

GCI Industrial Collaborative Conference



GREATER
Chatham
INITIATIVE ICC



ACCESS TO CAPITAL

GROWTH STRATEGIES

INCREASE SALES

WORKFORCE RECRUITING & TRAINING

April 30th 2019 Woodson Regional Library, Chicago

Industrial Collaborative Conference



INTRODUCTION

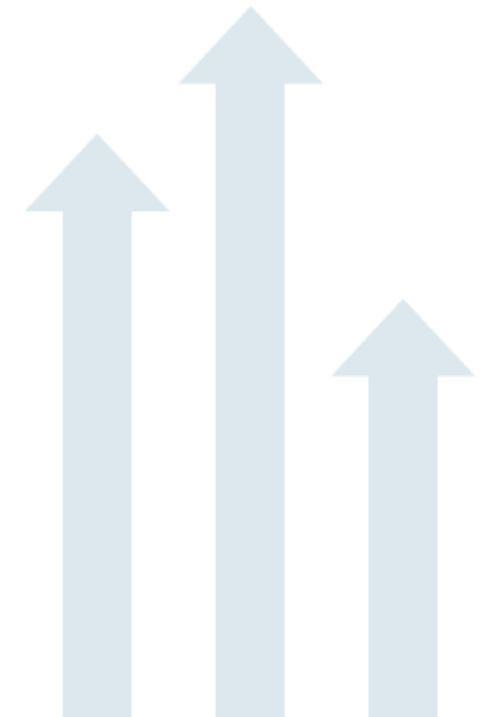
Greater Chatham Initiative

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

THE GREATER CHATHAM INITIATIVE

Comprehensive Plan for Economic Growth and Neighborhood Vitality

Investing to Make Chatham, Auburn Gresham,
Greater Grand Crossing and Avalon Park
Communities of Opportunity and Choice



Greater Chatham Initiative Leadership Committee
June 2016

INTRODUCTION

Industrial 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

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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



City of Chicago
[View Website](#)



Cook County
[View Website](#)



ComEd
[View Website](#)



Illinois Institute of Technology
[View Website](#)



Advocate Health Care
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UIC
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University of Chicago
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Northwestern University
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University of Chicago Medical Center
[View Website](#)



BMO Harris Bank
[View Website](#)



Northwestern Memorial Hospital
[View Website](#)



Rush University Medical Center
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Chicago Housing Authority
[View Website](#)



Chicago Transit Authority
[View Website](#)



Museums in the Park
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Presence Health
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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. [READ](#)



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 US](#)

[SOLUTIONS](#)

[CLIENT SUCCESSSES](#)

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.

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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

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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

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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.

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ACCESS TO CAPITAL

Neighborhood Opportunity Fund



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ACCESS TO CAPITAL

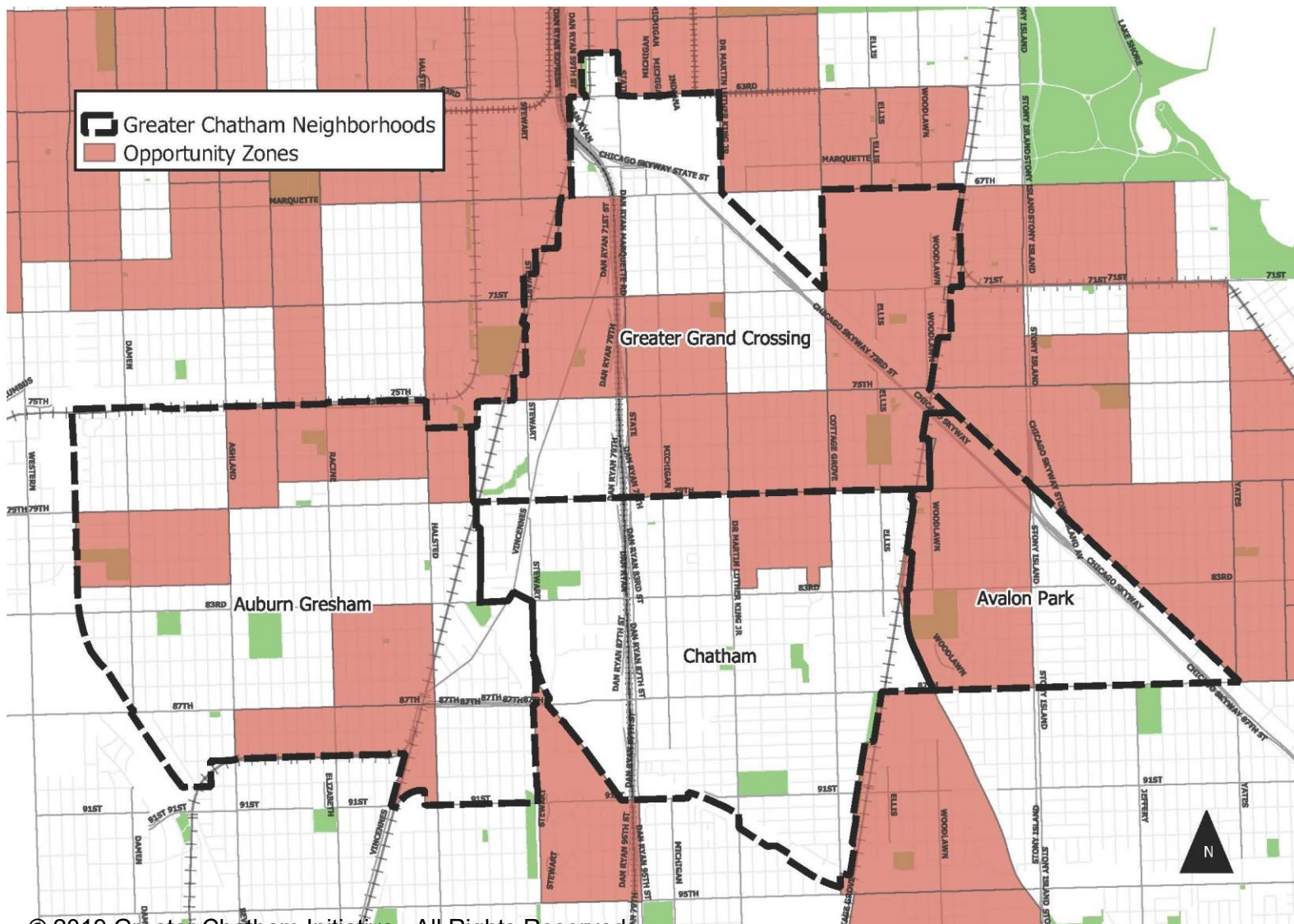
Opportunity Zone Program

- 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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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

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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.

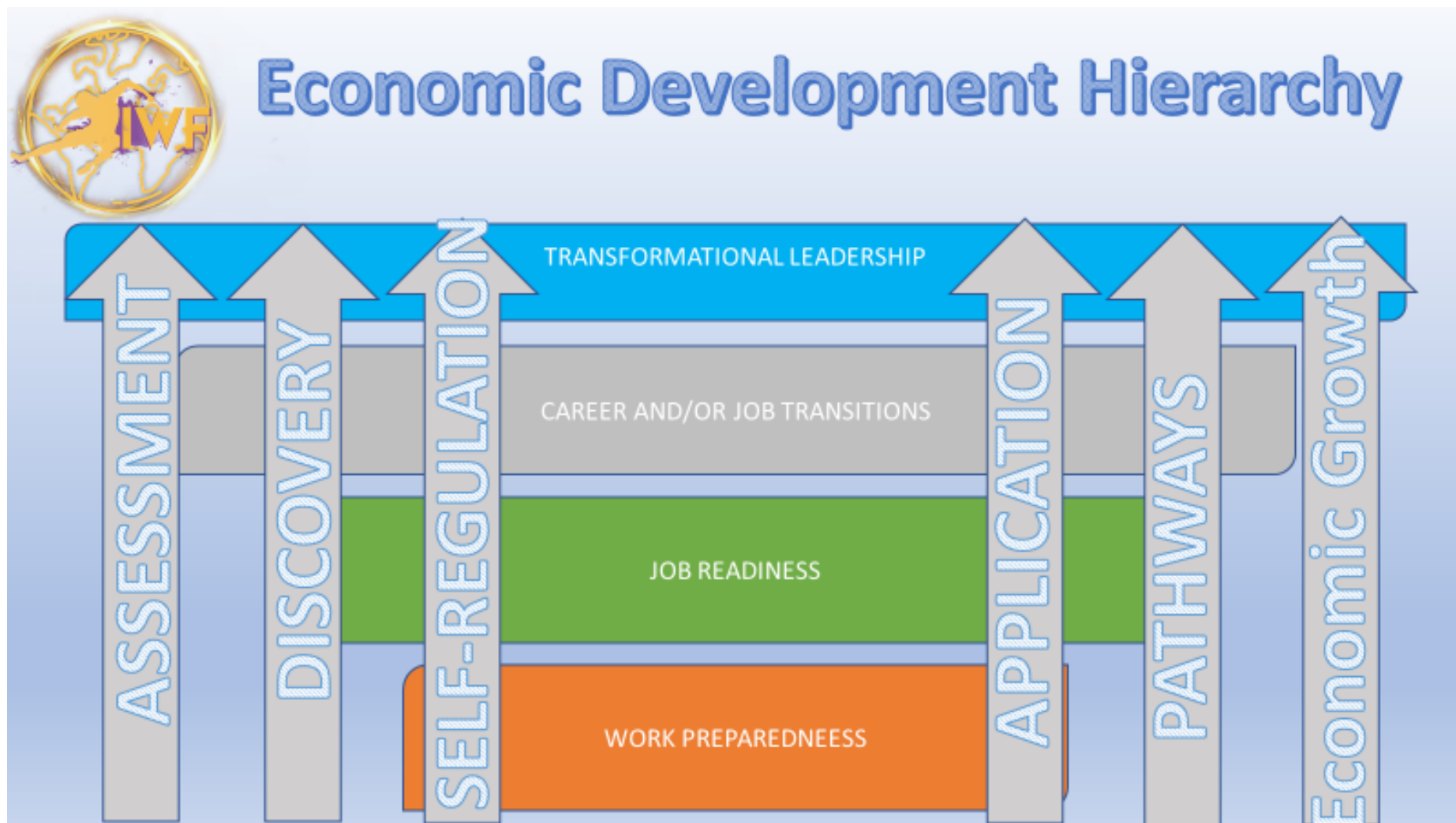
CAREER AND/OR JOB TRANSITIONS

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.

International Work Skill Foundation



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WORKFORCE - science, recruiting & training



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

New job center opening this fall 634 E 79th, Chatham

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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 it's patrons and other community members. Under construction a new 100,000 sqft church plus The Chance Center and an early learning center.

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Skill building, Jobs of the future



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.



The Industrial Council of Nearwest Chicago's **Make City incubator** is one of the largest and oldest incubators in the country. Built in the 1890s, at 416,000 square feet, the incubator is unique in its manufacturing focus. ICNC provides growing companies in a wide variety of industries affordable space, business assistance, and an entrepreneurial community that they can both benefit from and contribute to.

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Skill building, Jobs of the future

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

A screenshot of the Culinary Agents job board website. The header includes the site name "Culinary Agents" and navigation links for Jobs, Events, Resources, Employer, Log in, Sign up, Post Jobs, and a US flag. A search bar contains the text "What (e.g. Job title, Company or Keywords)" and "Chicago, IL", with a dropdown menu for "US" and a magnifying glass icon. Below the search bar are filter tabs: Segment, Category, Job Type, Compensation, and Awards. The main content area shows "About 949 results" and a "Sort by: Date" dropdown. A green button "Get the latest results from this search" and a "Create Job Alert" button are also present. The job listings are arranged in a grid of six cards. Each card displays a job title, employer name, location, and a "Save" button. The jobs listed are: Line Cook at Tied House, Back Server at Tied House Chicago, Host / Hostess at Le Colonial Chicago, Server at Le Colonial Chicago, Front of House Staff at VU Rooftop Bar, and Delivery Driver at Roots Handmade Pizza. The "Delivery Driver" job is marked as "Posted today". A "Need Help?" button is located at the bottom right of the job listings area.

- + Washburne Culinary Institute @ Kennedy-King on 63rd
- + Greater Chicago Food Depository – Community kitchen curriculum
- + Hatchery – Kitchen training

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WORKFORCE - science, recruiting & training

Skill building, Jobs of the future



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

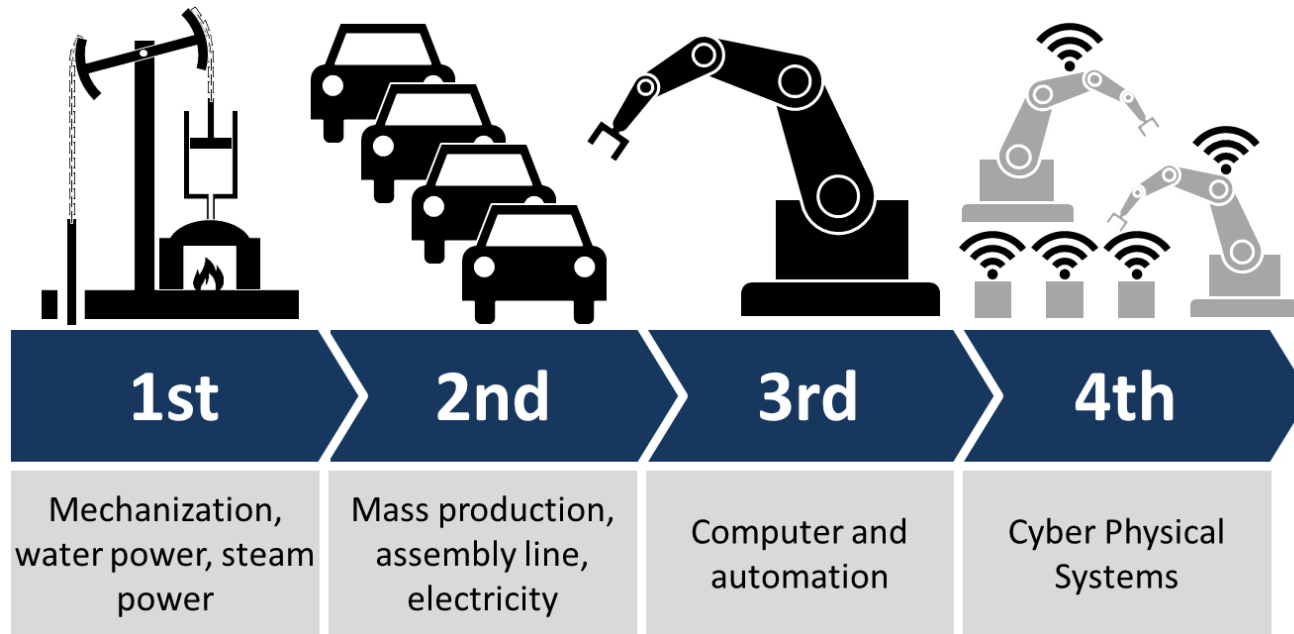
Calvin Toone Vice President, Divisional Manager

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.

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

WORKFORCE DISCUSSION **Workforce Groups**

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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www.GreaterChathamInitiative.org A smarter approach to community development