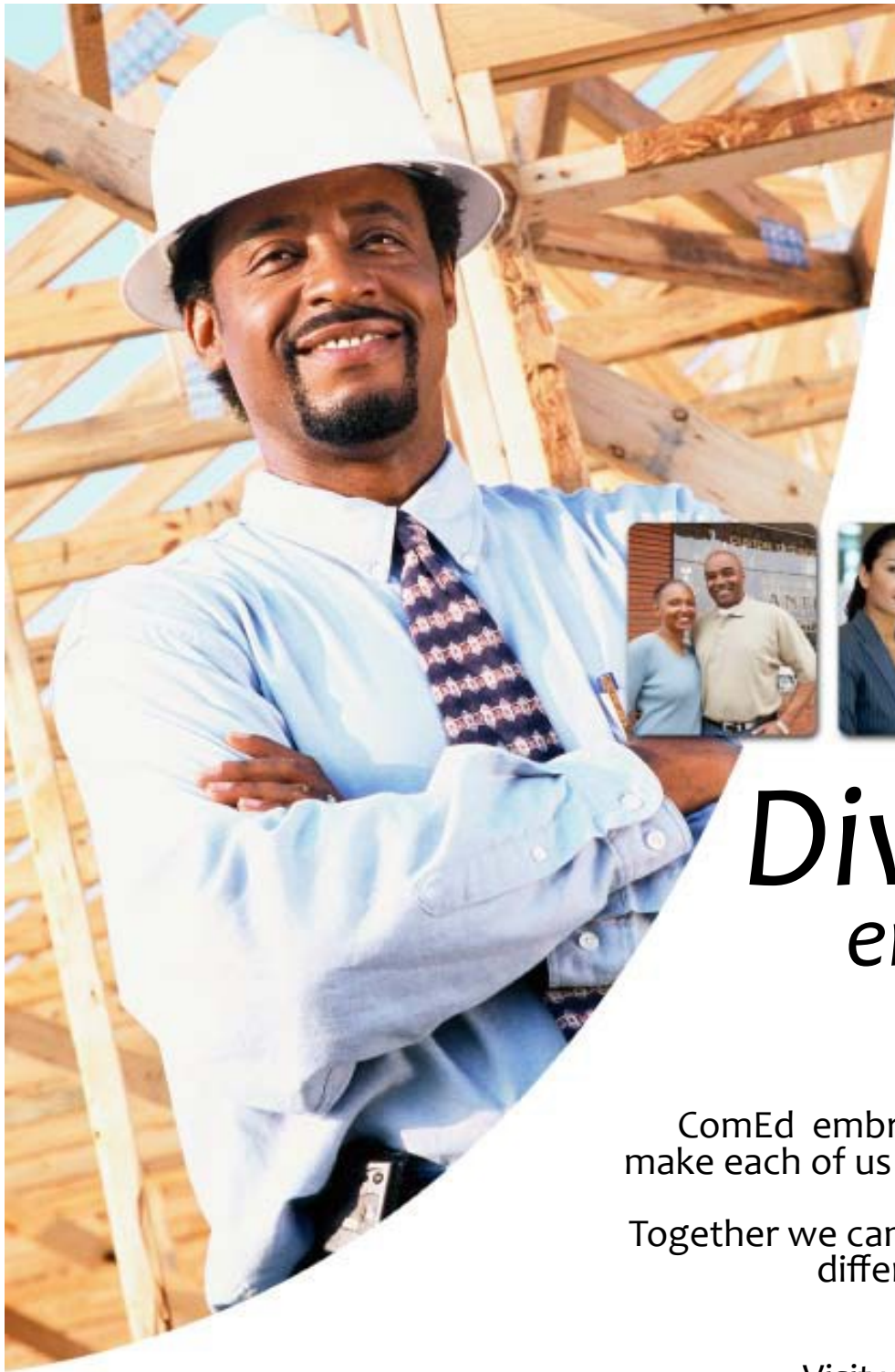
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ChicagoMSDC CALENDAR OF EVENTS

APRIL 2017		
20-21	CBOF 50	Hyatt Regency Chicago Chicago, IL
MAY 2017		
17	NMSDC CPO SUMMIT & LEADERSHIP AWARDS	NY Hilton Midtown New York, NY
JUNE 2017		
15	PROCUREMENT LUNCHEON	TBD
18-22	NMSDC ADVANCED MGMT EDUCATION PROGRAM	Kellogg School of Mgmt Evanston, IL
JULY 2017		
TBD	ChicagoMSDC 50th GALA	TBD
10-12	NMSDC PROGRAM MANAGER'S SEMINAR	Hyatt Regency McCormick Pl Chicago, IL
17	NMSDC NETWORK LEADERSHIP MEETING	Chicago, IL
17	NMSDC MINORITY BUSINESS EXEC. PROGRAM	Chicago, IL
18	MBE 2 MBE EXCHANGE	Federal Reserve Bank Chicago, IL
19	PROCUREMENT LUNCHEON	Federal Reserve Bank Chicago, IL
AUGUST 2017		
14	ChicagoMSDC SCHOLARSHIP CLASSIC	White Eagle Golf Club Naperville, IL
SEPTEMBER 2017		
16	ASIAN AMERICAN BUSINESS EXPO	UIC Forum Chicago, IL
17-22	NMSDC MINORITY BUSINESS EXEC. PROGRAM	Foster School of Business Seattle, WA
21	MBE PROCUREMENT LUNCHEON	TBD
OCTOBER 2017		
22-25	NMSDC CONF. + BUSINESS OPPORTUNITY EXCHANGE	Detroit, MI
NOVEMBER 2017		
15	MBEIC GENERAL MEETING	Chicago South Loop Hotel Chicago, IL
DECEMBER 2017		
1	ANNUAL MEETING & HOLIDAY BRUNCH	Hyatt Regency Chicago Chicago, IL
JANUARY 2018		
TBD	MBE PROCUREMENT LUNCHEON	TBD
FEBRUARY 2018		
TBD	MBE PROCUREMENT LUNCHEON	TBD
TBD	ASIAN AMERICAN COALITION OF CHICAGO	Hilton Chicago Chicago, IL
MARCH 2018		
TBD	HOW TO WORK A TRADE SHOW	Chicago MSDC Chicago, IL

CONTACT CYNTHIA JORDAN, DIRECTOR OF EVENTS
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