

SUMMER 2016



Chicago
Minority Supplier
Development Council

**BRIDGET CARTER
AND CAESARS
ENTERTAINMENT
DOUBLE DOWN
ON TRINIDAD
CONSTRUCTION**

PLUS:

HIGHLIGHTS
FROM CBOF49
& MBE2MBE
EXCHANGE

HOW
IMMIGRATION
VISAS CAN HELP
FINANCE YOUR
BUSINESS



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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 SPANG 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



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The Chicago Minority Supplier Development Council is pleased and proud to present the 2016 Scholarship Classic. The funds raised will support deserving minority high school students who choose to pursue entrepreneurship.

I want to stress the importance of encouraging young men and women to consider the option of being future business owners. Because of them, business ownership among minorities has been on the rise in recent years. Between 2002 and 2007, minority-owned businesses increased 46%, compared to non minority-owned businesses which grew 10% during that same period, according to the Minority Business Development Agency. It is critical that we continue this upward trend as it positively impacts the state of the economy internationally, nationally, and within our communities. We can help do this by investing in future entrepreneurs. Participating in the ChicagoMSDC Scholarship Classic is a way to play your part.

The ChicagoMSDC Scholarship Classic has provided more than 300 students with college assistance throughout its tenure. This is just one of the many reasons we continue to be a game changer in the minority business community.

I would be remiss if I did not mention yet another ChicagoMSDC game-changing event. The 50th Anniversary of the Chicago Business Opportunity Fair (CBOF 50) will take place April 20-21, 2017. I strongly encourage each of you to join us as we celebrate 50 years of strategically linking qualified and certified minority business owners with sustainable businesses opportunities from major buying organizations.

If you have ever made a business connection or enjoyed a fond memory at CBOF, this is your chance to pay it forward. I encourage each of you to participate and even double your participation and sponsorship this year. The CBOF planning committee has some great things in store and I promise this will be an event that you won't want to miss; this is your chance to become a part of history! Register now at www.chicagomsdc.org or contact our office (312) 755-8880. Fifty years of minority supplier development is laudable and worthy of celebration.

Also plan to attend the NMSDC Conference and Business Opportunity Exchange, October 23-26, 2016, at the McCormick Place Chicago where you can interact with more than 6000 participants. For more information and to register, visit www.nmsdc.org. I look forward to seeing you April 20-21, 2017 and October 23-26, 2016 at the NMSDC conference.

On behalf of the ChicagoMSDC staff, board of directors, suppliers, and scholarship recipients, I would like to give a special thanks to the Scholarship Classic Planning Committee for its hard work and commitment to making this event a success year after year. I would also like to thank each participant, sponsor and supporter. Your commitment is appreciated and the reason for our success.


Shelia Morgan
President & CEO
ChicagoMSDC

LETTER FROM THE CHAIR

RUBY McCLEARY

PHOTOGRAPH BY DOT WARD



Greetings and Salutations!

The first half of 2016 has been nothing less than phenomenal. The ChicagoMSDC Board of Directors participated in a retreat hosted by Exelon/ComEd. The retreat was designed to provide personal enrichment and skill development, increase board member engagement, teamwork, and discuss short and long-term goals of the council. We want you (our Corporate Members and MBEs) to know the Council has a vested interest in ensuring your success. Developing your skills not only helps you with day-to-day matters as a business owner and /or as a supplier diversity professional, but it also ensures the BOD has the emotional intelligence and know-how to execute the council's mission. Stay tuned for more new programming later this year.

You've heard us talk about 2016 being the beginning of what we refer to as a trifecta of events. Thank you to our sponsors, exhibitors, MBEs, Corporate members and ChicagoMSDC staff who helped "Build a Golden Opportunity" at the 49th Annual Chicago Business Opportunity Fair (CBOF 49). The change of venue and format of our event was well received and the event was a resounding success. The CBOF planning committee and staff did an excellent job and don't forget our keynote speaker. If you've never had the pleasure of hearing Hill Harper speak, you should make it a point to not only listen to his inspirational message, but to read his latest book *The Wealth Cure: Putting Money in Its Place*. Thank you Nicor for your sponsorship, that brought Mr. Harper to our event.

Next on our agenda is the NMSDC Conference and Business Opportunity Exchange, which will take place right here in Chicago. It's been over a decade since the national conference was held in our home town and we want to show the NMSDC family a warm welcome. For four days, more than 6,000 attendees, including corporate CEOs, procurement executives, supplier diversity professionals and MBEs, will convene right here in Chicago. They will re-energize their collective business efforts, bringing a wealth of business opportunities to our city. I encourage every council member, affiliate, and supporter to attend the NMSDC Conference October 23-26, 2016 at McCormick Place Chicago.

And last but surely not least, we eagerly anticipate a historical 50th Annual Chicago Business Opportunity Fair April 20-21, 2017. This is a momentous milestone in the history of our own Council and planning is underway to ensure ChicagoMSDC is recognized for its many contributions to Minority Business Enterprises and the supplier diversity industry as a whole across the country. Save the date and plan to join us as we celebrate 50 remarkable years of linking corporations with qualified and certified suppliers, connecting minority-owned firms with sustainable and lucrative contracting opportunities.

I thank the ChicagoMSDC Board of Directors, leadership, and staff for their ongoing commitment and dedication to go above and beyond the call of duty to execute the Council's purposeful and powerful mission. I would also like to thank each and every organization and person who has supported ChicagoMSDC throughout its 50-year tenure. Here's to 50 more!

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



ChicagoMSDC VIPs KICKOFF THE 49th ANNUAL CHICAGO BUSINESS OPPORTUNITY FAIR TRADE SHOW WITH THE TRADITIONAL RIBBON CUTTING CEREMONY AT THE HYATT REGENCY CHICAGO.

CBOF49

HIGHLIGHTS FROM THE 2016 CONFERENCE

BY MEGAN NAKANO

Minority entrepreneurs and large buying organizations got down to business at the 49th Annual Chicago Business Opportunity Fair on April 21-22 at the Hyatt Regency Chicago. The theme of this year's event was Roadmap to Success: Building a Golden Opportunity.

In past years, some CBOF events had taken place at Navy Pier and others at the Hyatt; but, this year, all events were held at the hotel. Many attendees appreciated the convenience of a central location. CBOF kicked off with a morning of workshops including:

“Maximizing Your Certification”, designed to help all ChicagoMSDC certified MBEs connect to our network of corporate and government buying organizations and learn how to leverage our educational workshops, training sessions and research to develop their businesses.

“Knecting’ Buyers and Suppliers” showed MBEs how to leverage online networking tools and tweak their NMSDC database profiles to optimize their exposure and opportunities.

“Grow Your Business with Google and on the Web” during which Partner Education Lead, Nicole Premo showed MBEs how to grow their business online through leveraging Google tools and by becoming suppliers with Google.

Panel discussions on the Gaming, Healthcare and Manufacturing/Energy industries, during which, experts discussed current trends in the fields, future needs and opportunities for MBE firms.

The US Department of Commerce (USDOC) held a National Export and Trade Seminar in collaboration with the White House Initiative on Asian Americans and Pacific Islanders (WHIAAPI). Representatives from various agencies provided an overview of the National Export Initiative for Asia with some highlights and insights on trade policies such as the Trans Pacific Partnership Agreement and their impact on American business global expansion as well as available federal government resources.

Eighty MBEs and 27 corporations participated in the Corporate One-on-One matchmaking event. This year, the corporations

pre-screened MBEs based on their current procurement needs and the MBE's capacity to fulfill them. MBEs determined to be a good fit were invited for 12-minute interviews with the corporations that had selected them. The new format was intended to increase the mutual benefit of the meetings.

The MBEIC Sharing Success Awards Dinner was held later that evening in the Regency Ballroom. Each year, the ChicagoMSDC Minority Business Enterprise Input Committee pays tribute to outstanding individuals and corporations who, through procurement and advocacy, have kept supplier diversity at the forefront of America's business scene. It also salutes the success of minority business enterprises (MBEs) that have defied the odds and built firms that contribute to the national economy through job creation and community development.

The MBEIC also presents the Dolores Saxton-Walker Scholarships at this event. The funds raised at the annual ChicagoMSDC Scholarship Classic go to support the education of future minority entrepreneurs who have exhibited excellence and leadership in the classroom as well as in their communities. (See end of article for a list of this year's winners.)

Also honored was the ChicagoMSDC Employee of the Year, Julia Guan. As Certification Manager and IT Specialist, Guan is in charge of MBE Certification and customer service as well as anything technical or mechanical. Julia has a long history with the Council. She received a Dolores Saxton-Walker Scholarship, did an internship in the Certification Department while attending the University of Chicago, was hired on as staff upon graduation and has been with the Council ever since. Julia is invaluable to the organization for her conscientious work ethic, keen eye for detail and infallible memory.

After the awards ceremony, guests danced the night away to the sounds of DJ Virgil Pilate.

The following morning, Hill Harper



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HILL HARPER DELIVERS THE KEYNOTE ADDRESS AT THE CBOF49 SPONSORS BREAKFAST.



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MIKE ANGUIANO, CEO/MANAGING PARTNER, SUPPLIER CAPITAL PARTNERS, PRESENTING AT THE KCONNECTING BUYERS AND SUPPLIERS WORKSHOP.



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

MARGARET KLINSPOORT, DIRECTOR, SUPPLIER DIVERSITY AND GLEN KLINK, COMMODITY MANAGER, SOURCING & PROCUREMENT FROM ALLSTATE DURING A ONE-ON-ONE MEETING WITH ANTHONY FLETCHER OF MY FUTURE CONSULTING.

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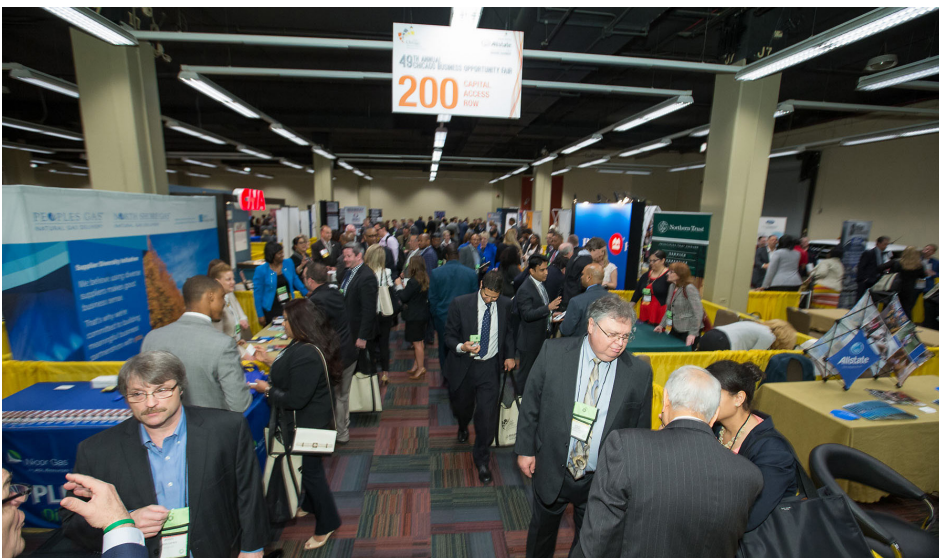
THE 2016 DOLORES SAXTON-WALKER SCHOLARSHIP RECIPIENTS.

PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.



2016 MBEIC SHARING SUCCESS CORPORATION OF THE YEAR, UNITED AIRLINES, REPRESENTED BY: SEAN MAZURSKI, TED DAVIDSON, TOM MOLLIKA, RUBY McCLEARY, SERGIO DA SILVA, CAROL DeBOSE, LINDSEY CHASE AND ANGELA DENNIS.

PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.



A SCENE FROM THE CBOF49 TRADE FAIR FLOOR AT THE HYATT REGENCY CHICAGO.

captivated the audience at the Sponsors Breakfast. Harper, an award-winning actor, best-selling author and philanthropist, delighted the crowd with an inspirational talk encouraging us to use energy, reason and courage to fulfill our destinies. Peppered with stories of hanging out with Prince and Stevie Wonder and playing basketball with President Barack Obama at Harvard Law, his message was as entertaining as it was inspirational. Attendees were given copies of his book, *The Wealth Cure: Putting Money in Its Place*.

The Ribbon Cutting Ceremony opened the Trade Fair where 150 buying organizations, MBEs and assist agencies exhibited their products and services to over 2000 attendees.

There were two featured workshops during the fair. Jared L. Kelly, President and Principal Consultant for CEI Media Group presented, "The MBE Tech Effect," which shed light on using tech to gain competitive advantage. And the "Accounting and Legal Lounge" with hot topics presented by certified minority-owned accountants and lawyers providing professional guidance for business operations, growth and expansion for MBEs.

This year, attendees were treated to a multi-ethnic lunch buffet, compliments of Compass Group/Foodbuy and Thompson Hospitality. Special thanks to Thompson Hospitality's Vice Chairman, Benita Thompson-Byas and Olivia Dorsey for making it happen!

CBOF closed with the Topping Out event where participants continued networking, dined on Chicago-style pizza and hot dogs, and DJ Virgil Pilate gave an encore performance.

We look forward to seeing you at the National Minority Supplier Development Council Conference and Business Opportunity Exchange which will be held here in Chicago at McCormick Place from October 23 to 26, 2016.

Then join us as we celebrate the 50th Anniversary of CBOF at the Hyatt Regency Chicago, April 20 & 21, 2017.

2016 MBEIC SHARING SUCCESS AWARDEES

CORPORATION OF THE YEAR: **UNITED AIRLINES** (OSCAR MUÑOZ, PRESIDENT & CEO) • ANDERS C. RASMUSSEN, JR. AWARD: **LATONYA FOURTE-LYLES**, MANAGER SUPPLIER DIVERSITY, HEALTH CARE SERVICE CORPORATION • MINORITY BUSINESS IMPACT AWARD: **SENATOR JAMES CLAYBORNE**, ILLINOIS STATE SENATOR • MAYE FOSTER THOMPSON MINORITY BUSINESS ADVOCATE AWARD: DONNA BRIDGEFORTH, PRESIDENT, BRIDGEFORTH WOLF & ASSOCIATES • PATHFINDER AWARD: **TERRY MILLER**, MANAGER DIVERSE BUSINESS EMPOWERMENT, EXELON/COMED • PRESIDENT'S AWARD: MELODY SPANN COOPER, CHAIRMAN, MIDWAY BROADCASTING CORPORATION (PARENT COMPANY TO WVON) • TRANSFORMATIONAL LEADER AWARD: **ROBERT ZIMMER**, PRESIDENT, UNIVERSITY OF CHICAGO • TRAILBLAZER AWARD: **VALERIA J. STOKES**, ASSOCIATE EXECUTIVE DIRECTOR & CHIEF HUMAN RESOURCES OFFICER, AMERICAN BAR ASSOCIATION. **SUPPLIERS OF THE YEAR:** CLASS I: **ROBERT BURCHELL**, PRESIDENT / CEO, BURCHELL UPHOLSTERY • CLASS II: **SANDEEP NAIN**, PRESIDENT, SNTIAL TECHNOLOGIES • CLASS III: **ROBERT VALDES**, PRESIDENT, VALDES ENGINEERING • CLASS IV: **FAY FERGUSON & MCGHEE WILLIAMS OSSE**, CO-CEOs, BURRELL COMMUNICATIONS GROUP. **OUTSTANDING BUYERS OF THE YEAR:** **MEENA BEYERS**, DIRECTOR OF MARKETING & COMMUNICATIONS, ENERGY EFFICIENCY, NICOR GAS/AGL RESOURCES • **DOROTHEA M. JONES**, PURCHASING BUYER, GRAND VICTORIA CASINO • **SONYA MALUNDA**, SR. ASSOCIATE VICE PRESIDENT FOR COMMUNITY ENGAGEMENT, UNIVERSITY OF CHICAGO • **JESSE MATHEWS III**, SENIOR DIRECTOR, IT RESTAURANTS, MCDONALD'S CORPORATION • **CRAIG MEADORS**, VP ENTERPRISE OPERATIONS / PROCUREMENT, CNA INSURANCE • **THOMAS MOLLIKA**, ASSOCIATE CATEGORY MANAGER-PROCUREMENT, UNITED AIRLINES • **CYNTHIA MOORE, SR.** CONSULTANT, CATEGORY MANAGER FOR CONTINGENT LABOR, ALLSTATE. **DOLORES SAXTON-WALKER SCHOLARSHIP RECIPIENTS:** **TYME ANDERSON**, SOUTH SHORE INTERNATIONAL COLLEGE PREP • **BENIN G. LESTER**, GWENDOLYN BROOKS COLLEGE • **ROMAN MAGALLANES**, SOUTH SHORE INTERNATIONAL COLLEGE PREP • **BRENDA PACHECO**, WILLIAM H. TAFT HIGH SCHOOL • **DAISY PINEDA**, NORTHSIDE COLLEGE PREPARATORY HIGH SCHOOL • **KELVIN S. WANG**, SAINT CHARLES EAST HIGH SCHOOL.



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MULTI-ETHNIC TRADE FAIR LUNCH BUFFET, COMPLIMENTS OF COMPASS GROUP/FOODBUY AND THOMPSON HOSPITALITY.



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

JULIA GUAN, CERTIFICATION MANAGER & IT SPECIALIST RECEIVING THE ChicagoMSDC EMPLOYEE OF THE YEAR AWARD FROM SHELIA MORGAN, PRESIDENT & CEO.

MBE 2 MBE EXCHANGE

FOR US, BY US

BY JULIA GUAN

On Tuesday, July 19, the Minority Business Enterprise Input Committee (MBEIC) hosted its annual MBE2MBE Exchange, as part of Chicago Business Smart Week, at the Federal Reserve Bank of Chicago. Nearly 100 people attended the event, which is designed to build business-to-business relationships and foster procurement opportunities, as well as support results-oriented networking, performance-based growth, and strategic alliances between MBE companies. MBEs are encouraged to develop valuable business contacts, build partnerships, and purchase goods and services from other MBEs.

The Business Smart Week program is an annual collaboration between the Federal Reserve Bank of Chicago and

their strategic partners like ChicagoMSDC, and is designed to deliver technical assistance and capacity building programs for Minority and Women-owned business enterprises (M/WBEs) and to provide information and tools to help M/WBEs better manage their businesses.

After a networking breakfast, the day's activities started off with a presentation by David Oppedahl, Senior Business Economist - Economic Research, and Jason Keller, Lead Examiner - Community Development Policy Studies, at the Federal Reserve Bank of Chicago. Mr. Oppedahl and Mr. Keller spoke about the Community Reinvestment Act (CRA) and what every small business should know, in addition to providing an update about the current state of the economy. Every year, banks deploy hundreds of



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"'KNNECTING' BUYERS AND SUPPLIERS" PANELISTS (LEFT): JULIA GUAN, ChicagoMSDC CERTIFICATION MANAGER & IT SPECIALIST; JARED KELLY, CEI MEDIA GROUP PRESIDENT & PRINCIPAL CONSULTANT; AND MIKE ANGUIANO, SUPPLIER CAPITAL PARTNERS CEO/MANAGING PARTNER AND THE AUDIENCE (RIGHT) AT THE MBE2MBE EXCHANGE AT THE FEDERAL RESERVE BANK OF CHICAGO.



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

DONNA BRIDGEFORTH, PRESIDENT OF BRIDGEFORTH WOLF & ASSOCIATES, INC., WITH GEORGINA FABIAN OF THE INTERNATIONAL BUSINESS LAW GROUP AT THE MBE2MBE EXCHANGE. THE EVENT WAS HELD AT THE FEDERAL RESERVE BANK OF CHICAGO.

millions of dollars in capital to low and moderate income communities. This workshop taught MBEs about the CRA’s provisions that can help them create opportunities for maximum impact. For more information, you can visit: www.FedCommunities.org.

Next on the agenda was a workshop on cyber security and how small businesses can protect themselves, presented by Jake Middleton, Assistant Vice President and Information Technology Officer, at the Federal Reserve Bank of Chicago. Mr. Middleton provided eye-opening statistics, including the fact that over the past 2 years, 1 in 5 small and mid-size businesses were victims of cyber-attacks because they are considered “soft, easy targets.” He listed 5 ways a company can become compromised: cloud, ransomware/malware, insider threat, data loss/failed hardware, and phishing. He also provided recommendations on how to safeguard your business data, such as never clicking on links/attachments from an unknown sender, using a spam filter, and doing background screens and monitoring behavior of employees who have privileged access to sensitive information.

The third presentation of the day focused on supply chain

financial solutions, which was moderated by Joshua Gutstein, Senior Financial Consultant, MBDA Business Center-Chicago; the panelists were Michael Chin, Vice President – Business Banking, First Midwest Bank, and Joseph Connelly, Vice President – Business Banking, BMO Harris Bank. They spoke about how a bank supports a minority business when they are in the supply chain and how to ensure the bank remains a partner when finances get tough. Here are some of the key takeaways when working with your bank: provide full disclosure on the condition of the company; personal debt is generally not relevant; financial character/trustworthiness and timing of cash flow is crucial; do not consult with other financial institutions as this may jeopardize your current banking relationship. Mr. Gutstein closed out with a quick mention of the SBA 504 Program, which is now a 20-year fixed rate of 3.88%, and you can reach out to him at 312-755-2564 or jgutstein@chicagombdcenter.com for more details.

The last session was a dual networking luncheon and presentation on “knnecting” buyers and suppliers, providing tips on how MBEs can market their businesses better. Moderated by Jared Kelly, Owner of CEI Media Group, an MBE digital marketing consulting firm, the panel

consisted of Mike Anguiano, Partner at Supplier Capital Partners and CEO of Knnected, which is an online platform that curates credibility and client satisfaction between buyers and suppliers, and Julia Guan, Certification Manager at ChicagoMSDC. Mr. Anguiano provided some useful data and guidelines for minority businesses to improve their bottom line, including how less than 1% of buyers use diversity databases/supplier portals, but more than 54% use social media as part of their research, with about 71% starting at Google. Also, a study has shown that buyers favor peer reviews and customer testimonials; one client review can lead to a 10% increase in revenue. Ms. Guan spoke about the certified MBE company profile that is posted on the National (NMSDC) database and advised on how to improve your odds of popping up on search queries done by local/national corporate members, including ensuring the right keywords are stated in the product/service description, along with having the correct NAICS Codes.

The day's activities ended with the MBE 2 MBE Trade Fair, which encouraged MBEs to partner with each other to explore new growth opportunities. Some of the exhibitors

were Anchor Staffing, AQL Technologies, Arrow Strategies, Bienali Promotions, Bridgeforth Wolf & Associates, Endow Inc., Inter-City Supply Co., Supply 168, and The International Business Law Group, which span various industries from professional services to product distribution. MBEs realized that they have the ability to service each other, not just Fortune 500 firms.

As a continuation of Business Smart Week, the next day, Wednesday, July 20, was the MBE Procurement Luncheon featuring Jerry Fulmer, Vice President - Supplier Diversity Initiative, Wisconsin Energy Corporation (WEC Energy Group). His colleague Jennifer Morrison, Commodities Portfolio Manager, was also in attendance. There were about 50 MBE participants who learned about current bid opportunities and had the chance to speak with Mr. Fulmer and Ms. Morrison one-on-one after the event. To be part of WEC Energy Group's supplier base, you can register at: www.wecenergygroup.com/suppliers.

To learn more about these networking functions and other activities, you can visit ChicagoMSDC's website at www.chicagomsgc.org.



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

JERRY FULMER, VICE PRESIDENT - SUPPLIER DIVERSITY INITIATIVE, WEC ENERGY GROUP, SPEAKS TO GUESTS AT THE MBE PROCUREMENT LUNCHEON AT THE FEDERAL RESERVE BANK OF CHICAGO DURING CHICAGO BUSINESS SMART WEEK.

Creating relationships that energize business.

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TIME DEFINITE SERVICES

DRIVING CUSTOMER SOLUTIONS

BY JOSHUA GUTSTEIN

When you walk into the 130,000 square foot, TSA Secured warehouse of Time Definite Services, you can see rows upon tall rows, 3500 rack positions, of all manner of goods. Then there is also a 24 hour fleet operation in Central Florida. Founder and President, Mike Suarez, is proud to say his trucks now cover the country, coast to coast and over into Canada. "You cannot walk through a grocery store today and not see several of our customers represented," he says. And until this year, he was personally guaranteeing all debt of his company.

Obtaining debt without personally guaranteeing that it gets repaid is the ultimate coming of age for a company. A lender who offers to finance a business without tying up the borrower's personal assets says that the assets of the company are sufficient to secure the loan. The lender is also saying the business is established enough to stand on its own. Mike Suarez and Time Definite Services reached this stage through an unrelenting pursuit of solutions for customers.

Founded in 1990, Mike Suarez created an expedited

freight forwarding company which has since evolved into a modern trucking company focused on refrigerated transport. Throughout its history, the company was based on the principles of taking time to learn about and understand its clients. Mike always looked for ways to add value. His warehouse is not just a warehouse, but a space with a cloud based management system, real-time visibility of inventory, and Electronic Data Integration (EDI) ability. His trucks not only feature temperature monitoring, but also the ability for shipment tracking, delivery notifications, aerial footage and geofencing. Mike took his basic services and never ceased to add value.

As Mike sought to bring a complete service to his customers, he saw an opportunity to add benefits. When he started to transport fresh cut flowers, foliage, and other refrigerated commodities, he added refrigerated trucks. When he started to work with the pharmaceutical and life sciences industry, he added white glove service of specially trained drivers and specialty equipment for the safe transport of the most sensitive shipments. With all of his truck and a network of partners, Time Definite now offers





MIKE SUAREZ, FOUNDER & PRESIDENT OF TIME DEFINITE SERVICES AT HIS FACILITIES IN ELGIN, ILLINOIS.

freight forwarding services by air freight and truck brokerage through an unlimited national network. When Mike says, "We seek solutions," he means it.

Time Definite also uses innovation to overcome day to day challenges. As a temperature controlled carrier, weather impacts both the crops and the ability to deliver on-time. "Think trucking through Chicago in January," Mike says. Timing is also a challenge, particularly when they transport produce or cut flowers. To track and monitor each shipment closely, the company stresses communication between its Load Planning Team consisting of customer service, driver, and operations personnel. They have a mobile communication system that allows them to communicate with the drivers across the country, in a safe and time efficient way. They also adopted electronic logs on all their equipment, as opposed to the paper logs which other motor carriers utilize, years before a Congress mandated the change.

The MBDA Business Center- Chicago has watched Time Definite grow. In just five years the company has gone from 30 to over 75 employees. Revenues have quadrupled to over \$50 million in that same time. "I have enjoyed working with Hans [Bonner] and Josh [Gutstein] for years," says Mike. "They helped me find capital resources when

I needed it and I continue to trust them as advisors." Mike financed his growth through term loans, lines of credit, and equipment leases. When Mike saw an opportunity to increase and consolidate his loans without a personal guarantee, he approached it as a businessman.

Mike presented his business case to multiple banks and obtained quotes from each of them. The MBDA Business Center- Chicago offers this same strategy through its Refinance/Consolidation Initiative. Like Mike's efforts that netted a banking partner that met his needs, the Refinance/Consolidation Initiative works with banking partners to help MBEs get the best financing outcome. There are currently six participants in the Refinance/Consolidation Initiative: BMO Harris, Bridgeview, Bancorp, First Midwest, Ridgestone, and PNC. On every loan, the participant banks are aware there are multiple quotes and are happy to compete. Mike recognized that through talking to multiple sources, Time Definite could better serve its financial strategy and continue its impressive business growth.

If you would like to learn more about the Refinance/Consolidation Initiative, feel free to contact Joshua Gutstein, Senior Financial Consultant of ChicagoMSDC's MBDA Business Center, at jgutstein@chicagombdacenter.com.

ChicagoMSDC & JACL PARTICIPATE IN THE KAKEHASHI PROJECT

BUILDING BRIDGES BETWEEN THE U.S. & JAPAN

BY MEGAN NAKANO

The Kakehashi Project is an exchange program between young leaders from Japan and North America. Conceived by Prime Minister Shinzo Abe and promoted by the Ministry of Foreign Affairs of Japan (MOFA), the initiative aims to promote a heightened understanding of Japanese culture and political affairs while enhancing diplomatic relations globally. Participants visit important cultural and historic sites, meet with business and government leaders, and do a homestay with a local family. All expenses for the nine-day program are covered by the Japanese government.

Kakehashi translates to “bridge building” in English. Started in 2013, the program brings over 1,000 Americans to Japan and 300 Japanese to the US each year. MOFA partners with several American universities and other organizations to select candidates, prepare them for the program and oversee logistics prior to arrival in Japan. The Japanese American Citizens League (JACL) organizes delegations of Japanese American and other Asian American students for the program. The JACL is the oldest and largest Asian American civil rights organization whose ongoing mission is to secure and maintain the civil rights of Japanese Americans and all others who are victimized by injustice and bigotry. The JACL also works to promote cultural, educational and social values and preserve the heritage and legacy of the Japanese American community. I was selected by JACL to lead a delegation of twenty-six college and graduate students from across the country on a Kakehashi Project mission in March 2016.

Participants from across the country met in Chicago, San Francisco and LA and were flown to Narita Airport in Tokyo, Japan. We stayed at the Prince Hotel in Shin Yokohama for the first two evenings. Amongst its many amenities, the hotel had an indoor skating rink and an adjoining shopping mall. One thing that struck me immediately was its complete lack of security. After hours, flimsy netting was drawn across the entrance to the mall area of the hotel and a small sign that read “CLOSED” was posted. Many of the stores didn’t even have doors so there was nothing preventing anyone from ducking under or around the netting and taking whatever they wanted. This did not seem to be a concern at all as there were no security guards in sight leading me to believe that shoplifting must be quite uncommon in Japan. Another curiosity was the conspicuous lack of garbage cans in the country and the equally remarkable absence of litter. [I later mentioned this observation to Toshiyuki Iwado, the Consul-General of Japan in Chicago at Mayor Emanuel’s Asian American and Pacific Islander Heritage Month Breakfast who explained that many public garbage cans were removed after the sarin attack in the Tokyo subway by followers of Aum Shinrikyo on March 20, 1995, for fear of future acts of terrorism.]

The group’s first meeting in Tokyo was with Hide Ishibashi from the Gender Equality Bureau, Cabinet Office who spoke on Prime Minister Shinzo Abe’s “Abenomics” agenda. Recently, Japan has enacted new laws to promote the active engagement of women in society. From April 2016, companies will be required to draw up and announce voluntary



KAKEHASHI PROJECT PARTICIPANTS VISIT GONPACHI RESTAURANT, THE SETTING FOR SCENES FROM QUENTIN TARANTINO'S "KILL BILL".



MAYOR OF KOMATSU CITY, SHINJI WADA, WITH ChicagoMSDC BUSINESS CONSULTANT, MEGAN NAKANO.

action plans incorporating numerical targets for promoting the hiring of women to executive positions. As of July 2015, women in Japan represented 3.5% of “director level” positions in the central government ministries and agencies. Abe aims to double this number by the end of 2020. In the private sector, women hold 16.2% of “chief level” positions in private corporations. Abe intends to bring this to 25% by 2020. His strategy includes expansion of childcare (including encouraging men to take child care leave), encouraging “teleworking” and supporting female entrepreneurship.

We also heard from Kyoko Yokota, President of Colabolabo, Inc. Colabolabo provides networking resources and events for women entrepreneurs. Yokota organized a matching seminar during which female entrepreneurs gave five-minute presentations to representatives from major corporations. About 23% of these meetings led to further discussions. According to Yokota, these meetings were mutually beneficial as the smaller companies received sales opportunities while the larger corporations gained insight into the flexibility and innovativeness of the smaller organizations.

Next, the group flew to Komatsu and met with students from Kanezawa University and the Mayor of Komatsu city, Shinji Wada. There, they were hosted to a two-night homestay with local families before returning to Tokyo via Shinkansen bullet train. The final meeting was with the President of IBM Japan, Paul Yonamine. Yonamine’s father, Wally, was born in Hawaii to sugar cane farmers who immigrated from Okinawa. Wally was the first athlete of Asian ancestry to play professional football but a series of injuries abruptly

ended his career with the San Francisco 49ers. He then moved to Japan to become the first American to play professional baseball in Japan after World War II and the only American yet admitted into the Japanese Baseball Hall of Fame. Paul was born in Japan and attended the University of San Francisco.

Paul related his story of starting out at Peat, Marwick, Mitchell & Company (subsequently KPMG) after college as an accountant. Because of his language skills, he was often tasked with serving as a “glorified translator” and concierge to their Japanese clients. Through this experience, he developed lasting relationships with these companies and 20 years later, found himself moving to Japan to launch KPMG Consulting in Japan and the Asia-Pacific region. After leaving KPMG, Yonamine went on to work as the Senior Advisor to the Mayor of Honolulu and then for Hitachi Consulting Co. before joining IBM. Yonamine felt that Japan and America have much to learn from each other in terms of best business practices. He mentioned Japan’s meticulous attention to customer service and US companies’ flexibility as lessons that might be exchanged. He encouraged students to use their unique qualities as selling points in the job market and to recognize the potential value in all of the relationships they form throughout their careers.

The trip ended with an excursion to the Harajuku fashion district in Tokyo before heading back to the States. Returning students were encouraged to serve as ambassadors for travel and trade between the two countries.



A TASTE OF HOME: GARRETT'S POPCORN STORE IN TOKYO, JAPAN SERVING GREEN TEA FLAVORED POPCORN.



NMSDC UPDATE

ChicagoMSDC WELCOMES THE NATIONAL MINORITY SUPPLIER DEVELOPMENT COUNCIL NETWORK TO THE WINDY CITY

BY SHELIA MORGAN

ChicagoMSDC was excited to welcome the National Minority Supplier Development Council (NMSDC), corporate members, and national leadership to our fair city July 11-15, 2016 for a week packed with business meetings, training sessions and networking.

The National Program Managers Seminar was held at the Hyatt McCormick Place Hotel, July 11-13, and hosted over 200 National Program Managers, procurement professionals and leaders as they honed their skills and supplier diversity techniques. The program managers seminar is an interactive session designed to take a supplier diversity program to the next level. The meeting is held annually in Chicago by NMSDC and features presentations by their leadership team members, corporate members and invited thought leaders in supplier diversity.

Twenty-two affiliate presidents convened in Chicago, July 12-13 for a President's Boot Camp (PBC). This is PBC's third year and the second year the boot camp was held in Chicago. The PBC is an information sharing event designed to support the growth and development of the regional affiliate presidents. The boot camp covered topics such as cooperative buying, non-profit fund development, innovation, new JV guidelines, HR, and managing across diverse geographic areas. The PBC fosters relationship building and best practices sharing and is an excellent opportunity for council presidents to network with each other. Thank you Valerie Cofield, President Eastern MSDC, for chairing this session.

The Food & Beverage and Healthcare industry groups met in Chicago the week of July 11-15 and several national manufacturing companies convened at the ChicagoMSDC headquarters. Corporate members also held strategic planning sessions, team

building and business meetings throughout the week at the ChicagoMSDC offices.

The Network Leadership Meeting (NLM) was held in Chicago, July 13-15 at the Hyatt McCormick Place Hotel. NMSDC leaders, Affiliate Council Presidents, MBEIC Chairs and the Affiliate Board Chairpersons, met to discuss, develop and enhance the NMSDC enterprise. Herman Miller hosted the opening welcome to Chicago reception at their Merchandise Mart Showroom. Thank you Herman Miller, the food, music and networking was outstanding!

Chicago was abuzz throughout the week as the business of minority supplier development was embraced and advanced. We look forward to welcoming everyone back October 23-26, 2016 for the NMSDC Conference + Business Opportunity Exchange.

NMSDC ADVANCES BUSINESS OPPORTUNITIES FOR CERTIFIED MINORITY BUSINESS ENTERPRISES AND CONNECTS THEM TO CORPORATE MEMBERS.

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THE REGIONAL AFFILIATES CERTIFY AND MATCH MORE THAN 12,000 MINORITY-OWNED BUSINESSES WITH MEMBER CORPORATIONS THAT WANT TO PURCHASE THEIR PRODUCTS, SERVICES AND SOLUTIONS.

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CAESARS ENTERTAINMENT DOUBLES DOWN ON TRIUMPH

BY TRICIA WYNN

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ROCHELLE TAYLOR, PURCHASING SUPERVISOR, HARRAH'S JOLIET; RUBY McCLEARY, DIRECTOR SUPPLIER DIVERSITY, UNITED AIRLINES & CHAIRMAN, ChicagoMSDC BOARD OF DIRECTORS; MELISSA WILLIAMS, PURCHASING BUYER, HARRAH'S JOLIET; LESLEY LYLE, PURCHASING BUYER, HARRAH'S METROPOLIS; AND BRIDGET CARTER, MANAGER OF SUPPLIER DIVERSITY FOR CAESARS ENTERTAINMENT AT THEIR BOOTH AT CBOF49 AT THE HYATT REGENCY CHICAGO IN APRIL 2016.



ENTERTAINMENT UNIDAD CONSTRUCTION

BRIDGET CARTER BETS ON BRIAN ORTIZ... AND WINS BIG

Minority business, like all business, is about who you know. Bridget Carter, Manager of Supplier Diversity for Caesars Entertainment, is one person you'll want to know and ChicagoMSDC is the place to meet her and other supplier diversity professionals who can help you navigate the system and identify new opportunities.

When you think about Supplier Diversity programs that truly make a difference, Caesars Entertainment quickly comes to mind. One of the key reasons Caesars leads the way for supplier diversity program development and implementation is their Manager of Supplier Diversity, Bridget Carter.

Bridget is accountable for creating, implementing, and managing Caesars' supplier diversity initiatives across the Central Region, which includes Illinois, Indiana, Missouri and Iowa. She initially worked in the Louisiana area and in 2012 was asked by Caesars' management to relocate to Chicago to head up the Midwest Central Region. She currently manages supplier diversity programs for Harrah's Joliet, Horseshoe Hammond, Horseshoe Southern Indiana, and Harrah's North Kansas City.

Upon arrival in Chicago in 2012, Bridget hit the ground running, organizing matchmaking events and face-to-face meetings between minority business enterprise owners and



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

BRIDGET CARTER, MANAGER OF SUPPLIER DIVERSITY FOR CAESARS ENTERTAINMENT, AFTER RECEIVING THE ANDERS C. RASMUSSEN JR. AWARD AT THE 2014 MBEIC SHARING SUCCESS AWARDS AT THE 47th ANNUAL CHICAGO BUSINESS OPPORTUNITY FAIR.



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

BRIDGET CARTER, MANAGER OF SUPPLIER DIVERSITY FOR CAESARS ENTERTAINMENT HOSTS MEETINGS WITH MBEs DURING THE CBOF49 CORPORATE ONE-ON-ONE POWER PITCH EVENT. BUYERS FROM HARRAH'S METROPOLIS AND HARRAH'S JOLIET MET WITH SEVERAL MBEs SEEKING A WIDE VARIETY OF GOODS AND SERVICES.

key property buyers and managers. Ms. Carter was also instrumental in helping facilitate and build relationships with representatives from the State of Indiana's Department of Administration, Minority and Women Business Enterprises Division (MWBE). This effort has proved to be most beneficial in helping reduce the certification process lead-time and providing minority business enterprises training and assistance with required certification documents.

In her position as Manager of Supplier Diversity, she focuses on conducting external outreach to MWBEs to promote procurement project partnership opportunities, which include mentoring, "How to Do Business" training, and providing ongoing support for internal sourcing managers and buyers. She has established a system that helps small and diverse businesses navigate through the company, which operates in a highly competitive and regulated industry. Bridget has also led the effort to establish a process for tracking attendance at events, an online supplier registration portal, and a supplier vetting process matching suppliers to sourcing opportunities.

Bridget is active in a number of organizations including the ChicagoMSDC CBOF Program Planning Committee. She

has been recognized by ChicagoMSDC for her exemplary efforts in supplier diversity with the Anders Rasmussen Award, as well as being highlighted in *Diversity Plus Magazine*.

Tricia Wynn, Project Director, Northwest Indiana MSDC, has been working closely with Bridget since her arrival in 2012 and has witnessed firsthand the benefits Bridget's efforts have provided to the MBE community. "Bridget Carter is a driving force in the success of Caesars' diversity program. She is the real deal. She takes a personal interest in each MBE she works with and makes certain that they have all the resources necessary to succeed. She never fails to assist anyone seeking her support and guidance. She takes supplier diversity development personally and is an advocate to all. It is an honor and privilege to work with her," states Wynn.

One of Bridget's success stories is Trinidad Construction. President, Brian Ortiz, started his full-service General Contracting firm in 2011. Having grown up in the industry, he appreciated the value of minority certification and the pitfalls of depending solely on public sector work. He immediately sought MBE certification and called on his contacts at ChicagoMSDC and the MBDA Business



ENTRANCEWAY TO THE VIP DIAMOND LOUNGE AT HARRAH'S JOLIET.



THE BUFFET AT HARRAH'S JOLIET REMODELED BY TRINIDAD IN 2014.



FLAVORS THE BUFFET AT HARRAH'S JOLIET.

Center-Chicago to facilitate introductions to targeted corporate members to broaden his private sector network. Through his participation in CBOF and other ChicagoMSDC events, Brian met Bridget, Rona Fourté, Walgreens' Director of Minority Certification, James Stocks, Macy's Senior Manager, Supplier Diversity and Vendor Development, and other key supplier diversity professionals who would later become some of his largest clients.

Ortiz credits ChicagoMSDC for creating a space for minority entrepreneurs to make valuable connections in the private sector. In his words, "ChicagoMSDC certification can facilitate introductions and opportunities that a new or small business might not typically have. It helps you get your foot in the door, and it's up to you to take advantage of the opportunities." He continues, "Be patient but persistent, take what's given to you. Do a good job and your patience will be rewarded." And indeed, Brian's patience and quality of service have been rewarded. He began doing small maintenance work and other projects that might have been outside of what he expected to be doing with his business. "The key is to get on the vendor list, and show what you're capable of." That strategy has paid off with Harrah's and for several other large corporate clients.

At Harrah's Joliet Casino, Trinidad was given its first opportunity in 2011. Oscar Bergasse, Facilities Manager, recalls being approached by Ortiz when he first established Trinidad, "Knowing Brian and his dedication to providing a good product, I knew that he would be worth a shot. Little did I know at the time, that when giving him the opportunity to create the Casino High Limits Slots Expansion project, that Harrah's would be providing him with his very first purchase order. As an immigrant and minority myself, I knew the opportunity given to Trinidad Construction by Harrah's would not be wasted."

For the next few years, Trinidad was given



BRIAN ORTIZ, PRESIDENT, TRINIDAD CONSTRUCTION ON SITE AT HARRAH'S JOLIET CASINO WHERE HE IS CURRENTLY CONDUCTING A MAJOR REMODEL PROJECT.

increasingly higher profile opportunities, and in 2016 was awarded its largest project to date - a major renovation project that includes building a new restaurant, remodeling the steakhouse, and renovating the hotel. "Now here we are from a small \$35,000 project in 2011 to a multi-million brand new restaurant and hotel suites conversion, just five years later. In between those years Trinidad Construction has continued to strengthen our relationship by always providing a great product, from remodeling the Flavors restaurant to much smaller projects such as door replacements or concrete work. It continues to be a pleasure to be working with Brian Ortiz and his team of professionals," muses Bergasse.

In Brian's words, "Caesars was there for me since the beginning. They were our first corporate client, and Bridget's team has made a consistent effort to stay in touch, and support us over the years."

This slow and steady approach has proven successful with many other clients. Trinidad has performed

remodel projects at over 400 Walgreens stores in ten states; will be breaking ground in summer 2016 on a new 23,000-square foot training facility for another corporate client; is nearing completion on a \$9MM Food Plant renovation; has completed several large tenant improvement projects in downtown high rises; and has remodeled Chicago's most iconic downtown department store.

"CAESARS WAS THERE FOR ME SINCE THE BEGINNING. THEY WERE OUR FIRST CORPORATE CLIENT, AND BRIDGET'S TEAM HAS MADE A CONSISTENT EFFORT TO STAY IN TOUCH AND SUPPORT US OVER THE YEARS."

- BRIAN ORTIZ
PRESIDENT
TRINIDAD CONSTRUCTION

Brian's success has kept him mindful of the importance of "paying it forward." He is conscious of hiring minority workers and second tier firms, and regularly speaks at outreach

events encouraging MBE firms to pursue private sector work. He also mentors a student from Providence Englewood Charter School. Whether it's encouraging an underprivileged student to ambitiously pursue their education, or a fellow MBE to go after a big account, Brian says, "It's all about not being afraid to take a swing at it. Take the opportunities you're offered, no matter how small or insignificant they might seem, do good work, treat people right, and your patience and persistence will be rewarded!"



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For more information on how to do business with Caesars, please see the Procurement Luncheon article on page 40 of this issue.

MINORITY BUSINESS DEVELOPMENT AGENCY PROGRAMS & SERVICES UPDATE

BY RAULLO EANES, JAMAYCA SMITH, & DAVE THOMAS

When you look to your MBDA Business Center, you will be surprised to find that “what’s old is new again.” We are pleased to announce ChicagoMSDC has won a new five-year grant from the United States Department of Commerce, Minority Business Development Agency (MBDA), to operate the MBDA Business Center - Chicago. MBDA Business Center - Chicago continues its dedication to connecting MBEs to contract opportunities and financial resources.

The MBDA Business Center- Chicago also announced Dave Thomas as its new Project Director. Dave recently served as the Center’s Senior Business Development Manager and now brings his experience in the construction and energy utility industries to the new role. Prior to joining MBDA in 2008, Dave was the Supplier Diversity Manager for an alliance partnership between BP Oil Company and a global construction management company called Lend Lease. He also spent two years as Senior Supplier Diversity Administrator at Nicor Gas. In this role, he was recognized by ChicagoMSDC as its Anders C. Rasmussen “Supplier Diversity Manager of the Year” Award in 2008 for helping Nicor achieve exceptional levels of supplier diversity performance.

MBDA Business Center- Chicago has long assisted MBEs with identifying procurement opportunities and sources of capital to grow. The Center proactively seeks out MBE businesses that are primed and ready to develop business relationships with Fortune 500 companies and typically targets MBEs with at least a million dollars in annual revenues. One of the Center’s clients, Ujamaa Construction, was recently awarded a contract to build a new training facility for Peoples Gas, the natural gas utility for Chicago, Illinois. This was a \$20-million dollar project for which Peoples Gas (and parent company WEC Energy Group) has committed to spending 85% with diverse businesses.

Jenny Yang, President of the tofu manufacturer Phoenix Bean, LLC, was featured on the front page of the July 5, 2016, *Chicago Tribune* Business section. Phoenix Bean sought to purchase a new 10,000-square foot manufacturing facility and Joshua Gutstein, the Center’s Senior Financial Consultant, introduced her to Karen Lennon of Wessex 504. Taking advantage of the SBA 504 program for a purchase and renovation loan, Jenny bought the facility just a few doors down from her current location. Jenny



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

DAVE THOMAS, THE NEWLY APPOINTED PROJECT DIRECTOR OF THE MBDA BUSINESS CENTER - CHICAGO.

now expects to double her tofu production within the next two years.

Under the federally funded SBA 504 loan program, the bank lends 50% of a real estate or equipment purchase, the SBA covers 40% and the borrower only invests 10%. Recently, the Federal Government authorized the SBA 504 program for refinancing. With rates so low (the last deal we saw had a rate including fees at under four percent for a 20-year fixed term loan), it may be worth refinancing or purchasing with the 504 loan.

In January, with the underwriting assistance of MBDA Business Center - St. Louis, Midland States Bank awarded Bumpy’s Steel Erection, LLC, a \$1 Million Revolving Line of Credit. Prior to this funding, the company had no line of credit in place and was self-funded. This financing will help

in their ability to participate in upcoming announced construction projects, including the new \$1.7-billion National Geospatial-Intelligence Agency (NGA) facility project.

Bumpy's is an MBE/WBE/DBE certified company in Missouri and Illinois. The company serves Illinois and Missouri with commercial and non-commercial steel erection and installation, concrete reinforcing on buildings, bridges, highways, tunnels and other structures. The company specializes in structural steel erection and concrete reinforcing placement.

The company was founded and established in 2009 by Ashanti Mitchell, President, along with her two brothers, Curry "Curbo" Mitchell and Dannell Wise. Ashanti has over 15 years' experience in the construction industry. Both brothers have a combined 35 years of experience in erecting steel and reinforcing concrete. Iron work runs in the family. The founders' mother, whose nickname "Bumpy" is used as the company name, was the first female iron worker admitted to the Iron Workers Union. On June 11th, 2016, Raulo Eanes, Senior Financial Consultant of the MBDA Business Center - St. Louis, attended Bumpy's party celebrating its expansion into Illinois and honoring the life accomplishments of Curbo Mitchell.



JENNY YANG, PRESIDENT, PHOENIX BEAN, LLC, DOING A FOOD DEMONSTRATION AT WHOLE FOODS MARKET - LINCOLN PARK.

On June 13, 2016, at St. Louis University, the MBDA Business Center - St. Louis was in attendance with several community leaders and business owners to celebrate the launch of the St. Louis chapter of the U.S. Black Chamber of Commerce, Inc. (STLBCC). STLBCC was organized to bring African American business owners and professionals together to create a solid economic structure within the St. Louis business community. Its mission is to create opportunities for African American business owners through education, marketing and corporate networking.

We look forward to working with you! For more information about the MBDA Business Center - Chicago, please contact info@ChicagoMBDAcenter.com or call 312-755-2566. For the St. Louis location, contact info@StLouisMBDAcenter.com or call 314.231.5555.

PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.



GEORGE MUI, MBDA GLOBAL MARKET ACCESS TEAM LEAD, PHILLIP BARREDA, ChicagoMSDC EXECUTIVE VICE PRESIDENT, AND JOSHUA GUTSTEIN, MBDA BUSINESS CENTER - CHICAGO SENIOR FINANCIAL CONSULTANT AT CBOF49.

note to self...
REMIND ME TO



for
diversity **MBA**



LEADERSHIP CONFERENCE & AWARDS GALA

LEADING WITH VISION

SEPTEMBER 14TH & 15TH, 2016

Sheraton Hotel, Lisle IL



GROW

Let's dream *bigger*. Let's achieve *more*.
Together let's elevate your business towards
greater success. **You are ready, and so are we.**



The U.S Department of Commerce Minority Business Development Agency (MBDA) works to actively promote the domestic and global growth and competitiveness of U.S. minority-owned businesses.

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!**

Financial Services

- 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.



Where Businesses Come to Grow

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ACCOUNTING AND LEGAL LOUNGE SPOTLIGHT

GROWTH STRATEGIES THROUGH INVESTOR VISAS & BUSINESS IMMIGRATION

BY JOSHUA GUTSTEIN



To many, the concept of immigrant workers conjures the promise of loyalty, hard work, and low turnover. For these reasons, Marc Schulman, CEO of Eli's Cheesecake, hires immigrants and refugees amounting to 15% of his workforce. Mary Carmen R. Madrid-Crost, Managing Attorney Madrid-Crost Law Group, agrees with these benefits and will raise you one: foreign workers can also invest in your company. Come to ChicagoMSDC on September 8, 2016, to learn how.

There is an alphabet soup of US Visa options to bring foreign workers with investment to your business. The popular EB-5 program, for example, promotes capital investment through requiring either \$500,000 investment from the foreign national into a targeted area investment or \$1 million in a non-target area. The investment must lead to creating at least 10 full-time jobs. The EB-5 Visa offers a path to the Green Card for the investing foreign national. The E-2 Visa program also

requires a substantial investment from foreign nationals. Under this program, the foreign national steps in to direct the E-2 business, which must be at least 50% owned by nationals of the same country. The E-2 program is quicker to process than the EB-5 and requires less investment, if the investment is substantial enough to operate the business.

Madrid-Crost says, "Investing in the U.S. is not limited to millionaires." She recently assisted a client who was in the US as a tourist and came across an opportunity to purchase a home health agency. For her investment of \$120,000, the client was able to convert her immigration status from B-2 Visitor for Pleasure to E-2 Treaty Investor. Her business has since grown and created jobs for Americans.

Madrid-Crost brings the intimidating landscape of Visa programs to light in her clear presentation. Besides demonstrating how visas can be used to get your employees on a path to a green card and finding sources of foreign investment for your company, she also helps navigate the related ethical issues. Therefore, it is well worth it for domestic companies to consider developing a strategic plan with an immigration goal.

Inspired by her own personal experience as an immigrant who started with a working visa, Madrid-Crost decided to concentrate her practice in immigration law so she can help individuals looking to fulfill their American Dream as well as US employers who need foreign talents. Ms. Madrid-Crost is now Managing Attorney of the Madrid

Crost Law Group. The Madrid-Crost Law Group is a firm with national reach that provides employment and family based immigration and nationality services to corporate, business and individual clients.

Madrid-Crost is a member of various professional associations including the American Immigration Lawyers Association, The National Immigration Project, New York State Bar Association, Association of the Bar of the City of New York, Illinois State Bar Association, and the Chicago Bar Association. Ms. Madrid-Crost is a founding member and former president of the Filipino American Bar Association in Chicago. Ms. Madrid-Crost is fluent in English, Tagalog, Ilocano and Igorot.

On September 8, 2016, from 9:00 -10:00 AM in the ChicagoMSDC offices, Ms. Madrid-Crost will present, "Growth Strategies through Investors Visas and Business Immigration." Watch your email from ChicagoMSDC for more information!

The Accountants & Legal Lounge Series presents attorneys from minority owned firms to benefit ChicagoMSDC MBEs and corporate members. If you need a referral for legal counsel or CPA services, please contact Joshua Gutstein, Senior Financial Consultant, MBDA Business Center - Chicago, at jgutstein@chicagombdacenter.com.



MADRID-CROST
LAW GROUP
COMPREHENSIVE IMMIGRATION SOLUTIONS

U.S. BUSINESS VISA OPTIONS: WHICH ONE IS BEST FOR YOU?

E-2

TREATY INVESTOR
NONIMMIGRANT VISA

INVESTOR PLACES SUBSTANTIAL CAPITAL, INCLUDING FUNDS AND OTHER ASSETS AT RISK IN THE COMMERCIAL SENSE WITH THE OBJECTIVE OF GENERATING A PROFIT. THE INVESTMENT MAY BE FOR THE PURPOSE OF ESTABLISHING A NEW BUSINESS VENTURE, OR PURCHASING A PRE-EXISTING BUSINESS.

INVESTMENT SUFFICIENT TO OPERATE THE BUSINESS - AS DEMONSTRATED THROUGH A THOROUGH BUSINESS PLAN

APPLICANT MUST BE A NATIONAL OF A TREATY COUNTRY. SEE USCIS.GOV FOR A LIST OF TREATY COUNTRIES.



NO JOB CREATION
REQUIREMENT

YOU MUST SHOW THAT YOU WILL DEVELOP AND DIRECT THE INVESTMENT ENTERPRISE BY DEMONSTRATING OWNERSHIP OF AT LEAST 50% OR BY POSSESSING OPERATIONAL CONTROL.

EB-5

IMMIGRANT INVESTOR
IMMIGRANT VISA

ENTREPRENEURS (AND THEIR SPOUSES AND UNMARRIED CHILDREN UNDER 21) ARE ELIGIBLE TO APPLY FOR A GREEN CARD (PERMANENT RESIDENCE) IF THEY: MAKE THE NECESSARY INVESTMENT IN A COMMERCIAL ENTERPRISE IN THE U.S. AND PLAN TO CREATE OR PRESERVE 10 PERMANENT FULL-TIME JOBS FOR QUALIFIED U.S. WORKERS.

MINIMUM QUALIFYING INVESTMENT OF \$1MM OR \$500K IN A TARGETED EMPLOYMENT AREA (TEA)

NO TREATY REQUIREMENT

MUST CREATE AT LEAST 10 FULL-TIME JOBS FOR QUALIFYING US CITIZENS OR LEGAL PERMANENT RESIDENTS WITHIN TWO YEARS OF ADMISSION TO THE U.S.

INVESTMENT MUST BE IN A FOR-PROFIT, NEW COMMERCIAL ENTERPRISE (NCE) ESTABLISHED BEFORE 11/29/90 OR SIGNIFICANTLY RESTRUCTURED OR EXPANDED AS A RESULT OF THE INVESTMENT.

L-1A

INTRA-COMPANY
TRANSFEREE
NONIMMIGRANT VISA

ENABLES U.S. EMPLOYER TO TRANSFER AN EXECUTIVE OR MANAGER FROM ONE OF ITS AFFILIATED FOREIGN OFFICES TO ONE IN THE U.S. THIS CLASSIFICATION ALSO ENABLES A FOREIGN COMPANY WHICH DOES NOT HAVE AN AFFILIATED US OFFICE TO SEND AN EXECUTIVE OR MANAGER TO THE U.S. WITH THE PURPOSE OF ESTABLISHING ONE.

NO INVESTMENT
REQUIREMENT



NO TREATY REQUIREMENT

NO JOB CREATION
REQUIREMENT

EMPLOYER MUST HAVE A QUALIFYING RELATIONSHIP WITH A FOREIGN COMPANY (PARENT COMPANY, AFFILIATE, SUBSIDIARY OR BRANCH) & BE DOING BUSINESS IN AT LEAST ONE OTHER COUNTRY.

PLEASE NOTE THAT THIS MATERIAL IS INTENDED TO BE USED FOR INFORMATIONAL PURPOSES ONLY AND NOT FOR THE PURPOSE OF PROVIDING LEGAL ADVICE. SOURCE: MADRID CROST LAW GROUP.



MBE ADVOCACY ALLEY

GOOD NEWS FOR THE MINORITY BUSINESS COMMUNITY

On July 13, 2016, Governor Bruce Rauner signed an Executive Order to help ensure equal opportunity is provided to all Illinois businesses looking to contract with the State. Executive Order 2016-08 directs the Illinois Department of Central Management Services (CMS) to oversee the implementation of the recommendations from a 2015 Disparity Study. It also directs CMS to investigate and, if needed, take appropriate steps to implement a sheltered markets initiative, to increase the number of businesses owned and controlled by minorities, women, and persons with disabilities doing business with the State.

"This is an important step for the minority business community and their ability to compete and grow," said Shelia Morgan, President & CEO of the Chicago Minority Supplier Development Council. "The Governor's action shows a sincere desire to support economic development through inclusive practices in procurement in the State of Illinois."

The Executive Order also directs CMS to determine whether the creation of "Sheltered Markets" can reduce disparities and, if so, take appropriate steps to establish sheltered markets in industry specific areas. CMS must report its results on July 1st of each year, beginning on July 1, 2017.



GOVERNOR RAUNER WITH SHELIA MORGAN, ChicagoMSDC PRESIDENT & CEO, AT THE SIGNING OF EXECUTIVE ORDER 2016-08 AT THE BLUE 1647 ENTREPRENEURSHIP AND TECHNOLOGY INNOVATION CENTER IN CHICAGO'S PILSEN NEIGHBORHOOD.

There's no doubt that traditional bank loans for small businesses are dwindling. The small business share of loans has dropped from 50 percent in 1995 to 30 percent in 2012, and big banks approve just two out of 10 small business loan requests. This market gap has opened the door to new technology-driven forms of alternative lending. In fact, alternative lending has increased to more than \$3 billion a year - twice the volume of small loans guaranteed by the Small Business Administration. But while alternative lending is promising, it also presents challenges. New forms of lending have outpaced existing regulations, leaving small businesses vulnerable to unscrupulous lenders who offer loans with high interest rates or unclear terms.

ChicagoMSDC is supporting Small Business Majority's efforts to address this lending challenge. The two organizations will present a program in October to discuss accessing capital and financing your business for growth. In advance of the financing event, ChicagoMSDC highlights the efforts of Small Business Majority in identifying a Borrower's Bill of Rights, a consensus on responsible lending practices. ChicagoMSDC

joins Small Business Majority in encouraging the entire small business financing industry to join us in upholding these rights.

You can learn more about the Borrower's Bill of Rights at: www.responsiblebusinesslending.org.

Small Business Majority is a national small business advocacy organization, founded and run by small business owners to focus on solving the biggest problems facing small businesses today. The Small Business Majority launched a comprehensive Entrepreneurship Program, its Entrepreneurship Portal, to help small businesses find fair and responsible financing. In addition to covering financing and borrowers' rights, the Entrepreneurship Portal offers resources on retirement and healthcare programs for small businesses. You can learn more by visiting the program online at www.smallbusinessportal.org.

Geraldine Sanchez Aglipay is the Midwest Outreach Manager for the Small Business Majority and manages their efforts in the Greater Chicagoland area and Midwest region.

SMALL BUSINESS BORROWERS' BILL OF RIGHTS

1

TRANSPARENT PRICING & TERMS

You have a right to see the cost and terms of any financing you are offered in writing and in a form that is clear, complete, and easy to compare with other options, so that you can make the best decision for your business.

TRANSPARENT RATES
NO HIDDEN FEES
PLAIN ENGLISH TERMS

4

FAIR TREATMENT FROM BROKERS

You have a right to transparency, honesty, and impartiality in all of your interactions with brokers.

TRANSPARENT LOAN OPTIONS
TRANSPARENT BROKER FEES
TRANSPARENT RESULTS
DISCLOSURE OF CONFLICTS OF INTEREST
NO FEES FOR FAILURE

2

NON-ABUSIVE PRODUCTS

You have a right to loan products that will not trap you in expensive cycles of re-borrowing. Lenders' profitability should come from your success, not from your failure to repay the loan according to its original terms.

NO DEBT TRAPS
NO "DOUBLE DIPPING"
NO HIDDEN PENALTIES

5

INCLUSIVE CREDIT ACCESS

You have a right to fair and equal treatment when seeking a loan. Lenders may not discriminate against small business owners on the basis of race, color, religion, national origin, sex, marital status, age, sexual orientation or identity, or any other protected class. LGBT small business owners deserve the same protection.

NON DISCRIMINATION

3

RESPONSIBLE UNDERWRITING

You have a right to work with lenders who will set you up for success, not failure. High loss rates should not be accepted by lenders simply as a cost of business to be passed on to you in the form of high rates or fees.

BELIEVE IN THE BORROWER
RIGHT-SIZED FINANCING
RESPONSIBLE CREDIT REPORTING

6

FAIR COLLECTION PRACTICES

If you are unable to repay a loan, you have a right to be treated fairly and respectfully throughout the collections process. Collections on defaulted loans should not be used by lenders as a primary source of repayment.

FAIR TREATMENT
RESPONSIBLE OVERSIGHT
ACCURATE INFORMATION

SCORE CHICAGO

SEEKING DIVERSE MENTORS FOR DIVERSE ENTREPRENEURS

BY ALAN BLITZ

Keith Coleman speaks with great pride about Ashton Alexander, the SCORE Chicago client he describes as a young entrepreneur who is “a good listener, open to ideas, very spirited and ready to do the hard work needed to be successful.”

Recently named Vice Chair, Diversity for SCORE Chicago, Coleman serves as a business mentor to Alexander, the founding partner of Access Berwyn (accessberwyn.com) established in May 2016. They have formed a strong connection with a mutual purpose: supporting Alexander and his four partners and fellow Berwyn residents (Marcos Martinez, Antoine Smith, Alejandro Salazar and O’keefe Perkins) as they launch and manage a new take-out food delivery business serving Berwyn and surrounding communities.

The five partners have combined their love of bicycling with delivering take-out orders placed at five area restaurants to residents and businesses. Their unique method of food delivery is by riding their bicycles to pick-up the orders, keeping the food warm as needed in carriers, and delivering to the customers. The business operates rain or shine during the months of April through October.

SCORE Chicago (ScoreChicago.org) is a chapter of the national SCORE organization and supports small business owners across the United States: ‘For the Life of Your Business.’ It provides free business mentoring to entrepreneurs in the United States. The organization also presents business workshops and seminars for a nominal fee in local communities with SCORE chapters, and comprehensive, valuable



ASHTON ALEXANDER, FOUNDER OF ACCESS BERWYN, MEETS WITH KEITH COLEMAN, SCORE MENTOR & VICE CHAIR, DIVERSITY, SCORE CHICAGO, AT THE FOREST PARK PUBLIC LIBRARY.

business tools are available at the national website, www.SCORE.org.

Since 1964, SCORE, “Mentors to America’s Small Business,” has helped more than 9 million aspiring entrepreneurs and small business owners through mentoring and business workshops. More than 11,000 volunteer business mentors in over 320 chapters serve their communities through entrepreneur education dedicated to the formation, growth and success of small businesses. SCORE, a 501 (c)(3) non-profit professional nationwide association, is a resource partner of the Small Business Administration (SBA).

What brought Ashton Alexander to SCORE Chicago? “I was really intimidated about starting a business,” said the 20-year-old entrepreneur. “So I did a Google search and connected to the SCORE Chicago

website and before I knew it I was meeting with Keith where we discussed our business plan and challenges during mentoring sessions at the Berwyn Development Corporation.”

Alexander has found the SCORE Chicago mentoring experience to be “very inspirational and beneficial to our business.” He adds, “Seeing an experienced role model such as Keith, who came out on the other side and is now a mentor means a great deal to me. Keith has helped me focus on my target markets and gear my marketing messages to audiences that we need to reach to build our business,” he emphasized.

Coleman appears to be the perfect fit not only for Alexander’s evolving business needs but also in his new role as Vice Chair, Diversity at SCORE Chicago. In the 1990s, Coleman successfully expanded his business,

Afrocentrex Software Corporation. It specialized in multi-cultural computer clip art.

He volunteered to be a SCORE Chicago Mentor and became active with the Chicago chapter. Coleman found the need to develop a more diverse client base, so he reached out to the Forest Park Public Library to meet more minority entrepreneurs. For information on how to become a Business Volunteer Mentor visit: scorechicago.org/become-a-volunteer.

SCORE Chicago services complement those of the Chicago Minority Supplier Development Council and the organization always hosts a booth at the Chicago Business Opportunity Fair. "SCORE is a valuable resource to small business and a wonderful opportunity for our successful business owners to share their knowledge," says ChicagoMSDC President & CEO, Sheila Morgan. "I encourage our MBEs to consider mentoring for SCORE Chicago."

Coleman recalls, "I thought, 'How can I apply my business skills and help entrepreneurs avoid mistakes

that I made back in the 1990s?'" He became a certified mentor and found the experience "very rewarding, satisfying and I met some awesome people of color who were not previously aware of SCORE Chicago's resources."

"I participated in a number of outreach events with David Kirshner, Vice Chair, Outreach, and Alan Jacobs, Vice Chair, SCORE Chicago, at various public venues. I conducted outreach programs at libraries in Forest Park, Maywood, Hillside, Broadview, and other communities. I saw so much opportunity to spread the word about the benefits business owners could gain from SCORE Chicago's resources," Coleman recalls.

William Innes, Chairperson of SCORE Chicago, recognizing the need, created the position of Vice Chair of Diversity and appointed Coleman to the role. He has been tasked with increasing access and services available to the minority business community through strong recruitment of professional women, people of color and veterans.

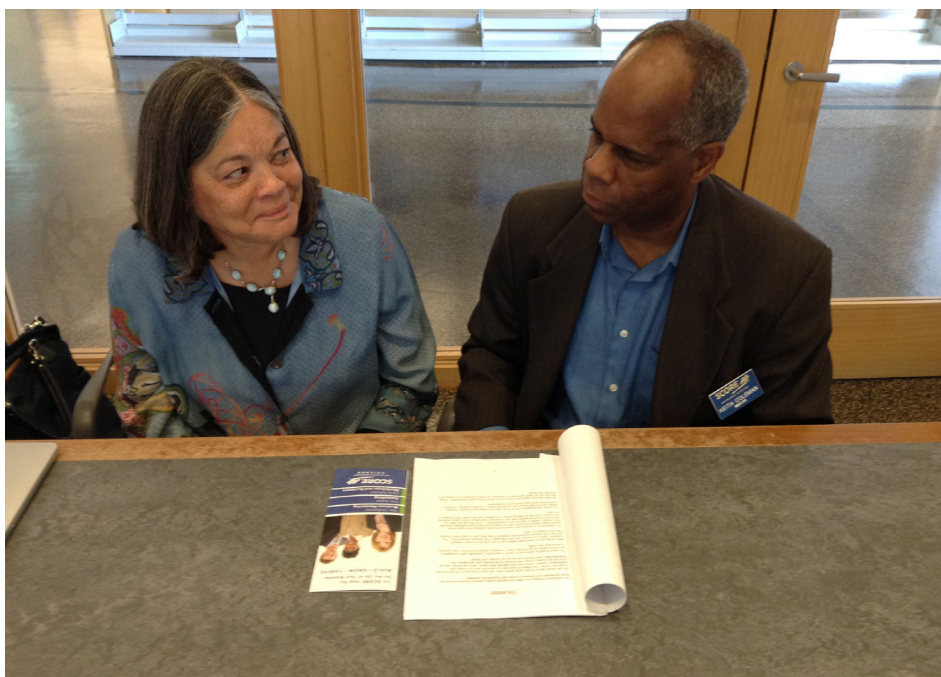
"The Vice Chair, Diversity position was established, because diversity is a chapter wide responsibility that demands status on the SCORE Chicago Executive Committee," Innes said. "SCORE Chicago needs to achieve measureable results on client services that boost small business outcomes."

Reflecting on working with Coleman, Innes said, "Keith has always displayed and acted upon his mature, diverse skill set; vocalizing opinions with following actions. His open commitment has caught the minds of those who work with him. Most importantly, Keith quickly volunteered to accept the newly created position, and I quote him, 'I want to do more!'"

Dr. Doris Ayala represents how SCORE Chicago clients can best be served by mentors with Coleman's expertise in diversity and multi-cultural markets. She founded and manages Divorce Dimension Inc. in Oak Park, which facilitates Pro Se uncontested and publication divorce to individuals and couples who wish to terminate their marriage in an amicable way. Visit: divorcedimensions.com.

"We also facilitate legal separations," said Dr. Ayala, who has a Masters in Jurisprudence in Child and Family Law. "We are bilingual/bicultural and provide services to individuals and couples in Cook, Du Page, Lake and Will Counties," she added. "Our services are fast, easy and affordable. In the event that individuals need referrals to counselors or financial advisors, we refer them for these services."

Dr. Ayala, who is Latino, had promoted Divorce Dimensions to the general consumer market, and Coleman helped her re-set the target audience strategies. "My approach was to help Dr. Ayala build an advisory board of folks well-known in the Oak Park community. The Board is comprised of Latinos, African Americans, women and its purpose was to help build community connections and outreach to her target audiences," Coleman



DR. DORIS AYALA, FOUNDER OF DIVORCE DIMENSIONS, DURING A RECENT MENTORING SESSION WITH KEITH COLEMAN, SCORE MENTOR & VICE CHAIR, DIVERSITY, SCORE CHICAGO.

said. "I also encouraged Dr. Ayala to conduct outreach events on topics related to divorce topics at the Oak Park Public Library where we conduct our mentoring sessions."

"I reached out to SCORE for purposes of going through marketing strategies so as to reach our target population," said Dr. Ayala. "I was paired with Keith who since then has been a grand supporter and instrumental in connecting me to many people who have shown interest and are supporting my efforts in launching the business."

"In many ways diversity has come full-circle for me," Coleman said. "In the early 1990s I didn't have resources for my business that completely understood our markets and challenges as a minority owned business. So now by offering our SCORE Chicago clients a more diverse pool of mentors, more women and people of color, we can service our clients more efficiently, being sensitive to their business and marketing needs," he emphasized.

In addition to the Berwyn Development Corporation and Oak Park Public Library, SCORE Chicago offers mentoring services at the Forest Park Public Library and across the Chicagoland area. For more information or to request a mentoring session, visit SCOREChicago.org or call 312-353-7724.

In addition, visit the SCORE Chicago website for the current calendar of educational seminars and workshops for small business owners and entrepreneurs. Please visit: scorechicago.org/workshops.

Alan Blitz is a SCORE Chicago Mentor and Volunteer Media Writer.

ANNUAL MEETING & HOLIDAY BRUNCH



FRIDAY, DECEMBER 2, 2016

HYATT REGENCY CHICAGO

CONTACT CYNTHIA JORDAN, DIRECTOR OF EVENTS
FOR INFORMATION & SPONSORSHIP OPPORTUNITIES
CJORDAN@CHICAGOMSDC.ORG | 312.755.2555

ChicagoMSDC WELCOMES CORPORATE MEMBER



ChicagoMSDC is thrilled to welcome Pfizer Inc. as a local corporate member with offices in Lake Forest, IL. The global biopharmaceutical leader develops and produces revolutionary and innovative medicines and therapies that significantly improve patient lives, such as Lipitor (atorvastatin), used to lower LDL blood cholesterol, Lyrica (pregabalin) for fibromyalgia and Ibrance (Palbociclib) for breast cancer. In addition, Pfizer's Consumer Healthcare division is among the largest over-the-counter (OTC) health care companies in the world with leading brands, such as Centrum, Caltrate, Advil, Chapstick and Emergen-C.

Pfizer places the utmost value on diversity of thought and, "celebrates the array of unique qualities, perspectives and life experiences, which define us as individuals [including] our visible differences such as gender, age, ethnicity, physical appearance, as well as other characteristics including work styles, sexual orientation, religious or national identity and education." They also apply these principals to the supplier base that supports their business and remain committed to building and sustaining relationships with small, minority and women owned businesses.

Ellen Jameson, Director of Supplier Diversity in Pfizer's Global Procurement organization, told *Inside Supply Chain Magazine*, "With our diverse suppliers, it's not enough that we provide them business opportunities to compete for, but once they're in our doors, it's important that we continue to coach and mentor them to position them for continued success within the organization."

NMSDC certified MBEs interested in doing business with Pfizer should e-mail supplierdiversity@pfizer.com. Be sure to include a 1 page overview of your capabilities and appropriate contact information. Pfizer's supplier diversity program also recognizes certification from Women's Business Enterprise National Council (WBENC), WeConnect International, U.S. Small Business Administration (SBA) and National Gay & Lesbian Chamber of Commerce (NGLCC).

MEET THE MBEIC CHAIR JOYCE JOHNSON



As Owner, President/CEO of Anchor Staffing Inc., Joyce Johnson is responsible for overseeing the entire company operation. With over thirty-five years of staffing and employment services industry experience Joyce is adept in the areas of recruitment, sales and management.

Prior to opening Anchor Staffing in 2002, Joyce held positions with Adecco and Spherion, two major worldwide staffing firms, and eJobs, Inc., a recruitment management company. She has a proven track record in the staffing industry working with corporations to create workforce solutions and identifying cost saving opportunities. At Adecco, Joyce served on the company's internal Diversity Council. As the Midwest Regional Diversity Council Chairperson, she was responsible for developing policies and procedures, implementing solutions and monitoring diversity programs.

Joyce currently serves on the NMSDC Leadership Team as Chairperson of the Minority Business Enterprise Input Committee (MBEIC) and the Board of Directors for the ChicagoMSDC. Joyce previously served on the Boards of the YWCA of Metropolitan Chicago, and a local women's shelter actively assisting women who were abused and economically disadvantaged by developing programs to assist in career development, education and life skills.

MEET THE DIRECTOR OF CLIENT RELATIONS SHERRELL FULLER



Sherrell Fuller is the Director of Client Relations for the ChicagoMSDC. Prior to joining the Council, she worked for AT&T, Cisco Systems and Fujitsu in various sales and marketing roles. Sherrell began her career at Ameritech (now AT&T) as a Data Sales Consultant, where she designed and sold one of the first DSL lines to a small business customer. Sherrell is a seasoned Client Relations and Business Development Manager whose blend of talent crosses several industries and major corporations.

Growing up as the daughter of a small business owner, Sherrell learned the value and the benefits of connecting buying organizations and minority business early on in life. Sherrell understands that having a diverse supply chain provides the bridge to connect with a diverse customer base in a very direct and effective way.

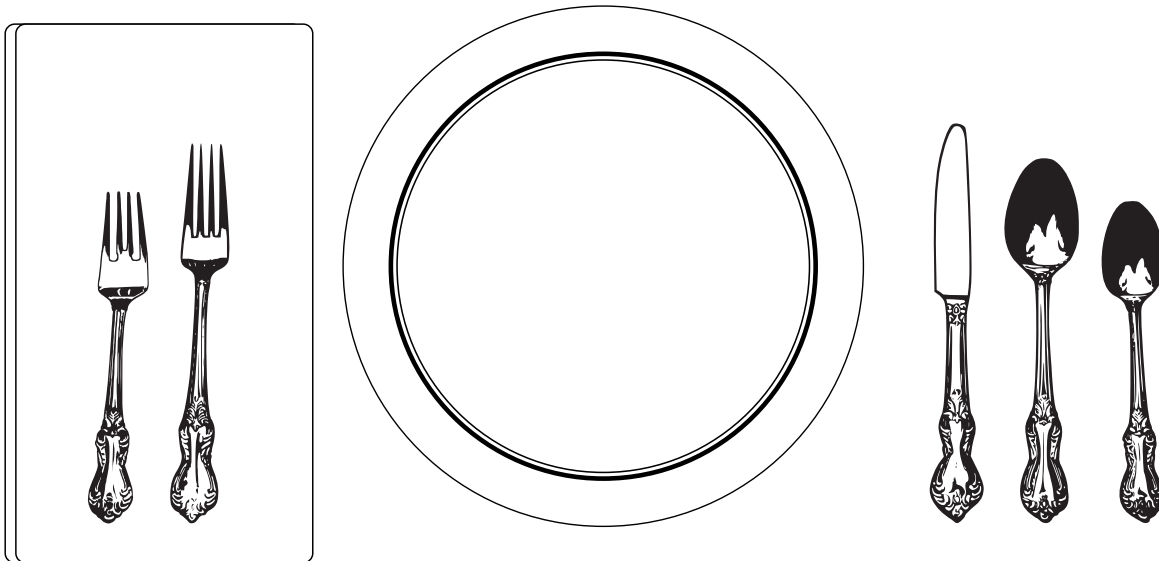
In her role as the Director of Client Relations, her goal is to develop strategic partnerships with ChicagoMSDC corporate members. Sherrell works at a strategic level, to help corporate members align their supplier diversity initiatives to their business goals.

Sherrell is a graduate of Eastern Illinois University and holds a BS in Business Administration and a Masters of Science in Marketing Communications from Roosevelt University.

JUNE MBE PROCUREMENT LUNCHEON FEATURES CAESARS ENTERTAINMENT

DEALING OUT OPPORTUNITIES FOR MBEs

BY MEGAN NAKANO



The June MBE Procurement Luncheon featured Caesars Entertainment on Thursday, June 16, 2016, at the Chicago South Loop Hotel. Longtime ChicagoMSDC supporter, Bridget Carter, Manager, Business Diversity, discussed Caesars Entertainment Corporation's robust Supplier Diversity program and highlighted upcoming opportunities for certified MBEs.

Caesars is the world's most diversified casino-entertainment provider and the most geographically diverse U.S. casino-entertainment company. Established 77 years ago in Reno, Nevada, Caesars now operates 49 casinos in 14 U.S. states and five countries. Their resorts operate primarily under the Caesars, Harrah's and Horseshoe brand names.

Caesars is committed to procuring its goods, products and services from a diversified pool of vendors, contractors and professional service providers, and working with developing business to help them grow. Caesars strategy is to work with a broad range of suppliers that are competitive in quality, service and price. They also encourage their suppliers to support diversity efforts through the use of second-tier supplier programs.

Goods and services are purchased at local, regional and national levels. Goods sourced locally include: meats,

seafood, produce, ethnic and local food, non-alcoholic beverages, bakery items, CO2, some general supplies, laundry, vending, some repairs and maintenance, and last-minute/special print projects. Those sourced nationally are: advertising, liquor contracts, gaming equipment, elevator maintenance, most print, MRO supplies, pest control, office supplies, janitorial, records and waste management. Regional goods and services could be considered local or national, and include food and beverage, armored car, landscaping, hood cleaning, uniforms, and transportation.

MBEs interested in doing business with Caesars must meet key vendor requirements. First and foremost, they must be certified, licensed, and have the ability to secure adequate warranty, insurance and bonding. They must also provide superb quality and excellent service at a competitive price. They must exhibit financial stability and strong credit. They will be asked to provide strong references and have relevant industry experience. They must have electronic capability - Caesars uses Ariba Spend Management solutions.

To register in the company's database, visit: caesarscorporate.com/diversity/suppliers/enroll-in-our-database. For more information, contact supplierdiversity@caesars.com.



2016 NMSDC CONFERENCE

+ BUSINESS OPPORTUNITY EXCHANGE

Minority Supplier Development:
Investing in the Future



- In conjunction with MBDA National Minority Enterprise Development (MED) Week
- More than 6,000 Corporate and Minority Business Executives in Attendance
- Targeted Workshops and Leadership Training Opportunities
- Largest National Expo of its Kind
- ISM Certification Credit Available
- Countless Networking Opportunities



OCTOBER 23-26
CHICAGO, IL

ChicagoMSDC CALENDAR OF EVENTS

SEPTEMBER 2016

8	ACCOUNTING & LEGAL LOUNGE SERIES (MBDA)	Chicago MSDC Chicago, IL
10	ASIAN AMERICAN BUSINESS EXPO	UIC Forum Chicago, IL
22	MBE PROCUREMENT LUNCHEON	TBD

OCTOBER 2016

23-26	NMSDC CONF. + BUSINESS OPPORTUNITY EXCHANGE	McCormick Place Chicago, IL
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NOVEMBER 2016

10	ACCOUNTING & LEGAL LOUNGE SERIES (MBDA)	Chicago MSDC Chicago, IL
TBD	MINORITY VETERAN BUSINESS OWNERS	TBD
16	MBEIC GENERAL MEETING	Chicago South Loop Hotel Chicago, IL

DECEMBER 2016

2	ANNUAL MEETING & HOLIDAY BRUNCH	Hyatt Regency Chicago Chicago, IL
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JANUARY 2017

19	MBE PROCUREMENT LUNCHEON	TBD
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FEBRUARY 2017

9	ACCOUNTING & LEGAL LOUNGE SERIES (MBDA)	ChicagoMSDC Chicago, IL
23	MBE PROCUREMENT LUNCHEON	TBD

MARCH 2017

2	HOW TO WORK A TRADE SHOW	Chicago MSDC Chicago, IL
11	ASIAN AMERICAN COALITION OF CHICAGO	Hilton Chicago Chicago, IL

APRIL 2017

20-21	CBOF 50	Hyatt Regency Chicago Chicago, IL
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MAY 2017

TBD	NMSDC DINNER DANCE	New York, NY
TBD	MBE PROCUREMENT LUNCHEON	TBD

JUNE 2017

TBD	ACCOUNTING & LEGAL LOUNGE SERIES (MBDA)	Chicago MSDC Chicago, IL
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JULY 2017

18	MBE 2 MBE EXCHANGE	Federal Reserve Bank Chicago, IL
19	MBE PROCUREMENT LUNCHEON	Federal Reserve Bank Chicago, IL
TBD	NMSDC NETWORK LEADERSHIP MEETING	TBD

AUGUST 2017

21	ChicagoMSDC SCHOLARSHIP GOLF CLASSIC	White Eagle Golf Club Naperville, IL
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CONTACT CYNTHIA JORDAN, DIRECTOR OF EVENTS
FOR MORE INFORMATION AND SPONSORSHIP OPPORTUNITIES
CJORDAN@CHICAGOMSDC.ORG | 312.755.2555



Our mat always reads "Welcome."

Allstate believes diverse experiences and perspectives exponentially strengthen business. So whether it's initiating relationships at our annual Supplier Diversity Exchange or being selected for the Allstate Mentoring Program, we may have an opportunity knocking on your door.

Partner with a Fortune 100 company driven by diversity.
Visit allstate.com/procurement for more information today.

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Allstate

You're in good hands.

Auto Home Life Retirement



Save The Date



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