

SUMMER 2017



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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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ChicagoMSDC is charging through its 50th year, seeing hard work lead to success and change throughout the organization. We are excited to host this year's Scholarship Classic and Clubhouse Casino. With proceeds going to support budding minority entrepreneurs, the ChicagoMSDC games are no gamble. Last year, funds raised from the Scholarship Classic were awarded at CBOF50 to five bright minority high school students. Each of the selected students boasted high achieving academic records, as well as an unmatched entrepreneurial spirit. The scholarships they received will make all the difference in aiding them in their college careers. We are excited and honored to be able to continue our scholarship tradition in 2018.

Reaching out to the next generation of entrepreneurs is important to the future of our country. Young minority professionals need to know that they are going to be supported in their efforts to benefit their communities, and grow our economy. Your participation today, and at many events throughout the year, is critical to the success of the council, and the future we are building for our children.

In addition to supporting young entrepreneurs through our scholarship fund, the Council has begun to implement technological changes that will allow our staff to meet entrepreneurs and business owners wherever they are. In participation with the University of Phoenix, the council will soon offer on-line classes and professional development for MBEs. We are also increasing our

social media and on-line presence, and we are developing an up-coming web series that strives to show millennials the accessibility of business ownership. Our MBDA Advanced Manufacturing, Capital, Export, and Business Centers in Chicago and St. Louis continue to help source and finance opportunities in the new economy.

On behalf of the entire ChicagoMSDC team, board of directors, suppliers, and scholarship recipients, I would like to give a special thank you to the Scholarship Classic Planning Committee. Your hard work and commitment makes this event a success year after year. To every participant and sponsor this year, we also thank you. Your dedication to our Council is appreciated.

Shelia Morgan
President & CEO
ChicagoMSDC

LETTER FROM THE CHAIR

RUBY McCLEARY

PHOTOGRAPH BY DOT WARD



What a great first half of the year we've had. In April we celebrated ChicagoMSDC's 50th anniversary and in August, another successful golf scholarship classic. This was in addition to the many workshops and events that were hosted over the past few months. We cannot say enough how critical your continued support and participation in Chicago Minority Supplier Development Council events has been to our successes. On behalf of the ChicagoMSDC board, we would like to say thank you.

Benjamin Franklin once said that "Without continual growth and progress, such words as improvement, achievement, and success have no meaning".

During CBOF50, we looked back at the triumphs we've achieved over the last 50 years. Now we have to reflect upon and build on those successes. This will be accomplished by recommitting ourselves to the organization. This means joining committees, getting to know your board members and ChicagoMSDC staff. As an organization, the best resources we have are the people in it. This special group includes corporations, staff and especially the minority owners and yes, we are diverse!

This year we've had a number of new corporate members join ChicagoMSDC. My encouragement to you is that each of us will engage in more peer to peer learning and mentoring in the next few months. By listening there is a great deal we can learn from one another and the stakes have never been higher! It will take all of us working together as we go forward to raise the bar and

navigate our next 50 years of success.

In the coming months, exciting changes will be happening at ChicagoMSDC. The board will be instrumental in assuring that the direction ChicagoMSDC takes will be to strengthen its core resource: its people. We will focus on better communication, program delivery, advocacy, connecting our MBE's to corporate opportunities and helping our supplier diversity professionals be successful.

I look forward to working alongside each of you, continuing to advance this organization and your interest.

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

LETTER FROM THE MBEIC CHAIR

JOYCE JOHNSON

PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.



The mission of ChicagoMSDC is to be the premier organization for increasing opportunities between major buying organizations and minority business owners. ChicagoMSDC accomplishes this with four pillars: CERTIFY, DEVELOP, CONNECT & ADVOCATE. The Minority Business Enterprise Input Committee (MBEIC) aligns itself with those pillars in every discussion and decision the committee supports. As minority business owners we are strongly connected and responsible in supporting two of those pillars: Development and Advocacy.

Often in my articles, I write about advocacy. It is one of the four pillars that the MBEIC committee feels strongly about because of its substantial impact. We know advocacy is an important means by which to initiate local, state, and federal agencies/officials to create and support laws and diversity practices with procurement processes. The MBEIC committee in recent months, has been hard at work to advocate for you, the Minority business owner. We have met with government officials to discuss issues that hurt the businesses community along with possible solutions. In May, the committee met with Congressman Brad Schneider who represents the 10th district of Illinois. This was one of many meetings that the committee has carried out in recent months.

Even in all of our tireless efforts in advocacy, one pillar that we feel still needs further attention is development. We know that development is important in order to increase the strengths of our businesses, employees and communities. As owners we constantly

engage in personal development by attending workshops and conferences. At times, it is easy for us to become so engrossed in these activities that we might sometime fail to realize that development goes beyond just us and the workshops. A new generation of young people now look to us for support, guidance and opportunities to grow.

As we look forward to enjoying the ChicagoMSDC scholarship class on August 14th, 2017, it's a reminder that we are the key to the development of the next generation of young entrepreneurs and management. Every year, the MBEIC committee has been proud to sponsor the golf scholarship classic. It is a feeling of personal satisfaction for myself as well as my fellow committee members. Over the years, the scholarship has allowed students the chance to develop the skills necessary to be successful.

As chair of the MBEIC committee, I ask you to become involved in the golf scholarship classic next year by donating either your time, money or both. The time is now for us to make the MBE community stronger starting with its youngest members.

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

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LETTER FROM THE EDITOR

MEGAN NAKANO

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Technology has the capacity to be a revolutionarily democratizing force, offering unprecedented access to information; goods and services; and platforms which allow almost anyone to reach broad audiences across the globe at little to no cost. However, age, class and race affect Internet adoption rates and usage leaving some minorities behind the learning curve. This issue is dedicated to STEM (science, technology, engineering and math), fields in which some minorities are notably underrepresented and all are undervalued.

Jobs in STEM are increasing at a higher rate than any other sector in the country. The U.S. Bureau of Labor Statistics predicts available jobs in these fields to increase by 17% between 2014 and 2024, with non-STEM employment rising by just 12%. These jobs are more resilient to recession and pay significantly more than non-STEM jobs. STEM workers earned 29% more than their non-STEM counterparts in 2015. White and Asian men make up 84% of the science and engineering workforce and get paid more than their Hispanic and Black counterparts according to the National Science Foundation. The median wage for whites employed in U.S. STEM jobs is \$88,000, while Hispanics earn around \$77,000 and Blacks, \$75,000.

Many companies are filling these jobs with people without a four-year college degree, taking a skills based approach to hiring and creating a “new collar job” market. The demand for high tech skills exceeds the supply, and immigrants are quickly filling the

void. In fact, the rate of STEM entrepreneurship among U.S.-born college graduates is lower than among their naturalized counterparts. Interestingly, whether a U.S.-educated adult immigrant earned a graduate degree in STEM or non-STEM field had no impact on their probability of STEM business ownership. However, when it comes to leadership, whites represent 91.8% of top-level executive positions in STEM, including all top-level managers, executives, administrators such as CEOs, COOs, CFOs, presidents, district managers and provosts.

This new economy presents a new world of opportunities for minorities. STEM fields focus on problem solving, and solutions either succeed or fail and can be tested and measured. The anonymous nature of technology allows us to be judged on the quality of our work rather than more subjective assessments which can be tainted by bias and discrimination. However, many minorities are being left behind by self-selecting out of STEM fields due to a lack of exposure, interest, or the resources required to succeed. ChicagoMSDC is ripe with MBEs in STEM who serve as relatable role models and mentors, paving the way for the next generation of minority entrepreneurs. We hope you enjoy reading their stories.

Megan Nakano
Editor-in-Chief
ChicagoMSDC Magazine



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CBOF50

ChicagoMSDC GOES BACK TO THE FUTURE

BY MEGAN NAKANO

The Chicago Minority Supplier Development Council celebrated its golden anniversary at the Fiftieth Chicago Business Opportunity Fair (CBOF50) at the Hyatt Regency Chicago April 20-21. In 1967, minority business executives and progressive leaders from the public and private sectors produced the first trade fair dedicated to supplier diversity. While times have changed, the importance of CBOF has not.

CBOF was born in an era of exploding racial injustice and glimmers of hope. In January of that year, actor, Ronald Reagan was inaugurated as the new governor of California, opposition to the Vietnam War was reaching a feverish pitch and race riots were breaking out across America. On June 12, the United States Supreme Court declared all U.S. state laws prohibiting interracial marriage to be unconstitutional in its *Loving v. Virginia* decision, and Thurgood Marshall, who would become the first African American Justice of the Supreme Court, was nominated the next day. The founders of ChicagoMSDC understood the importance of equal economic empowerment to national economic stability and security. They focused on developing minority entrepreneurs and facilitating equal access to institutions and opportunities.

Fifty years later, MBEs are growing in size and influence. As of the 2012 U.S. Census, 29% of American businesses were majority-owned by minorities, and this share is steadily increasing. Despite their increasing rates of minority entrepreneurship (which experienced a boom during the last economic recession), MBEs are still underrepresented compared with their share of the population. More alarmingly, the revenues of minority-owned firms is only 32% that of non-minority-owned businesses.

"CBOF is as relevant today in 2017 as it was when it was introduced back in 1967," says Shelia Morgan, ChicagoMSDC President and CEO. "The economic impact of American minority businesses on the global economy is increasing exponentially but their access to opportunities is not expanding commensurately." CBOF is a time for all stakeholders in supplier diversity to gather to discuss trends and best practices in the field, share information and expertise, and build the relationships upon which business partnerships form.

This year's event kicked off on Thursday, April 21, with

workshops and panel discussions designed to promote personal and professional development. Workshop titles included, "Growing Your Business Via Exporting and Advanced Manufacturing," "Identity Leadership Session," "Getting from the Red Zone...to the Goal Line," Presidential Perspectives Forum," "The Art of Negotiation: Using Behavioral Assessment to Win at Business and in Life," "Do You Know the Economic Impact of Your Supplier Diversity Initiative?" and "Growing Your Business in a Turbulent Political Environment."

There was also an expanded Corporate One-on-One Power Pitch meeting program that encouraged interaction between corporate buyers and minority suppliers. Over 80 corporate buyers hosting 50 tables met with 150 MBEs in more than 600 meetings. Those MBEs who were not selected for one-on-ones learned about the corporate preferences and were able to tailor their pitch on the day of the fair.

That evening, guests attended the 50th Anniversary Celebration Dinner and Tribute to Legends of Supplier Diversity. The Minority Business Enterprise Input Committee honored this year's scholarship recipients, outstanding buyers and suppliers, and supplier diversity advocates and paid special tribute to local pioneers of the supplier diversity movement. Deborah Jennings Johnson, Senior Director, Supplier Diversity at BP, was honored for over 30 years of service and commitment to ChicagoMSDC. The ChicagoMSDC 2017 Corporation of the Year Award was presented to The Allstate Corporation, which has been the Presenting Sponsor of CBOF since 2009. Cheryl Harris, Allstate Insurance Senior VP, Procurement accepted the award on behalf of The Allstate Corporation's Chairman & CEO, Thomas J. Wilson.

The Sponsors Breakfast on Friday morning featured a panel moderated by Roland Martin, host and managing editor of News One Now, and featured Henry Cisneros, CityView Co-Founder and Chairman; Christopher Kennedy, Joseph P. Kennedy Enterprises Chairman; and Anne Pramaggiore, ComEd President & CEO. Illinois Governor Bruce Rauner addressed the audience and expressed his commitment to minority business.

Breakfast was followed by the ribbon cutting ceremony which opened the 50th Annual CBOF Trade Fair where exhibitors promoted goods and services across a vast range of industries. After the fair, attendees retired to the Topping Out party to wind down in a relaxed environment. CBOF50 paid tribute to the past with an eye to the future.



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MBE 2 MBE EXCHANGE

ChicagoMSDC JOINS FEDERAL RESERVE BANK CHICAGO'S 2017 BUSINESS SMART WEEK

BY MEGAN NAKANO

ChicagoMSDC's Minority Business Enterprise Input Committee (MBEIC) partnered with the Federal Reserve Bank of Chicago to present the MBE2MBE Exchange and the MBE Procurement Luncheon Series in conjunction with Business Smart Week. The Fed delivers technical assistance and capacity building programs for diverse businesses and provides information and the tools to help diverse businesses better manage their businesses. Supplier Diversity aligns directly with the Federal Reserve's dual mandate to foster a strong economy and maximize employment as MBEs help to support the economic base in communities in which they do business. In addition, Supplier Diversity is an integral part of the Bank's overall Diversity and Inclusion strategy.

On July 18, the MBE2MBE Exchange kicked off Business Smart Week at the Federal Reserve Bank of Chicago. The morning started with welcoming remarks from the Fed's Supplier Diversity Program Manager, Mark Hands and Senior Vice President & CFO, Margaret (Peg) Koenigs. Next, guests were greeted by ChicagoMSDC's Shelia Morgan, President & CEO, and Joyce Johnson, MBEIC Chair and President & CEO of Anchor Staffing, Inc.

Emily Engel, the Federal Reserve Bank's Business Economist - Economic Research, presented a report on the State of Small Business. The report was based on results from the Federal Reserve's 2016 Survey, the first national small business survey with involvement from all 50 states. Over 10,000 small employer firms responded to the 2016 survey. ChicagoMSDC is partnering with the Fed's Community Development Policy Studies (CDPS) Group to encourage MBEs to participate in the 2017 Survey. (See pages 18-19 for further details.)

Mary Hughes, Senior Payment Consultant with the Federal Reserve Bank of Minneapolis, then presented a workshop entitled, "The Future of Payments: Small Business Perspective." Everyday trillions of dollars pass through the Fed's cash and electronic payment systems as banks do business. The Fed is at the forefront of the industry movement to advance how we as consumers swipe, click and conduct our own personal and business payments. Ms. Hughes discussed strategies for improving the U.S. Payments system and how it can impact small businesses.

The next workshop featured an overview of the Chicago Minority Business Development Agency (MBDA) Export

STEDMAN GRAHAM PRESENTS HIS WORKSHOP ON IDENTITY LEADERSHIP AT THE FEDERAL RESERVE BANK OF CHICAGO.



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

FEDERAL RESERVE BANK OF CHICAGO, SUPPLIER DIVERSITY PROGRAM MANAGER MARK HANDS, WITH MINORITY BUSINESS DEVELOPMENT AGENCY, NATIONAL DIRECTOR, CHRIS GARCIA AT THE MBE PROCUREMENT LUNCHEON.

Center. Chicago MBDA Export Center Director, Patricia Hanes, focused on growing your business globally and discussed available services.

Stedman Graham delivered the keynote presentation. The businessman, educator and speaker consults and conducts training with corporations, educational entities, the military and veterans, nonprofits and the government. His identity message is grounded in the fact that the key to success is self-leadership capability. The Identity Leadership programs, driven by his proprietary Nine-Step Success Process™, are based on the philosophy that individuals hold the power of their educational career and personal success or failure.

After Mr. Graham’s keynote address, attendees filed into the atrium for the MBE2MBE Exchange, where MBEs promoted their goods and services and connected to form mutually beneficial partnerships.

tually beneficial partnerships.

The following day, MBEs returned to the Federal Reserve Bank of Chicago for the MBE Procurement Luncheon featuring the Chicago Transit Authority. Shondra Watson-Wilson, Manager of Diversity Programs for CTA, explained the DBE certification process and shared upcoming contract opportunities. Ms. Watson-Wilson, former ChicagoMSDC Certification Manager, now manages a portfolio of over \$2 billion in contracts and takes great pride in assuring that small businesses have the information, tools and resources needed to obtain potential contracting opportunities.

Ms. Watson-Wilson brought with her: JuanPablo Prieto, Coordinator, Diversity Programs for CTA as well as representatives from CTA prime contractors, Walsh Construction and F. H. Paschen.

SHONDRA WATSON WILSON, MANAGER OF DIVERSITY PROGRAMS FOR THE CHICAGO TRANSIT AUTHORITY SHOWS MBEs HOW TO DO BUSINESS WITH THE SECOND LARGEST TRANSIT AGENCY IN THE NATION.



ChicagoMSDC TO PARTICIPATE IN THE FEDERAL RESERVE BANK'S 2017 SMALL BUSINESS CREDIT SURVEY

Access to capital has long been cited by MBEs as one of the biggest barriers to minority business success. ChicagoMSDC is committed to providing our MBEs with the resources and support to keep their businesses financially healthy. This includes advocating for fair lending practices. Participation in the Federal Reserve Bank's national Small Business Credit Survey will allow us to capture critical data about the business conditions, needs, and credit experiences of ChicagoMSDC's small MBE firms compared to the nation.

The Federal Reserve Bank of Chicago's Community Development and Policy Studies division is partnering with the eleven other Reserve Banks in conducting an annual, national Small Business Credit Survey. The dual mandate of the Federal Reserve includes maximum employment. Small business development and growth is essential to full employment. "More than half of Americans either own or work for a small business, and they create about two out of every three new jobs in the US each year," according to the Small Business Administration. To learn more about credit access and business conditions for this very large cohort of employers, Community Development and Policy Studies, a department of the Chicago Federal Reserve, is working to engage small businesses through trade, advisory, and other intermediary groups to participate in the Fed System's Small Business Credit Survey.

The annual survey, initiated by the Federal Reserve Bank of New York, collects data about small business performance (from those with fewer than 500 employees) from across the United States; questions address financing needs, questions on sources of capital, and borrowing experiences. The survey was launched in 2014 and by 2016, businesses from all 50 states responded. For each state with at least 200 respondents, the survey team at the Federal Reserve Bank of New York will prepare a state-level report. The 2017 survey will launch in September, 2017, and close in December. The Federal Reserve Banks will begin publishing first reports from the 2017 survey starting in April 2018.

We will be contacting you in September to encourage you to take the survey. MBE participation in this survey is important, as it will help ensure that our interests are adequately represented in the national effort to better understand the dynamics behind aggregate lending trends, and to improve access to small business credit for MBEs at the state and local levels.



HIGHLIGHTS OF THE 2016 FINDINGS

Small businesses reported that although many were profitable and optimistic, a significant majority had faced financial challenges, experienced funding gaps, and relied on the personal finances of the owner to fund basic capital needs. In 2016, 87 percent of employer firms relied on their owners' personal credit scores to obtain funding. Lack of access to credit often inhibits growth. These issues were even more pronounced for the smallest firms.

Only 30 percent of the firms surveyed were considered "healthy," according to the following criteria: **(1)** (2015) profitability; **(2)** Low credit risk (business or owner has good or excellent credit score); and **(3)** Growth through retained earnings (rather than owner's personal funds or credit to fund the business), as can be seen in the image on the back of the page.

Additional reports on the 2016 Small Business Credit Survey will be released throughout 2017. These will take an in-depth look into specific types of small businesses, including start-ups, minority firms, and micro-businesses.

If you have questions or would like to be included on a list of partnering organizations, feel free to contact Emily Engel, Business Economist, Federal Reserve Bank of Chicago at Emily.Engel@chi.frb.org or 312.322.5520.

2016 SMALL BUSINESS CREDIT SURVEY

WHO
10,303 SMALL
EMPLOYER FIRMS

WHAT
BUSINESSES,
a majority of which have
1 to 4 employees and
annual revenues of
\$1M or less

WHERE
ALL
50 STATES
AND
WASHINGTON DC

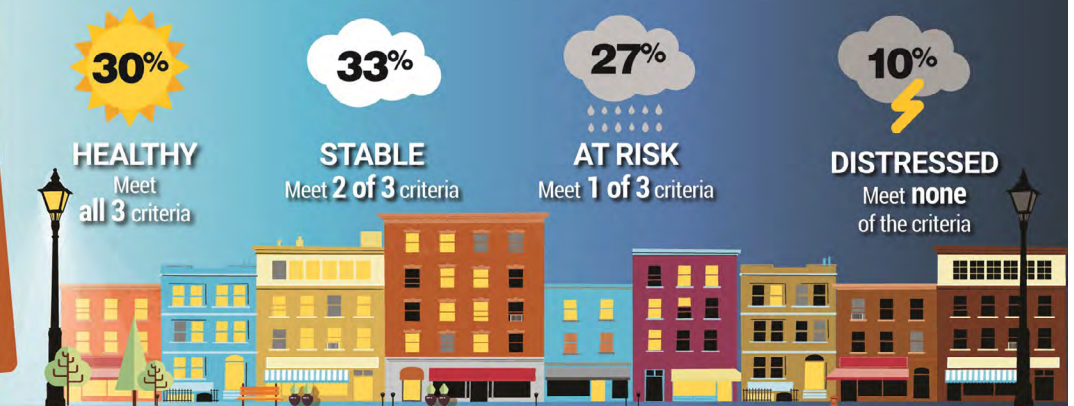
WHEN
Surveyed in
FALL 2016

WHY
To learn about
FINANCING and
BUSINESS
CONDITIONS of
small firms

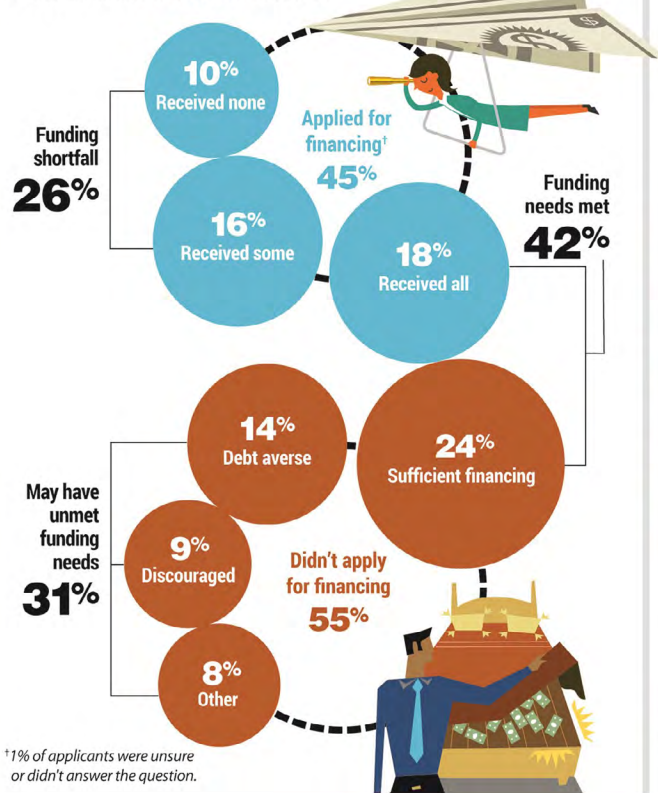
THE CRITERIA

- 1 Profitable as of year-end 2015
- 2 Low credit risk (business or owner has good or excellent credit score)
- 3 Uses retained earnings (does not primarily use owner's personal funds or credit to fund the business)

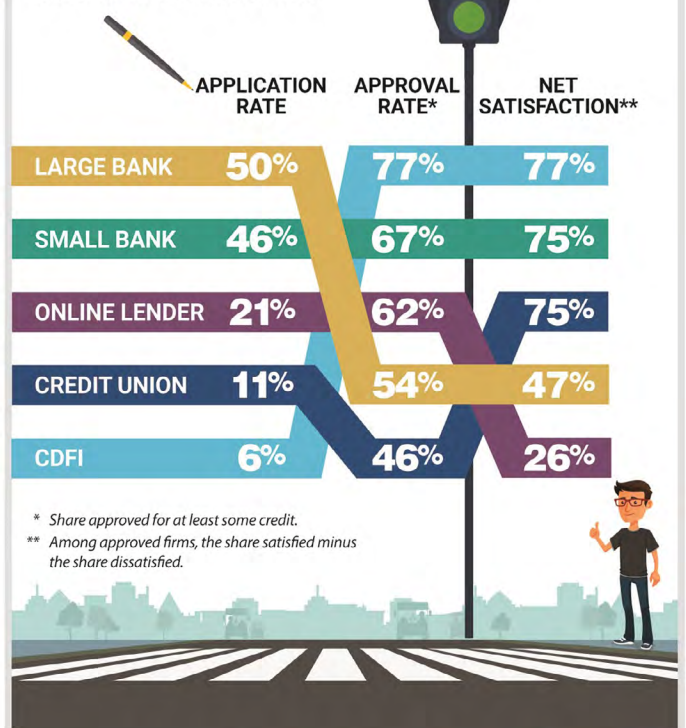
SMALL FIRM FINANCIAL HEALTH SPECTRUM



DEMAND FOR FINANCING AND FINANCING OUTCOMES



WHERE FIRMS APPLIED FOR LOANS AND LINES OF CREDIT, WERE APPROVED, AND WERE SATISFIED



Source: Small Business Credit Survey, Federal Reserve Banks



LEADERSHIP TRANSITION

LOUIS GREEN NAMED NMSDC INTERIM EXECUTIVE DIRECTOR

Effective July 13th, The National Minority Supplier Development Council (NMSDC) named an interim executive director in the role previously held by Joset Wright-Lacy. Louis Green, formerly chair of the Michigan Minority Supplier Development Council and now CEO, Supplier Success, LLC will serve as interim President. Additionally, Sidney Johnson Senior Vice President of Delphi Global Supply Chain Management has been elected Vice Chairman of the Board of Directors, succeeding William Kornegay. Both will step into position effective July 14, 2017.

"On behalf of the executive committee and the NMSDC, I want to thank Joset Wright-Lacy for her efforts and what she was able to accomplish during her tenure," said Joe Hinrichs. "We wish her much success in her future endeavors."

Moving forward, the Board will be focused on three key items: **(1)** Continuing to build on teamwork that supports the network/affiliates; **(2)** Establishing and maintaining a

framework of leadership and organizational structure that provides value to all key stakeholders (our MBEs; corporate members; communities in which the NMSDC makes an economic impact; employees and staff who are viable to ensuring that the mission and vision of NMSDC are carried out in a customer centric way); **(3)** reviewing NMSDC's global initiatives and re-establishing linkage with existing global affiliates.

In the midst of all of this is NMSDC's celebration of 45 years as a leader in Minority Business Development.

Much focus will be placed on the 45th Anniversary of the NMSDC and the pending annual conference to be held in October in Detroit, Michigan. The organization is looking to the conference as one which reshapes and redefines the NMSDC as a leader in minority business development, demonstrates the excellent training and development of supply chain leaders within the existing network; and spotlights an affiliate network that aligns with the collective success of the organization as the go-to leader



FORMER MICHIGAN MSDC CHAIR, LOUIS GREEN APPOINTED NMSDC INTERIM EXECUTIVE DIRECTOR.

for supplier diversity and development.

This latest change represents a new opportunity for the NMSDC to move from its past with a renewed focus on technology and our various constituent groups.

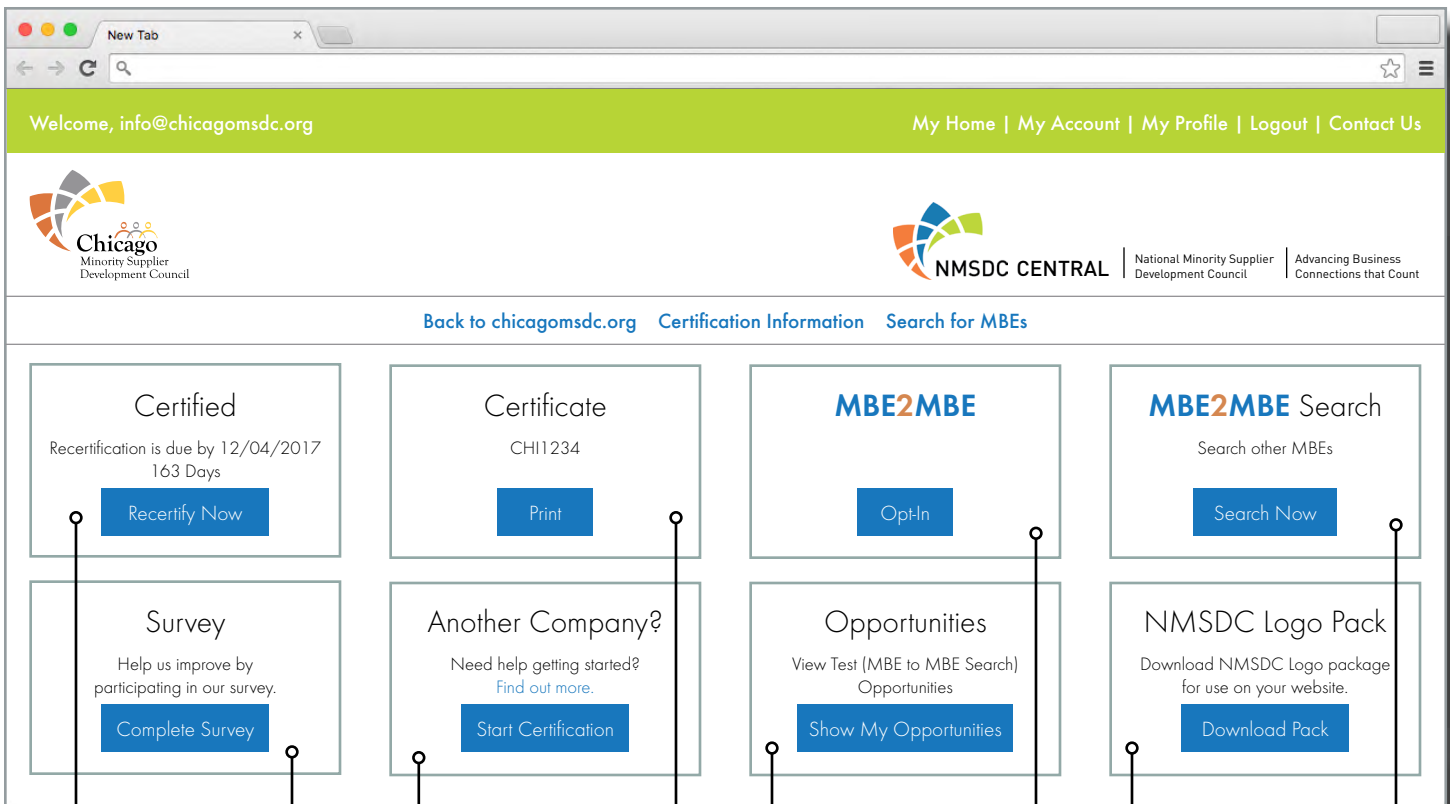
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USE YOUR USER NAME & PASSWORD TO LOGIN AT: WWW.ChicagoMSDC.ORG/LOGIN/INDEX. YOUR CERTIFICATION MUST BE CURRENT TO ACCESS SOME FEATURES. ChicagoMSDC MBEs CONTACT **GINA PEREZ** AT GPerez@ChicagoMSDC.ORG FOR ASSISTANCE.



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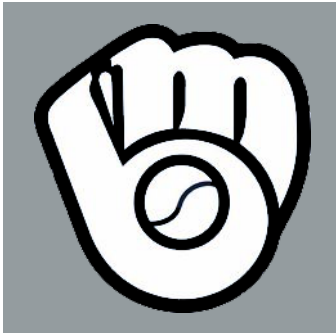
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MBE DAY

AT MILLER PARK

CHI vs. MKE



The Milwaukee Brewers hosted a "Battle of the Markets" re-match softball game between ChicagoMSDC and North Central MSDC. On Friday, July 28, 2017, the players arrived at Miller Park's Helfaer Field at 4:00 PM and took batting practice while fans warmed up at the networking tailgate reception. Helfaer Field is a Little League baseball field located in the parking lot of the Brewer's Miller Park in Milwaukee, Wisconsin. Seating up to 722 people, it is built on the infield of the former Milwaukee County Stadium and retains its original foul poles.

The seats were packed with Council staff; MBEs; corporate supplier diversity and sourcing professionals; and business development partners from both markets (Milwaukee and Chicago). Having suffered a crushing defeat at last year's match-up, ChicagoMSDC took the field ready to win. ChicagoMSDC's all-star team was led by General Manager, Phillip Barreda, Executive Vice President, ChicagoMSDC and Coach Guillermo Garcia, Principal & CEO, GSG Consultants, Inc. Shelly Brown, ChicagoMSDC Past Chair and Diversity Solutions Leader at Aon, umpired.

Don Martin (2B) led off for ChicagoMSDC, followed by: Larry Klaber (SS), Gio Sanchez (RF), Joe Loreda (1B), Tom Stallings (CF), Mike Navarette (LF), Santiago Garcia (C),

↓ BITTER RIVALS, ChicagoMSDC AND NCMSDC DISPLAY SPORTSMANSHIP AFTER DOING BATTLE IN MILWAUKEE, WI.



PHOTOGRAPH BY GINA PEREZ

John DeWeerd (3B), AJ Loreda (SC), Vivian Funches (P), Michelle Flagg (DH), and Brandon Brown (DH). ChicagoMSDC was scoreless in the top of the first inning and gave up five runs to NCMSSDC early. They answered back in the top of the second with four runs which would go unanswered in the bottom of the inning. The third inning saw two more runs for ChicagoMSDC and three for NCMSSDC. The fourth and final inning brought ChicagoMSDC five runs which would be enough to beat NCMSSDC with a final score of eleven to ten.

The rivalry continued on in Miller Park where the Chicago Cubs battled the Milwaukee Brewers for first place in the National League Central Division. The Cubs were in first place with a 54-47 record at the outset of the game, over the Brewers 54-50 record.

Brent Suter pitched seven scoreless innings for the Brewers defeating Jose Quintana 2-1. Jason Heyward robbed Ryan Braun of a two-run homer with a leaping catch over the right field wall in the third. [Heyward also robbed Braun of his 200th home run in 2012.] Baez hit a solo home run in the 8th inning but Kyle Schwarber left the tying run on third with two-outs in the 9th. The Cubs loss brought Milwaukee within a half game of taking back the Central Division lead.



↓ MVP, **BRANDON BROWN**, HOISTS THE 2017 BATTLE OF THE MARKETS TROPHY IN FRONT OF MILLER PARK IN MILWAUKEE, WI.

↑ GENERAL MANAGER, **PHILLIP BARREDA**, LEADS ChicagoMSDC TO AN 11-10 VICTORY OVER NCMSSDC AT HELFAER FIELD.



PHOTOGRAPH BY GINA PEREZ



DOLORES SAXTON-WALKER SCHOLARSHIP WINNER, **AYANA WILSON** PRESENTS THE APPLICATION SHE DESIGNED AT GIRLS WHO CODE CLUB TO GOOGLE. MS. WILSON IS A GRADUATE OF LINDBLOM MATH & SCIENCE ACADEMY.

A GIRL WHO CODES

ChicagoMSDC DOLORES SAXTON-WALKER SCHOLAR, AYANA WILSON DEFIES THE ODDS

BY AYANA WILSON

Noticing the gender gap in the fast growing tech market, Girls Who Code seeks to attract and foster the talent of young women between the ages of 13 and 17, with their summer coding camps. Since the Computer boom of the 1980's, the gap between the number of male and female computer science graduates has increased. By 2020, it is expected that women will only fill about 3% of the 1.4 million jobs available in computing related fields. Girls Who Code has already begun closing the gap by building the largest pipeline of future female engineers in the United States. Since the organization began, they have grown to 40,000 participants in 50 states. Alumni of the coding program are now studying computer science at some of America's top Universities such as Stanford, Harvard, Princeton, and the Massachusetts Institute of Technology (MIT).

One of ChicagoMSDC's 2017 Dolores Saxton-Walker Scholarship recipients, Ayana Wilson, was also a participant in the University of Illinois at Chicago chapter of Girls Who Code. Ms. Wilson shares her perspective with us:

I started attending Girls Who Code when I was a junior in high school in September 2015. Like most activities I take part in outside of school, it was my mother, a staff member at UIC, who encouraged me to pursue the program and like most of the activities my mother introduces me to, I vehemently rejected it. I worried it would be a waste of my time, reaping no benefits.

It was that closed minded attitude that prevented me from enjoying the full experience of Girls Who Code at first. Unable to tolerate the idea of having to dedicate two full hours a week to something that wasn't lounging, I shut myself down the first few weeks of the program, indescribably irritated whenever I stepped through the door. I wasn't able to open up in the program until nearly halfway through when I was asked to present the game I had been making to Google.

Presented with an opportunity like this, I could hardly sit around and glare at the walls. I took on a much more active and welcoming role in the classroom, which led me to recognize the brilliance of Girls Who Code. I realized

how lucky I was, not only to be in a coding program, but to be chosen as one of five out of at least a hundred girls to get to present my project—and to Google of all places!

My presentation went flawlessly. Along with the other girls from my program, I set up my laptop at my station, and, in traditional science fair style, I waited for spectators to walk around and view my project. I had an amazing time speaking to everyone who walked by. At Google's Chicago Headquarters, I got a chance to speak to computer science teachers, principals from a large range of schools, computer science program coordinators and administrators, and representatives from Google.

After experiencing what can only be described as one of the most special nights at Google's Headquarters, I realized how lucky I was to be taking part in the Girls Who Code program. After some reflection, I realized I probably wouldn't have been in the program if my mother hadn't heard about it in an email announcement to UIC staff. The Girls Who Code UIC Chapter was only in its second year when I first joined, and so the group of girls participating was mostly limited to those who

JOYCE JOHNSON (LEFT), MBEIC CHAIR AND PRESIDENT & CEO, ANCHOR STAFFING, AND **NATHANIEL SUTTON**, 2017 MBEIC AWARDS CHAIR AND PRESIDENT, SUTTON FORD, PRESENT AYANA WILSON WITH A 2017 DOLORES SAXTON-WALKER SCHOLARSHIP.



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

had some connection to the university.

To its credit, the Girls Who Code UIC chapter is growing every year, as more and more participants share news of the program to their friends, and as the program continues its own outreach advertising techniques. This year, the program has taken in a lot more minorities than last year through more expansive recruitment and advertising techniques. It is these techniques that will help inspire and enable more minorities to pursue careers in the computer science field.

Through the Girls Who Code Program, I am proud to say I have learned four coding languages and programs: Scratch, Python, HTML, and Javascript. With these programs, I have made different types of games, websites, and computer simulations.

Girls Who Code has really sparked my interest in computer science, opening up a whole new world of opportunities. The group's weekly meetings were a great opportunity to learn new things. We started with a group bonding activity every Saturday morning over breakfast. We then split into small groups based on our proficiency levels for lessons. This way, we all learned something new without feeling left behind. Even if such a rarity did occur, we were given individual computer time where we were allowed to work on our projects, practice new skills, and ask questions.

When I go to my computer science classes in the fall, I hope to see many other women there, whether or not they're hoping to major in the field or deciding to just test the waters. I have found that in my high school, there are a great deal more boys in Computer Science than girls, and I think most of that comes from girls never being told that they can code too. With boys, computer science, and any other field they plan to explore seems to be given to them. This is why getting more women, especially African American women, into fields like computer science and engineering, is going to take a push. A push from their community leaders, teachers and family members that tell them they can enter and succeed in fields like computer science.

Ms. Wilson graduated from Lindblom Math Science Academy this Spring. She will attend Vanderbilt University in Nashville, Tennessee in the fall and plans to double major in computer science and economics. ChicagoMSDC is proud to provide scholarships supporting minority students.

DOLORES SAXTON-WALKER SCHOLARSHIP PROGRAM



THE DOLORES SAXTON-WALKER SCHOLARSHIP IS A TRADITION THAT STRETCHES BACK DECADES. EVERY YEAR, SCHOLARSHIP FUNDS ARE RAISED AT THE SUMMER "SCHOLARSHIP CLASSIC" GOLF OUTING HOSTED BY THE MINORITY BUSINESS ENTERPRISE INPUT COMMITTEE. HUNDREDS OF GOLFERS GATHERED IN AUGUST 2016 AT THE WHITE EAGLE COUNTRY CLUB IN NAPERVILLE TO SUPPORT SCHOLARSHIP FUNDRAISING EFFORTS. THIS YEAR, THE MBEIC AWARDED FIVE OUTSTANDING STUDENTS SCHOLARSHIPS OF \$3,000 DOLLARS EACH.

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**BE ADMITTED TO AND PLAN TO ENROLL AT
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**PARTICIPATE IN AN INTERVIEW
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The Public Building Commission of Chicago (PBC) is a full service public developer created by state legislation to plan, design and construct municipal buildings, including but not limited to schools, park facilities, libraries, police stations and fire houses. Established in 1956 for professional management of public capital and infrastructure projects, the PBC is committed to client service and strong stewardship of public resources.

Carina E. Sanchez serves as the Executive Director of the PBC. Appointed by Mayor Rahm Emanuel in January 2017, Ms. Sanchez oversees construction and renovation of neighborhood anchors that serve as a catalyst for more development that is reshaping and revitalizing Chicago and Cook County communities.

The PBC may require that General Contractors be pre-qualified to bid on its construction contracts. Interested contractors are invited to submit Statements of Qualifications (and Financial Conditions) (SOQ) for those bid opportunities.

The PBC Alert system notifies subscribers of all upcoming Statements of Qualifications (and Financial Conditions) (SOQ) and procurement opportunities via email. SOQs are also published in the Chicago Sun Times and posted on the PBC website. The pre-qualification submission schedule for general construction is available on their website under Public Advertisements.

The PBC employs various methods to procure professional design and engineering services. Depending on the specifics of the project or program, the PBC may issue Request for Qualifications (RFQ), Request for Design Build Proposals (RFP) or appoint engineering firms or Architects of Record (AOR) from the PBC list of AORs.

The PBC may also issue RFQs for specialty consultants, such as surveyors, environmental consultants, commissioning agents, and specialists in construction materials testing and inspection. As projects are approved, the PBC will solicit proposal(s) from the pool of pre-qualified specialty consultants. Task orders are issued against specialty consultant term contracts.

The PBC Alert system along with the PBC website, allow subcontractors to learn of future PBC projects, monitor lists of general contractors pre-qualified to bid on the projects, attend pre-bid meetings, and possibly establish relationships with the general contractors which might translate into opportunities for subcontracting.

You can sign up for the free service that notifies you by email each time a new construction contract is offered for bid or professional service qualifications are being sought. Notices help companies pre-qualify for bidding opportunities and find subcontracting opportunities. To register, go to: www.pbcchicago.com.

MBE PIONEERS IN STEM

LINDA BOASMOND, BARRY CORONA, VASANTHI ILANGOVAN AND EDILBERTO ORTIZ SHOW US WHAT IT TAKES

BY MEGAN NAKANO

Growing up in a small town in the Philippines, Edilberto Ortiz's dream was to be an engineer. But when the time came to choose a major, he found the financial commitment of pursuing that dream to be cost prohibitive. "Minority students are so focused on paying for college and earning good grades that they become discouraged by certain career paths," he explained. Instead, he used his talent for math in a different way, working his way through college and earning a B.S. in accounting. He worked for Ernst and Whinney and Arthur Anderson until branching out on his own in 1974. Today, he is the managing partner and namesake of E.C. Ortiz & Co., LLP, a professional services firm offering accounting, auditing, management consulting and tax services. E.C. Ortiz & Co. is best known for supervising the Illinois State Lottery drawings. In 2010, the Illinois CPA Society honored Ortiz with its Lifetime Achievement

Award. Ortiz is committed to raising funds to provide scholarships to minority students who wish to pursue careers in accounting. A longtime member of the American Institute of Certified Public Accountants (AICPA), Ortiz has served on its Minority Initiatives Committee, as well as Chairing the Scholarship Task Force. "We have to provide minority students with the logistical and emotional support they need to achieve their career goals," he states.

Barry Corona, President of Production Products and Manufacturing, echoes Ortiz's sentiments. Of his entire high school class, Corona believes he was the only one to graduate from college. His peers, he posits, chose to forgo school to enter the workforce for financial reasons. But Corona managed to work and attend night school to get his business degree from a junior college. He went on to work in sales and marketing for Parker Hannifin where he sold hydraulic chemical sealants to clients like McDonnell

LINDA BOASMOND, OWNER OF CEDAR CONCEPTS, AT HER CHEMICAL MANUFACTURING FACILITY IN THE HISTORIC UNION STOCKYARDS. FEATURING WIND TURBINES, SOLAR PANELS AND PASSIVE SOLAR HEATING, THE PLANT IS LEED BD+C SILVER CERTIFIED.





BARRY N. CORONA (SECOND FROM RIGHT), PRESIDENT, PRODUCTION PRODUCTS WITH HIS CHILDREN: **BARRY M. CORONA**, BUSINESS DEVELOPMENT MANAGER, **CORI CHRISTIANSEN**, NEW BUSINESS DEVELOPMENT, AND **KERRI GAUT**, ASSISTANT CHIEF FINANCIAL OFFICER. NOT PICTURED, **KELLI CORONA-BITTICK**, RESEARCH & DEVELOPMENT MANAGER.

Douglas. In this role, he was trained as the engineering link to the customer. “Most of the people I worked for were bums,” he says, “I thought I could do better for myself.” So he founded Production Products to design, manufacture and deliver solutions to some of the world’s toughest problems. For instance, during the global Severe Acute Respiratory Syndrome (SARS) epidemic, Production Products was commissioned by the Department of Defense to design a system for transporting infected patients. The result was the Airborne Biological Containment System (ABCs), a single occupancy isolation unit. When the Ebola epidemic struck, Production Products was called upon for a solution for safely transporting infected U.S. military personnel. Corona adapted the ABCs to accommodate multiple people, creating the Transport Isolation System (TIS). Production Products is probably the world’s largest producer of chemical/biological protective shelters and equipment for all branches of the U.S. military and for many of our allies. Their products can be found in the White House, Pentagon, and aboard Air Force One. Of the job he left to start his own business he says, “If they’d moved me up the ladder, I probably would have stayed. I may not have been satisfied, but it would have been more to lose by leaving.” When asked why more minorities don’t go into STEM fields, Corona chuckles, “There are so many shows about doctors, lawyers, and police officers. There are no shows about engineers.”

“When I was growing up,” explains Linda Boasmond, owner of Cedar Concepts, “we didn’t have molecular biologists, we didn’t have physicists, we didn’t have statisticians who lived on our block...These careers are not familiar to nor accessible by many students throughout their education.” Since childhood, Boasmond always had a love of

science. Her father indulged her with chemistry and biology science kits and she would take trips to the Museum of Science and Industry and even manufacturing plants for fun. She went on to study chemistry at DePaul University where she was one of a tiny group of females in her program. Upon graduation, she went to work for a global chemical corporation and moved up from working on the floor to becoming the first female supervisor at a Fortune 500 chemical company factory. On her first day on the job, two men at the plant were sent home for refusing to take direction from her. After years of working and earning promotions, she was laid off and was eventually hired as Technical Director at Cedar Concepts, a manufacturer of surfactants, lubricants and chemical intermediaries in the form of flakes and pastilles. Within a few years, she became a partner and went on to fully acquire the company in 2004 becoming the sole owner of an International Standards Organization Enterprise. Ms. Boasmond is a founding board member of Girls 4 Science, a non-profit organization dedicated to exposing young girls (ages 10-18) in Chicago to STEM.

Vasanthi Ilangovan, President & CEO of VIVA USA, also points to a lack of relatable role models as a key factor in the lack of minority representation in STEM. “I think it comes down to seeing people you can relate to having a presence that impacts the industry.” Though she was an English major in college, she was inspired to make an impact in the field of technology by reading about and meeting successful pioneers in the industry. Timing was also a factor. “About 20 years ago when we created VIVA, there was a boom in the IT services field which led to many opportunities to really take advantage of. I tried my hand at it, found that it was something I was good at, and the rest



MARK HANDS, SUPPLIER DIVERSITY PROGRAM MANAGER, FEDERAL RESERVE BANK OF CHICAGO; WITH VIVA USA'S **SUMALYA SUNDARAM**, DIRECTOR, CLIENT RELATIONS, **VASANTHI ILANGOVAN**, PRESIDENT & CEO; AND **ASHVIN ILANGOVAN**, MOBILE SOLUTIONS MANAGER.

is history.” With offices across the United States and India, VIVA provides IT management and consulting services and has been recognized by the USPAACC as one of the 50 Fastest Growing Asian American Companies in the nation.

While each of these MBEs acknowledges the unique obstacles they’ve faced as minority entrepreneurs in STEM, all share a certain no-nonsense resilience. “If you’re out there knocking on doors enough, you learn to read people,” Corona explains, “I don’t waste my time on people who aren’t receptive to me.” In his line of business, the contracts are

large so the stakes are high. “The consequences of failure are dire so customers are often afraid to take a risk on an MBE. But once you prove yourself and deliver, it’s just the opposite.”

Boasmond, Corona, Ilangovan, and Ortiz represent very different paths to entrepreneurship. Some followed a passion and others discovered their passion by accident. Undeterred by the obstacles they faced, these pioneers overcame similar obstacles with persistence and hard work. They all strive to educate and empower the next generation of MBEs in STEM. Those seeking relatable role models in STEM need

E.C. ORTIZ & CO. STAFF AT THEIR CHICAGO HEADQUARTERS.



SCIENCE

TECHNOLOGY

ENGINEERING

MATH



LINDA BOASMOND
PRESIDENT
CEDAR CONCEPTS

VASANTHI ILANGOAN
PRESIDENT & CEO
VIVA USA

BARRY CORONA
CO-FOUNDER & PRESIDENT
PRODUCTION PRODUCTS

EDILBERTO ORTIZ
MANAGING PARTNER
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WHAT DO YOU SEE AS THE MOST EXCITING ADVANCEMENTS IN STEM AFFECTING YOUR INDUSTRY AND HOW IS YOUR BUSINESS LEADING THE WAY?

"I love that most of the changes in the industry are leaning toward environmentally friendly and sustainable practices. At cedar concepts, we are now pioneering products made with environmentally friendly ingredients like oils from olives and avocados. This allows for innovative state-of-the-art sustainability that does not compromise purity, performance or consistent quality. It's changes like these that will better ourselves, our community and our earth."

"I see there is advancement in technology every day. As a society, we are moving closer and closer to a fully digital world. VIVA finds these advancements as an advantage. We aid in streamlining a corporation's workflow by converting all their data to be easily accessible and extremely organized, either through one of our data management apps, our data scrubbing services, or through our data analytics."

"We take high tech products and manufacture them at a lower cost. Upgrading opportunities are our sweet spot. We're not product-centric... we find the right customer and then find new applications for our technologies. For example, we manufacture utility poles out of fiberglass and carbon fiber replacing the outdated steel and solid wood ones. Innovating allows my business to stay agile and competitive. "

"New software is changing the ways of doing business. Artificial Intelligence has gained the ability to provide real-time reporting and generate charts to easily monitor business transactions. Ten years ago we made a decision to invest in technology and transitioned to paperless operation. The initial additional cost has paid off; our workplace has increased efficiency and reduced cost of operation that benefits our clients."

NMSDC & KELLOGG SCHOOL OF MANAGEMENT PRESENT THE ADVANCED MANAGEMENT EDUCATION PROGRAM

INDUSTRIA & TRANSWORLD PLASTIC FILMS LEARN STRATEGIES FOR GROWTH

BY MEGAN NAKANO

The Advanced Management Education Program is an executive development course customized for the National Minority Supplier Development Council by Northwestern University's Kellogg School of Management. AMEP is designed for NMSDC certified MBEs who have demonstrated sustained levels of solid growth performance and are ready and interested in accelerating their growth. ChicagoMSDC MBEs Josefina Mounts, President of TransWorld Plastic Films, Inc., and David Rambhajan, President of Industria Construction Services, participated in the 2017 AMEP Summer Session June 18-22 at Kellogg's Evanston, Illinois campus.

Participants are encouraged to stay on campus Sunday through Thursday and work around the clock. Food is abundant and always available. Rambhajan felt the retreat-like atmosphere forced him to take time out from "working *in* his business to working *on* his business."

The rigorous AMEP sessions are led by a team of Kellogg

faculty, corporate buyers, consultants and other professionals. Preparatory case studies, discussions, and exercises ensure maximum preparation and involvement. Curriculum topics included: Managing Strategic Change & Growth; Aligning Innovation with Strategy; Business Plan Development; Defending Your Brand; Capital Markets; Entrepreneurial Finance; and Transition from Automotive to Aerospace/Defense/Heavy Equipment.

Mounts', business, TransWorld Plastic Films has been manufacturing cast embossed polyethylene films since 1966. Her products have applications throughout several industries but before meeting Rambhajan, TransWorld had focused on the tire, rubber and automotive industries. Rambhajan told Mounts of the many uses contractors have for flame retardant and anti-microbial plastic film. This expanded her potential market and created potential savings for Industria by buying direct from the manufacturer instead of through his usual distributors.

DAVID RAMBHAJAN, PRESIDENT OF INDUSTRIA CONSTRUCTION SERVICES AND **JOSEFINA MOUNTS**, PRESIDENT OF TRANSWORLD PLASTIC FILMSTEAM UP AT NMSDC'S ADVANCED MANAGEMENT EDUCATION PROGRAM AT KELLOGG SCHOOL OF MANAGEMENT.





Industria is a professional construction services firm providing general contracting and construction management services. Industria was established 23 years ago but business really took off when he entered the Small Business Administration's (SBA) 8(a) Business Development Program. He went from \$3MM in annual revenues to over \$18MM and from three to thirty-three employees under the program. Having graduated from the program, Rambhajan is redirecting his attention to private sector opportunities with ChicagoMSDC. Serendipitously, Rambhajan received the invitation to participate in the AMEP immediately after having made a key new hire which he knew he needed but feared he couldn't afford. In his words, "The timing to attend this program was perfect for me to refocus, re-energize and concentrate on growing my business."

TransWorld's growth has been steady for over five decades and both Mounts and Rambhajan came to AMEP hoping to learn strategies for coping with their growing pains. "With new orders comes more work and a need for

a larger workforce. Developing an organizational plan to support this growth was a key point for my future success," explained Mounts. "Here at TransWorld, we run 24 hours a day, 7 days a week with 12 hour shifts. I have already implemented the concepts learned at the AMEP that not only help build the business but also empower our staff to take an active role in their own personal development."

MBEs interested in participating in upcoming AMEP sessions should have annual sales exceeding \$5 million for manufacturing and distribution firms or \$3 million for service firms and have been in business for at least three years. Firms must be recommended by an NMSDC national corporate member or a local member in conjunction with the regional council to be considered for one of the 40 seats in each class. The cost of the program is \$5,800. This fee covers tuition, class materials, lodging and meals. Scholarships are available for well qualified applicants. Stay tuned for information on upcoming continuing education opportunities from ChicagoMSDC and NMSDC.



MEET GINA PEREZ

ChicagoMSDC's NEW
CERTIFICATION SPECIALIST



ChicagoMSDC is pleased to introduce Gina Perez, our newly appointed Certification Specialist. We bid a fond farewell to Certification Manager Julia Guan, who has accepted a position with Princeton University in New Jersey after 13 years of service to ChicagoMSDC. Gina joins the certification department with a focus on renewal applications. She will also serve as the liaison between our MBE community and other certification agencies.

Gina is a graduate of the University of Wisconsin-Madison where she majored in Spanish & Hispanic Studies. Prior to joining ChicagoMSDC, Gina was the Marketing Coordinator for a property management firm in Hyde Park. She is excited to meet our MBEs and corporate members and help strengthen their businesses. Gina loves pasta, dogs, and Harry Potter. In her spare time, she enjoys running, reading, and playing with her new Chihuahua puppy Leo.

Overseeing all recertification applications, Gina has already learned a lot about the process and is excited to bring more to the position. She will be overseeing our upcoming "Bring 'Em Back" Campaign where she will be reaching out to expired MBEs to assist them in getting re-certified. Gina hopes to do her best and impact the council in a big way.

Gina can be reached at gperez@chicagommsdc.org or 312.755.2551. Thank you in advance for your patience during this transition.

STEFANIE GARCIA

TO MANAGE NEW IL TOLLWAY
TECHNICAL ASSISTANCE CENTER



ChicagoMSDC has entered into a partnership with the Illinois Tollway to operate an Illinois Tollway Technical Assistance Center. Stefanie Garcia has been named Program Manager, leaving her former position as Procurement Consultant with the MBDA Business Center - Chicago.

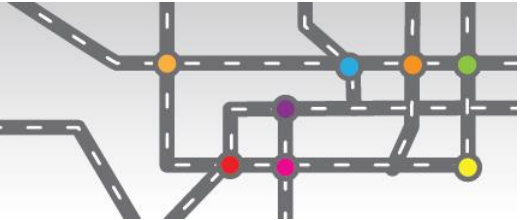
Stefanie brings business experience to her new position. Prior to joining ChicagoMSDC, Stefanie was Director of Business Development for the W/MBE firm Multi-Products Distribution, Inc., where she developed sales strategies and researched potential growth areas. She also helped organize OSHA safety classes with the Hispanic American Construction Industry Association (HACIA) and sat on its contractor committee. Additionally, she served an eight month internship at Cabo Construction as an assistant to the Project Administrator. This year she will earn a Master's in Business Administration at Northeastern Illinois University. Stefanie is committed to supporting the development of construction companies.

The Illinois Tollway Technical Assistance Program is designed to prepare established firms (including disadvantaged, minority-and women-owned business enterprise firms, veteran-owned small businesses as well as small businesses) to participate on highway and vertical construction contracts. Participants will receive comprehensive, customized business development assistance.

Please do not hesitate to contact Stefanie at SGARCIA@ChicagoMSDC.org or 312255.2554 for more information.

ILLINOIS TOLLWAY: MAKING A CONNECTION

TECHNICAL ASSISTANCE PROGRAM



The Illinois Tollway Technical Assistance Program administered by Chicago Minority Supplier Development Council is designed to prepare established transportation-related construction businesses to participate on highway and vertical construction contracts.



Participants will receive comprehensive, customized business development assistance to build financial understanding and business plan development for increased stability and growth in the transportation-related construction industry.



For more information contact:

Stefanie Garcia
105 W. Adams Street
Suite 2300
Chicago, Illinois 60603
Phone: 312-755-2550
Email: sgarcia@chicagomsdc.org



SUPPLIER DIVERSITY, DATA ANALYTICS, & ECONOMIC IMPACT

BY DAVID RICCIARDI



DAVID RICCIARDI, PRESIDENT OF PROXIMO.

You have probably heard lots of buzz lately about the “economic impact of Supplier Diversity.” Various councils and groups have touted this as a means to build a better business case for Supplier Diversity. The numbers we see are impressive. Three years ago NMSDC released a report citing a total economic impact of over \$400 billion dollars and 2.2 million jobs¹ – and that is only from MBEs, and does not count WBEs, LGBTBEs, DBEs, and others.

But what does this mean to you, the Supplier Diversity or Procurement professional at a major US corporation?

Supplier Diversity as a whole is well beyond its formative years in the US. Some programs have been in place for decades. As a business function that is no longer shiny and new, you’re asked to justify your time and budget as any other business function does – what value are you delivering to the company? How are you giving us an advantage?

You count suppliers used, and suppliers met at conferences; you know your spend per diverse classification and commodity. That can show growth in your program, but to what end? Safe to say those numbers may not “sizzle” the way they once did. We’ve all read the Hackett Group studies that link Supplier Diversity programs to increased sales², or that 99% of diverse suppliers meet or exceed expectations³. And of course you can cite the aforementioned NMSDC study on the general economic impact of Supplier Diversity.

So what does this mean to your company? In today’s data-driven world, your stakeholders would like to know what actual information you have to justify your efforts in this area. That is something that has eluded many Supplier Diversity programs – hard and quantifiable data that gives you analytics and insights about your impact.

That’s where a proper economic impact analysis comes into play. What you really need is to be able to find the impact your spend is having on diverse communities. To say you spend some number of millions on diverse suppliers is one thing; to say that that spend has helped to create or maintain thousands of jobs last year is another. That kind of information not only helps to tell a good story about your program, but also provides useful data to public affairs who communicates with diverse communities, sales & marketing teams who sell into diverse communities, and government affairs people who like good news on jobs and taxes for regulators.

There are several ways to do these impact analyses, most of which are beyond the purview of this single article. To borrow terminology from other areas, primary research is preferred as a general “data rule of thumb.” Get your data from the source – no one has as accurate a count of its jobs

data as the supplier who created those jobs. Secondary research, which will infer data from third-party summarized sources, may work in a pinch, but you can't be as confident in the data correlation as you'd have with primary research.

Ideally, you are also looking at the data in new ways to build a better internal business case for Supplier Diversity. Do I spend less with diverse vendors compared to non-diverse, but receive the same value? Can I correlate increases in spend with a specific diverse community with sales to that community? Does my brand perception improve as diverse spend increases?

Some of this may sound daunting to the Supplier Diversity professional who struggles with a tight budget and limited human resources. So I recommend doing what your co-workers in other departments do when they want to use

data to gain insights and make better decisions - ask an expert. A data analyst may be available internally for you to tap, and there are plenty of data professionals outside who can help, or at least provide advice. Having a conversation about what is possible is the first step. Tools and methodologies exist for you to figure out the impact you are having.

The author, David Ricciardi, is President of Proximo, a twenty-year old data and analytics company headquartered in Jersey City, NJ. ChicagoMSDC and Proximo have teamed up to bring you, Proveedor, a platform solution that aggregates, analyses, and reports your supplier diversity data to show how your program is impacting your business and the community. Proximo, an LGBTBE, can be found at www.proximo.com. You can reach David at dricciardi@proximo.com or on Twitter at @david_ricciardi.



Do you know the economic impact of your Supplier Diversity initiative?
If not, ChicagoMSDC and Proximo have the answer.
We've teamed up to bring you **Proveedor**, a tool that provides insights and analytics to measure the economic impact of your diverse spend.

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

1. Economic Impact Report Shows Pivotal Role of Minority-Owned Businesses In U.S. Economy

<http://www.nmsdc.org/economic-impact-study-shows-pivotal-role-minority-owned-businesses-u-s-economy-2/>

2. Hackett Research Proves Supplier Diversity is More Than Just About "Getting the Warm Fuzzies"

<https://spendmatters.com/2017/02/21/hackett-research-proves-supplier-diversity-just-getting-warm-fuzzies/>

3. Top Supplier Diversity Programs Broaden Value Proposition To Drive Increased Market Share, Other Revenue Opportunities

<http://www.thehackettgroup.com/about/research-alerts-press-releases/2017/02162017-top-supplier-diversity-programs-broaden-value-proposition.jsp>



MINORITY BUSINESS DEVELOPMENT AGENCY

CENTER UPDATES

BUSINESS | EXPORT | CAPITAL | ADVANCED MANUFACTURING

The Minority Business Development Agency (MBDA) Centers of ChicagoMSDC warmly welcome Chris Garcia who was appointed as the National Deputy Director of the U.S. Department of Commerce Agency on May 22, 2017 replacing Alejandra Y. Castillo. Continuing his commitment shown in his prior role as the Acting National Director, Garcia works to ensure that the nation's 8 million minority-owned businesses have the resources they need to expand economic opportunity and create jobs.

Mr. Garcia lends his expertise as an entrepreneur and investment banker to the global business community. Before joining MBDA, Garcia worked for a private family office and Niagara International Capital Ltd., where he helped expand the company's investment banking division. In 2014 he was selected as the youngest person to represent the United States as a delegate in the State Department's Global Entrepreneurship Program (GEP). In this role, he was invited to speak at global entrepreneurship summits in



RECENTLY APPOINTED MBDA NATIONAL DIRECTOR, **CHRIS GARCIA** WELCOMES ATTENDEES AT THE ChicagoMSDC MBE PROCUREMENT LUNCHEON AT THE FEDERAL RESERVE BANK OF CHICAGO DURING BUSINESS SMART WEEK.

Greece, Kenya and Silicon Valley. He has also spoken at international conferences in Germany and Poland.

A graduate of Pepperdine University in Malibu, California, Mr. Garcia earned his B.A. in Economics as a Bill Gates Millennium Scholar. He served as an advisor to President Trump's National Diversity Coalition

during the 2016 presidential election.

Mr. Garcia welcomed attendees at the ChicagoMSDC MBE Procurement Luncheon on July 19, 2017 at the Federal Reserve Bank of Chicago. This month's procurement luncheon was done in partnership with the Federal Reserve during Business Smart Week and featured the CTA.

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



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NEW LEADERSHIP IN ST. LOUIS



PHOTOGRAPHS BY POWELL PHOTOGRAPHY, INC.

JAMES PINKSTON

**PROJECT DIRECTOR
MBDA BUSINESS CENTER - ST. LOUIS**

The St. Louis MBDA Business Center is pleased to announce the promotion of our staff members into new positions of influence. James “Jim” Pinkston is our new Project Director, after having served as Senior Financial Consultant. He replaces Charles Henson.

Jim has more than 30 years of combined experience in Corporate Finance, Financial Services, and Business Management. He has been employed by Metropolitan Life Insurance Co., First Bank of Illinois, Southwestern Bell Corporation, Kiel Center Partners (Arena construction & Operation), Edward Jones Investment Co., TIAA-CREF, and finally his own firm, J Pinkston Financial Advisory Services, LLC.

Jim says, “Being promoted to Project Director of the St. Louis Business Center - MBDA offers me an amazing opportunity to directly impact the future growth of the Minority Business Enterprise community in the St. Louis region”.



JAMAYCA SMITH

**BUSINESS DEVELOPMENT SPECIALIST
MBDA BUSINESS CENTER - ST. LOUIS**

Jamayca Smith has been newly appointed to the role of Business Development Specialist. Jamayca previously served as the St. Louis MBDA Business Center Office Manager. Jamayca began working with the National Minority Supplier Development Council in 2008 as the receptionist and MBDA Certification Assistant for the St. Louis Minority Business Council. She was later promoted to Certification Coordinator and Office Administrator. In this capacity, Smith worked closely with over 55 major corporations in the St. Louis and Southern Illinois region.

In 2013, Jamayca joined the St. Louis MBDA Business Center as its Administrative Assistant before being promoted to office manager. Smith is creative and innovative, bringing a fresh perspective to any project she undertakes. She is excited to turn her focus from administrative duties to directly connecting with and assisting minority business enterprises in the St. Louis region.



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MBDA BUSINESS CENTER - ST. LOUIS

CLIENT SPOTLIGHT

BY JAMAYCA SMITH

The St. Louis MBDA Business Center has continued to provide a broad range of services to MBEs, including those firms in STEM fields. The St. Louis Center is proud to work with Custom Engineering, Inc., a more than 40 year old MBE providing mechanical, electrical, and plumbing design services to architectural, engineering, and construction firms across the nation. Custom Engineering, Inc. is licensed in 40 states with offices in Kansas City, St. Louis, and Wichita.

Custom Engineering strives to provide professional, efficient, and responsive service to their clients through incorporating budget consciousness to every phase of design, whether it's through technology, innovative ideas, problem-solving experience, or collaborative approach. Lead by CEO, Joseph T. Davis, P.E., LEED AP BD+C, MBA, they practice the following four values on a daily basis: **(1)** Treat all clients with respect and reverence; **(2)** Look for ways to make it easier to do business; **(3)** Preserve the

client's financial interest; **(4)** Provide the most talented team possible.

The Company has provided MEP (mechanical, electrical, and plumbing) design services on several notable accounts. Recently they worked with architects at Trivers Associates of St. Louis to provide MEP services for a new affordable multi-family housing project. The \$11.5 million project provided 50 new housing units to the in St. Louis, MO area. Custom Engineering also provided MEP design services to BJC HealthCare. BJC expanded its West County campus in Creve Coeur to include a new six-story hospital, four four-to-five story medical office buildings, building expansions for the existing Siteman Cancer building, a new medical office building and a two or three-level parking garage.

Numerous organizations have honored Custom Engineering for business leadership and excellence in design. They received the Cornerstone Award for Energy by the Kansas City Economic Development Corporation, the Lighting Design Award by the Institute of Electrical and Electronics Engineers, and the Honor Award by the Design-Build Institute of America, Mid-America Chapter. Custom Engineering was also noted one of the Top 10 Small Businesses by the Greater Kansas City Chamber of Commerce and was recognized as Minority Professional Services Firm of the Year by the Black Chamber of



CUSTOM ENGINEERING
MECHANICAL & ELECTRICAL ENGINEERING



CUSTOM ENGINEERING, INC. CEO, JOSEPH T. DAVIS, P.E., LEED AP BD+C, MBA.

Commerce of Greater Kansas City.

Custom Engineering ensures each project arrives on time and is of the highest quality. They are able to resolve conflicts long before ground is broken which minimizes delays—and enhances the efficiency of construction. The St. Louis Center has helped Custom Engineering connect with business opportunities and worked with them as they have grown.

35TH ANNUAL MEDWEEK

@ THE NMSDC
CONFERENCE + BUSINESS
OPPORTUNITY EXCHANGE

U.S. DEPARTMENT OF COMMERCE, MINORITY BUSINESS DEVELOPMENT AGENCY IS HONORED TO CELEBRATE MINORITY ENTERPRISE DEVELOPMENT (MED) WEEK IN PARTNERSHIP WITH THE NATIONAL MINORITY SUPPLIER DEVELOPMENT COUNCIL, INC. AT THE 2017 NMSDC CONFERENCE AND BUSINESS OPPORTUNITY EXCHANGE. MED WEEK WILL FEATURE SEVERAL POWERED BY MBDA WORKSHOPS AND SEMINARS THAT FOCUS ON FEDERAL PROGRAMS AND RECOGNIZE THE 35TH ANNUAL NATIONAL MED WEEK AWARD WINNERS.

FOR QUESTIONS, PLEASE CONTACT THE MBDA NATIONAL MED WEEK PROGRAM COORDINATOR, ANTAVIA GRIMSLEY AT: 202-482-7458 OR AGRIMSLEY@MBDA.GOV



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ADVANCED MANUFACTURING CENTER CREATING THE NEXT GLOBAL MANUFACTURING COMMUNITY

BY DONNA M. ENNIS, C.P.F. & RUDY SNYDER, P.E.

What does the future hold for the manufacturing industry and specifically, for minority business enterprise (MBE) manufacturers? MBEs and leaders from large corporations including BMW, Enhanced Capital, FORCAM, Grady Health System, Ingersoll Rand, Novant Health, Siemens, and WestRock, met at The National MBE Manufacturers Summit 2017. The summit, held at the Georgia Tech Global Learning Center in Atlanta on August 15-16, 2017, provided invaluable forum to discuss emerging trends, make connections, experience new innovations, and identify new opportunities.

The National MBE Manufacturers Summit 2017 makes it possible for large corporate supply chains to build relationships with MBE manufacturers and break barriers related to network access. This year's theme, Creating the Next Global Manufacturing Community, explores how Industry 4.0 is driving the growth of the Internet of Things (IoT) and the Smart Factory. Industry 4.0 is the next industrial revolution.

Historically, we find that each revolution resulted in huge productivity gains driving down product costs and increasing demand for most product groups. The first revolution started with the invention of the steam engine in the late 1700's which increased productivity by replacing manual operations and animals with machines. In the 1800's, the second industrial revolution enabled manufacturers to

produce large quantities of products using assembly lines, divisions of labor, and standardization to increase productivity. The 1970's brought the third revolution with the microprocessor and the computer which helped manufacturers automate repetitive labor using robotics, pick and place equipment, and systems control to replace labor on a large scale.

This new era of Industry 4.0 involves integrating people, product, and machines to control processes and expand flexibility. The manufactured product, environmental variables, and machine variables are tracked, measured, analyzed, and controlled throughout the manufacturing process using smart devices or sensors. Thus the "Smart Factory" is born.

Now that the fourth industrial revolution is upon us, what does Industry 4.0 mean to you as a manufacturer? What are the benefits of Industry 4.0 and how will your customers require you to implement it? Will your company embrace the Internet of Things and other technologies to become the "Smart Factory" of the future?

The National MBE Manufacturers Summit is the first of its kind. More than 200 attendees from the manufacturing community from 19 states, Puerto Rico, and Washington, D.C. attended last year's summit.

Visit www.mbemanufacturerssummit.com for more information.

CREATING THE NEXT®
Global Manufacturing Community

You are invited to the
2nd National MBE Manufacturers Summit 2017
August 15 - 16, 2017
Georgia Tech Global Learning Center
Atlanta, Georgia

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GROW

Let's dream *bigger*. Let's achieve *more*.
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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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MBE ADVOCACY ALLEY

MBEIC PARTNERS WITH CONGRESSMAN BRAD SCHNEIDER OF ILLINOIS' 10TH DISTRICT

BY JOSHUA GUTSTEIN

ChicagoMSDC and its Minority Business Enterprise Input Committee (MBEIC) are committed to advocating for supplier diversity on behalf of minority entrepreneurs. On Thursday, May 11, 2017, ChicagoMSDC welcomed to its offices Congressman Brad Schneider of Illinois' 10th District. The 10th Federal Congressional District lies in the north-east corner of the state and mostly comprises northern suburbs of Chicago. The 10th District is home to many ChicagoMSDC certified MBEs and corporate members. With such a presence, ChicagoMSDC and Representative Schneider recognized the imperative to meet.

Rep. Schneider, who came with his District Director, Megan

Ryan, sat for an introduction, sharing an informal exchange of information. Shelia Morgan, ChicagoMSDC President/CEO welcomed the congressman and gave background and impact of the Council nationally and specific to the 10th district. Joyce Johnson, Chair of the MBEIC, spoke of the Council's efforts on behalf of MBES. Rep. Schneider then shared his own experiences that lead him into politics. He expressed a deep understanding of the challenges of MBEs and a commitment to advocate on their behalves in Congress. After an extensive open discussion, everyone agreed that the meeting was a great start toward greater engagement. The next step was participation in the Congressman's Small Business Forum and Resource Fair.

ChicagoMSDC STAFF AND MEMBERS OF THE MINORITY BUSINESS ENTERPRISE INPUT COMMITTEE (MBEIC) MEET WITH CONGRESSMAN BRAD SCHNEIDER OF ILLINOIS' 10th DISTRICT AT ChicagoMSDC OFFICES.





CONGRESSMAN BRAD SCHNEIDER, ILLINOIS 10th DISTRICT, **PHILLIP BARREDA**, EXECUTIVE VICE PRESIDENT, ChicagoMSDC, AND CONGRESSWOMAN **NYDIA VELAZQUEZ**, NEW YORK, NEW YORK'S 7th DISTRICT AT THE SMALL BUSINESS FORUM AND RESOURCE FAIR AT THE COLLEGE OF LAKE COUNTY, LAKESHORE CAMPUS.

On Thursday, July 6, 2017, ChicagoMSDC participated in a Small Business Forum and Resource Fair at the College of Lake County, Lakeshore Campus. The program began with remarks and a panel discussion followed by a resource fair. Rep. Schneider opened the program with a welcome and introduction of panelists. Co-host, Congresswoman Nydia Velazquez of New York, NY's 7th District and ranking member of the Congressional Committee on Small Business, opened the speeches. Phillip Barreda, Executive Vice President of ChicagoMSDC, joined the panel of distinguished speakers, introducing the impact of the Council and our work helping current and prospective small business owners. Other speakers included Bo Steiner, SBA District Director, and Emilia DiMenco, President and CEO of the Women's Business Development Center. ChicagoMSDC then hosted a table at the Resource Fair.

ChicagoMSDC looks forward to continued engagement and advocacy in Illinois' 10th District.

LEGISLATIVE WATCH

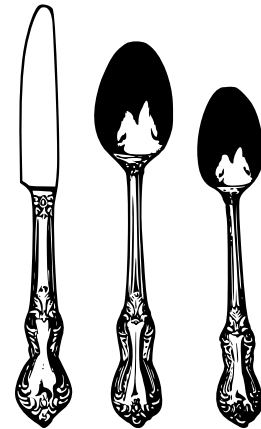
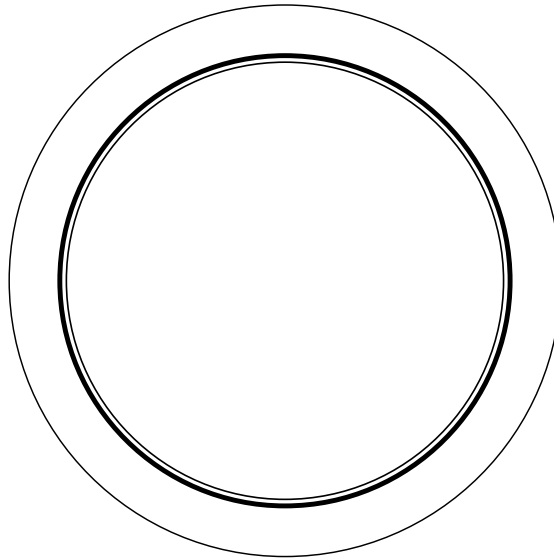
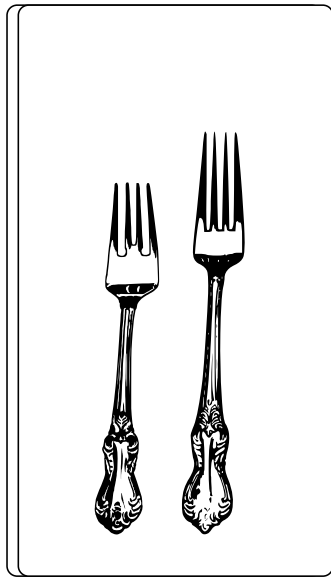
HOUSE BILL 2393 AMENDS THE BUSINESS ENTERPRISE FOR MINORITIES, FEMALES, AND PERSONS WITH DISABILITIES ACT (BEP) TO PROVIDE THAT **ALL STATE AGENCIES INCREASE THEIR AWARD OF ILLINOIS STATE CONTRACTS TO MINORITY OWNED BUSINESSES BY 15%**. THE ACT SETS ASPIRATIONAL GOALS FOR CONTRACTS AWARDED BY STATE AGENCIES OF AT LEAST 11% TO MBES, 7% TO WBES AND 2% TO BUSINESSES OWNED BY PERSONS WITH DISABILITIES. THE ACT ALSO PROVIDES THAT IN CONSTRUCTION BIDS, STATE AGENCIES SHOULD ASPIRE TO CONTRACT WITH **NO LESS THAN 20% MBE** AND WBE CONTRACTORS. THE AMENDMENT SEEKS TO SET ALL OF THESE GOALS HIGHER FOR CONTRACTING WITH MBES.

ON APRIL 28, 2017, THE BILL WAS RE-REFERRED TO THE RULES COMMITTEE. CONTACT YOUR STATE SENATOR TO EXPRESS YOUR SUPPORT FOR THIS AMENDMENT.

MBE PROCUREMENT LUNCHEON SERIES

FEATURING AMAZON BUSINESS

BY CHELSEA BILEK



Amazon Business customers can now refine their product search by filtering for offers from Minority Business Enterprise (MBE) certified suppliers on the marketplace dedicated to business customers and sellers. On Thursday, May 25, 2017, ChicagoMSDC hosted a procurement luncheon featuring Amazon Business at the University of Phoenix's Downtown Chicago Learning Center. Amazon Business representatives Rik Croasdale and Jon Allen presented specific opportunities for MBEs to sell their products on-line. This was a chance for MBEs to discuss e-commerce strategy and learn how to get started selling on www.amazon.com/b2b as a "recruited" seller - a designation that only a fraction of a percent of Amazon sellers have. [So far, this marketplace is most beneficial for businesses selling B2B products (not services).]

Amazon launched Amazon Business in April 2015 and it has since grown to serve over a million business customers, with additional selection from more than 85,000 sellers with access to the Amazon Business Seller feature set. It combines the selection, convenience and value customers have come to know and love from Amazon, with new features and unique benefits tailored to the needs of businesses. The online marketplace serves businesses

of all sizes and across industries, including hospitals, educational institutions, labs, daycares, government agencies, restaurants, Fortune 50 companies and sole proprietors. It provides easy access to hundreds of millions of products - everything from IT and lab equipment to education and food-service supplies. According to Mr. Allen, some of the marketplace's areas of opportunity for sellers include healthcare, education, IT, janitorial and office products.

The B2B marketplace was created in response to the demand from Amazon's existing customers, who wanted the Amazon experience in the workplace. This need has been addressed with features such as the ability to offer customer specific pricing and access sellers with quality and diverse ownership credentials. Amazon Business customers enjoy a variety of benefits, including business-only pricing and selection, a multi-seller marketplace, free two-day shipping on millions of eligible items, single- or multi-user business accounts, approval workflow, purchasing system integrations, payment solutions, tax exemptions, dedicated customer support and more.

Amazon will help suppliers adjust to the on-line market, looking for gaps they can fill and guiding them through the on-boarding process. With Amazon, diverse suppliers



JONATHAN ALLEN (LEFT) AND **RIK CROASDALE** (RIGHT) OF AMAZON BUSINESS, SHOW ChicagoMSDC MBEs HOW SELLING ON AMAZON WORKS DURING THE MAY MBE PROCUREMENT LUNCHEON AT THE UNIVERSITY OF PHOENIX.

will receive a customizable seller profile, adjustable pricing with personalized discounts, selling tools that automatically update inventory and online tech support.

Suppliers may utilize Amazon’s fulfillment network through the Fulfillment by Amazon (FBA) program, where Amazon stores your products in its fulfillment centers, and picks, packs and ships your orders.

As a result of the event, Amazon has begun working with: 200 Pharmacy, B Fragranced, Charboy’s, Equity Industrial Supply, Globe Medical-Surgical Supply, Multi-Products Distribution, Pennie’s Tea, and My Chocolate Soul. Pamela Jones, President of CharBoy’s attended the

luncheon and immediately began working with Mr. Allen to get her line of healthy sauces on Amazon Business. CharBoy’s products are lower in sodium, sugar, carbohydrates and calories than comparable national brands and are now sold in more than 450 grocery stores and retail specialty stores including Jewel-Osco, Pete’s Fresh Market, Mariano’s, Roundy’s and Whole Foods.

Ms. Jones has received one-on-one coaching from Mr. Allen to guide her through the process of registering for a Professional Selling Account on Amazon. Video tutorials walk vendors through the technical aspects of uploading product lists and sending inventory to Amazon fulfillment



FULFILLMENT BY AMAZON: HOW IT WORKS

SELL MORE. REACH MILLIONS OF BUSINESS CUSTOMERS.

WITH THESE QUICK AND SIMPLE STEPS, FULFILLMENT BY AMAZON (FBA) CAN HELP ELIMINATE YOUR FULFILLMENT HEADACHES AND HELP YOU SCALE YOUR BUSINESS.

1. SET UP FBA.

IF YOU ALREADY HAVE A SELLING ON AMAZON ACCOUNT, ADD FBA TO YOUR ACCOUNT. IF YOU DON'T HAVE A SELLING ON AMAZON GET STARTED TODAY AT SELLERCENTRALAMAZON.COM.



2. CREATE YOUR PRODUCT LISTINGS.

ADD YOUR PRODUCTS TO THE AMAZON CATALOG ONE AT A TIME, IN BULK, OR BY INTEGRATING YOUR INVENTORY-MANAGEMENT SOFTWARE WITH AMAZON'S API.



3. PREPARE YOUR PRODUCTS.

MAKE SURE YOUR PRODUCTS ARE "e-COMMERCE READY," SO THEY CAN BE SAFELY AND SECURELY TRANSPORTED ALL THE WAY INTO A CUSTOMER'S HANDS. NEED SUPPLIES? GET AMAZON PREFERRED PREP AND SHIPPING SUPPLIES DELIVERED TO YOUR DOOR.



4. SHIP YOUR PRODUCTS TO AMAZON.

MAKE SURE YOUR PRODUCTS ARE "e-COMMERCE READY," SO THEY CAN BE SAFELY AND SECURELY TRANSPORTED ALL THE WAY INTO A CUSTOMER'S HANDS. NEED SUPPLIES? GET AMAZON PREFERRED PREP AND SHIPPING SUPPLIES DELIVERED TO YOUR DOOR.



5. CUSTOMERS ORDER YOUR PRODUCTS, AND AMAZON PICKS, PACKS, AND SHIPS THEM.

PRIME CUSTOMERS GET FAST, FREE SHIPPING ON YOUR PRODUCTS, AND ALL CUSTOMERS CAN QUALIFY FOR FREE SHIPPING ON ELIGIBLE ORDERS. AMAZON FILLS THOSE ORDERS QUICKLY AND EFFICIENTLY USING OUR ADVANCED, WEB-TO-WAREHOUSE, HIGH-SPEED PICKING AND SORTING SYSTEM. CUSTOMERS RECEIVE TRACKING INFORMATION FROM AMAZON.



6. AMAZON PROVIDES CUSTOMER SUPPORT ON PRODUCTS YOU SELL.

OUR WORLD-CLASS CUSTOMER-SERVICE TEAM MANAGES CUSTOMER INQUIRIES, REFUNDS, AND RETURNS FOR ORDERS ON AMAZON MARKETPLACES, 24 HOURS A DAY, SEVEN DAYS A WEEK.



PAMELA JONES, PRESIDENT & OWNER OF CHARBOY'S, DEMONSTRATING HER LINE OF HEALTHY SAUCES WHICH WILL BE AVAILABLE ON AMAZON BUSINESS SOON...

centers. Mr. Allen has made himself available to answer questions and help strategize on product discounting and bundling. Through these discussions, Jones has discovered another potential opportunity to sell her new line of Charboy's natural seasonings and fully cooked smoked chicken wings and boneless chicken thighs on Amazon-Fresh. She is confident that her products will be a natural fit for their grocery delivery service as they have already proven to meet the rigorous quality standards for Whole Foods Market which Amazon acquired earlier this year. Look for CharBoy's and the other ChicagoMSDC MBE products on Amazon Business in the upcoming months. "I look forward to working with these MBEs to build successful channels through Amazon Business, and to developing our relationship with ChicagoMSDC further," said Mr. Allen.

To register for a free Amazon Business account, visit www.amazon.com/business. More information about Amazon Business is available at amazonbusinessblog.com. MBEs interested in selling their products on Amazon Business may contact Jonathan Allen, Business Development Manager, at allejon@amazon.com.



CHICAGO MINORITY SUPPLIER DEVELOPMENT COUNCIL

presents

A STRONG SUPPLIER DIVERSITY PROGRAM INCREASES CORPORATE REVENUES

A WHITE PAPER THAT DEMONSTRATES FINDING AND SUPPORTING
MINORITY OWNED SUPPLIERS GENERATES A POSITIVE RETURN
FOR A CORPORATION'S BOTTOM LINE THROUGH:

- 1. PROVIDING INTELLIGENCE AND INROADS TO NEW DOMESTIC MARKETS;**
- 2. EXTENDING CULTURALLY SENSITIVE ASSISTANCE INTO INTERNATIONAL MARKETS;**
- 3. SOLIDIFYING A RELIABLE AND NIMBLE DOMESTIC SUPPLY CHAIN AMIDST CHANGING DEMOGRAPHICS; AND**
- 4. DEVELOPING A STRONG BASE FOR BIDDING ON CORPORATE AND GOVERNMENT CONTRACTS.**

DOWNLOAD ACADEMIC WHITE PAPER AT WWW.CHICAGOMSDC.ORG

MEET THE CERTIFICATION INTERN

RUBY GUO



PHOTOGRAPH BY MEGAN NAKANO

My name is Zeyu “Ruby” Guo, and I am serving a two-month internship with ChicagoMSDC. Back home, I am a junior student at the GengDan Institute of Beijing University of Technology where I am majoring in marketing.

Actually, I am very fond of mathematics and physics and excelled in these subjects, but since my parents own a travel agency, they felt that studying marketing would make me more helpful to the family business.

My parents also encourage me to travel a lot, have new experiences and improve my English. They feel that I have my entire life to work so I should have fun while I can. So, this summer, I plucked up the courage to come to Chicago alone on the Cultural Homestay International Short Term Enrichment Program (STEP).

STEP is a cultural immersion and English language program which places participants with host families and offers them an opportunity to volunteer at a variety of non-profit organizations. I was lucky to be selected for an internship working in the certification department at ChicagoMSDC.

I like traveling very much and have seen most of China. I have also visited England, Korea and Taiwan, where I was an exchange student for one semester in my sophomore year. I always want to challenge myself to improve.

This is my second stay in America. When I was 16 years old, I came to Hanover, New Hampshire and stayed with a family that had a daughter of the same age. They treated me very well. Every morning they prepared an American breakfast such as muffins, waffles, eggs and bacon. I went to class with my host sister every day and in the afternoons,

her parents would pick us up from school, drive home other neighborhood children, and take us to friends' parties and town dances. That one week was unforgettable.

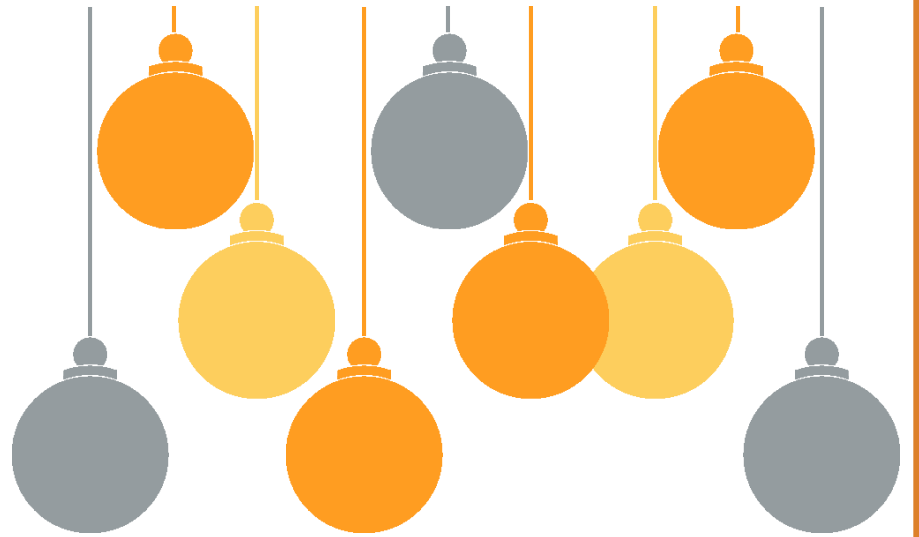
So I couldn't wait to sign up for the STEP program to stay with another American host family. This time my experience has been very different. This time, I am staying in the West Chesterfield neighborhood of Chicago's south side.

My host is an African American professional school counselor who lives alone. Her children are all grown up and she has no pets. She has a Doctorate in Higher Education Leadership. Most of her career has been dedicated to assisting students labeled high risk. Most of her experience is in secondary education working in high needs schools. Before me, she has hosted two other sets of Chinese students. I am the first student she has hosted who traveled completely alone.

One of the best parts of my experience here has been my interactions with people in my neighborhood. My friends and family were concerned that I would not be safe in Chicago because of its reputation for crime. But every morning I leave the house to take the Red Line to the office from the 95th Street station, someone will smile and say good morning to me, and let me play with their dog, so it doesn't seem to be as bad as they say. These are meaningful moments I will cherish forever.

While in America, I will visit Niagra Falls, Los Angeles, and Las Vegas where I hope to skydive for the first time!

All of my experiences here in America, especially interning at ChicagoMSDC will certainly make me a better businessperson. I believe that novelty is found in the collision of different cultures and the things I have seen on this trip will definitely inspire me to bring new perspectives to the family business when I join after graduation.



SAVE THE DATE



Chicago
Minority Supplier
Development Council

ANNUAL MEETING & HOLIDAY BRUNCH

FRIDAY, DECEMBER 8, 2017
HYATT REGENCY CHICAGO

CONTACT CYNTHIA JORDAN, DIRECTOR OF EVENTS
FOR MORE INFORMATION & SPONSORSHIP OPPORTUNITIES
CJORDAN@ChicagoMSDC.ORG OR 312.755.2555

PHILLIP BARREDA

FEATURED IN
NEGOCIOS NOW's
2017 WHO'S WHO IN
HISPANIC CHICAGO



PHOTOGRAPHS BY POWELL PHOTOGRAPHY, INC.

STEFANIE GARCIA

NAMED TO DIVERSITY MBA's
2017 TOP 100 UNDER 50
EMERGING LEADERS &
EXECUTIVES LIST



Phillip Barreda, ChicagoMSDC's Executive Vice President, was honored during Negocios Now's 4th Who's Who Gala at the Hyatt Regency - Chicago on July 14, 2017. Each year, this event provides the city with a special opportunity to celebrate Chicago's Hispanic Leadership. More than 120 leaders were recognized in a variety of industries including Business, Non-Profit, Media, Cultural & Education, Government, Healthcare, and the Corporate sector.

Barreda was selected for his decades of service to the minority business community. He has served on the Board of Directors of the Union League Club and the IL Institute for Entrepreneurship Education. Honorees appeared in Negocios Now's "2017 Who's Who in Hispanic Chicago" special edition. Negocios Now is celebrating its 10th anniversary.

Stefanie Garcia, Program Manager for ChicagoMSDC's new Illinois Tollway Technical Assistance Center, was included in Diversity MBA's 2017 Top 100 Under 50 Executive and Emerging Leaders. This recognition represents outstanding achievements in community, leadership and education. Garcia is a strong advocate for minority entrepreneurs, working closely with MBEs to grow their businesses and compete for contracts.

This year's group will receive their official awards at Diversity MBA's 11th Annual Business Leaders Conference & Awards Gala on September 12-13, 2017, at the Sheraton Lisle in Lisle, Illinois. The conference features expert speakers, seminars and engagement opportunities for building connections.

ChicagoMSDC CALENDAR OF EVENTS

SEPTEMBER 2017

9	BANK OF AMERICA SMALL BIZ INSTITUTE CHAT	ChicagoMSDC Chicago, IL
16	ASIAN AMERICAN BUSINESS EXPO	UIC Forum Chicago, IL
17-22	NMSDC MINORITY BUSINESS EXEC. PROGRAM	Foster School of Business Seattle, WA
21	MBE PROCUREMENT LUNCHEON	TBD

OCTOBER 2017

22-25	NMSDC CONF. + BUSINESS OPPORTUNITY EXCHANGE	Detroit, MI
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NOVEMBER 2017

15	MBEIC GENERAL MEETING	TBD
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DECEMBER 2017

8	ANNUAL MEETING & HOLIDAY BRUNCH	Hyatt Regency Chicago Chicago, IL
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JANUARY 2018

TBD	MBE PROCUREMENT LUNCHEON	TBD
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FEBRUARY 2018

TBD	MBE PROCUREMENT LUNCHEON	TBD
TBD	ASIAN AMERICAN COALITION OF CHICAGO	Hilton Chicago Chicago, IL
20	SCORE CHICAGO SMALL BUSINESS FORUM	Lowes Chicago Hotel Chicago, IL

MARCH 2018

TBD	HOW TO WORK A TRADE SHOW	Chicago MSDC Chicago, IL
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APRIL 2018

TBD	CBOF 51	Hyatt Regency Chicago Chicago, IL
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MAY 2018

TBD	NMSDC CPO SUMMIT & LEADERSHIP AWARDS	NY Hilton Midtown New York, NY
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JUNE 2018

15	PROCUREMENT LUNCHEON	TBD
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JULY 2018

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

AUGUST 2018

TBD	ChicagoMSDC SCHOLARSHIP 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

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**IT'S
GOOD
TO BE
IN** 