



2020 ANNUAL REPORT



Chicago
Minority Supplier
Development Council

THOUGHT LEADER IN MINORITY BUSINESS SINCE 1968

WWW.CHICAGOMSDC.ORG



MEMBERS, MBEs & SUPPORTERS:

Letter to Stakeholders

I am honored to present the Chicago Minority Supplier Development Council, Inc (ChicagoMSDC) 2020 Annual Report. This report recaps ChicagoMSDC's performance from Fiscal Year 2020, a year in which we welcomed myself as the 5th President and CEO and an interesting year that presented an unforeseen world-wide pandemic that has caused many organizations to pivot.

Despite the on-going challenges and opportunities, The ChicagoMSDC has continued to focus on its core mission of assisting minority-owned businesses with securing sustainable contracts with major-buying and government organizations. We have seen a significant increase in minority certification inquiries and corporate outreach. We continue to concentrate our efforts on our four pillars: Certify, Develop, Connect & Advocate and as a result, we have anchored ourselves with stellar Corporate and MBE Partners.

We pivoted our strategic programs, training and outstanding content to a virtual environment that is user friendly and continue to embrace innovative ways to engage with all stake holders. We introduced a virtual platform that is user friendly and held numerous virtual events that engaged the various communities we serve.

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

There is more work to be done. Collectively, we must continue to support MBE's here in Chicago and the nation to control the positive impact that business diversity has. The recent pandemic has showcased that we are a resilient ecosystem. We continue to connect the dots for those seeking to do the right thing and grow.

This year, we celebrated our 54th Annual Chicago Business Opportunity Fair (CBOF) and history showed that it is known to repeat itself. Our organization was born after the 1968 civil unrest in Chicago and in 2020, the same civil unrest proved business diversity is critical towards the goal of sustainability. Our CBOF theme this year was "Envision 2020: Connecting the Dots" and it proved to be the perfect prelude to various virtual conferences that provided matchmaking opportunities, featured stellar guest speakers and panelist and content rich webinars for continued development, advocacy and connectivity.

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

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

On behalf of the entire ChicagoMSDC staff and Board of Directors, I appreciate your commitment. Your support is critical to this organization's success.

Regards,
J. Vincent Williams
President & CEO



CHICAGOMSDC'S
MBDA BUSINESS CENTERS (CHICAGO & ST. LOUIS)
OVERALL PERFORMANCE AT-A-GLANCE

CONTRACTS: \$1,900,000

FINANCING: \$1,300,000

JOBS CREATED & RETAINED: 1300

**OVER
\$3.2
BILLION
IN CONTRACTS
& CAPITAL**

CERTIFY



38% OF OUR CERTIFIED MBES ARE WOMEN AND...

42.1%

AFRICAN AMERICAN

32.2%

ASIAN AMERICAN

24%

HISPANIC AMERICAN

1.7%

NATIVE AMERICAN

OUR MBES REPORTED

\$18,690,000,000

IN REVENUES IN 2020

DEVELOP



BROKER/AGENTS	5%
CONSTRUCTION CONTRACTORS	5%
MANUFACTURERS	13%
DISTRIBUTORS	10%
SERVICE CONTRACTORS	21%
CONSULTANT/PROFESSIONAL SERVICES	40%

CONNECT

OUR CORPORATE MEMBERS SPEND OVER

\$5,000,000,000

PER YEAR WITH OUR MBES

OUR **861** CERTIFIED MBES EMPLOY **74,434** WORKERS OF WHOM **53%** ARE ALSO MINORITIES

MBES OUTPACE THE GROWTH OF NON-MINORITY FIRMS

ADVOCATE

FUNDING SOURCES

PROGRAMMING	31%
U.S. DEPARTMENT OF COMMERCE	36%
CORPORATE	6%
MBE SERVICE	7%

EXPENDITURES

PROGRAM EXPENSES	86%
GENERAL & ADMINISTRATIVE	12%
FUNDRAISING	2%



THOUGHT LEADERSHIP FOR MINORITY BUSINESS SINCE 1968

Our mission is to certify, develop, connect, and advocate for minority suppliers as the premier supplier development organization creating sustainable and profitable relationships between minority business enterprises and major buying organizations.



@CHICAGOMSDC

FOR INFORMATION ABOUT
CERTIFICATION, MEMBERSHIP, SPONSORSHIP AND EVENTS
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CONNECTING
BUYERS & SUPPLIERS

CHICAGO BUSINESS
OPPORTUNITY FAIR

MINORITY
FINANCE FORUM

PROCUREMENT
LUNCHEONS

MBE TO MBE
EXCHANGE

WORKSHOPS

ANNUAL
SCHOLARSHIP
CLASSIC

MBEIC AWARDS

ANNUAL MEETING
& HOLIDAY BRUNCH