

WINTER 2018



Chicago
Minority Supplier
Development Council

LaTONYA FORTÉ-LYLES
DRIVING COMMUNITY VALUE
THROUGH HCSC'S INNOVATIVE
SUPPLIER DIVERSITY PROGRAM

**NMSDC NAMES
NEW PRESIDENT:**
ADRIENNE TRIMBLE

**MBDA APPOINTS
NEW NATIONAL DIRECTOR:**
HENRY CHILDS II

HIGHLIGHTS FROM THE
**51st ANNUAL CHICAGO
BUSINESS OPPORTUNITY FAIR**

PLUS:

DOING BUSINESS WITH
BURNS & McDONALD AND
CUSHMAN & WAKEFIELD

THREE SOCIAL MEDIA
HURDLES & HOW TO
OVERCOME THEM



UNITED



A STAR ALLIANCE MEMBER

diversity . friendly

*The diversity of our business operations makes us stronger.
Proud of our award winning Supplier Diversity Program.*

fly the friendly skiesSM

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CONTENTS

6 | LETTER FROM THE PRESIDENT & CEO

Shelia Morgan looks to the future.

7 | LETTER FROM THE CO-CHAIR

Mark Hands calls for new and innovative ideas that will inspire the next generation of minority entrepreneurs.

8 | LETTER FROM THE CO-CHAIR

Ruby McCleary reflects on her term as Co-Chair and encourages us to be the change that we seek.

9 | LETTER FROM THE MBEIC CHAIR

Joyce Johnson challenges us to support programs that help level the playing field for MBEs.

10 | HIGHLIGHTS FROM CBOF51

With the theme "Building the Next...", CBOF51 encouraged overcoming challenges and exploring new possibilities.

13 | HIGHLIGHTS FROM MBE2MBE EXCHANGE

Networking, discussions, procurement luncheon & more!

16 | SEN. MARTIN A. SANDOVAL SIGNS HISTORIC MOU WITH ChicagoMSDC

The MOU outlines our mutual mission to support supplier diversity.

18 | SCHOLARSHIP CLASSIC

Nearly 200 golfed and tested their luck at the year's biggest scholarship fund raiser.

20 | NMSDC CONFERENCE

Held in Austin, TX, with the theme, "The Global Stage for Innovation & Impact," also introduced Adrienne Trimble, NMSDC's new President & CEO.

24 | MEET THE NEW NMSDC PRESIDENT, ADRIENNE TRIMBLE

26 | COVER STORY

Latonya Forte-Lyles, HCSC's Senior Manager Supplier Diversity, champions minority business development, always looking to increase opportunities & give back to the community.

30 | INTERNAL vs. EXTERNAL STORMS

Chuck Hass on the best approach to contracting with good vendors.

31 | SPEAKERS AT MBEIC & ChicagoMDC ANNUAL MEETINGS

Meet Shannon Andrews, Chief Procurement Officer of the City of Chicago and Michael Strautmanis, Chief Engagement Officer of The Obama Foundation.

CONTINUED >



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CONTENTS

> CONTINUED

32 | MBDA UPDATE

Henry Childs II appointed National Director of the MBDA; Chicago client Virgil Holdings acquires Hcareers; and highlights from the St. Louis Business Diversity Connect 2018.

38 | SOCIAL MEDIA

Three social media hurdles and how to overcome them so MBEs can take advantage of the platforms.

40 | MBE PROCUREMENT LUNCHEON

Sewell Avant presents new opportunities and how to do business with Cushman & Wakefield.

42 | MBEIC ADVOCACY UPDATE

While MBEs are growing faster than non-minority businesses, they still lag behind in proportion to the population. MBEIC works with political leaders to help work toward parity.

45 | RE-INTRODUCING NEDA SHARP

After 11 years away, Neda returns as ChicagoMSDC Program Manager assigned to the Council's Tollway Technical Assistance Program.

46 | INTRODUCING ANGIE ALONSO BELLO

ChicagoMSDC's new Certification Specialist dancing her way to making the certification process faster and more efficient.

48 | PHILLIP BARREDA RECEIVES "EL AMIGO DE NEGOCIOS NOW" AWARD

49 | REFLECTIONS OF CHINESE INTERN

Jingnuan "Jane" Zhang, ChicagoMSDC Intern leaves behind a letter as she returns to China.

50 | ChicagoMSDC INDUCTED INTO THE MINORITY BUSINESS HALL OF FAME

51 | CALENDAR OF EVENTS

COVER PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.



The Chicago Minority Supplier Development Council (ChicagoMSDC) is the founding member of the National Minority Supplier Development Council (NMSDC) network, a non-profit corporate membership organization that advances business opportunities for certified Asian, Black, Hispanic and Native American business enterprises and connects them to its corporate members.

ChicagoMSDC has been a thought leader in minority business since 1968 when it began collaborating with corporate and community leaders to produce the annual event that would become the Chicago Business Opportunity Fair (CBOF). Out of this event sprang the group that would come to be known as NMSDC, one of the country's leading minority business organizations.

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LETTER FROM THE PRESIDENT & CEO

SHELIA MORGAN



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

Greetings!
As I ponder and reflect on 2018, so many opportunities, challenges and accomplishments come to mind. Tantamount amongst them, or top of mind, is “Technology”, because it has revolutionized our society. Technology has the potential to be a “revolutionary equalizing force” for minorities and minority business owners; it can offer 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. Now that’s revolutionary! Technology can be a game changer for MBEs.

ChicagoMSDC boasts some of the largest and most successful minority-owned tech firms in the country. We focus on programming for minority entrepreneurs to learn about the latest advancements in technology and make connections with other leaders in the field. Starting in January 2019, our MBDA Export Center will host monthly TECH-NET networking sessions for IT professionals to share opportunities, collaborate, and learn together.

We also understand the importance of starting at an early age. Exposure and access to technology and entrepreneurship must begin as soon as possible, which is why we are committed to providing scholarships for deserving minority Chicago Public School students each year. Your continued support of our Scholarship Classic can provide the funds for a minority student to cover tuition, pay lab fees, or purchase a laptop that could make the difference between success and failure at school.

I know age, class and race often-times affect the rate of adoption of technology. Some minorities and minority communities have not kept pace and are behind the learning curve. To be competitive in today’s business environment, minorities must embrace technology and learn to use it to their advantage or get left behind altogether. CBOF52 will focus on cutting edge ideas to challenge MBEs to take their businesses to the next level and stay competitive in today’s changing landscape.

Please join us on this journey and at CBOF52. ChicagoMSDC is your partner. We are here to serve you and your community, so please let us know how we can best help and support your business endeavors. Work with the council and the MBDA Centers and help us help you as we all strive to close the technology gap. Together we are better.

I wish you all a joyous and safe holiday season,

Shelia Morgan
President & CEO
ChicagoMSDC

LETTER FROM THE CO-CHAIR

MARK HANDS



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

Greetings ChicagoMSDC Network!
It has been a privilege and honor serving as the Co-Chairman of the Chicago Minority Supplier Development Council (ChicagoMSDC).

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

More than fifty years ago the vision was to create an annual business event that would foster relationships between public and private sector buying organizations and the minority business community. It would also enhance job creation and drive minority business growth. Now, more than ever, we must remain vigilant in demanding social and economic justice for all minority communities, as one cannot exist without the other.

In 2018 we changed our vision to “empower minority businesses to transform our communities, create jobs, generate wealth and inspire future entrepreneurs.”

So what is our call to action? Our call to action must include new and innovative ideas that serve corporations and MBEs, enhanced support and programming for MBEs that knock down

barriers to growth, create opportunities for community-based MBEs that will have a sustainable economic impact, and provide inspiring leadership to the next generation of entrepreneurs.

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

As the ChicagoMSDC continues its new journey, we must be even more inclusive and open to new thoughts and ideas, renew and expand our partnerships, and establish best practices that will help MBEs grow their businesses globally.

We know we cannot do this without the help of our corporations and our MBEs. Together we can provide MBEs with the tools to better manage their businesses and create opportunities that rebuild our communities.

Please join us on this journey.

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

LETTER FROM THE CO-CHAIR

RUBY McCLEARY



PHOTOGRAPH BY DOT WARD

It is with great pride and confidence that I step down as Chair of the Chicago Minority Supplier Development Council's Board of Directors, and leave the organization in Mark's very capable hands. I am proud of the way that ChicagoMSDC has adapted to new challenges during my tenure, becoming leaner and more deliberate in its programming. I am also proud of the new MBEs and Corporate Members that we have attracted who are bringing much needed enthusiasm and fresh ideas to the Council.

I am especially pleased with the development of the Supply Chain Integration program. ChicagoMSDC works with corporate members to host events designed to showcase their supplier diversity programs, educate MBEs on their procurement process, and meet individually with vendors in their targeted industries. The Supply Chain Integration program has taken the CBOF model and replicated it to serve the unique needs of corporate members and industry groups for more targeted messaging and matchmaking.

In today's political climate, ChicagoMSDC's work is more relevant than ever. The landscape is changing, but the bottom line remains the same. Equal opportunity is

critical to the success of the nation. Whether in education or enterprise, growth is not possible without access. I am happy to have been able to pave the way for ChicagoMSDC MBEs to do business with United and our other corporate members. I am also proud of our work to develop our corporate members through the sharing of best practices and educational programming such as the Advanced Supplier Diversity Practices with Dr. Fred McKinney of Dartmouth's Tuck School of Business.

As I close, I leave you with this quote from President Barack Obama, "Change will not come if we wait for some other person or some other time. We are the ones we've been waiting for. We are the change that we seek."

Happy Holidays and best wishes for a prosperous 2019! See you at CBOF52!

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

LETTER FROM THE MBEIC CHAIR

JOYCE JOHNSON

PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.



Happy Holidays!

In the season of giving, I'd like to take this opportunity to give thanks to the ChicagoMSDC community for all it does to promote equal opportunity and access for MBEs. As the owner of Anchor Staffing, Inc., and chairman of the Minority Business Enterprise Input Committee (MBEIC), I see the direct economic impact of minority business growth on communities of color. Minority-owned businesses tend to hire from within the minority communities in which they are located, reducing unemployment and crime in those areas. These businesses provide on-the-job training that teaches valuable skills which better prepare employees for their jobs and the workforce and opens new doors for their futures. I applaud the private sector for embracing minority business development & supplier diversity and understanding how diverse businesses, positively impact their bottom-lines and business competitiveness all while contributing to the larger society.

Minority-owned businesses have been growing at a rate four times that of non-minority businesses. According to the Minority Business Development Agency, the 8 million minority-owned businesses in the U.S. contribute \$1.4 trillion in economic output. Clearly, it is in the best interest of the U.S. and global economy to support minority-owned businesses as an engine to economic empowerment in minority communities.

The ChicagoMSDC Minority Business Enterprise Input Committee works year-round to advocate for the utilization and support of

MBEs in the public and private sectors, understanding and believing, "public policy dictates private behavior" and vice-versa. Without government intervention and pressure on public entities and private companies to utilize MBEs, we should expect to see a dramatic decrease in the success of such firms. Likewise, without continued pressure and the voices from the community, the government can end programs such as the 8(a) Business Development Program and the Minority Business Development Agency that attempt to level the playing field for minority businesses, finding them obsolete or no longer necessary.

So, I say to each of you, be a part of the solution; let's continue to make our voices heard. Support your MBEIC Committee, MBDA, this organization, and this network. Embrace "the solution" to the vast and often daunting problem of economic and racial inequality that persists in this country. Thank you for your continued commitment to this important work.

I wish everyone a happy and safe holiday season!

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



NBA HALL OF FAMER AND ISIAH INTERNATIONAL CEO & CHAIRMAN ISIAH THOMAS III, KEYNOTES THE SPONSORS BREAKFAST AT CBOF51.

HIGHLIGHTS FROM THE 51st ANNUAL CHICAGO BUSINESS OPPORTUNITY FAIR

BY MEGAN NAKANO

The Chicago Minority Supplier Development Council (ChicagoMSDC) held its 51st annual Chicago Business Opportunity Fair (CBOF51) on April 25, 2018 at the Hyatt Regency Chicago. CBOF is the nation’s longest-running trade fair dedicated to economic growth and empowerment of minority businesses. This year’s theme was, “Building the Next...”, an open-ended statement and challenge to explore new possibilities that could shape our future. Participants were asked, “What will we build and how will we build it?” After 50 years, CBOF continues to be a critical engagement for Fortune 500 corporations, government agencies, and business resource organizations committed to supply chain diversity.

Doug Sparkman, BP America Inc.’s Chief Operating Officer, Fuels, North America, served as Honorary Chair of the CBOF51 Planning Committee and Debra Jennings-Johnson, BP’s Senior Director of Supplier Diversity,

served as Chair. BP America has shown an unwavering commitment to supplier diversity and was one of the first major corporations to create a formal program to increase purchases with minority and women-owned businesses. Linda Hou, President, American Chrome Company, served as Co-Chair; and Rico Martinez, President & CEO of Water Integrated Treatment Systems, LLC, served as Chair of the CBOF51 MBEIC Awards.

On Tuesday, April 24, the CBOF51 conference began with a full day of workshops and seminars. Topics included: financing, pricing, sustainability, cybersecurity, and overviews from the Obama Presidential Center and the Chicago Public Schools. In collaboration with the Minority Business Development Agency (MBDA) Business Center Chicago, ChicagoMSDC hosted over 200 targeted One-on-One Smart Sessions matching 90+ MBEs with buyers and supplier diversity managers from more than 50

corporations to discuss future contracting opportunities with minority-owned firms.

On Wednesday, April 25, the CBOF51 Sponsors Breakfast, sponsored by BP, celebrated the 2018 MBEIC Sharing Success award recipients for their professional and academic excellence. ComEd and Exelon were named the 2018 Corporations of the year. Others honored that morning included: Charles Harrell, The IT Architect Corporation, Minority Business Advocate of the Year; Sharla Roberts, University of Illinois, Anders C. Rasmussen Jr. Award; William (Will) Davis, Illinois State Representative (30th District), Minority Business Impact Award; and James Cabrera, Executive Strategies, Lifetime Achievement Award.

The Minority Suppliers of the Year were: Zeke Flores, Flying Concessions (Class I); Amit Gauri, Black Dog Corporation (Class II); George Williams, PMI Energy Solutions (Class III); and Ulice Payne, Jr., Sasafasnet, LLC (Class IV). The Outstanding Buyers of the Year were: Letha King, Aon; Kim Neisen, Aon; Kunal Shah, University of Illinois; Sherry Simpson, Nicor Gas; Twana Skrobot, AT&T; and Keevin Woods, American Bar Association.

Seven college-bound Chicago Public School students were awarded scholarships for their outstanding achievements. Morning Show Anchor, Alex Maragos, of NBC 5 News served as emcee and NBA Legend, Isiah Thomas III, Chairman and CEO of Isiah International LLC, gave the keynote address. He spoke of the lessons he learned growing up poor on Chicago's west side. He credits his mother, Mary Thomas, with instilling pride in him and teaching him to speak, fight and advocate for himself and encouraged MBEs to do the same for themselves and each other.

Following the Sponsors Breakfast, the ribbon cutting ceremony opened the CBOF51 Trade Fair, the signature event of the conference. The annual Trade Fair is a business-to-business networking engagement showcasing a wide spectrum of buyers and diverse sellers from around the nation.

CBOF52 will be held April 17-18, 2019 at Navy Pier. Wednesday, April 17 will feature workshops and Corporate One-on-One Meetings followed by the MBEIC Awards Reception. The Sponsors Breakfast will be held Thursday morning followed by the trade fair. See you there...



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

CBOF51 SPONSORS BREAKFAST EMCEE, NBC 5 NEWS MORNING SHOW ANCHOR, **ALEX MARAGOS** (LEFT) AND ChicagoMSDC PRESIDENT & CEO **SHELIA MORGAN** (RIGHT) PRESENTING THE CORPORATION OF THE YEAR AWARDS TO COMED'S **MICHELLE BLAISE**, SENIOR VICE PRESIDENT, TECHNICAL SERVICES AND EXELON'S **BRIDGET REIDY**, EXECUTIVE VICE PRESIDENT CORPORATE OPERATIONS.

2018 MBEIC
SHARING SUCCESS AWARDEES

CORPORATIONS OF THE YEAR

COMED & EXELON

**MAYE FOSTER THOMPSON
MINORITY BUSINESS ADVOCATE**

CHARLES HARRELL II | IT ARCHITECT CORPORATION

ANDERS C. RASMUSSEN JR.

SHARLA ROBERTS | UNIVERSITY OF ILLINOIS

MINORITY BUSINESS IMPACT

WILLIAM (WILL) DAVIS | ILLINOIS STATE REPRESENTATIVE

LIFETIME ACHIEVEMENT

JAMES CABRERA | EXECUTIVE STRATEGIES

MINORITY SUPPLIERS OF THE YEAR

CLASS I | ZEKE FLORES, FLYING CONCESSIONS

CLASS II | AMIT GAURI, BLACK DOG CORPORATION

CLASS III | GEORGE WILLIAMS, PMI ENERGY SOLUTIONS

CLASS IV | ULICE PAYNE JR., SASAFRASNET, LLC

OUTSTANDING BUYERS OF THE YEAR

LETHA KING | AON

KIM NEISEN | AON

KUNAL SHAH | UNIVERSITY OF ILLINOIS

SHERRY SIMPSON | NICOR GAS

TWANA SKROBOT | AT&T

KEEVIN WOODS | AMERICAN BAR ASSOCIATION

DOLORES SAXTON-WALKER SCHOLARS

DANYE BOWMAN | KENWOOD ACADEMY

GARRETT MILLER | KENWOOD ACADEMY

AMBERLYN RODRIGUEZ | GWENDOLYN BROOKS COLLEGE PREP

CHRISTOPHER RUCKER II | BRONZEVILLE SCHOLASTIC INST

MYREANNA SMITH | AMUNDSEN HIGH SCHOOL

KAYLA WEBSTER | PHOENIX MILITARY ACADEMY

HALEY WILLIAMS | GWENDOLYN BROOKS COLLEGE PREP



SMART SESSIONS

- OF -

CBOF52

APRIL 17, 2019

9:00 AM - 4:00 PM

NAVY PIER CHICAGO

15 MINUTE MEETINGS
SCHEDULED IN ADVANCE,
MATCHING BUYER NEEDS TO
MBE SOLUTIONS. MORE BUYERS
AND MBES ARE PARTICIPATING
THAN EVER BEFORE!

REGISTRATION OPENS SOON!

For more information, contact:

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MBE 2 MBE EXCHANGE

The 2018 MBE2MBE Exchange brought MBE suppliers and professional servicers together during Business Smart Week at the Federal Reserve Bank of Chicago. Sponsored by the ChicagoMSDC Minority Business Enterprise Committee (MBEIC), the MBDA Business and Export Centers, Federal Reserve Bank of Chicago, and AT&T, the event highlighted effective public/private partnerships and fostered procurement opportunities between minority-owned firms.

MBE2MBE kicked off on Tuesday, July 17, with a morning of presentations and the signing of a historic MOU between ChicagoMSDC and Senator Martin A. Sandoval's office (see Advocacy article on page 42). After lunch, guests filled the Fed's atrium to visit the exhibitor booths at the trade fair. Wednesday, July 18, was the MBE2MBE Procurement Luncheon featuring "How to Do Business with Burns & McDonnell."



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

CARRIE YANG, ASSISTANT VICE PRESIDENT AON CYBER SOLUTIONS GROUP; **BRIDGET SAKACH**, NETWORK SECURITY & PRIVACY SPECIALIST, AIG PROPERTY & CASUALTY; **DANYETTA FLEMING MAGANA**, CERTIFIED INFORMATION SYSTEMS SECURITY PROFESSIONAL, COVENANT SECURITY SOLUTIONS; AND MODERATOR, **THOMAS MCLEARY**, PRESIDENT, ENDOW INCORPORATED PARTICIPATE ON A PANEL DISCUSSION ENTITLED, "CYBER SECURITY RISKS: PROTECT YOUR BUSINESS BEFORE IT IS TOO LATE" AT THE **MBE2MBE EXCHANGE** AT THE **FEDERAL RESERVE BANK OF CHICAGO** ON JULY, 17, 2018.



ChicagoMSDC CHAIR AND FEDERAL RESERVE BANK OF CHICAGO SUPPLIER DIVERSITY PROGRAM MANAGER, **MARK HANDS**, WITH PROCUREMENT LUNCH PANELISTS, **MICHELLE WORD**, PRINCIPAL, **SCOTT NEWLAND**, STRUCTURAL ENGINEER, **TIM FABER**, PRINCIPAL ENGINEER, **LARON EVANS**, LEAD BUSINESS DIVERSITY MANAGER & SENIOR ELECTRICAL ENGINEER, AND **GREGORIO SALINAS**, MATERIALS HANDLING SPECIALIST AND BUSINESS DIVERSITY COORDINATOR OF BURNS & McDONNELL. PRESENTERS SHARED "HOW TO DO BUSINESS WITH BURNS & McDONNELL."

PHOTOGRAPHS BY POWELL PHOTOGRAPHY, INC.



EMILY ENGEL, BUSINESS ECONOMIST IN THE COMMUNITY DEVELOPMENT & POLICY STUDIES DIVISION OF THE FEDERAL RESERVE BANK OF CHICAGO, GAVE HIGHLIGHTS FROM THE 2017 SMALL BUSINESS CREDIT SURVEY AND ENCOURAGED ALL MBEs TO PARTICIPATE IN THE 2018 SURVEY.



RAFAEL MARTINEZ, CEO OF MBE CAPITAL PARTNERS, DISCUSSED FINANCING SOLUTIONS FOR BUSINESSES FROM HIS PERSPECTIVE AS A LEADER OF A MINORITY- OWNED SMALL BUSINESS LENDER.



JASON KELLER, ECONOMIC DEVELOPMENT DIRECTOR, FEDERAL RESERVE BANK OF CHICAGO. BUSINESS SMART WEEK IS THE FEDERAL RESERVE BANK OF CHICAGO'S SIGNATURE SUPPLIER DIVERSITY INITIATIVE TO INCREASE DIVERSE INCLUSION AND FACILITATE ACCESS TO OPPORTUNITIES.



DONNA BRIDGEFORTH WITH HERB STOKES, CHARLES HARRELL II, GUEST, CHARLES HARRELL, AND GUEST AT THE BRIDGEFORTH WOLF & ASSOCIATES EXHIBITION BOOTH AT THE MBE2MBE EXCHANGE IN THE ATRIUM OF THE FEDERAL RESERVE BANK OF CHICAGO.



SHELIA MORGAN AND MARK HANDS WITH LUNCHEON KEYNOTE SPEAKERS, ROARK FRANKEL, DIRECTOR OF PLANNING & CONSTRUCTION, AND JAMIE-CLARE FLAHERTY, DIRECTOR OF STRATEGIC INITIATIVES, OF THE OBAMA FOUNDATION PRESENTING AN OBAMA PRESIDENTIAL CENTER OVERVIEW.



ATTENDEES PARTICIPATE IN A QUESTION & ANSWER SESSION FOLLOWING THE "HOW TO DO BUSINESS WITH BURNS & McDONNELL" MBE2MBE PROCUREMENT LUNCHEON. BURNS & McDONNELL IS A FULL SERVICE ENGINEERING, ARCHITECTURE, CONSTRUCTION, ENVIRONMENTAL & CONSULTING SOLUTIONS FIRM.

PHOTOGRAPHS BY POWELL PHOTOGRAPHY, INC.



SAVE THE DATE
JULY 16-17, 2019
FEDERAL RESERVE BANK OF CHICAGO

CONTACT:
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SEN. MARTIN A. SANDOVAL SIGNS HISTORIC MOU WITH ChicagoMSDC AT MBE2MBE

BY MEGAN NAKANO



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

ChicagoMSDC PRESIDENT & CEO **SHELIA MORGAN** AND ILLINOIS STATE SENATOR **MARTIN A. SANDOVAL** (D-Chicago) SIGN HISTORIC MOU AT THE MBEIC MBE2MBE EXCHANGE AT THE FEDERAL RESERVE BANK OF CHICAGO.

On Tuesday, July 17, 2018, Illinois State Senator Martin A. Sandoval (D-Chicago) and Chicago Minority Supplier Development Council (ChicagoMSDC) President & CEO Shelia Morgan signed a memorandum of understanding to combine efforts to increase minority participation in state contracting. The historic event took place during ChicagoMSDC Minority Business Enterprise Input Committee's MBE 2 MBE Exchange hosted by the Federal Reserve Bank of Chicago.

"Who would have known that a kid from the Back of the Yards would be speaking at the Federal Reserve Bank of Chicago today working to unite the Southwest Side of Chicago," said Senator Sandoval, Chairman of the Special Committee on Supplier Diversity. "Today marks the beginning of a long road ahead to bring about economic justice to all the minorities that have been forgotten for generations, and I will not stop until we succeed!"

Senator Sandoval, who represents Illinois' 11th District, reiterated his dedication to the advancement of opportunities for minority business enterprises, highlighting his long-standing devotion to promote and advance legislature to increase supplier diversity programs among corporate procurement departments, which led him to establish a Senate Special Committee on Supplier Diversity with the support of Senate President John J. Cullerton.

"We now stand shoulder to shoulder ready to become a beacon of hope for the communities we serve and live in," Sandoval said. "This is how you combat crime and homelessness in Illinois. Expanding opportunities and creating jobs is how we will achieve peace on the Southside where I grew up."

ChicagoMSDC has been a thought leader in minority business since its founding in 1968, advocating for supplier diversity as the key to economic empowerment in the minority community. An Illinois nonprofit organization,



ChicagoMSDC CERTIFIES African American, Asian American, Hispanic American and Native American owned businesses of all sizes and across a wide range of industries, DEVELOPS them through educational programming, CONNECTS them with resources and corporate buyers, and tirelessly ADVOCATES on their behalf in the public and private sectors. As the premier supplier-development organization in the country, ChicagoMSDC works closely with government agencies and officials to ensure equal access to opportunities for its Minority Business Enterprises.

In support of their mutual mission, ChicagoMSDC and Senator Sandoval agreed to enter into a relationship for the purpose of identifying and promoting supplier diversity programs and dedicating resources to encourage and support efforts to increase supplier diversity across the State of Illinois.

"We are proud to be a part of this momentous undertaking with Senator Sandoval and eager to forge stronger partnerships between the public and private sectors on the federal and local levels as well," said Shelia Morgan. "Senator Sandoval is a true champion of minority entrepreneurs and ChicagoMSDC is grateful for his unwavering support of supplier diversity and inclusion throughout the state of Illinois."



DOLORES SAXTON-WALKER SCHOLARSHIP PROGRAM



THE DOLORES SAXTON-WALKER SCHOLARSHIP IS A TRADITION THAT STRETCHES BACK DECADES. EVERY YEAR, SCHOLARSHIP FUNDS ARE RAISED AT THE SUMMER "SCHOLARSHIP CLASSIC" GOLF OUTING HOSTED BY THE MINORITY BUSINESS ENTERPRISE INPUT COMMITTEE. HUNDREDS OF GOLFERS GATHERED IN AUGUST 2017 AT THE WHITE EAGLE COUNTRY CLUB IN NAPERVILLE TO SUPPORT SCHOLARSHIP FUNDRAISING EFFORTS. THIS YEAR, THE MBEIC AWARDED FIVE OUTSTANDING STUDENTS SCHOLARSHIPS OF \$3,000 EACH.

ALL SCHOLARSHIP RECIPIENTS ARE PRODUCTS OF THE CHICAGO PUBLIC SCHOOL SYSTEM. EACH HAS SHOWN THE DRIVE AND ACADEMIC VALOR CONSISTENT WITH A FUTURE ENTREPRENEUR.

ELIGIBLE APPLICANTS MUST:

- BE AN ETHNIC MINORITY
- BE A GRADUATING SENIOR PURSUING A BUSINESS-RELATED CAREER
- MAINTAIN A 3.5 CUMULATIVE GPA (UNWEIGHTED)
- BE ADMITTED TO AND PLAN TO ENROLL AT A REGIONALLY ACCREDITED COLLEGE OR UNIVERSITY IN THE FALL

PARTICIPATE IN AN INTERVIEW IF SELECTED AS A FINALIST.

STUDENTS INTERESTED IN APPLYING FOR THE 2018 DOLORES SAXTON-WALKER SCHOLARSHIP, CAN VISIT: CPS.ACADEMICWORKS.COM OR CONTACT GWEN JONES AT 312.755.2556 OR GJONES@ChicagoMSDC.ORG

39th ANNUAL SCHOLARSHIP CLASSIC & CLUBHOUSE CASINO

BY JORDAN TAYLOR

Nearly 200 minority entrepreneurs, corporate members, and advocates of the supplier diversity community swung their golf clubs for charity as they attended the 39th Annual Scholarship Classic on Monday, August 13, 2018.

The Scholarship Classic, hosted by the ChicagoMSDC Minority Business Enterprise Input Committee (MBEIC), is the organization's largest scholarship fundraising event of the year. Guests gathered at the White Eagle Golf Club, an Arnold Palmer signature golf course in Naperville, Illinois. The event raised funds to provide scholarships to deserving minority college bound students in celebration of their academic achievement and commitment to entrepreneurship. The Scholarship Classic also contributes a stipend for growing certified minority business enterprises attending Northwestern University's Kellogg School of

Business NMSDC Executive Management Program.

For over fifteen years, Jim Osborne, Chicago Bears legend and National Material's Director of Minority Business Development, has chaired the Scholarship Classic Committee pulling out all the stops to make the event a success. From recruiting celebrity VIP golfers to including complimentary cigars with registration to offering incredible prizes for top performers, no detail went overlooked.

Osborne was not alone in his efforts, the success of this event came as a result of the hard work and dedication of the entire Scholarship Classic Committee, which includes: Donna Bridgeforth of Bridgeforth, Wolf & Associates; Thomas McLeary of Endow, Inc.; Michael Gaines of The CRS Group; and Sandeep Nain of S'Ntial Technologies.

Those who didn't hit the golf course utilized the Country

ChicagoMSDC STAFF, INTERNS AND VOLUNTEERS CELEBRATE ANOTHER SUCCESSFUL SCHOLARSHIP CLASSIC AND CLUBHOUSE CASINO AT THE ARNOLD PALMER SIGNATURE WHITE EAGLE COUNTRY CLUB IN NAPERVILLE, ILLINOIS, IN AUGUST.



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

ROLAND HARPER WITH TOVAR'S OPERATIONS EXECUTIVE ADMINISTRATOR, **LEE BOURBON**, AND REGIONAL DIRECTORS OF BUSINESS DEVELOPMENT, **CHUCK HAAS** AND **JIM CABRERA** AT TOVAR'S SPONSORED HOLE AT THE SCHOLARSHIP CLASSIC AT THE WHITE EAGLE GOLF CLUB.

Club's tennis courts or enjoyed lounging by the pool.

This year the Scholarship Classic featured a Clubhouse Casino sponsored by Grand Victoria Casino and Harrah's Casino. Participants brought their skill and luck to the BlackJack, Roulette, Craps and Bid Whist gaming tables. All proceeds from the Clubhouse Casino went towards the student scholarships.

Scholarship awards amount to \$3,000 per student and are awarded each year at the Chicago Business Opportunity Fair. The award recipients are determined by the MBEIC committee made up of Chairperson Joyce Johnson of Anchor Staffing, Inc.; Gaines; Mcleary; Nain; Jackie Dyess of Inter-City Supply Co., Inc.; Brian Powers and Rhea Steele of Blue Ocean Logic Group, Inc.; and Dr. Karen Eng of CSMI. The Committee reviews hundreds of applicants and narrows it down to six recipients.

The scholarship, named after the late Dolores Saxton-Walker, a successful entrepreneur who worked diligently on behalf of the mission of ChicagoMSDC, is open to high school seniors aspiring to entrepreneurship or intending to pursue a major in business. Applicants must be enrolled in the Chicago Public School system, maintain a weighted cumulative GPA of at least 3.5, and plan to enroll in a regionally accredited college or university the following fall. Eligible students are encouraged to apply at <https://cps.academicworks.com/opportunities/1602>.

Over the past 39 years, the ChicagoMSDC has raised and distributed thousands of dollars in scholarships. None of this would be possible without the generosity of those who support the Annual Scholarship Classic. With your help, this is a legacy will continue to swing into the future as we pay it forward through scholarships supporting the leaders of tomorrow.



SCHOLARSHIP CLASSIC & CLUBHOUSE CASINO
AUGUST 19, 2019
 WHITE EAGLE GOLF CLUB, NAPERVILLE, IL

CONTACT:
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NMSDC CONFERENCE LANDS IN AUSTIN, TEXAS

BY DAVE THOMAS

The 2018 National Minority Supplier Development Council (NMSDC) Conference and Business Opportunity Exchange recently took place in Austin, TX, and all indications point to it being a rousing success. A crowd of more than 6,000 corporate executives, buyers and minority business owners were in attendance October 14-17. The theme for this year's event was "The Global Stage For Innovation & Impact."

The festivities kicked off with a lively Sunday night reception at the Bullock Texas State History Museum. The museum offered three floors of interactive exhibits and plenty of music, food and dance. For those more inclined to just chill, there was also a section of the museum that featured a splendid jazz trio. It was the perfect environment for developing social capital and expanding networks.

Monday saw one of the more significant changes to the conference's format. Instead of the Business Opportunity Exchange taking place on Monday as it usually does, it was moved to Tuesday this year. So instead, Monday's activities started off with a "Power Breakfast." The breakfast

began with a warm welcome to Austin from new NMSDC President and CEO, Adrienne Trimble. Next, followed the "Champion's Huddle," an interview with Dallas Cowboys legend and NFL Hall of Fame running back, Emmitt Smith. The interview was conducted by Ying McGuire, VP of International Operations at Technology Integration Group (TIG). Smith talked about how he started and grew his real estate business, E. Smith Legacy and Holdings, a real estate solutions company that combines domain knowledge, experience, talent and strong relationships to create, finance and execute real estate solutions. Its headquarters is in Dallas and there are offices in San Antonio, Baltimore and Philadelphia.

Following the breakfast was an excellent plenary session titled: "The History and Evolution of Supplier Diversity". This session featured the showing of a video titled, "History of Supplier Diversity for Minority Business Development." This brilliant documentary features interviews from such luminaries as Ralph G. Moore, James Lowry, Renaldo Jensen and Harriet Michel. They discussed the very beginnings of supplier diversity and how it started as a

DEBRA JENNINGS-JOHNSON (LEFT), SENIOR DIRECTOR, SUPPLIER DIVERSITY, BP AMERICA, LEADS THE PETROCHEMICALS INDUSTRY GROUP PRESENTATION AT THE NMSDC CONFERENCE + BUSINESS OPPORTUNITY EXCHANGE IN AUSTIN, TX, ON TUESDAY, OCTOBER 15.



PHOTOGRAPH BY POWELL CREATIVE SERVICES



PHOTOGRAPH BY POWELL CREATIVE SERVICES

JOSÉ R. MAS, CEO, MASTEC, INC.; **ADRIENNE TRIMBLE**, PRESIDENT & CEO, NMSDC; AND **LANCE HYDE**, SUPPLIER DIVERSITY MANAGER, EQT CORPORATION, CLASS I CORPORATION OF THE YEAR AT THE NMSDC CONFERENCE + BUSINESS OPPORTUNITY EXCHANGE IN AUSTIN, TX.

federal government mandate and evolved into a private sector corporation value.

Other morning sessions focused on topics such as: “Establishing External and Internal Communications”, “How to Successfully Market to Defense Contractors”, and “Improving Customer Value Through Innovation”. Once again, NMSDC shared the spotlight with MBDA who simultaneously held its MED Week event. One of the signature sessions from MBDA was its “Government to Business Exchange” (G2B). This invitation-only event offered a select group of MBEs meetings with representatives from federal government agencies including: The Departments of Commerce and Energy, the EPA, FAA and NASA, among others.

The afternoon sessions also covered a wide variety of topics including: “The Top Things You Should Know to Minimize Risk and Position Your Business for Success”, “Identifying Topics in Strategic Sourcing”, “Government Contracting in the Digital Age”, and another of the MBDA signature sessions titled “Out of This World.” This session focused on opportunities with the Trump administration’s newly formed Office of Space Commerce and technology transfer.

With an eye toward the future, there was the “Emerging

Young Entrepreneurs” program which was developed by McPherson/Berry and MetLife. It was designed to begin exposing millennials to business and having them become certified, innovative and successful MBEs. Facebook also offered a program called “Level Up,” which focused on showing business owners how to grow their companies through the use of tools such as Facebook and Instagram.

One of the day’s most anticipated and most attended workshops was titled: “The Bigger Discussion VII.” This session focused on the state of MBEs. The Big Discussion is a no-holds-barred discussion about the issues faced by today’s MBEs. It was an honest and frank dialogue that was often contentious, emotional and sometimes just downright hilarious. It was moderated by Scott A. Vowels, PhD of Apple and featured the distinguished panel of Dr. Ken Harris of the National Business League, Tracey Stanhoff of the American Indian Chamber of Commerce, Susan Au Allen of the US Pan Asian American Chamber of Education Foundation, and Adrienne Trimble of NMSDC. The discussion started off easily enough identifying some of the barriers that diverse firms face while attempting to grow their businesses in both public and private sector. But the topic quickly shifted into a debate about which ethnicities suffered the greatest amount of discrimination.



STAND UP COMEDIAN, **CHUCK NICE**, EMCEES THE AWARDS BANQUET AT THE NMSDC CONFERENCE ON WEDNESDAY, OCTOBER 17.

Luckily NMSDC's Trimble brought the focus back to issues related to business in an attempt to depersonalize what had become a very personal subject. There were equal parts laughter and gasps but everyone seemed to come away energized and ready to take on the rest of the conference.

Monday night saw a little misfortune as the weather, which was sunny and in the low 90s over the weekend, had turned into rain, clouds and temps in the upper 40s. The Monday night reception was planned to be at the lovely Star Hill Ranch. Unfortunately, the intention was for a great part of the event to take place outdoors. Needless say, cold rainy weather made for less than ideal conditions and led to a short night. The silver lining was that people would be able to get to bed earlier, and boy would they need it to get through the next day.

Tuesday began with another Power Breakfast, but this one featured a fantastic presentation by the NMSDC Industry Groups. The industries represented were: Technology; Financial Services; Advertisement, Entertainment, Media and Sports; Professional Services; Utilities (Water, Gas, Electric); Petrochemical; and Automotive.

In a unique turnaround, each group was given two minutes give their pitch about their industry and tell the audience:

who they are; what companies are in their group; and what they buy, and whether they are looking for a particular item or service.

After the breakfast, it was time for what everyone had been looking forward to: the Business Opportunity Exchange (BOE). The year's event featured more than 700 public sector, private sector and MBE exhibitor booths. Thousands of attendees did their best to build the foundations for mutually beneficial and long-lasting business relationships. The BOE is the largest such event in the country and has long been regarded as a must for any MBE who is serious about growing their business.

As part of the BOE, MBDA hosted the MBDA Pavillion, where minority entrepreneurs and business owners could obtain one-on-one business counseling and coaching sessions. One of the really interesting features of the pavilion was the "State of Minority-Owned Businesses: Data Visualization." Using a huge display of an MBDA website, you could view detailed information about minority business data from anywhere in the country. Check it out at: www.mbda.gov/mbe-data.

On Tuesday evening MBDA took center stage when they held their MED Week Awards reception. MBDA's newly

appointed National Director. Henry Childs II was on hand to present awards recognizing significant achievements in the area of supplier diversity. (See MBDA article on page 32 for awardee details.)

Wednesday, it was back to the workshops. The morning plenary session featured a robust discussion with corporate CPOs and MBEs called "Disruptive Technology and the New Economy." The discussion focused on the growing industries of Artificial Intelligence, Block Chain and Machine Learning. Some of the other workshops offered focused on things like how to assess a supplier diversity program, how to do business with public utilities and learning all about opportunity zones.

For many the highlight of the week is the Awards Gala. Who doesn't like getting dressed up and socializing with a thousand or more of your friends? But what really made the evening a success was the job turned in by the gala's emcee, comedian Chuck Nice. He displayed charm, intellect, wit and brilliant comic timing as he kept the festivities moving and acceptance speeches to a respectful minimum.

The announcement of the Athena Engineering Group provided what was easily the funniest moment of the entire evening. When company president Jane Chiera made her acceptance speech she delivered the following line: "I didn't win this award, my team did. I just made it happen." Now if that sounds like a peculiar thing to say in an otherwise humble acceptance speech, it wasn't lost on the audience and it certainly wasn't lost on Chuck Nice. "That's what you call a gangsta move!," joked Chuck Nice to uproarious laughter. "She said her team won the award... but she made it happen!"

Following the awards gala, those who were still inclined to party went to the Farewell Reception, where they said goodbye to Austin and hello to Atlanta, site of the 2019 NMSDC National Conference. Not wasting any time, Adrienne Trimble announced that AT&T, Coca Cola, and UPS have signed on to be co-chairs for next year's conference. It should be exciting. I can hardly wait.

2018 NMSDC CONFERENCE AWARD WINNERS

COUNCIL OF THE YEAR GEORGIA MSDC

REGIONAL SUPPLIERS OF THE YEAR

CLASS I: STELLAR CONSULTING SOLUTIONS
CLASS II: ATHENA ENGINEERING GROUP
CLASS III: PREMIERE BUILDING MAINTENANCE
CLASS IV: HAL HAYS CONSTRUCTION

HARRIET R. MICHEL AWARD

CASILDA DEL VALLE, NMSDC VP, FINANCE & ADMINISTRATION
LOUIS GREEN, FORMER INTERIM NMSDC PRESIDENT

TOP CATEGORY PERFORMERS

FINANCIAL: BANK OF AMERICA
TIER II: WALMART & FIAT CHRYSLER AUTOMOBILES
DEVELOPMENT: TOYOTA
INNOVATION: CVS HEALTH & THE COCA COLA Co.

THE LEGEND AWARD

MICHAEL ROBINSON, IBM GLOBAL SUPPLIER DIVERSITY

CORPORATIONS OF THE YEAR

CLASS I: EQT
CLASS II: MERCK
CLASS III: COMCAST NBC UNIVERSAL
CLASS V: AT&T



COMING SOON:

2019 NMSDC
Conference + Business
Opportunity Exchange

October
13th - 16th 2019

NMSDC APPOINTS NEW PRESIDENT & CEO

ADRIENNE TRIMBLE

The National Minority Supplier Development Council is pleased to announce the selection of Adrienne Trimble, General Manager, Diversity & Inclusion, Toyota Motor North America, as President and Chief Executive Officer, effective August 1, 2018.

NMSDC's Board Chairman, Joseph Hinrichs, stated, "On behalf of the NMSDC Board of Directors, we are pleased to have a leader of Adrienne's caliber join our team. This is an exciting chapter for NMSDC and I have no doubt that Adrienne's skills and experience will help shape the future of our organization."

In her statement, Ms. Trimble said, "I am honored to be taking on this leadership role with NMSDC and look forward to ensuring our organization and our stakeholders remain positioned for sustainable growth and success."

Adrienne Trimble's appointment marks a unique, significant milestone in NMSDC's long and close relationship with Toyota. Ms. Trimble led the company's Supplier Diversity initiative from 2005 to 2012, where she directed the development of essential supplier relationships with Toyota's North American operations and diverse businesses across the country.

Toyota received numerous accolades under Ms. Trimble's direction, including Corporation of the Year by the NMSDC and a number of local affiliate regional councils. Ms. Trimble joined Toyota in 2000 to establish the company's



ADRIENNE TRIMBLE (CENTER), NMSDC PRESIDENT & CEO, AT TOYOTA'S EXHIBITION BOOTH AT THE 2018 NMSDC CONFERENCE.



recruitment strategy and organization design, succession planning and labor cost management efforts. Her previous experience included Human Resource leadership roles in financial services, media and healthcare industries.

"All of us at Toyota are especially appreciative that NMSDC has tapped one of our outstanding executives, Adrienne Trimble, to be its president," said Al Smith, Group Vice President of Social Innovation, Toyota Motor North America. "This is a singular opportunity for her and for us, and as such demonstrates Toyota's commitment to NMSDC and minority supplier development."

Mr. Hinrichs, in his statement, thanked Ms. Trimble's predecessor, NMSDC Interim President Louis Green, noting, "We also thank Louis Green for his service and for helping us stay on track during this important transition."

PHOTOGRAPH BY POWELL CREATIVE SERVICES

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HCSC's SUPPLIER DIVERSITY INITIATIVE DRIVES COMMUNITY VALUE

BY GONZO ARAYA

PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.



LaTONYA FORTÉ-LYLES IS THE SENIOR MANAGER OF SUPPLIER DIVERSITY AT HEALTH CARE SERVICE CORPORATION. MS. FORTÉ-LYLES SERVES ON THE BOARD OF DIRECTORS FOR ChicagoMSDC AND RECEIVED ITS SUPPLIER DIVERSITY PROGRAM MANAGER AWARD IN 2016.

“I am an African American woman who grew up primarily on the south side of Chicago. Education was a great equalizer for me, but I realize the disparities that exist for women of color. You cannot exist as a woman of color and not understand and respect the struggles of others. In my role, I do my best to advocate for every group that has been discouraged, set aside, looked at as less than and dismissed. In me, others have an advocate, and I fight and do my best to help them achieve their dreams,” says LaTonya Forté-Lyles, senior manager, Supplier Diversity, Health Care Service Corporation (HCSC), who gave this answer when asked about what drives her personal commitment to Supplier Diversity.

With a Bachelor's of Business Administration and a Masters in Clinical Psychology and most of her career spent at a large global telecom company working various roles, Latonya Fourné-Lyles first encountered Supplier Diversity at the City of Chicago. This role fit in well with her regulatory background because it was loosely based on federal guidelines; however, she did not have a clue about Supplier Diversity. This exposure to Supplier Diversity provided Fourné-Lyles a strong understanding of the things that the government is looking for and it prepared her for the role that she currently holds today. People often ask about her education and how it ties into what she does. Her finance degree goes without saying; her degree in psychology tends to leave people scratching their heads. “The psychology curriculum includes a lot of content surrounding diversity. We must understand racial, gender, ethnic and sexual orientation as well as the experiences of people with disabilities,” says Fourné-Lyles. “I would say that my psychology degree better prepared me than some other degrees that Supplier Diversity professionals hold,” she said.

Honored as a champion in promoting minority business development, Fourné-Lyles was presented with the Anders C. Rassmussen Jr. Supplier Diversity Program Manager Award by ChicagoMSDC in 2016. The award is presented to a Program Manager who has served as a catalyst for minority business opportunities within their company and the corporate community. Fourné-Lyles' commitment to minority owned businesses is reflected in her deep support of ChicagoMSDC. Since joining the ChicagoMSDC board of directors in 2013, Fourné-Lyles has given guidance and brought resources from HCSC to ChicagoMSDC and MBEs. In 2017 Fourné-Lyles supported the Council's Healthcare Supply Chain Integration Event, bringing opportunities in the healthcare space to MBEs. Each year she engages HCSC to participate in the Chicago Business Opportunity Fair Corporate One on One program.

HCSC operates the Blue Cross and Blue Shield® health plans in Illinois, Montana, New Mexico, Oklahoma, and Texas. The company was founded in 1936 and is the country's largest customer-owned health insurer. It employs more than 20,000 people and has more than 15 million



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

MICHAEL-PAUL DIX, KATINA NEAL-TURNER, AND RUBY McCLEARY WITH FOURTÉ-LYLES AT THE BLUE CROSS AND BLUE SHIELD OF ILLINOIS EXHIBITION BOOTH AT THE 51st ANNUAL CHICAGO BUSINESS OPPORTUNITY FAIR AT THE HYATT REGENCY CHICAGO IN APRIL 2018.

members. Their purpose is to “stand with our members in sickness and in health.” The Supplier Diversity program’s purpose is to “maximize procurement opportunities for minority-owned, women-owned and other diverse businesses by proactively seeking qualified suppliers, building sound partnerships, and competitively purchasing from diverse suppliers.”

HCSC’s Supplier Diversity Program has been in place for more than 25 years. At first, it began strictly as a compliance program for clients that required HCSC to provide details of business it had done with minorities and women suppliers. Over the years, the program expanded to include supplier certifications from Minority, Women, Veteran, Disabled Veteran, Disabled, LGBT, and Small Business Enterprise-owned businesses. HCSC recognizes NMSDC, WBENC, NGLCC, USBLN, SAM, City, County, State and any third-party certifying agency that ensures that suppliers are 51 percent owned by the diversity that they claim.

“We are always looking to increase opportunities for diversities on record, but as you can imagine there are always those areas where there is low representation which we need to increase,” said Fourté-Lyles. “For HCSC,

growth areas that we would like to increase include African American and Latina American women, disabled, veterans, and LGBTQ-owned suppliers.”

One of HCSC’s greatest successes is that it has transitioned the Supplier Diversity initiative from just being a standard program to one that drives community value. The company understands the importance of having an economic impact in the communities that they serve. The multiplier effect is a strong imperative for HCSC. In addition, HCSC has a giveback program where they go into the community with their entrepreneur boot camp. This boot camp is strictly designed to educate budding entrepreneurs and start-ups. HCSC also goes into underprivileged as well as underserved communities. Fourté-Lyles deems this as their greatest success in Supplier Diversity.

Measuring economic impact is important to HCSC because it is not just about the supplier, but the individuals they employ, and salaries that put financial investment back into communities. Multiply that by dozens of suppliers, hundreds of employees, millions of dollars, and many communities, and you have real impact. For their economic impact reporting, HCSC partnered with the Chicago Minority Supplier Development Council (ChicagoMSDC), a leader



ChicagoMSDC BOARD MEMBERS, **TRICIA WYNN** (ADVISOR), **MARK HANDS** (CO-CHAIR), **FOURTÉ-LYLES**, **SCOTT KOZLOWSKI**, AND **JOAN-CARLES BRUGUÉ** PRESENTING TO ChicagoMSDC CORPORATE MEMBERS AT UNITED AIRLINES HEADQUARTERS IN AUGUST 2018.

in Supplier Diversity for over 50 years. The outcome of their economic impact showed that they have great sustainability with their diverse supply chain and that their long-term suppliers are growing because of HCSC’s investment. The reporting also provided valuable intelligence about some areas of opportunity where HCSC can improve the program.

HCSC is an organization that is big on partnership. Once a strong relationship is established, the supplier becomes a long-term partner. In this type of environment, it is difficult to get another supplier to take their place. This becomes a challenge when a diverse supplier is competing against an incumbent. Suppliers targeting large organizations with a healthy supply chain must come prepared with partnering strategies.

Although everything is based on the business and business is not static, the suppliers most suited to do business with HCSC are consulting firms which have a strong presence in the health care industry. HCSC looks very favorably on companies who are doing business with other health care

companies, especially other “Blues” plans. “If you have a technology solution that is unique and that will bring value to the processes that health care companies must follow (i.e., case and utilization management), that is also a strong area,” said Fourné-Lyles.

LaTonya Fourné-Lyles not only sees herself as a champion in Supplier Diversity, but also one day as a supplier herself. She leaves us with a quote and some supplier tips.

“They say those who can, do. Those who cannot, teach. I have been a teacher of entrepreneurship, but one day I will step into the shoes of the entrepreneur and do.”

The author, Gonzo Araya, is Partner and Chief creative at Socio, a creative, communications and customer experience agency shaping the way companies do business. Socio is an LGBTBE and can be found at www.thinksocio.com. You can reach Gonzo at garaya@thinksocio.com or on Twitter at [@alwaysontext](https://twitter.com/alwaysontext).

EXPERT SUPPLIER TIPS FROM LaTONYA FOURTE-LYLES:

- ✓ Do your homework and **BE PREPARED**.
- ✓ When attending conferences, have a **STRATEGIC PLAN** to work that show.
- ✓ Have an idea of who your **TARGETS** are and what these companies do.
- ✓ Always have a capabilities presentation and a one page **CAPABILITY STATEMENT**.
- ✓ Effectively define your company, what it does and how you bring **VALUE** to your clients.
- ✓ Have a strong **PROCESS** and be **PERSISTENT**.
- ✓ Understand that sometimes there is no opportunity and that **IT TAKES TIME TO GET IN THE DOOR**.
- ✓ **FOLLOW-UP** quarterly to keep your contact informed.



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, visit: cmsdc.proveedor.biz
or contact Patricia Hanes at 312.755.2553
or PHanes@ChicagoMBDAExportCenter.com



INTERNAL vs. EXTERNAL STORMS

BY CHUCK HAAS

Finding the right vendor for your company is critical when navigating our fast paced and ever-changing business world. Internal storms might include deadlines to meet, software updates, training employees, or even finding a healthy place to eat lunch as you confront your new diet! No matter what the case, odds are there are plenty of things going on inside your facility demanding your attention. It is important for one to stay in their “sweet spot” and work on the core focus of their business. Good vendors help customers do just that by battling the external storms for them. I happen to battle snow.

Snow removal is a mission-critical task in that it can bring business to a standstill if not completed. Deliveries cannot be made, customers and employees cannot get to work, and people can get hurt if the job isn't done properly. If your grass doesn't get trimmed one week, it may look unsightly, but odds are nobody is going to slip and sue you. On the contrary, if snow and ice management services aren't rendered on a timely basis, people may fall, get injured and seek legal recourse. The Bureau of Labor Statistics reports that 98% of all slip and fall cases involving snow occur in storms of less than 2 inches.

I've yet to meet a sales person who says their product or service is inferior to their competition. Everyone will tell you they will do a great job in an effort to earn your business. That said, how does one go about properly screening vendors?

REFERENCES: References indicate that a vendor has a good relationship with clients, has fulfilled contracted responsibilities and met the desired level of service. However, rarely will anyone give a bad reference so when reaching out, it is imperative to ask certain questions: What type of service level did they receive? Is it similar to your expectations and requirements? Are their hours of operation compatible with yours? Does the vendor respond in a timely manner? What did they spend in the past season?

TRUST: Do you like and trust your sales rep? All the sales books that I read come back to a central theme – People buy from people that they like and trust. Give your prospective sales rep the sports event test. Would you feel comfortable going to a ball game and spending 3 hours with this service provider? If not, maybe they haven't done a satisfactory job getting to know you and truly understanding your needs. Do they understand your business? Sure, they have given you proven examples of past successes, but do they understand the implications that you and your business will face if the work is not done timely and properly? Do



they have your best interests in mind?

LENGTH OF SERVICE (L.O.S.): How long have they been in business? Does this company have a proven track record in the industry? Who are their biggest customers and how long have they maintained those relationships?

These are important details to consider when vetting a prospective vendor. I highly recommend having a face-to-face meeting before committing to the purchase of any company's product or service. Technology has made it easy to avert such meetings, but so much of our communication is nonverbal and can get lost via phone and email. Sometimes the best way to judge a person's character is by looking them in the eye and closing the deal with a firm handshake.

Chuck Haas has been with Tovar Snow Professionals since 2007 and served multiple roles within the company during his tenure. Tovar is a longtime ChicagoMSDC MBE and supporter and Chuck now serves on the ChicagoMSDC Board of Directors. Chuck takes pride in managing the accounts he sells to ensure the highest levels of customer satisfaction.

CITY OF CHICAGO'S
**SHANNON
ANDREWS**
KEYNOTES ChicagoMSDC
MBEIC ANNUAL MEETING



Shannon Andrews was the keynote speaker at this year's MBEIC Annual Meeting held at the University of Phoenix on November 14, 2018. She was appointed Chief Procurement Officer for the City of Chicago by Mayor Rahm Emanuel on June 20, 2018 and confirmed by Chicago City Council on July 25, 2018.

In this new role, she is responsible for the purchase of approximately \$2 billion in goods and services on behalf of City user departments and manages all legal, legislative, procedural and policy matters regarding procurement, certification and compliance issues for the City of Chicago.

Prior to this role, she served as Chief Procurement Officer for Cook County. In addition to her role with the City, Ms. Andrews is a member of the National Institute of Governmental Purchasing (NIGP) and the Illinois Association of Public Procurement Officials. Ms. Andrews is a native South Carolina and a graduate of Hampton University in Hampton, Virginia.

OBAMA FOUNDATION'S
**MICHAEL
STRAUTMANIS**
TO SPEAK AT ChicagoMSDC
ANNUAL MEETING



As the chief engagement officer of The Obama Foundation, Michael Strautmanis oversees community affairs and strategic partnerships. He engages with local Chicagoans on plans for the Obama Presidential Center (OPC) and the Foundation's mission to inspire, empower, and connect people to change their world. The OPC is slated to open in 2022 on Chicago's South Side.

Before joining the Obama Foundation, he spent over a decade in Washington, DC, including four years as part of the Obama administration. He partnered with a diverse group of leaders to increase access to economic opportunity, strengthen the judicial system, and champion equity and inclusion in the White House, federal agencies, and Congress.

Mr. Strautmanis will provide an update on The OPC at the ChicagoMSDC 2018 Annual Meeting and Holiday Brunch, "In the Spirit of Giving" which will be held at the Union League Club on December 7, 2018.



MINORITY BUSINESS DEVELOPMENT AGENCY

CENTER UPDATES

BUSINESS | EXPORT | ADVANCED MANUFACTURING



HENRY CHILDS II, RECENTLY APPOINTED AS THE 17th NATIONAL DIRECTOR OF THE MBDA



RON MITCHELL, CEO, VIRGIL HOLDINGS, WHICH ACQUIRED HCAREERS, THE PREMIER HOSPITALITY RECRUITING PLATFORM.



DOUGLASS TUTT, COO, VIRGIL HOLDINGS, WHICH ALSO OWNS AND OPERATES VIRGIL CAREERS

On September 4, 2018, Henry Childs II, was appointed as the 17th National Director of the U.S. Department of Commerce's Minority Business Development Agency (MBDA). Director Childs will be the 17th National Director of the agency. In his new role, Director Childs will continue to vigorously pursue growth opportunities for minorities as well as the country as a whole. In addition to his role as MBDA National Director, Director Childs will continue to serve as the Policy Advisor to the White House Office of Public Liaison. He also works closely with the White House Office of American Innovation on economic development issues for urban communities and

urban revitalization.

Prior to his appointment at MBDA, Mr. Childs served as the Economic Development Administration (EDA) Senior Advisor and Director of Strategic Initiatives. In this role, he advised EDA on economic development issues and fostered partnerships with other federal agencies, as well as national and international economic development organizations. He also coordinated the Department of Commerce's \$1 billion supplemental Congressional funds for disaster recovery and readiness grants after the natural disasters of 2017.

Prior to his appointment at the Department of Commerce, Mr. Childs

practiced law in Austin, TX, and worked for various campaigns throughout the state. Throughout his career he has been a steadfast advocate for jobs for all Americans, specifically for people who were disproportionately affected by the recession, making appearances on Good Morning America, CBS, and NBC, and as a political correspondent for Vice Media. His passion to create prosperity for distressed businesses and communities is the foundation for his continued work in economic development and growing businesses to scale.

Director Childs holds a Juris Doctorate from Saint Louis University School of Law and a graduate certificate in

International and Comparative Law.

Childs roused the crowd at the National Minority Supplier Development Council (NMSDC) Conference and Business Opportunity Exchange Power Breakfast. (See article on page 20). He spoke of being prepared for the future.

The MBDA held its annual Minority Enterprise Development (MED) Week, October 14-20 in collaboration with the NMSDC conference.

As part of the conference, MBDA presented a series of "Powered by MBDA" workshops and seminars at the conference that focused on Federal Government resources including trade/exports, infrastructure, and federal procurement opportunities. MBDA also hosted the MBDA Pavilion where minority entrepreneurs and business owners obtained one-on-one business counseling and coaching sessions.

One interesting feature of the pavilion was the "State of Minority-Owned Businesses: Data Visualization." Using a huge display of an MBDA website, you could view detailed information about minority business data from anywhere in the country. Check it out at: www.mbda.gov/mbe-data.

On Tuesday evening, MBDA held its MED Week Awards reception. Director Childs was on hand to present awards recognizing significant achievements in the area of supplier diversity.

The 2018 National Minority Business Award recipients included: The Abe Venable Legacy Award for Lifetime Achievement which celebrates high standards of excellence, dedication and accomplishment over a sustained period of time. This year's award recipient was Dr. Leonard Greenhalgh, Faculty Director and Professor at Dartmouth College.

The Ronald H. Brown Leadership Award, inspired by the late U.S. Secretary of Commerce, recognizes an individual who has shown



MBDA NATIONAL DIRECTOR **HENRY CHILDS II**, GIVING REMARKS AT THE NMSDC CONFERENCE POWER BREAKFAST ON OCTOBER 15, 2018.

exceptional leadership and achieved significant success in supporting diversity in the public or private sector. This year's award recipient was Margo K. Cargill, founder and CEO of Titanium Linx Consulting Inc., and president of the Uniondale New York Chamber of Commerce.

CHAMPIONS OF MINORITY BUSINESS DEVELOPMENT

The Access to Capital Award was presented to MBE Capital Partners, LLC, the largest independent finance provider for small to middle-market minority and women-owned business enterprises in the U.S., Caribbean and Mexico.

The Advocate of the Year Award was presented to Natalie Cofield, founder of Walker's Legacy, a global platform for the professional and entrepreneurial multicultural woman.

The Distinguished Supplier Diversity Award was presented to The Coca-Cola Company. Coca-Cola is committed to ensuring that minority-owned businesses have access to opportunities throughout all of the tiers of the supply chain in every industry imaginable. In 2017, the company spent \$675 million with diverse suppliers.

MINORITY-OWNED FIRMS

Minority Construction Firm of the Year was presented to DAP Construction Management, LLC. Established in 2009, DAP got its start as a residential property renovation and swimming pool service company.

Minority Export Firm of the Year is McWong Environmental Technology. Since its inception, McWong Environmental Technology has been a U.S. export champion, completing numerous projects in China and the United States, while investing more than \$600 million in global and local communities on labor, goods and services.

Minority Health Products and Services Firm of the Year was presented Anpac Bio-Medical Science Company. Co-founded in 2010 by Chinese-American Scientists Dr. Chris Yu and Dr. Herbert Yu, Anpac Bio is the only liquid biopsy services company fully commercialized and earning revenue worldwide.

Minority Manufacturing Firm of the Year is presented to Champion Controls, Inc. Since its inception, Champion has experienced substantial growth, averaging 40% in the first 10

PHOTOGRAPH BY POWELL CREATIVE SERVICES

years and a steady growth rate of 5% for the last three years. Champion has customers throughout Florida, Louisiana, the Caribbean, the northeast United States and Canada. In 2017, Champion reported nearly \$12 million in revenue.

Minority Marketing & Communication Firm of the Year was presented to Sensis, a cross-cultural marketing agency driving behavior change. Started in Los Angeles in 1998 as a website development company with one employee, today, Sensis has 60 employees in four offices located in Los Angeles, Atlanta, Washington and Austin, and reports revenues of more than \$24 million.

Minority Professional Services Firm of the Year was presented to Resource Management, Inc. RMI was established in 1995 as a family-owned human resource, benefits and insurance solutions provider. Today, it is one of the largest Hispanic-owned HR businesses in the country, last year reporting revenue of \$174.5 million.

Minority Veteran-owned Firm of the Year was presented to IMR Development Corp. Established in 2009, IMR is a service-disabled veteran-owned company that was formed to serve a niche market for smaller businesses in the construction management and infrastructure sectors. Since opening its doors, IMR's income has increased from \$500,000, to a consistent \$3 million in the past several years.

Congratulations to this year's winners!

MBDA BUSINESS CENTER CLIENT, VIRGIL HOLDINGS, INC. ACQUIRES HCAREERS

MBDA Business Center - Chicago client, Virgil Holdings, Inc., announced that in March 2018, it acquired Hcareers, the premier North American recruiting brand and platform in the hospitality sector. The

investment serves as a growth engine to expand Hcareers' capabilities as the next-generation career navigation, development and recruiting platform in the hospitality and restaurant industry. Funding was led by Genesis Park, a Houston-based private equity firm.

"Today's job seekers want more than a job posting. They are seeking a personalized career navigation experience that provides visibility into a career path that will land them their dream job," said Ron Mitchell, CEO of Virgil. "At the same time, employers need more dynamic candidate searches and engagement tools that deliver the candidates they need and reduce time to hire."

Lead by CEO Mitchell and COO Douglass Tutt, Virgil Holdings Inc. owns and operates Virgil Careers, which brings proprietary technology to solve employer needs. The Virgil career navigation and recruiting platform utilizes proprietary machine learning algorithms and micro-assessments to match job seekers to the perfect career path, employment opportunity and developmental resources. Virgil automatically generates a competency-based profile that enables corporate recruiters to quickly identify and contact the right candidates for their open roles. Through an SaaS model, Virgil serves a diverse customer base including individual job seekers, corporate recruiters, job boards, higher education, trade associations, workforce agencies and nonprofits.

Virgil's technology creates greater transparency into the career navigation process. Through this technology, recruiters are able to communicate the talents they are looking for and find candidates that have demonstrated those qualifications, and job seekers are able to gain an understanding

of how their skills match to careers they desire based on competency scores. By bringing together these technological capabilities to Hcareers clients, Virgil Holdings is looking forward to expanding services in the US and Canada.

The MBDA Business Center - Chicago supports MBEs looking to grow organically or through acquisition. Through offering strategic support and networking to financial sources, the Business Center is available as your trusted resource.

MBDA BUSINESS CENTER HOSTS ST. LOUIS BUSINESS DIVERSITY CONNECT 2018 AT THE MARRIOTT GRAND HOTEL

With a coalition of partners and sponsors, the MBDA Business Center-St. Louis hosted the first St. Louis Business Diversity Connect 2018 on September 25, 2018 at the Marriott St. Louis Grand Hotel. Launched to stimulate economic growth and inclusion for diverse businesses in the St. Louis region, the event reflected coordinated efforts of the MBDA Business Center, Women's Business Development Center, Hispanic Chamber of Commerce of Metropolitan St. Louis, Mid-States Minority Supplier Development Council with Presenting Sponsors Express Scripts and Bayer formerly known as Monsanto. The St. Louis Business Diversity Connect 2018 advanced supplier diversity, connecting diverse business owners with corporate partners for business development.

The community partners have spent decades supporting underrepresented businesses through business development, certification and other essential support offerings. The St. Louis Business Diversity Connect 2018 was one of the first events in the market to connect the resources

of the Midwest's leading minority and women business advocacy organizations. The event was open to all diverse business owners including minorities, women, veterans, members of the LGBTQIA community, and people living with disabilities.

During the event, business owners had an opportunity to network amongst procurement representatives at multiple levels from Chief Procurement Officers (CPOs) to supplier diversity managers to buyers. Select businesses with the capacity to service national corporations, were given the opportunity to pitch their businesses to corporate and government entities during the event.

The activities for the day included a networking breakfast followed by

workshops on the topics of how to boost your business using Facebook for diverse suppliers and a CPO round table discussion on supplier diversity for buyers and corporations. Following the morning sessions, Dr. Cheryl Watkins-Moore, Director of Bioscience & Entrepreneurial Inclusion at BioSTL, presented on "The ROI of Supplier Diversity" as the keynote speaker during the luncheon. Business matchmaker sessions and the business pitch session for select businesses were held in the afternoon.

The overall event was a tremendous success for all five partner organizations and plans for the ST. LOUIS BUSINESS DIVERSITY CONNECT 2019 are underway. We look forward to seeing you there.



LUZCO TECHNOLOGIES RECEIVING THE 2018 PITCH COMPETITION AWARD AT THE ST. LOUIS BUSINESS DIVERSITY CONNECT ON SEPTEMBER 25, 2018.



KEYNOTE SPEAKER, DR. CHERYL WATKINS-MOORE, DIRECTOR OF BIOSCIENCE & ENTREPRENEURIAL INCLUSION AT BioSTL, PRESENTING ON "THE ROI OF SUPPLIER DIVERSITY" AT THE ST. LOUIS BUSINESS DIVERSITY CONNECT 2018 LUNCHEON.



TECH-NET

**EVERY 2ND
THURSDAY
OF THE MONTH
3:30 PM - 5 PM**

The Chicago Minority Supplier Development Council (ChicagoMSDC), the Chicago MBDA Export Center and KFA will be hosting a monthly networking event, TECH-NET, for established Minority Business Enterprises (MBE) IT/Innovation firms and Corporate firms only. At TECH-NET, ChicagoMSDC and the Chicago MBDA Export Center will share information about getting certified as an MBE, assist MBEs with domestic and international business opportunities and learn about upcoming trade missions. KFA will share opportunities for Prime and Subcontractors and those seeking employment. Also, KFA will lead a high-level IT/Innovation knowledge development and mastermind exchange forum. Light refreshments and beverages will be served.

JOIN US ON THURSDAY, 01-10-19 FOR THE FIRST SESSION!



**CHICAGO MSDC
210 S. CLARK STREET
SUITE 2300
CHICAGO, IL 60603**



**NETWORK WITH ESTABLISHED
TECH FIRMS,
MBE's AND CORPORATIONS**



**LIGHT REFRESHMENTS
& BEVERAGES SERVED**

To register, contact **ROBERT YOUNG** at ryoung@chicagombdaexportcenter.com



52ND ANNUAL CHICAGO BUSINESS OPPORTUNITY FAIR

SAVE THE DATE | APRIL 17 - APRIL 18, 2019

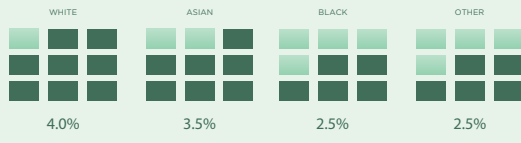
WE RETURN TO NAVY PIER!
WWW.CHICAGOMSDC.ORG



MINORITY STEM ENTREPRENEURS

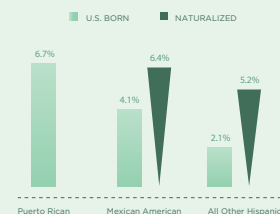
STEM fields - science, technology, engineering, and mathematics - are the source of tangible innovations in products and processes that help to spur economic growth.

Among college-educated, native-born U.S. citizens, opportunities to increase Black STEM entrepreneurship exist (percentages represent STEM entrepreneurship rates within each demographic group).



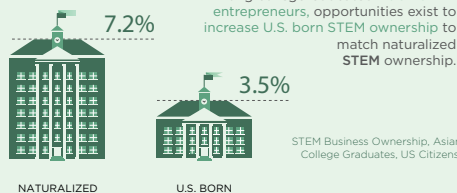
Note: Other Minorities includes the following groups, as characterized by the U.S. Census Bureau: American Indians, Alaska Natives, Native Hawaiians, other Pacific Islanders, and individuals who self-identify as belonging to multiple races or ethnicities. ■ = .5%

College-educated Hispanic STEM entrepreneurs are not one size fits all (as evidenced by varied rates of STEM ownership).



Note: Percent of all college graduates. Hispanic Americans may be of any race. Puerto Rico is a US territory.

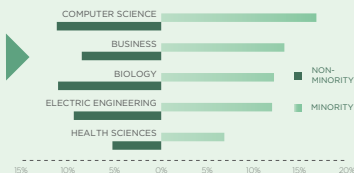
Among college-educated Asian STEM entrepreneurs, opportunities exist to increase U.S. born STEM ownership to match naturalized STEM ownership.



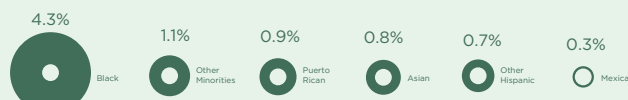
STEM Business Ownership, Asian College Graduates, U.S. Citizens.

Among native born U.S. citizens, 4.4 percent of first generation college graduates own STEM businesses.

Top 5 Bachelor's Degrees among Minority STEM Business Owners



Even among minority STEM entrepreneurs, opportunities to increase leadership positions exist. Minority STEM business owners collectively represent only about 8% of top-level executive positions.



Note: Equivalent share for Whites is 91.8% Native born U.S. citizens. Top-level executives include top-level managers, executives, administrators such as CEOs, COOs, CFOs, presidents, district managers, provosts.

Source: All figures based on research conducted for the SBA Office of Advocacy under contract no. SBAHQ-14-Q-0034 using the National Science Foundation's 2010 Scientists and Engineers Statistical Data System (SESTAT).

THREE SOCIAL MEDIA HURDLES & HOW TO OVERCOME THEM

BY JORDAN E. TAYLOR

People from all across the globe are spending an average of two hours and twenty-five minutes a day on social media, that's over 16 hours a week, according to Statista. The average time spent on social media continues to increase year after year with no signs of slowing down any time soon.

Social media is a powerful medium for business and one of the most under-utilized tools by the same demographic. With all of the known benefits, why don't we see more businesses taking advantage of the platforms? Lack of understanding. Businesses may understand the benefit, but some struggle to put effective strategy into practice to make social media work for them.

Today, I'm going to walk you through some common hurdles to social media and how to overcome them.



HURDLE #1: NO GRAPHIC DESIGN EXPERIENCE

I'm not going to lie to you, graphics matter. In a world where scrolling through posts on time-lines has become a popular pastime, the one thing that can cause a consumer to stop and pause amongst a sea of posts is an eye-catching graphic. You don't have to be an Adobe Photo Wiz or an Adobe InDesign SME to make a beautiful graphic, all it takes is a template. Yes, you read right, a template - a pre-made graphic that allows you to pop in your logo, a witty pun or interesting copy and you're good to go. There are many options to free social media templates that you can use. Some popular ones include PicMonkey or Snappa, but I recommend using **CANVA**. Canva can be used on a desktop, laptop or smart phone. It is user friendly and has a lot of graphic options for free. You can personalize your graphic through swapping out photos or switching up the pre-populated font. All graphics come pre-sized depending on the social media platform you choose to use. Their graphics are fun, fresh and will give a professional finish to your posts.



HURDLE #2: NO BUDGET FOR VIDEOS

Videos are one of the highest forms of content consumed on social media. If you don't have the budget to invest in professional videos I recommend two options. **OPTION A: GO LIVE!** Some of the benefits of going live on your social media page include: increased audience engagement, editorial control, timeliness of content and it's free. You can go live during company events, go live to introduce a new product, go live to do a Q&A and more. **OPTION B: USE YOUR SMART PHONE!** Smart phones are a viable option for creating solid video content when you're watching your budget. As you are recording on your phone make sure to have a good background, great lighting and be mindful of the background noise. Sound is just as important as the image you are producing. When it comes to editing, many times you can edit right on your phone. You can also use the app **MAGISTO** to help you easily edit videos. They offer a free trial and then a monthly fee of \$29.99.



HURDLE #3: NO TIME TO POST WITH CONSISTENCY

The key to building a large social media following is **CONSISTENCY**. Sometimes during busy seasons, businesses will allow their social media efforts to become infrequent and veer off their established posting times. In order to prevent this, I recommend planning your social media posts at least one week in advance, however a month in advance is ideal. Once you have your copy and graphics, use a pre-scheduling tool to schedule your posts



JORDAN E. TAYLOR IS FOUNDER & CEO OF TRIBE MARKETING & COMMUNICATIONS, AND A FORMER ChicagoMSDC INTERN.

in advance so that you don't have to manually post them yourself. A great platform to use is **BUFFER**. Buffer allows you to manage all of your social media platforms at once as well as schedule posts from the different platforms in advance. The first three social media platforms are free; however, any additional platform comes with a fee. Using a post scheduler will help you save time and keep your postings consistent.

You've made it over the last hurdle and now you're ready to take on the social media world. Happy posting!

Jordan E. Taylor is the twenty-something Founder and CEO of Tribe Marketing & Communications, hailing from Metro Detroit Michigan. She has a passion for helping organizations tell their stories in ways that allow them to connect and engage their target audience. She has had the pleasure of working with brands such as the National Veterans Business Development Council, Ellis Island Tea, and the Great Lakes Women's Business Council to name a few. Taylor served as an intern for ChicagoMSDC this past year as a way to give back and gain exposure to the Chicago market. Although Taylor has moved on to new opportunities she will always value her time with ChicagoMSDC.



Goldman Sachs **10,000 small businesses**

**YOU BUILT YOUR BUSINESS.
WE'LL HELP YOU GROW IT.**

Goldman Sachs 10,000 Small Businesses is a FREE program that links learning to action.

ChicagoMSDC helps eligible Minority Business Enterprises (MBEs) gain access to the Goldman Sachs 10,000 Small Businesses program.

With Goldman Sachs 10,000 Small Businesses, gain practical business skills to help you take your business to the next level. In professional workshops, you will learn from some of the brightest minds in business, learn about access to financial capital, and build a powerful network of professional support.

**IF ACCEPTED, PROGRAM TUITION
WILL BE AT NO COST TO YOU!**

Are you the owner or co-owner of a business that has been in operation for at least 2 years? Does your business have a minimum of \$150,000 in gross revenue? Do you employ at least 4 people? Are you passionate about growth?

**DETAILS FOR COHORT 24 WILL BE
ANNOUNCED IN MARCH 2019.**

To learn more or be referred, please contact:

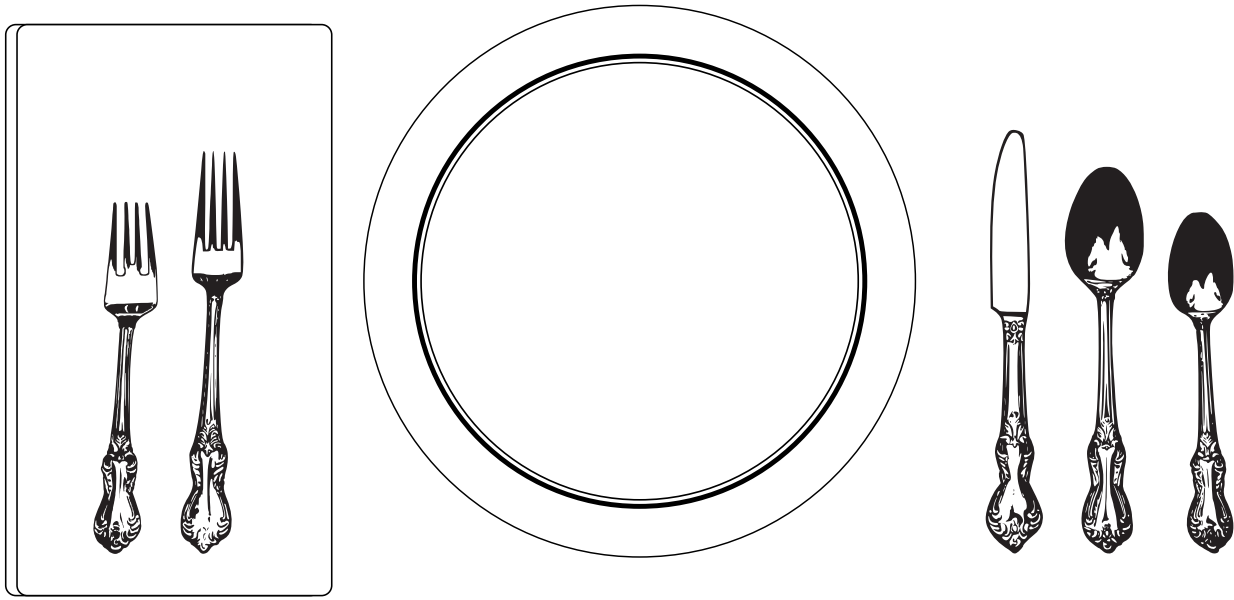
NEDA SHARP
Program Manager

312.755.2554 | NSharp@chicagommsdc.org

MBE PROCUREMENT LUNCHEON SERIES

FEATURING CUSHMAN & WAKEFIELD

BY MEGAN NAKANO



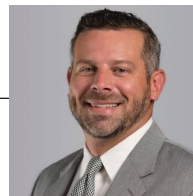
On Thursday, June 20, 2018, ChicagoMSDC hosted a Procurement Luncheon featuring Cushman & Wakefield (NYSE: CWK) at the University of Phoenix. Cushman & Wakefield is a top three global commercial real estate services firm with an iconic 101-year-old brand. Their purpose is simple: Putting their clients and their people at the center of what's next. The luncheon featured guest speakers from the firm

including Sewell Avant, VP of Commercial Procurement, Adam Bergh, Director of Procurement, and Matt C. Williams, Supplier Relationship Innovation Management Lead. [Mr. Williams is no longer with the company.]

"Cushman & Wakefield has a strong commitment to working with suppliers that embrace diversity and inclusiveness in all aspects of the business," said Mr. Avant. "Our supplier diversity program taps into new, innovative and

CUSHMAN & WAKEFIELD CATEGORY MANAGEMENT TEAM

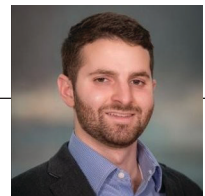
Cushman & Wakefield pursues developing sustainable business relationships with diverse suppliers who can deliver excellent services for our clients. An important part of Cushman & Wakefield's procurement process is providing diverse suppliers with opportunities to compete on delivering goods and services to us in the areas we conduct our business. We have found that by leveraging diversity in all of its forms, we are able to bring our clients the most innovative solutions at competitive rates. We also seek to work with partners that demonstrate support of our efforts by extending opportunities to diverse suppliers that add value to their supply chain.



BRENT KELLETT

Director, Category Management
brent.kellett@cushwake.com

Elevators/Vert Trans
Parking | Emergency Prep Tech
Fire & Life Safety | Snow Removal
Grounds/Landscape | Parking
Office Services | Interior Plants
Janitorial | UPS/Generator



ZACH SWIMMER

Category Manager
zach.swimmer@cushwake.com

Electrical | Energy Management
Move/Add/Change | MRO
Mechanical Maintenance
Gen Industry Supplies | Flooring
Waste Management | Plumbing
FM Maintenance | Lighting
Pest Control | Waste Services

creative resources that drive innovation. Diverse suppliers demonstrate value and help position the firm and our clients for long-term success."

The firm delivers exceptional value by putting ideas into action for real estate occupiers and owners. Cushman & Wakefield has the scale to serve clients across approximately 70 countries from more than 400 offices with a workforce of more than 48,000 professionals. In 2017, the firm had revenue of \$6.9 billion across core services of property, facilities and project management, leasing, capital markets, valuation and other services. The company believes that "diversity is good business" and has developed a preferred supplier program that uses leveraged spend, standardized processes, close governance, and technology to meet their goals as well as those of their clients.

Cushman & Wakefield partners with suppliers who share their vision of zero safety incidents; are committed to continuous improvement and innovation in their areas of expertise; share their proactive focus on customer service; and are able to act as one team in serving the customer.

Mr. Avant leads Cushman & Wakefield's commercial procurement in North America, including supporting Global Occupier Services, Asset Services and C&W Services. In this role, he oversees Category Management and the Supplier Relationship & Innovation Management program which was developed to drive profitability and innovative solutions for the firm, clients, and supply partners.

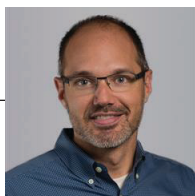
"Our mission is to develop deep and productive relationships with our supplier partners while providing our clients with the best services at the best value," said Duncan Palmer, Chief Financial Officer, Cushman & Wakefield. "We see our suppliers as part of our service



SEWELL AVANT, CUSHMAN & WAKEFIELD VP OF COMMERCIAL PROCUREMENT, SPOKE AT THE MBE PROCUREMENT LUNCHEON AT THE UNIVERSITY OF PHOENIX IN JUNE 2018.

delivery process - they help us provide an integrated and innovative approach for better outcomes for our clients."

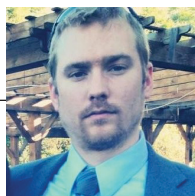
Suppliers interested in doing business with Cushman & Wakefield should contact Jack Suba, Supplier Relationship & Innovation Management Director, at Jack.Suba@cushwake.com. Jack will then direct you to the proper contact internally to determine if there are opportunities for your business. Please note Cushman & Wakefield reserves the right to select their vendor base and this is not a guarantee of business. To learn more, visit www.cushmanwakefield.com or follow [@CushWake](https://twitter.com/CushWake) on Twitter.



ADAM BERGH

Director of Procurement
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Disaster Recovery
Grounds | UPS/Generators



BRIAN HICKEY

Category Manager
brian.hickey@cushwake.com

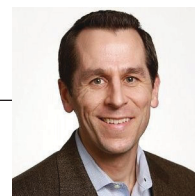
Food Service
Jan/San Consumables
Uniforms



BRIAN CAIMI

Category Manager
brian.caimi@cushwake.com

Building Environmental Control
Fleet Management
Security
Water Treatment



DAVID NOCK

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Building Automation
Calibration Services
HVAC
Locksmith

MBEIC ADVOCATES FOR ENTREPRENURIAL PARITY

BY MEGAN NAKANO



MEMBERS OF THE ChicagoMSDC MBEIC ADVOCACY COMMITTEE MEET WITH STATE SENATOR **ELGIE R. SIMS, JR.** AT ChicagoMSDC.

Minority-owned firms accounted for 28.8% of all U.S. firms in 2012 and they have been growing at a significantly higher rate than non-minority owned businesses since. About one quarter of all women-owned employer firms are also minority-owned, as reported by the US Department of Commerce Minority Business Development Agency (MBDA). However, the number of minority firms, their gross receipts, and number of paid employees still remain disproportionately low compared to their percentage of the population. In other words, minority-owned firms still have not reached “entrepreneurial parity” relative to their share of the U.S. population.

The “Parity Ratio” is defined as the ratio

between the business performance of a racial group relative to their share of the adult population. Under statistical parity, one would expect parity ratios to be close to 100%. However, minority-owned businesses in Illinois score a parity ratio of 82.64% in number of firms, 33.47% in number of paid employees and only 28.64% in gross receipts. [An interactive data visualization tool, available at www.mbda.gov, allows you to sort data on minority-owned businesses by year, industry, and ownership, calculating the parity ratio for each group.]

2018 census projections predict the U.S. will become “minority white” in the year 2045. Government and industry alike must prepare for this inevitability by empowering today’s minority businesses to become the

majority businesses of the future.

In today’s global economy, 95% of the world’s consumers are outside of the U.S. Minority Business Enterprises (MBEs) are uniquely qualified to enter these global markets and are three times as likely to already have international operations. They are two times more likely to export, and six times as likely to conduct business in a language other than English according to the MBDA. MBEs are an engine of employment, particularly in minority communities. ChicagoMSDC’s 932 certified MBEs alone employ 98,358 workers of whom, 52% are also minorities.

“At the very time that broad economic productivity is critical to strengthening the economic foundation of the nation, the growth potential of minority-



ILLINOIS STATE SENATOR-ELECT **RAM VILLIVALAM** (D-8th DISTRICT).

owned businesses is being severely hampered. Across the nation, minority-owned businesses face the obstacles of access to capital, access to markets and access to social networks, all of which are essential for any business to increase in size and scale,” according to the MBDA’s report on The State of Minority Business Enterprises. Since 1967, ChicagoMSDC has been working to level the playing field for MBEs in each of these areas.

ChicagoMSDC promotes supplier diversity across all industries in the public and private sectors. Its MBE Certification is widely considered the gold standard for Fortune 500 companies seeking to diversify their supply chains. Like most government MBE programs, ChicagoMSDC’s certification verifies a firm is, at minimum, 51% minority owned and controlled. Unlike most governmental certifications, ChicagoMSDC does not have any size, sales or personal net worth limitations. They represent many of the largest, most successful minority-owned firms in the country across all industries. In addition to MBE certification, ChicagoMSDC provides minority business development, facilitates connections between large institutional buyers and its MBE suppliers, and engages in advocacy.

Leading this charge, is the Minority Business Enterprise Input Committee’s (MBEIC) Advocacy Committee. The



RETIRING ILLINOIS STATE SENATOR **JAMES CLAYBORNE JR.** (D-57th DISTRICT).

members of the ChicagoMSDC MBEIC are elected by their peers to represent the interests of the MBE community within the organization and to the public. ChicagoMSDC and its MBEIC advocacy committee work closely with legislators at all levels of government to ensure equitable utilization of MBEs on government contracts and compliance with existing legislation protecting minority entrepreneurs.

ChicagoMSDC participated in a legislative outreach retreat in Springfield, Illinois on May 16, 2018. Staff and MBEs met with legislators to re-affirm their commitment to helping the State of Illinois increase opportunities for MBEs and enforce compliance with the Business Enterprise Program (BEP).

The group met with members of the Illinois legislature including: Speaker of the House of Representatives Michael Madigan (D-22nd District); President of the Illinois Senate, John Cullerton (D-6th District); Senate Majority Leader, James Clayborne Jr. (D-57th District); Majority Caucus Whip, Martin A. Sandoval (D, 11th District); Assistant House Majority Leader, Luis Arroyo (D, 3rd District); and Representatives Theresa Mah, (D, 2nd District); Marcus C. Evans, Jr. (D, 33rd District); Camille Lilly (D, 78th District); Linda Chapa LaVia (D, 83rd District); and Carol Ammons (D, 103rd District). After a long day of meetings,



ILLINOIS STATE SENATOR-ELECT **CHRISTOPHER BELT** (D-57th DISTRICT).

ChicagoMSDC hosted a dinner reception at the Sangamo Club.

ChicagoMSDC has worked with Senator Sandoval for many years, culminating in the signing of an official memorandum of understanding pledging to combine efforts to increase minority participation in state contracting. Senator Sandoval and ChicagoMSDC President and CEO, Shelia Morgan signed the historic document at a special ceremony during the 2018 MBE2MBE Exchange at the Federal Reserve Bank of Chicago on Tuesday, July 17, 2018. (See article on page 16.)

On November 27, 2018, Senator Sandoval introduced Illinois Senate Bill 3648 which proposes to amend the BEP Act to remove the requirement that a qualified business must have annual gross sales of less than \$75,000,000 or be certified by the Business Enterprise Council for Minorities, Women, and Persons with Disabilities for a particular contract.

As Chairman of the Special Committee on Supplier Diversity in the Illinois Senate, Senator Sandoval convened a first of its kind assembly comprised of presidents and representatives from Eastern Illinois University, Illinois State University, Northern Illinois University, University of Illinois, Governors State University, Western Illinois University, Southern Illinois University Carbondale, and University of Illinois at Springfield.



IL STATE SENATOR **MARTIN A. SANDOVAL** (CENTER) CONVENES HISTORIC MEETING OF PRESIDENTS AND REPRESENTATIVES FROM UNIVERSITIES ACROSS ILLINOIS AT THE SANGAMO CLUB IN SPRINGFIELD, ILLINOIS ON NOVEMBER 27, 2018.

This historic convocation provided a central place for university leaders to discuss a collaborative partnership with Chairman Sandoval and to develop comprehensive and effective Supplier Diversity programs at our public universities. He Tweeted, "I am pleased with the progress we are making, and our plans to reform some of the policies that are hindering the procurement process for Illinois Universities, starting with Senate Bill 3648."

Following up on the retreat, the MBEIC Advocacy Committee met with Illinois State Senator-Elect Ram Villivalam at the ChicagoMSDC offices on August 22. With his victory this November, Villivalam became the first Asian-American State Senator and the first South Asian-American member of the Illinois General Assembly in the state's history.

The MBEIC also met with State Senator Elgie R. Sims, Jr. (17th District) on August 22. Sims is a member of the Illinois Legislative Black Caucus and sponsored Senate Bill 2365 Procurement-Scoring-Diversity with Senators Jacqueline Collins, Patricia Van Pelt, Clayborne and Sandoval.

Senator Clayborne will retire at the end of this term after serving the 57th Legislative District since 1995. His seat will be filled by Christopher Belt, a former law enforcement officer. Clayborne has been a strong champion for minority business and the MBEIC is hopeful that the incoming class of new leaders will pick up where he left off.

These meetings were an important opportunity for the law makers to explain their positions and challenges as well as a chance for MBEs to share their experiences with the system in practice. The founders of ChicagoMSDC understood over a half century ago, that substantive social change can only come through the collaboration and cooperation between public, private and non-profit stakeholders. The members of the MBEIC Advocacy Committee are hard at work nurturing these partnerships and hope that you will join them.



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NEDA SHARP

312.755.2554

NSharp@ChicagoMSDC.org

MEET THE NEW PROGRAM MANAGER

NEDA SHARP



ChicagoMSDC is pleased to re-introduce Neda Sharp, the newly positioned Program Manager assigned to the Council's Tollway Technical Assistance (TA) Program. It has been 11 years since Neda served the Council as an executive assistant and program manager. Neda returns as Program Manager to help prepare established disadvantaged, minority, and small businesses to participate as prime or sub-contractors on construction-related Tollway contracts. Neda is focused on the growth/sustainability of minority-owned businesses by maintaining, enhancing and measuring various, strategically-aligned projects.

In addition to managing the Tollway TA Program, Neda is securing nominees for the Goldman Sachs 10,000 Small Businesses Program (through City Colleges of Chicago) and recruiting MBEs for The PIPE Program (in partnership with the University of Phoenix). The 10,000 Small Business Program partners with local colleges such as Roosevelt

College in Chicago to provide small business owners with a practical business educational program. The program also extends valuable networking opportunities and access to capital. The PIPE Program, hosted by ChicagoMSDC and taught by University of Phoenix, is an advanced business management program that enhances MBE executive skills and knowledge needed to optimize their business.

Neda's background in systems processing, procurement, and logistics also touches ChicagoMSDC. From her introduction to the Council 21 years ago, as a supplier diversity coordinator and supply manager at Navistar/International Truck & Engine Corporation, Neda has made the business of supplier diversity a priority. She recalls her mother, from early childhood, managing the books and ordering supplies as co-owner of an ice cream and candy shop. After her father's promptings, she also attended early morning meetings of the Future Business Leaders of America (FBLA) at her high school. All along, the foundation was being laid for Neda and business to connect.

Neda now senses the need to go deeper with relationship building and business development. She immediately targeted the Illinois Tollway's Partnering for Growth (P4G) initiative, where a mentor/protégé agreement is formed, monitored and assessed with incentives for both entities that choose to work together. She hopes to assist in putting more P4G Agreements in place and offer MBEs similar programs from other business sectors to create new portals of opportunity. Neda also plans to develop the construction/real estate industry group at ChicagoMSDC.

Neda holds a BA in Business Management from DePaul University. Additionally, she is a Certified Associate in Project Management (CAPM)[®] with the Project Management Institute (PMI) and a member of the Chicagoland Chapter. Neda is married to her husband, Guy (25 years), her teenage crush, and mother of two intuitive sons, ages 22 and 14. Neda enjoys music, dancing/movement, family gatherings and healthy living (mind, soul and body). She has been a Certified Zumba Fitness[®] Instructor for more than five years and volunteers to lead classes at her husband's non-profit for youth empowerment as often as time permits. Above all, yet beneath it all, Neda loves the Lord and serves Him wholeheartedly!

Neda now serves in the position previously held by Stefanie Garcia who accepted a position with an MBE. To learn more about the programs that Neda manages or suggest other options, please contact her at NSharp@ChicagoMSDC.org or [312.755.2554](tel:312.755.2554).

MEET THE NEW CERTIFICATION SPECIALIST

ANGIE ALONSO BELLO

"Esto no viene en los libros,

[You can't find this in books,]

No se enseña en la academia,

[You can't learn it in school,]

Esto es poquito a poquito,

This is little by little,]

Luego el esfuerzo se premia."

[Then the effort pays off.]

El Gran | Combo Arroz con Habichuela

It is true that Angie Alonso Bello, our new certification specialist focusing on recertification, loves to dance. But what encapsulates her service outlook is highlighted in one her of favorite dance songs, "Combo Arroz con Habichuela" by the Puerto Rican band, El Gran. Success doesn't come from books, Angie believes, but from the experience and hard work of MBE owners.

Angie brings unique international experience to ChicagoMSDC certification. As certification specialist, Angie helps MBEs through renewing their certifications, navigating the online process, and helping corporate members and other buyers identify MBEs to meet their supplier needs. Her commitment to serving the needs of MBEs grows from her career-long work in bettering the community.

Angie came to the United States from Bogota, Colombia, in the summer of 2012, when she was 25 years old. She worked for the human rights organization, Fundación Procrear, before coming to Chicago and assisting immigrant children without parents at the Heartland Alliance. She also taught high school social studies in Bogota and taught Spanish in Chicago. Prior to joining ChicagoMSDC, Angie worked as a case manager on immigrant issues for the Commercial Law Group.

"I'm very excited about this new opportunity at ChicagoMSDC and very happy to talk with and meet MBE's on a daily basis," says Angie. Her personal and work experience helps Angie understand the challenges and struggles of MBEs. Because she is a native Spanish speaker, Angie is able to extend assistance in Spanish. Angie enjoys sharing the procurement opportunities for MBEs to help them succeed.

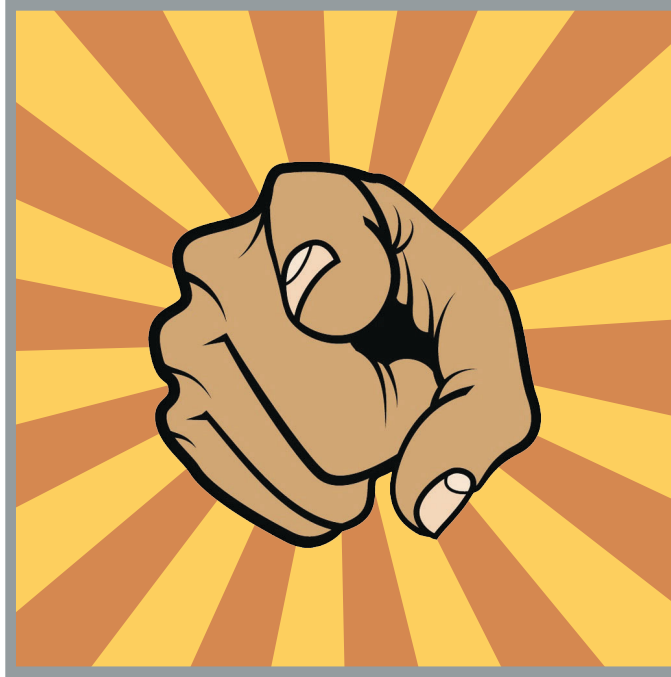
Angie is determined not only to serve MBEs with great care, but also improve the process itself. She set out a goal to speed the certification process and to help transition MBEs



to a completely online process. "My message for all MBEs is that when the time comes to apply for re-certification please apply online," says Angie, "this is the easiest and fastest way to get certified." Angie will work closely with ChicagoMSDC corporate members to improve the certification and re-certification process making it faster and easier for all MBEs.

Angie is definitely someone you want to know. In addition to dancing salsa, Angie enjoys spending time outdoors playing volleyball, listening to Cuban music and eating Colombian food. Angie likes to read, travel and spend time with family and friends. In just these last few years you could have found her in France, Peru, Mexico, Canada, Spain, Germany, The Netherlands, Iceland, and half of the United States. She is married with one son and one dog.

Angie has a Bachelor's degree in Education and Social Studies from Universidad Distrital Francisco Jose de Caldas located in Bogota, Colombia.



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PHILLIP BARREDA

RECEIVES "EL AMIGO DE NEGOCIOS NOW" AWARD

Phil Barreda, Vice President of Chicago Minority Supplier Development Council (ChicagoMSDC), received the "El Amigo de Negocios Now Award-2018" during the Who's Who in Hispanic Chicago Gala that took place at the Hyatt Regency Chicago on July 13.

For more than a decade, Barreda has been the Executive Vice President of the Chicago Minority Supplier Development Council, Inc., an entity that helps companies to become certified as a Minority Business Enterprise, thereby opening them up to growth opportunities. He has also served as interim president of ChicagoMSDC during a nationwide search for a permanent president.

"Phil has not only been an inseparable friend of Negocios Now since the beginning, but he has been a friend of many small businesses in their quest to survive and grow in the face of adversity", said Clemente Nicado, Publisher of Negocios Now.

Phil was named Executive VP of ChicagoMSDC in 2006 and has served in all aspects of business support and development since then, including membership expansion, access to capital and strategic business alliances. He had been with Harris Trust and Saving for 13 years before joining ChicagoMSDC.

A crowd of more than 300 were in attendance at the gala event honoring Chicago's Hispanic business leaders. BMO Harris Bank was the Presenting Sponsor and ABC7 reporter, Mark Rivera emceed.

This year marked the 5th anniversary of Who's Who in Hispanic Chicago, a unique initiative in the city that recognizes Hispanic leadership in different categories, including Business, Corporate, Law, Health Care, Media & Marketing, and Nonprofits. This year, Negocios Now had two special sections: Construction & Design and Real Estate.

Other special awards were presented this year, including the Latinas in Business Award which went to Adela Ortega, CEO of Professional Locomotive Services, Inc. Founded in 1996, this Illinois company rebuilds locomotives.

The Business of the Year winner was GSG Consultants, Inc. Founded in 1992, GSG has since developed into one of the largest Hispanic-owned engineering firms based in Illinois.

The Community Champion Award went to Ricardo Estrada



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

from Metropolitan Family Services (MFS). As CEO of MFS, Estrada works to provide economic support, educational opportunities, counseling, and legal services in Chicago.

CEO of Evans Food, Jose Luis Prado, received the Individual Corporate Excellence Award. Evans is headquartered in Chicago and is the world leader of pork rind snacks and foods. Peoples Gas, a subsidiary of WEC Energy Group (NYSE: WEC), received the Institutional Corporate Excellence Awards. The regulated natural gas delivery company serves approximately 830,000 residential, commercial and industrial customers in the city of Chicago.

Nicado Publishing established the "El Amigo de Negocios Now Award" as a thank you to all those who have helped this small company make Negocios Now the most awarded Latino business publication in the country in the last decade with 15 national awards and a Peter Lisagor Award for General Excellence in 2012.

REFLECTIONS OF A CHINESE INTERN JINGNUAN "JANE" ZHANG



PHOTOGRAPH BY POWELL PHOTOGRAPHY, INC.

FORMER ChicagoMSDC INTERNS JORDAN TAYLOR AND JINGNUAN "JANE" ZHANG AT THE SCHOLARSHIP CLASSIC IN AUGUST.

Being a sophomore in college is totally different from being new to school. Every time I picked up my mother's phone calls, it meant I was facing a question: what do you want to do in the future? So, to find my answer, I chose to participate in the Cultural Homestay International Short Term Enrichment Program (STEP) not only because I am interested in American culture, but I also wanted to challenge myself by going abroad alone for the first time and venture outside of my own circles.

Staying with my host mother was a totally nice experience for me. Sometimes we sat together and talked about the day. Sometimes we went out to see a movie or dance in the park. All of the activities helped cure my smartphone addiction and got me communicating with people in real life.

Every Monday to Wednesday, on my way to my host organization Chicago Minority Supplier Development Council, I enjoyed seeing people getting on and off the 29 bus. (I liked the design of the bus which can lift a ladder for wheelchairs so they can also go out.) It was very interesting to be an observer. And when I arrived at the office, I met many lovely people.

In the office, my tasks were to scan the certification files and file them in order. I also helped send emails and so on. I was so lucky that I could participate in the golf outing before I returned to China. It was my first time at a golf course, and making the effort to raise money for scholarships really made my first experience more shining. The precious time at ChicagoMSDC let me know teamwork, let me know organization, let me be happy all the time when I was there.

The best way to learn a country's culture is to go there and experience it for yourself. I do think that people in US are very enthusiastic. I liked how people greeted each other on the street even though they didn't know each other. And I really like tacos which I want to take back to China!

Now it's time to go back home. Thanks to the experience I had here, I think I know what I want to do after I graduate from university: I will go to graduate school and then I want to go to a transnational enterprise. I will miss my Chicago friends so much. I hope we can keep in touch. If I have the opportunity, I will definitely come back to Chicago and see the wonderful people I met here.

ChicagoMSDC INDUCTED INTO THE MINORITY BUSINESS HALL OF FAME & MUSEUM



The Chicago Minority Supplier Development Council (ChicagoMSDC) was inducted into the Minority Business Hall of Fame on May 1, 2018. Shelia Morgan, ChicagoMSDC President & CEO accepted the honor on behalf of the founders of the [original] Chicago Regional Purchasing Council, at the Minority Business Hall of Fame and Museum's (MBHF&M) Induction Ceremony at the University of Washington in Seattle. Daniel R. Gill of Dayvon Services; Garland C. Guice of Chicago Economic Development Council (posthumously); and Vera Moore of Vera Moore Cosmetics were also inducted at this year's ceremony.

The MBHF&M is committed to preserving and recognizing the contributions of individuals and institutions that were pioneers in the development and growth of minority businesses globally and educating society on their

accomplishments.

Founded in 2004, MBHF&M spotlights and records the achievements of the pioneers who ignited, and made possible, the development of minority business enterprises. The nonprofit organization was formed as a result of the collaborative efforts of John F. Robinson, president of the National Minority Business Council, Inc., New York; Don McKneely, president and publisher of the Business News Group; and Carol Daugherty Foster, editor of MBN USA.

Driven by a pressing need to record the history and evolution of minority-owned businesses in America and to celebrate the work of the architects and policies and programs that made minority business growth possible, the first Hall of Fame members were inducted at a ceremony on January 13, 2005, at the Harvard Club in New York City.

In 2014, the University of Washington Foster School of Business became the home to the exhibit "Breaking Ground: Visionaries Growing Minority-Owned Businesses" honoring members of the Minority Business Hall of Fame & Museum. The exhibit is a physical demonstration that captures the inspiration of our vision and goals, and honors each Hall of Fame inductee. Students and the public are invited to view the exhibition weekdays (Monday-Friday from 9 a.m.-5 p.m.) free of charge. The exhibit is located in the first floor corridor of Mackenzie Hall on the University of Washington Seattle campus.



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CHICAGO MINORITY SUPPLIER DEVELOPMENT COUNCIL CALENDAR OF EVENTS

JANUARY

10	TECH NET	ChicagoMSDC Chicago, IL
21	CORPORATE MEMBER LUNCH & LEARN WEBINAR SERIES	Webinar
23	MBE PROCUREMENT LUNCHEON	University of Phoenix Chicago, IL
23	BEP CERTIFICATION WORKSHOP	ChicagoMSDC Chicago, IL

FEBRUARY

4	CORPORATE MEMBER LUNCH & LEARN WEBINAR SERIES	Webinar
12	FEDERAL PROJECTS COMMUNITY UPDATE	St. Louis MBDA Business Center St. Louis, MO
14	TECH NET	ChicagoMSDC Chicago, IL
20	MBE PROCUREMENT LUNCHEON	University of Phoenix Chicago, IL
21	MBE ORIENTATION	ChicagoMSDC Chicago, IL
23	AACC LUNAR NEW YEAR CELEBRATION	Hyatt Regency O'Hare Rosemont, IL

MARCH

4	CORPORATE MEMBER LUNCH & LEARN WEBINAR SERIES	Webinar
13	HOW TO WORK A TRADE SHOW	ChicagoMSDC Chicago, IL
14	TECH NET	ChicagoMSDC Chicago, IL
15	GRAND VICTORIA CASINO - SUPPLIER DIVERSITY MEET & GREET	Grand Victoria Casino Elgin, IL

APRIL

1	CORPORATE MEMBER LUNCH & LEARN WEBINAR SERIES	Webinar
17-18	CBOF52	Navy Pier Chicago Chicago, IL

MAY

6	CORPORATE MEMBER LUNCH & LEARN WEBINAR SERIES	Webinar
8	SIP TEA & COLLABORATE WITH MINORITY WOMEN	The Godfrey Hotel Chicago, IL
9	TECH NET	ChicagoMSDC Chicago, IL
16	NMSDC CPO SUMMIT	New York, NY
16	NMSDC CORPORATE PLUS SUMMIT	New York, NY
16	NMSDC LEADERSHIP AWARDS	NY Hilton Midtown New York, NY
17	NMSDC BOARD OF DIRECTORS MEETING	New York, NY

JUNE

3	CORPORATE MEMBER LUNCH & LEARN WEBINAR SERIES	Webinar
13	TECH NET	ChicagoMSDC Chicago, IL
19	PROCUREMENT LUNCHEON	University of Phoenix Chicago, IL
20	MBE ORIENTATION	ChicagoMSDC Chicago, IL
25	MEN WHO BOSS	Union League Club Chicago, IL

JULY

8-10	NATIONAL PROGRAM MANAGERS' SEMINAR	TBD
10-12	NETWORK LEADERSHIP MEETING	TBD
11	TECH NET	ChicagoMSDC Chicago, IL
16	MBE 2 MBE EXCHANGE	Federal Reserve Bank Chicago, IL
17	PROCUREMENT LUNCHEON	Federal Reserve Bank Chicago, IL

AUGUST

8	TECH NET	ChicagoMSDC Chicago, IL
19	ChicagoMSDC SCHOLARSHIP CLASSIC	White Eagle Golf Club Naperville, IL
27	ST. LOUIS BUSINESS DIVERSITY CONNECT TRADE SHOW	Marriott St. Louis Grand St. Louis, MO

SEPTEMBER

12	TECH NET	ChicagoMSDC Chicago, IL
18	MBE PROCUREMENT LUNCHEON	University of Phoenix Chicago, IL
19	GRAND VICTORIA CASINO - MBE/SUPPLY MANAGER SPEED DATE	Grand Victoria Casino Elgin, IL
26	STEEL INDUSTRY FORUM	ArcelorMittal East Chicago, IN

OCTOBER

10	TECH NET	ChicagoMSDC Chicago, IL
13-16	NMSDC CONF + BIZ OPPORTUNITY EXCHANGE	Atlanta, GA
17	MBE ORIENTATION	ChicagoMSDC Chicago, IL

NOVEMBER

14	TECH NET	ChicagoMSDC Chicago, IL
20	MBEIC GENERAL MEETING	University of Phoenix Chicago, IL

DECEMBER

12	TECH NET	ChicagoMSDC Chicago, IL
6	ANNUAL MEETING & HOLIDAY BRUNCH	Union League Club Chicago, IL

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