



Chicago
Minority Supplier
Development Council

Thought Leader In Minority Business Since 1968

2021 Annual Report



www.chicagomsdc.org

PRESIDENT'S LETTER

ChicagoMSDC Stakeholders,

It is my pleasure to present the Chicago Minority Supplier Development Council, Inc (ChicagoMSDC) 2021 Annual Report. This report recaps ChicagoMSDC's performance from Fiscal Year 2021, a year that continued to present opportunities and challenges for our stakeholders and certified MBEs as we continued to navigate the business disruption that the pandemic has caused.

Acknowledging the on-going challenges and opportunities that we all continue to encounter, The ChicagoMSDC has continued to focus on its core mission of assisting minority-owned businesses with securing sustainable contracts with major-buying and government organizations. We have seen a significant increase in minority certification inquiries and corporate outreach. We are happy to report that we have over 1,000 certified MBEs and growing and we continue to concentrate our efforts on our four pillars: Certify, Develop, Connect & Advocate and as a result, we have anchored ourselves with stellar existing and new Corporate and MBE Partners.

Throughout 2021, we pivoted our strategic programs, training and outstanding content to a virtual environment that is user friendly and continue to embrace innovative ways to engage with all stake holders. We look forward to engaging in-person as we get back to work and back to business.

This annual report has been designed to provide you with a snapshot of the oldest organization dedicated to minority business development, demographics, financial information and data. Our growing list of certified ChicagoMSDC's MBE's, Corporate Partners and ChicagoMSDC Staff and Board of Directors are highlighted as well.

There is still more work to be done. Collectively, we must continue to support MBE's here in Chicago and the nation to control the positive impact that business diversity has and the jobs that they help to create.

This year, we celebrated our 54th Annual Chicago Business Opportunity Fair (CBOF) and history showed that it is known to repeat itself. Our organization was born after the 1968 civil unrest in Chicago and in 2020, the same civil unrest proved business diversity is critical towards the goal of sustainability. Our CBOF theme this year was "Connecting the Dots: Business S.O.S – Synergies! Opportunities! Solutions!" and though we could not meet in-person, it again proved to be the perfect opportunity to experience various virtual conferences that provided matchmaking opportunities, featured stellar guest speakers and panelist and content rich webinars for continued development, advocacy and connectivity.

I encourage you to become involved with the ChicagoMSDC. Become a certified MBE, sign up as one of our valued strategic partners, engage and embrace our community of driven and capable MBE's. We have many opportunities where your expertise can be helpful to the organization, our vision and mission.

The future is now, and the ChicagoMSDC is committed to remaining innovative, strategic, and paramount in the supplier diversity arena as your partner.

On behalf of the entire ChicagoMSDC staff and Board of Directors, I appreciate your continued support and commitment.

J. Vincent Williams
J. VINCENT WILLIAMS

President & CEO



BOARD PRESIDENT LETTER

In July 2021, I had the honor of being elected interim Chairperson of the Board of Directors of the Chicago Minority Supplier Development Council (Chicago MSDC). To step into this important role with an organization that I have been actively involved in since the late 1990's was nothing short of awe-inspiring. In addition, I was a newly hired leader for United Airlines Business Diversity program. Over 6 decades ago, alongside 13 other corporations, United became one of the founders of Chicago Regional Purchasing Council. This was a full circle dream come true for me.

As a global airline in the business of bringing people together, the United team is more committed than ever to creating a more diverse, equitable and inclusive workplace and world where we all thrive.

At United, we are committed to connecting people, uniting the world, and serving our communities nonstop. This commitment is rooted in being a leader in global citizenship, with diversity, equity and inclusion at the core of how we do business.

Building on decades of leadership in supplier diversity efforts, we were recently recognized for setting ambitious goals for increasing our spending with underrepresented businesses and growing our supplier diversity program. My role at United and my servitude here at ChicagoMSDC offers an outlet for my passions to intersect.

As chair, my commitment to you is to ensure that we have proper governance as a board of directors and continue ChicagoMSDC's long legacy of contributions to the minority business community and corporate supply chains. This commitment is more important than ever as minority owned businesses continue to recover from the impact of the Covid-19 pandemic that was laid atop of a constant effort to break through system barriers to economic empowerment and community development.

In spite of the challenges we have navigated over the past 18 months, what I can tell you is that we did not give up and this is what inspires me most as your board chair. Resilience in the time of difficult times, makes great leaders.

On May 19, 2020, the U.S. Census Bureau issued a release that estimated the number of employer firms owned by women and minorities was 1.1 million, 1 million were owned by minorities. This underscores availability of entrepreneurs ready and willing to serve on corporate opportunities.

If you are not currently active with us, we implore you to become active. If you have considered joining as a corporate member or becoming certified as an MBE, I implore you to do so. Now is the time. This work is never accomplished by the voice nor the hands of one, but it is when we come together as a collective with all our ideas, all our passion, and all our willingness to serve that we can make a difference.

I look forward to a great 2022 and beyond for ChicagoMSDC, it has the foundation to sustain the times when we step up and lead together!



Rona Fourné

RONA FOURTE

ChicagoMSDC Board Chair

2021 BOARD OF DIRECTORS

Rona Fourte
Chairman
United Airlines

Kristin Malek
Vice-Chairman
CDW

Thomas McLeary
Treasurer
Endow, Inc.

Bridget Carter
Assistant Treasurer
Caesars Entertainment

Yvette Moten
Secretary
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Inter-City Supply Co. Inc.

J. Vincent Williams
President & CEO
ChicagoMSDC

Rochelle Taylor
Certification Committee Chair
Caesars Entertainment

Brian Alcala
Advisor
Nixon Peabody

Jared Kelly
Advisor
CEI Media Group

Travis Latham
Fellowship Fleet Limousine

Raquel Salter
Navistar

Kathy April-Rush
Abbvie

Michael Gaines
The CRS Group

Rico Martinez
Water Integrated Systems

Livia Sousa
Bayer US Crop Science

Hester Bianca
Cigna/Express Scripts

Todd Gilyard
ChicagoMSDC

Donna Meeks
Cleveland-Cliffs

Isaiah Spears
ChicagoMSDC

Donna Bridgeforth
Bridgeforth, Wolf &
Associates

Mark Hands
Federal Reserve Bank of Chicago
Past Chairman

Regina Newson
ChicagoMSDC

Amanda Thompson
Ringold Financial

Shelly Brown
AON Center

Pam Higdon
Northern Trust Bank

Sharla Roberts
The University of Illinois

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Diageo

Joan-Carles Brugue
AT&T

Vasanthi Ilangoan
Viva USA, Inc.

Jose Robles-Michelena
ChicagoMSDC

Byron Witherspoon
Ameren Illinois

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Rose International

Joyce Johnson
Anchor Staffing, Inc

Michelle Ringold
Ringold Financial

Tricia Wynn
Northwest Indiana MSDC

Rachel Frost
Allstate

Scott Kozlowski
Grand Victoria

Greg Salinas
Burns & McDonnell

CHICAGOMSDC STAFF

J. Vincent Williams
President & CEO

Jose Robles-Michelena
Executive Vice President

Michelle Anderson Metcalf
Vice President of Marketing
ChicagoMSDC

Alecia Drake
Certification Assistant,
MBE Services
ChicagoMSDC

Todd Gilyard
Project Director
MBDA Business Center – Missouri

Anita Hagan
Associate Director of Programs
ChicagoMSDC

Lenora Harris
Business Consultant
ChicagoMSDC - Coronavirus
Grant

Laura Hughes
Business Consultant
Missouri - Coronavirus Grant

Toni Hurley
Coordinator of Conferences,
Meetings & Events
ChicagoMSDC

Leatha King
Director of Certification &
Organization Development
ChicagoMSDC

Irma Lopez
Program Coordinator
ChicagoMSDC - Coronavirus
Grant

Regina Newson
Executive Assistant to the CEO
& EVP/Project Manager
ChicagoMSDC

Jeff Marcela
Program Administrator
ChicagoMSDC - Coronavirus Grant

Melody McClellan
Business Consultant
Missouri - Coronavirus Grant

Michelle Ringold
Sr.. Accountant - Consultant
ChicagoMSDC

Linda Robinson
Director of Events
ChicagoMSDC

Neda Sharp
Program Director
ChicagoMSDC

Jamayca Smith
Business Development Manager
MBDA Business Center- Missouri

Isaiah Spears
Director of Development &
Strategic Partnerships
ChicagoMSDC

Tomicia Taylor
Business Consultant
MBDA Business Center –
Missouri

Jasmine Traylor
Certification Analyst, MBE Services
ChicagoMSDC

Tricia Wynn
Project Director, NW Indiana MSDC
Consultant ChicagoMSDC

Kristina Wynne
Business Consultant
ChicagoMSDC - Coronavirus
Grant

Robert Young
Special Programs
Sr. Coordinator
ChicagoMSDC

Asante Yugen
Business Consultant
ChicagoMSDC - Coronavirus Grant

CERTIFY

29% of our Certified MBEs are Women

42%

African American

33%

Asian American

24%

Hispanic American

.6%

Native American

Our MBEs reported

\$19,000,300,000

in revenue in 2021

DEVELOP

Broker/Agents	5%
Construction/Contractors	9.5%
Distributor	9.6%
Manufacturer	12%
Service Contractor	21%
Consultant/Professional Services	42%



CONNECT

Our Corporate Members Spend Over

\$5,000,000,000

Per Year with our MBEs

Our **1,011** Certified MBEs Employ **75,000** Workers, of Whom **53%** are also Minorities

MBE firm growth outpaces
that of non-minority firms

ADVOCATE

Funding Sources

Programming	46%
U.S. Department of Commerce	10%
Corporate	14%
MBE Service	30%

Expenditures

Program Expenses	87%
General & Administrative	11%
Fundraising	2%

PROGRAMS

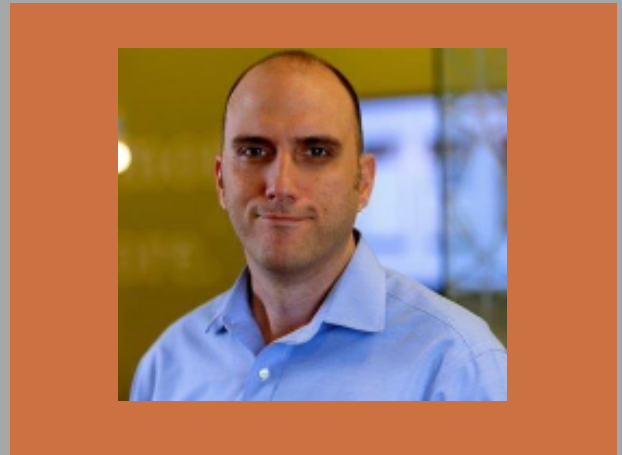
CORPORATE SPOTLIGHT

Nick Hamulak

Sourcing Director
JP Morgan Chase

Nick Hamulak is a 2021 MBEIC Sharing Success Outstanding Buyer Award Winner.

His goal was to increase minority spend within JP Morgan Chase supply chain to \$750 Million. Nick wanted to help diverse suppliers not just get contracts, he wanted them to perform, scale and win!



Not only did Nick achieve this goal, he and his team also introduced their suppliers to other corporate buying representatives, further expanding the reach of these MBEs, and helping them grow their businesses.

MBE SPOTLIGHT

Donna Bridgeforth

Founder & CEO

Bridgeforth, Wolf & Associates

Bridgeforth Wolf & Associates has been a Certified MBE with ChicagoMSDC for 33 years, since 1997.

During the pandemic, Donna was able to sustain and grow her business thanks to Nick Hamulak and JP Morgan Chase. Chase invested in Bridgeforth, Wolf & Associates through the purchase of over 4 million face masks.

In addition, Bridgeforth, Wolf & Associates partnered holistically with Chase and were able to access IT and other assets to build and launch a new website to position themselves for future opportunities and growth.

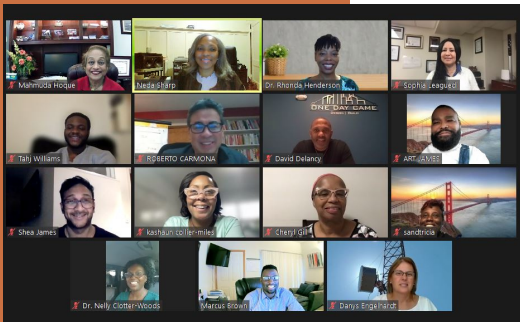


PROGRAMS

P.I.P.E. PROGRAM

The PIPE Program - Progress, Insight & Performance Education - is a collaboration between ChicagoMSDC and the University of Phoenix. Aramark is the 2020-2021 Presenting Sponsor of this eight-week, advanced business management program designed to improve company performance in areas such as strategic planning, supply chain management and process improvement. In 2021, 15 MBEs graduated from cohort four of the program.

For the first time, due to the pandemic, participants attended virtually from around the country, and the majority of business owners resided outside of Illinois. In the three years since its inception, what began as a local program, has grown to impact businesses nationally, primarily due corporate engagement and sponsorship.



THE **PIPE** PROGRAM

GOLDMAN SACHS 10,000 BUSINESSES

GOLDMAN SACHS 10,000 SMALL BUSINESSES is an investment to help small businesses grow and create jobs by providing them with greater access to education, capital, and business support services. In this program run by City Colleges of Chicago, with ChicagoMSDC as a nominating partner, Certified MBEs acquired practical skills to elevate their businesses to the next level.

This program included professional workshops taught by some of the brightest minds in business. ChicagoMSDC MBEs received insights on several topics including how to access financial capital and building a powerful network of professional support.



Goldman Sachs **10,000 small businesses**

PROGRAMS

BACK TO BUSINESS

The Back to Business (B2B) grant program was a key component of Illinois Governor JB Pritzker's 2021 \$1.5 billion economic package designed to maximize the impact of American Rescue Plan Act funds provided to Illinois small businesses. The plan set forth \$250 Million for businesses that experienced losses due to the COVID-19 pandemic to support them in their recovery.

As a community navigator under this program, ChicagoMSDC scheduled and promoted pop-up events and webinars through collaborations with organizations and MBEs across Chicagoland to assist in the grant application process. Follow-up activities included providing technical assistance and tracking grant outcomes. ChicagoMSDC will continue to be a Back to Business community navigator through 2022.



ILLINOIS TOLLWAY TECHNICAL ASSISTANCE

ChicagoMSDC and the Illinois Tollway partnered to provide an Illinois Tollway Technical Assistance (TA) Center. This program was designed to prepare established firms, including disadvantaged, minority- and women-owned business enterprise firms, veteran-owned small businesses, as well as small businesses, for participation on highway and vertical construction contracts. A total of seven TA providers participated in this program, and ChicagoMSDC implemented and maintained the highest number of mentor/protégé relationships under the Tollway's Partnering for Growth (P4G) initiative. Additional technical assistance for established businesses included certification guidance, bid process improvements, bonding/insurance assessments, marketing and access to capital.



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PROGRAMS

MBDA BUSINESS CENTER

The Minority Business Development Agency (MBDA), Missouri is funded by the U.S. Department of Commerce, and operated by ChicagoMSDC. The Center assists MBEs in business development and building capacity, to allow them to increase revenue. Additional services include contract, sales, and service agreement assistance and review, and assistance in securing new business and financing opportunities.



The MBDA was made a permanent agency of the federal government in November, 2021, by the signing of the Infrastructure Bill by President Biden. This historic legislation will make a tremendous impact on the success of minority businesses for years to come.



CORONAVIRUS RELIEF PROGRAM



The Illinois Coronavirus Response & Relief Program is funded by the Minority Business Development Agency (MBDA) and operated by ChicagoMSDC. This program, implemented in October 2021, runs through calendar year 2022, and is designed to support minority owned businesses in rural and economically distressed communities.

Programming will include webinar and in-person programming, one-on-one business counseling, and other advisory services. Local and federal government resources shared will provide minority businesses with the tools to respond to and survive the economic impact of Covid-19, and best practices will be implemented that will allow businesses and organizations to continue operations through potential future business disruptions.

Illinois Coronavirus
Response & Relief
Program



PROGRAMS

#BUYDIVERSE

The #BUYDIVERSE podcast highlights individuals, organizations and companies that put supplier diversity at the forefront of their efforts. In 2021, #BuyDiverse featured numerous executives from Chicagoland and beyond, including Joe Handy, President and CEO of the National Black MBA Association, Eric Hardy, President and CEO of Detroit-based w3r Consulting, and Victor Powell, founder and CEO of Powell Photography & Creative Services.

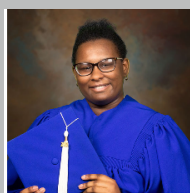


JIM OSBORNE SCHOLARSHIP CLASSIC

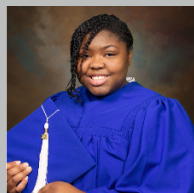
The Dolores Saxton Walker Scholarship Planning Committee voted unanimously to change the name of this annual scholarship fundraiser and networking event to honor Jim Osborne to pay homage to his long-standing support of minority business development and ChicagoMSDC. This year, the Committee awarded 18 scholarships to outstanding Chicago Public High School graduating seniors.



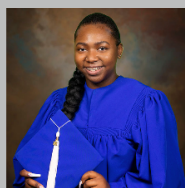
2021 DOLORES SAXTON-WALKER SCHOLARSHIP RECIPIENTS



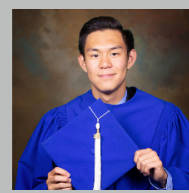
Miriam Bah
Graduate, King College Prep
Attending: University of Illinois
At Chicago



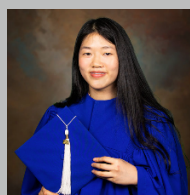
Namari Bell
Graduate, Carver Military Academy
Attending: American Academy of Art



Ashlynn Bolton
Graduate, William Jones College Prep
Attending: Loyola University of Chicago



Brandon Cheng
Graduate, Walter Peyton College Prep
Attending: Princeton University



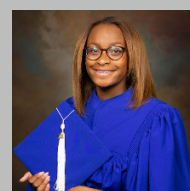
Carolina Chenzhang
Graduate, Kelly College Prep
Attending: University of Illinois
at Chicago



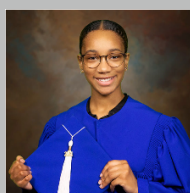
Antwon Howard
Graduate, Kenwood Academy
Attending: Howard University



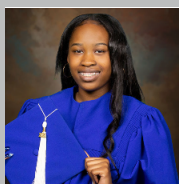
Zilong Jiang
Graduate, Nicholas Senn High School
Attending: Wright College



Nia Lambert
Graduate, Whitney Young High
Magnet School
Attending: Spelman College



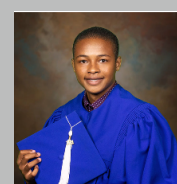
Trinity Levy-Jones
Graduate, DeVry University
Advantage Academy
Attending: Hofstra University



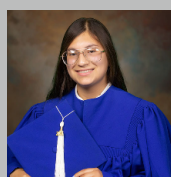
Akeila McNeil
Graduate, Simeon Career Academy
Attending: Millikin University



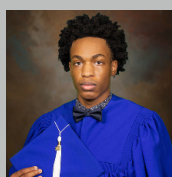
Dorian Moody
Graduate, Lindbloom Math &
Science Academy
Attending: Spelman College



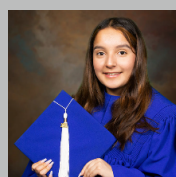
Michael Moore
Graduate, Lincoln Park High School
Attending: Howard University



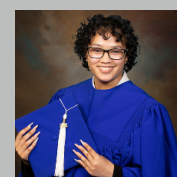
Liliana Pulido
Graduate, Corbin Military Academy
Attending: Columbia College Chicago



Justin Reid
Graduate, Lindbloom Math &
Science Academy
Attending: North Carolina
A&T University



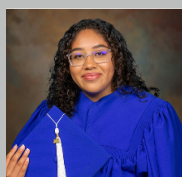
Emili Robles
Graduate, Alcott College Prep
Attending: University of Wisconsin, Madison



Nadia Siddiqui
Graduate, DeVry University
Advantage Academy
Attending: Southern Illinois
University Carbondale



Jaden Stewart
Graduate, Perspectives Charter School
Attending: Kenyon College



Darla Torres
Graduate, Benito Juarez
Community Academy
Attending: Columbia College Chicago

**Consider donating to the 2022
Dolores Saxton Walker
Scholarship Fund.
Contact Info@chicagomsdc.org
or donate at
chicagomsdc.org/donate**

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AON	Gallery Gouchard	Quintairos, Prieto,
Aramark	Global Brand and	Wood & Boyer, P.A.
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BMO Harris Bank	Development	Salesforce
BNSF Railway	Harrah's Joliet	Sterling Bay
BP	Herman Miller	Sugar Bliss
Caesars	iHeartMedia	Thredpartners
Entertainment	Chicago	Trekit
CDW	Illinois Sorts	Trinidad Construction
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Universal	Kilwins	U.S. Cellular
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Country Financial	LLC	WGN Radio 720
Courtesy Ford of	Mark Hands	White Eagle Golf Club
Danville, IL	MBN Usa	Wintrust
DivIHN	MRK Group LTD.	Worldwide
DL3 Realty	Ms. Jetsetter	Technology
EC United	Montenegro	WVON
Evelyn's Food Love	My Girlfriends	Zones
Federal Reserve	Photobooth	
Bank of Chicago	Negocios Now	

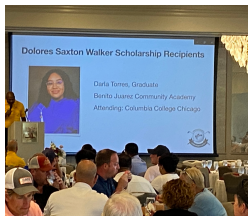
CHICAGOMSDC MISSION

Our mission is to CERTIFY, DEVELOP, CONNECT, and ADVOCATE for minority suppliers as the premier supplier development organization creating sustainable and profitable relationships between minority business enterprises and major buying organizations.

GET INVOLVED

MBEIC

MINORITY BUSINESS
ENTERPRISE INPUT
COMMITTEE



JOIN

CHICAGOMSDC
BOARD



VOLUNTEER

EVENT PLANNING
COMMITTEES



To learn more about volunteer opportunities, email
info@chicagomSDC.org.

DONATE

As a one-time or monthly donor to ChicagoMSDC, your support allows us to provide programming for minority entrepreneurs and MBE's to grow their businesses, and enable access to experts in key areas of government, sourcing, entrepreneurship, finance, and more. With your help, minority businesses in Chicagoland can continue to thrive.

You can donate today by visiting www.chicagomSDC.org/donate.

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#BuyDiverse



ChicagoMSDC

Thought Leader For
Minority Business
Since 1968

BuyDiverse Podcast is powered by
The **Chicago Minority Supplier Development Council**. CMSDC connects
Asian, Black, Hispanic and Native American-owned businesses
with corporations and government municipalities that seek to
diversify their services and intentionally support them. Listen
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CHICAGOMSDC EVENT LISTING AND INFO ON SUPPLIER DIVERSITY.



SCAN ME

CONNECTING
BUYERS & SUPPLIERS

CHICAGO BUSINESS
OPPORTUNITY FAIR
CBOF 55

APRIL 20-21, 2022
LIVE AT CHICAGO'S
NAVY PIER

MINORITY
FINANCE FORUM

PROCUREMENT
LUNCHEONS

MBE TO MBE
EXCHANGE

WORKSHOPS

JIM OSBORNE
SCHOLARSHIP
CLASSIC

MBEIC AWARDS

ANNUAL MEETING
& **HOLIDAY BRUNCH**

2022 CHICAGOMSDC CALENDAR OF EVENTS

<u>MONTH</u>	<u>DATE</u>	<u>EVENT NAME</u>	<u>LOCATION</u>
January	20 TBD	Procurement Luncheon - Industry Specific ChicagoMSDC "This is Us" Pop Up	TBD In Person
February	24 TBD	Procurement Luncheon - Industry Specific Women's Networking Event	TBD TBD
March	TBD TBD	How to Work A Trade Show MBEIC Awards Luncheon	Virtual TBD
April	20-21	CBOF55 Chicago Business Opportunity Fair	Navy Pier Chicago
May	TBD TBD	Dine with a CPO ChicagoMSDC Co-Ment (mentorship)	TBD TBD
June	TBD TBD	Chicago Developer's Conference ChicagoMSDC "This is Us" Pop Up	TBD In Person
July	TBD TBD TBD	Business Smart Week - MBE-2-MBE Business Smart Week - SIP Matchmaking Event Women's Networking Event	TBD TBD TBD TBD
August	15	Jim Osborne Scholarship Classic	In Person
September	22 29	Procurement Luncheon - Industry Specific Dine with a CPO	TBD TBD
October	20 TBD TBD	Procurement Luncheon - Industry Specific ChicagoMSDC Co-Ment (mentorship) Women's Networking Event	TBD TBD TBD
November	16	MBEIC General Meeting	In Person
December	2	Annual Meeting & Holiday Brunch	In Person

2022 GOALS

\$55
BILLION
IN REVENUE
TO MBES

125
CORPORATE
PARTNERS

1200-1500
CERTIFIED
MBES



Chicago

Minority Supplier
Development Council

www.chicagomsdc.org

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