GCI Industrial Collaborative Conference

April 30th 2019  Woodson Regional Library, Chicago
INTRODUCTION

Greater Chatham Initiative

I) Housing stock
II) Public safety
III) Promote business growth
    Three clusters
IV) Employ more neighbors
INTRODUCTION

Industrials Clusters

I) Transportation, Distribution & Logistics (TD&L)

II) Metal fabrication (Light manufacturing)

III) Food processing and packaging
INTRODUCTION

Deliverables

Greater Chatham Initiative helps businesses with four deliverables

A) Increase sales

B) Growth strategies

C) Access to capital

D) Workforce science, recruiting & training
A. INCREASE SALES

CASE program  WBC
MBE & WBE
Available support from universities
Collaborative marketing of Southside businesses
INCREASE SALES -

Chicago Anchors for a Strong Economy (CASE)

Increase Local Spending
by partnering with anchor institutions to infuse new revenue into the regional economy

Facilitate New Contracts
to grow relationships between local businesses and anchor institutions

Grow Network
of anchor institutions and small businesses across the city

Facilitate Training
to build capacity among small businesses in Chicago's neighborhoods
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INCREASE SALES -

**MBE & WBE opportunities**

**Access to:**

- Minority-owned Business Enterprise (MBE)
- Women-owned Business Enterprise (WBE)

City of Chicago
Cook County
O’Hare Airport expansion
Lincoln Yards
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INCREASE SALES -

Institutional support available

Close proximity to:

University of Chicago - Polsky Center
Entrepreneurship and Innovation

IIT – Kaplan Entrepreneurial Institute
Innovation and Tech Entrepreneurship

Depaul Univ – Coleman Entrepreneurship Center
B. GROWTH STRATEGIES – make your company better

Leadership, improve management skills
Operational improvements and capacity building
Incorporate new technologies, Industry 4.0
Incubators fostering entrepreneurial environments
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GROWTH STRATEGIES - make your company better

Leadership, improve management skills

Goldman Sachs 10,000 Small Businesses is an investment to help entrepreneurs create jobs and economic opportunity by providing greater access to education, capital and business support services. To date, more than 8,200 business owners have graduated from the program across all 50 states in the US, Puerto Rico and Washington, D.C.

The mission of the Women's Business Development Center (WBDC) is to support and accelerate business development and growth, targeting women and serving all diverse business owners, in order to strengthen their participation in, and impact on, the economy. The WBDC serves clients from all walks of life with a focus on women, minorities, and veterans (majority from low to moderate income areas), providing:

Beyond just providing affordable shared office space, the BopBizCenter delivers an unrivaled sense of community with an energetic vibe where serious entrepreneurs can get serious work done. Join our dynamic community of small business owners, freelancers, and founders who regularly collaborate and share ideas at lunch & learns, happy hours, and other networking events.
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GROWTH STRATEGIES - make your company better

Operational improvements, capacity building

About IMEC

IMEC is a team of improvement specialists and technicians dedicated to providing organizations in Illinois with the tools and techniques to create sustainable competitive futures. The experienced hands-on team at IMEC works closely with its clients to plan critical business improvements in the areas of Leadership, Strategy, Customer Engagement, Operations, and Workforce.

With more than 50 full-time staff and partners positioned statewide, IMEC delivers the local expertise to not only plan and strategize, but to implement and evaluate the effectiveness of client improvements. In fact, IMEC assists more than 700 companies each year with successful business improvement projects.

As a result, IMEC has demonstrated a return on investment that exceeds 19:1. This is made possible as organizations become more effective and efficient – and together with IMEC – excel toward enterprise excellence.

For over 50 years, SCORE has served as America's premier source of free business mentoring and education.

As a resource partner of the U.S. Small Business Administration (SBA), SCORE has helped more than 11 million entrepreneurs through mentoring, workshops and educational resources since 1964.
GROWTH STRATEGIES - make your company better

Incorporating new technologies

Factory Automation

Rapid Product Development - 3D Printing

Software and communications

Maker Labs:

UofC Polsky South Exchange

IIT Kaplan Institute

mHub

potentially at the 79th Street Job Center
GROWTH STRATEGIES - make your company better

**Incubators fostering entrepreneurial environments**

**ICNC** – on Damen  Industrial Council of Nearwest Chicago

**Hatchery** – West Garfield for food production

**mHub** – on Chicago Ave,  lab spaces, micro factories

**1871** – Merchandise Mart, World’s largest tech incubator

500+ companies

Start off shoots on the Southside?
C. ACCESS TO CAPITAL

Microfinancing

NOF (Neighborhood Opportunity Funds)

Opportunity Zone program
ACCESS TO CAPITAL

Microfinancing

Small business loans

The Micro Finance Group’s microloans, currently ranging from $500 – $50,000, feature flexible underwriting criteria to allow borrowers to start up and expand their businesses.
ACCESS TO CAPITAL

Neighborhood Opportunity Fund
ACCESS TO CAPITAL

Opportunity Zone Program

- Created with in the 2017 Tax Law Changes
- Kicked off last summer, 2018

Spirit of the law is to use preferential tax treatment
to promote investing in economically-distressed communities
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ACCESS TO CAPITAL

Opportunity Zone Areas in Red
D. WORKFORCE – science, recruiting & training

Employ more neighbors
International Work Skill Foundation- Hierarchies
Chicago Cook Workforce Partnership
Faith-based grassroots efforts
Specific technical training efforts
City Colleges of Chicago
WORKFORCE - science, recruiting & training

Skill building, Jobs of the future

If business grow and prosper, then they’ll hire more neighbors.

The neighbors have to possess the skills these businesses need.
International Work Skill Foundation

Work Lifecycle Hierarchy

**Work Preparedness**
Individuals with no prior work experience, little or no opportunity, no or low expectations and real daily struggles with shelter, hunger, violence in a dangerous environment.

**Job Readiness**
Individuals with little or no prior job experience, opportunity limited by multiple real-world factors, with no or low expectations, a focus on wage over fulfillment and daily struggles with their environment.

**Career and/or Job Transitions**
Individuals experiencing job, career, pathway, promotion, transition in their employment situation without the appropriate support infrastructure to manage the emotional, work-life, skill insecurities, transition dynamics.

**Transformational Leadership**
Individuals stepping into leadership roles without appropriate assessment of capacity for leadership, support, emotional IQ training or impact on the personnel and organization.
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WORKFORCE - science, recruiting & training

International Work Skill Foundation
Created in 2012, The Chicago Cook Workforce Partnership (The Partnership) is an umbrella organization operating the public workforce system in the City of Chicago and Cook County. The Partnership combines federal and philanthropic resources to broaden the reach and impact of workforce development services for both employers and job seekers.

As the largest workforce development system; in the nation, The Partnership has helped place more than 60,000 individuals in employment, collaborated with more than 2,000 employers and administers more than $300 million in federal and philanthropic funds. The Partnership’s network of 53 community-based organizations, 10 American Job Centers, and sector-driven workforce centers serve 132 municipalities.

Focusing on the region’s labor market, The Partnership provides training, business services, career coaching and data analysis, in the following high-growth and high-demand industries:

- Business and Professional Services
- Retail, Culinary, and Hospitality
- Manufacturing
- Transportation, Distribution, and Logistics (TD&L)
- Healthcare
- Information Technology
- Construction

**New job center opening this fall  634 E 79th, Chatham**
Faith-based grassroots efforts

St Sabina Employment Resource Center (ERC)

The ERC was founded in 1998 to serve the job-seeking needs of the Auburn-Gresham and Englewood communities. In an unprecedented partnership of church, local and state government, in 1998, the Faith Community of St. Sabina opened a full-service employment center. The center provides client assessment and screening, job matching, service referral, resume preparation and job training programs to members of the Englewood, Auburn-Gresham, and other close neighborhood south side communities.

The Chance Center – New Life Covenant Church Chatham

Offers career services to its patrons and other community members. Under construction a new 100,000 sqft church plus The Chance Center and an early learning center.
BSD Industries L3C is a manufacturing company that produces a range of high quality, sustainable, plastic products. Our introductory line of cutlery products also includes cups and lids. At BSD Industries we help community residents Build Self Determination through robotics training and development of a career support system that will assist in the fulfillment of current and future job employment. As a social enterprise, our profits are used to invest in the stabilization of communities.
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WORKFORCE - science, recruiting & training

Skill building, Jobs of the future

Culinary Agents – job board 949 openings! April 28th 2019

+ Washburne Culinary Institute @ Kennedy-King on 63rd
+ Greater Chicago Food Depository – Community kitchen curriculum
+ Hatchery – Kitchen training
Daley College 75th Street opened Feb 2019 Manufacturing Technology and Engineering Center (MTEC) advanced Manufacturing also available four year degree in industrial management. Base for apprentice programs.

Daley College’s Arturo Velasquez Westside Technical Institute 2800 S Western Ave production training

Olive-Harvey Transportation, Distribution & Logistics (TD&L) Center opened March 25th 2019

Geography much improved Apprentice programs, Incumbent staff training
Workforce Discussion

Glass Management Services Success Story

Industry 4.0

450,000 open manufacturing jobs in America

Workforce groups
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WORKFORCE DISCUSSION

Success in Chatham - Glass Management Services

Calvin Toone  Vice President, Divisional Manager

Glass Management Services

- U.S. Architectural Metal & Glass Company  35 – 75 Glazier installers
- Glass & Mirror America – 20 person unit installing and servicing
- Creative Panel, Itasca  15 person metal fab shop

Started in 2000  in 2014 moved US Arch  and Glass & Mirror from Romeoville to Chatham

Skilled tradesman needed
The **Fourth Industrial Revolution (4IR)** is the fourth major industrial era since the initial Industrial Revolution of the 18th century. It is characterized by a fusion of technologies that is blurring the lines between the physical, digital and biological spheres, collectively referred to as cyber-physical systems.

It is marked by emerging technology breakthroughs in a number of fields, including robotics, artificial intelligence, nanotechnology, quantum computing, biotechnology, the Internet of Things, the Industrial Internet of Things (IIoT), decentralized consensus, fifth-generation wireless technologies (5G), additive manufacturing/3D printing and fully autonomous vehicles.
**Worker Shortage in Manufacturing**

**2019 jobs report** 450,000 open jobs in US manufacturing

Oct 2018 Deloitte and the Mfg Institute Skills gap and future of work study

**2015 Study** why worker shortage
1) baby boomers retiring,
2) strength of the economy

**2018 Study** why worker shortage
1) shifting skill set due to the introduction of new advanced technology and automation
2) Negative perception of students/parents toward manufacturing industry
3) baby boomers retiring

**Value of public-private partnerships**
- Only two out of ten manufactures engage with government programs
- Three out of ten in private education/training institutes
GCI goal to employ more neighbors

Who are these unemployed people?

1) “Opportunity Youth” 16 – 24yr olds
   1) 2015 Great Cities Institute report 90,000 16-24yrs out of school & work in Chicago
       Black youth 39.3% unemployment
   2) most have a high school degree

2) 25+
   1) high school grad?
   2) did some or completed college, debt

3) unemployed 50 somethings, high school grads
   1) Grown up doing the right thing
   2) structurally unemployed?
Thank you for joining us in the conversation

**John S. Handler**

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