



Village of Hanover Park Administration

Municipal Building
2121 Lake Street
Hanover Park, IL 60133-4398

630-823-5600
FAX 630-823-5786
www.hpil.org

PRESIDENT
RODNEY S. CRAIG

VILLAGE CLERK
EIRA CORRAL

TRUSTEES
WILLIAM CANNON
JAMES KEMPER
JON KUNKEL
HERB PORTER
RICK ROBERTS
LISA TROUSDALE

VILLAGE MANAGER
JULIANA A. MALLER

VILLAGE OF HANOVER PARK CONECT COMMITTEE REGULAR MEETING Hanover Park Park District 1919 Walnut Avenue Hanover Park, IL Tuesday, October 11, 2016 12:30 p.m. AGENDA

1. **CALL TO ORDER**
2. **ACCEPTANCE OF AGENDA**
3. **PRESENTATIONS/REPORTS: None.**
4. **APPROVAL OF MINUTES:**
 - 4-a. Request to approve the Minutes of September 13, 2016
5. **ACTION ITEMS:**
 - 5-a. **R & B Expo – What do we want to accomplish with this event?**
 - 5-b. **Mayor’s Choice Award – Eligibility of awardees**
6. **TOWNHALL SESSION:**
 - 6-a. **Persons wishing to address the public body must register prior to Call to Order. Please note that public comment is limited to 5 minutes per speaker**
7. **OLD BUSINESS (NON-ACTION ITEMS)**
 - 7-a. **Next Level Northwest – Update**
 - 7-b. **Irving Park Road and Barrington Road Pedestrian Improvement Project – October 26th Half Day Workshop**
8. **NEW BUSINESS (NON-ACTION ITEMS)**
 - 8-a. **Local Business Welcome Visit: None**
 - 8-b. **Education and Work Center – Manufacturer’s Summit, October 27th**



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9. Development Update:

10. Bartlett Area Chamber Update:

11. Northwest Hispanic Chamber Update:

12. Upcoming Events: – Veteran’s Day Celebration, November 11th @ Public Works Garage, R & B Expo, November 16th @ Hanover Park Park District, Tree Lighting , December 2nd @ Pubic Works Garage.

13. ADJOURNMENT



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VILLAGE OF HANOVER PARK

CONECT COMMITTEE Regular Meeting

Municipal Building, Room 214
2121 Lake Street
Hanover Park, IL 60133

Tuesday, September 13, 2016
12:30 p.m.

MINUTES

1. CALL TO ORDER

Chairperson Tobin called the meeting to order at 12:37 p.m.

PRESENT: Members: Angela Ligocki, Patrick Kaveney, Kevin Swan, Michelle Macholl, Nanette Gudenkauf, Rick Wulbecker, Balwinder Chhokar, Adam Cortes, Chairperson Gail Tobin

ABSENT: Members: Mary Morrison, Andy Bunge, Bob Morris, Jon Stickney, Brian Ducey, Sunny Patel, Ricky Patel, Gayle Peneschi, Blake Sotern

VILLAGE STAFF PRESENT: Director of Community & Economic Development Shubhra Govind, Village Planner Pat Ainsworth, Trustee Herb Porter, Village Clerk Corral Sepúlveda, Secretary Kathleen Arnold, CED Intern Dan Osoba

GUESTS: Albert Stanek and Macieu Spadco, Cashback Solutions – Loyalty Program.

2. ACCEPTANCE OF AGENDA:

Motion by Member Swan to accept the Agenda, seconded by Trustee Porter.

Voice Vote:

All AYES.

Motion Carried: Agenda Accepted.



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3. **PRESENTATIONS/REPORTS: LYONESS Cash Back Loyalty Program – Maciek Spadlo and Albert Stanek.**

The program was presented to the committee and interested business owners were supplied with a full program brochure detailing services and cost to participate. Please see attached.

4. **APPROVAL OF MINUTES:**

4-a. **Request to approve the Minutes of August 9, 2016.**

Motion by Member Swan to approve the Minutes, seconded by Member Macholl.

Voice Vote:

All AYES.

Motion Carried: Approved Minutes.

5. **ACTION ITEMS:**

5-a. **Golden Corridor – Next Level Northwest support.**

The discussion was led by Director Govind who detailed the background and next steps for the setting up of the collaborative partnership between several municipalities in order to assist Stage 2 companies to grow, thrive and expand. A presentation will be made to the Village Board in October. The committee is supportive of the concept. Please see attached.

5-b. **Volunteers needed to do interviews for Spotlight on Businesses for Hi-Lighter.**

- PPG Paints, 2000 Irving Park Rd, Bradley A. Bates, 630.830.2440
- Temperature Control Maintenance, Home based, Anthony Mojarro, 630.800.0720
- Jason Adrian Photo, Home based, Jason Adrian, 630.730.3926

Member Gudenkauf and Member Swan will conduct interviews. In addition Member Chhokar will interview Smoochie Poochie and see if they would like to join the chamber.

6. **TOWNHALL SESSION:**

7. **OLD BUSINESS (NON-ACTION ITEMS):**

7-a. **Market @ the Metra – final update:**

Trustee Porter wanted to use this event as an example of why they decided to create a “Special Event Committee” to provide oversight and establish boundaries for Village events that utilize multiple resources of the Village. The committee will review all dates and times of FY2017 events to make sure there are no conflicts, to eliminate redundancies and make sure the event would be the best use of resources. Trustee Porter would like all future dates of event be forwarded to the committee going forward.



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7-b. Scholarship for Aspiring Student in Business FY 2017

Trustee Porter met with U46 faculty and staff at the Career Curriculum event on September 8th. They are interested in setting up an alignment and will set up time to sit down and talk to the CEO of U46 and the Principal of Streamwood High School. They like this idea and are willing to work with us.

9. Development Update:

- Various updates were discussed.

10. Bartlett Area Chamber Update: Steak Fry – September 21st, September 27th, Leads Meeting at Moretti's, September 28th Luncheon & Expo – Fox River. How can we get Hanover Park Businesses more involved with the chamber?

11. Northwest Hispanic Chamber of Commerce Update: Heritage Days with Windy City Bulls - September 27th at the Sears Centre.

12. Upcoming Events: Market @ the Metra – September 17th. Recycling Event – September 24th, DuPage Habitat Greenbrook Tanglewood Core Group Meeting September 14th, FD Open House – October 8th, ICSC Chicago Dealmaking, October 19-20th.

13. ADJOURNMENT: 1:55 p.m. Motion by Trust Porter to adjourn, seconded by Member Swan.

Voice Vote: All AYES.

Motion Carried: Adjourned.

Recorded and Transcribed by:

Kathleen Arnold, Secretary
Community Development
On this 13th day of September, 2016

Gail Tobin, Chairperson



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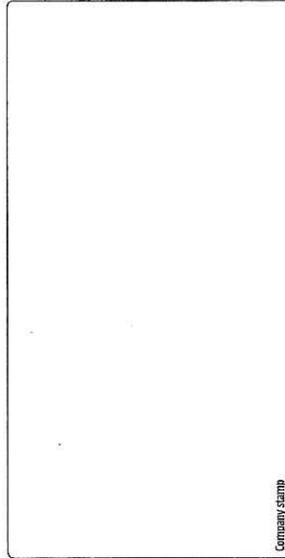
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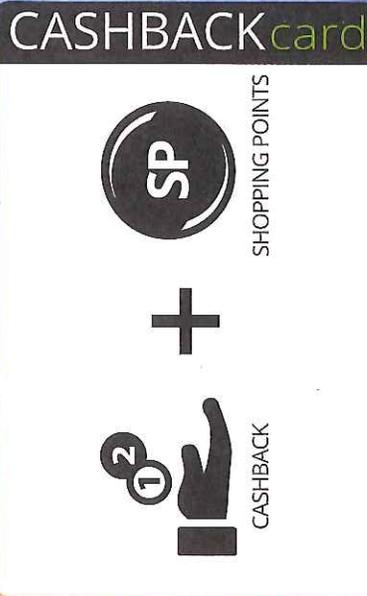
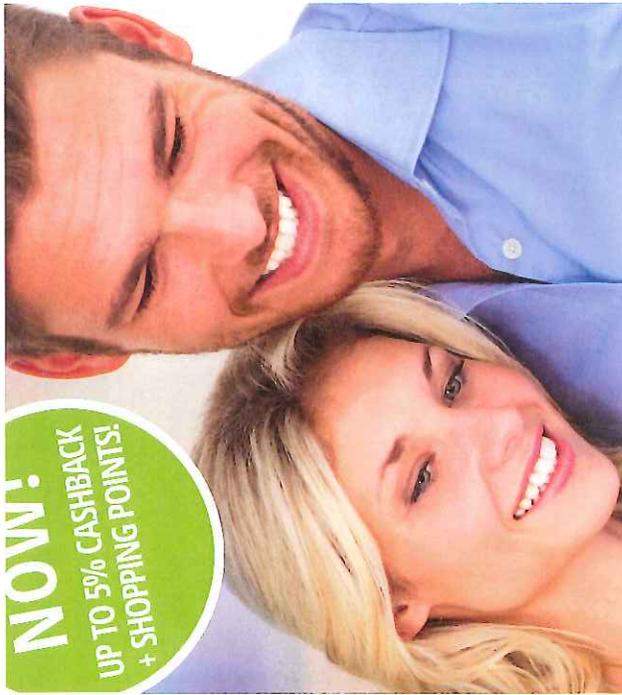


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* At Lyonesse Loyalty Merchants* excluding special Lyonesse promotions

YOUR APPLICATION FOR FREE REGISTRATION

I hereby apply to participate in the Lyonesse Loyalty Program operated by Lyonesse America Inc, 1200 E. Las Olas Blvd, Suite 300, Fort Lauderdale, FL 33301. You will receive your membership registration details via email and/or sms text.

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Last name (Business/Company Name)*

Address (House No. & Street)*

City* _____ State* _____ Zip Code* _____

Date of Birth* / (Company Registration No.) (FEIN #)

Mobile Phone No.*

Email*

Yes, I would like to receive further information from Lyonesse by email, SMS, MMS and/or on-line notification. I am able to withdraw this consent at any time by sending an email to member-service@lyonesse.com

Please enter the 13-digit barcode here.

Please write the 13-digit bar code in the above box legibly to insure a correct membership sign up.

Place, Date, Signature of new Member (must be at least 18 years) / Business/Company Name and Register No.*

*Mandatory field

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7213 Olde Salem Cir, Hanover Park, IL 60133 Ph # (630) 855-3596

CASHBACK card

**NEXT LEVEL NORTHWEST:
A Regional Business Accelerator Partnership**

BACKGROUND:

For the past several months, Village Manager Maller and Community and Economic Development Director Govind have been attending several meetings regarding setting up a collaborative partnership between several municipalities in order to assist Stage 2 companies to grow, thrive and expand. Stage 2 companies are businesses who have demonstrated that they are a workable business entity typically being profitable with enough to stay in business but they may not have the business acumen and/or intellectual resources to grow the business to the next level.

The purpose of the initial meeting in February/March was to discuss the potential of a regional plan for business growth within the northwest suburbs. Since then, Staff has attended several other meetings, to put together a program that would foster a sense of collaboration and support for Stage 2 companies which would allow them to grow and expand within the area. For the past two months Director Govind met several times with other representatives of Arlington Heights, Buffalo Grove, Elk Grove Village, Hanover Park, Mount Prospect, Rolling Meadows, Hoffman Estates and Schaumburg, to discuss what this collaborative would look like. While the details are still being worked out, the name of the organization has been chosen to be "Next Level Northwest" with a mission to accelerate business growth in the northwest suburbs, sustain the economic prosperity of the region and to compete within the Chicago metropolitan area.

The organization is looking for a three year financial commitment from each municipality as seed money, which will be presented to the Village Board for consideration. After three years the group would be fully funded by private donations. The Village has traditionally supported regional efforts like this where a big picture collaborative is more successful than each individual community doing their own initiative. Attached is a one-page summary to provide answers to a few more questions you may have

NEXT STEPS:

The group is looking to move forward on their articles of incorporation and non-profit status but would like initial commitment from communities first. We wanted to bring the background of this group to your attention as this item will most likely be on a Board agenda for discussion in October which is when the 8 other communities will discuss it at their public meetings as well. If you have any questions or would like to provide any input please let me know as the group continues to meet to formulate exactly how this organization will be run.

Next Level NW

What is Next Level NW?

Next Level NW is a *business accelerator* for Stage 2 businesses. It functions as a *regional collaborative ecosystem* that *builds* economic strength, *attracts* new business, and *retains and grows* existing businesses. It is an independent not-for-profit public/private partnership that serves multiple communities. It is not an incubator or a co-working space.

What is the mission of Next Level NW?

The mission of **Next Level NW** is to *accelerate business growth* among the participating municipalities and *sustain the economic prosperity of the region*.

Scope:

- Serve Stage 2 businesses in the region;
- Provide easy access to critical, available resources and capabilities that support greater innovation, effectiveness, and operational efficiencies;
- Connect and foster relationships among all stakeholders within the region and beyond.

Objectives:

- Accelerate business growth;
- Create value added jobs
- Distinguish the region as a world-class business community to attract more businesses, customers, and suppliers.

Why is Next Level NW needed?

The old model of using incentives to lure a business from one community to another is a zero sum game. Municipalities cannot depend on the State of Illinois to lead economic development efforts. We must be proactive to secure our future, we must work collaboratively and innovatively to grow the regional business base.

Who will fund Next Level NW?

Next Level NW is a 501c3 for which local governments will provide seed funding. As the organization develops, funding will shift to a wide variety of sources, including fundraising, corporate sponsors, dues, and fees.

Why should one invest in Next Level NW?

Public Sector:

Next Level NW will be a powerful tool in the local economic development tool box. Communities that embrace **Next Level NW** will be able to tell business leaders "I can help you grow your business."

Private Sector:

Innovative and dynamic business environments attract private sector leaders because of new ideas and investment opportunities. **Next Level NW** offers a unique opportunity to work with growing companies, accelerate innovations, and commercialize products and services.

What makes Next Level NW unique?

Next Level NW is the first of its kind for the region. Never before has there been one organization focused on accelerating business growth and supporting entrepreneurs.



TO: Village President and Board of Trustees

FROM: Juliana Maller, Village Manager
Shubhra Govind, Director of Community and Economic Development

SUBJECT: Business Retention Survey Presentation

ACTION

REQUESTED: Approval Concurrence Discussion Information

RECOMMENDED FOR CONSENT AGENDA: Yes No

MEETING DATE: October 6, 2016

Executive Summary

Eight suburban municipalities have been working together to create a new not-for-profit organization which will serve as a 'Business Accelerator' for Stage 2 businesses in these communities to help them grow. This public-private partnership needs initial seed funding from each municipality, with the goal of becoming self-sustaining in 3 years.

Discussion

Background:

Given that municipalities cannot depend on state funding for business growth, several municipalities along what is known as the "Golden Corridor" have been working together to set up a collaborative partnership to assist Stage 2 companies to grow, thrive and expand. For the past several months, Mayor, Village Manager Maller and Community and Economic Development Director have attended several meetings regarding the format of this collaborative partnership.

Participating communities at this time include: Arlington Heights, Buffalo Grove, Elk Grove Village, Hoffman Estates, Hanover Park, Mount Prospect, Rolling Meadows and Schaumburg. While the details are still being worked out, the name of the organization has been chosen to be "Next Level Northwest" with a mission to accelerate business growth in the northwest suburbs, sustain the economic prosperity of the region and to compete within the Chicago metropolitan area.

Stage 2 companies are businesses that have demonstrated that they are a workable business entity typically being profitable with enough to stay in business but they may not have the business acumen and/or intellectual resources to grow the business to the next level.

The organization is looking for a three year, \$15,000 commitment for a total of \$45,000 from each municipality as seed money. After three years the group would be fully funded by private donations.

The Village has traditionally supported regional efforts like this where a big picture collaborative is more successful than each individual community doing their own initiative. Attached is an executive summary to provide answers to a few more questions you may have. Staff will be making a power point presentation during the October 6 Board meeting.

NEXT STEPS:

The group is looking to move forward on their articles of incorporation and non-profit status but would like initial commitment from communities first. An initial \$5000 is requested upfront in order to allow for the organization to be incorporated and the 501 (c) 3 to be filed.

Elk Grove Village staff made their presentation on this topic on September 27, and it was very well supported by their mayor and Committee of the Whole. All other communities will be presenting this concept to their Boards/Councils at their public meetings during the month of October as well.

Recommended Action

Staff is looking for concurrence and support on the concept. Funding request for \$15,000 is included in 2017 budget for this program.

Attachments: Executive Summary

Budgeted Item:	<input type="checkbox"/> Yes	<input type="checkbox"/> No	N/A
Budgeted Amount:	\$ n/a		
Actual Cost:	\$ n/a		
Account Number:			

EXECUTIVE OVERVIEW

Next Level Northwest: A Regional Business Acceleration Public-Private Partnership

Situation

Illinois is losing its competitive edge:

- Neighboring states gain jobs while IL has negative growth. The State and County tax burdens are onerous, creating negative population growth (-1.7%) and contributing to the exodus.
- IL ranks last in the Midwest for job recovery
- At 3.3%, outbound population migration is three times the regional average

Municipalities cannot depend on the State of Illinois or Cook County to lead economic development efforts.

- The State has not made the paradigm shift to adopt and embrace business growth.
- Government needs to shift from incentive-based business recruitment **to nurturing grass-roots growth, supporting entrepreneurs, and investing in infrastructure and innovation.**

Municipalities must be **proactive, collaborative, and innovative** to secure and grow the regional business base as well the prosperity of each community. **The missing ingredient is the coordination of resources for the acceleration of business growth.**

Opportunity

Next Level Northwest (NLNW) will be an **independent not-for-profit (501c3) public/private business acceleration partnership** that serves multiple communities.

- NLNW will be a powerful tool in the local economic development tool box;
- Communities that embrace NLNW will be able to tell business leaders "I can help you grow your business."
- NLNW will provide a coordinated, integrated approach to help business leaders build and grow their companies.

Mission, Scope, and Strategic Goals

Mission: Accelerate business growth and sustain the economic prosperity of participating municipalities and the region as a whole by taking Stage 2 businesses to the next level of performance.

Scope:

- NLNW will operate in the eight founding communities: **Arlington Heights, Buffalo Grove, Elk Grove Village, Hanover Park, Hoffman Estates, Mount Prospect, Rolling Meadows, and Schaumburg.**
- NLNW's service area spans northern Cook and DuPage counties and southern Lake County, serving a potential business base of over 20,000 companies that impact nearly 400,000 residents.

Strategic Goals:

- Accelerate business growth;
- Create value added jobs
- **Distinguish the region as a world-class business community** that attracts more businesses, customers, and suppliers.

Public-Private Partnership

Local governments will provide seed funding for the partnership, and business partners will sustain through sponsorships, donations in kind, and private contributions.

Municipal Investment is initial \$5,000 seed funding to support incorporation along with a \$15,000 per year commitment for three years (\$50,000 total for each community). **Private industry contributions and fundraising** are targeted to raise \$500K to \$1M annually for regional business growth.

Next Level Northwest Executive Overview

The Benefits of Next Level Northwest

- **Easy access to critical, available resources and capabilities that support greater innovation, effectiveness, and operational efficiencies;**
- **Connect and foster relationships among all stakeholders** within the region and beyond;
- **A unique community of practitioners, coaches, and peer mentors** through which all participants apply critical thinking, gain new knowledge, and cultivate innovations that drive higher economic returns; and
- **A cohesive, comprehensive approach to ongoing business and leadership development** unparalleled within the State of Illinois and not available in any existing venue.

Innovative, Dynamic, Relevant, and Timely

What Business Leaders Need. Leaders of small to mid-size businesses need three critical elements to grow their companies: ***Support, Wisdom, and Ongoing Development.***

They also need a system that integrates and provides these services in a relevant, timely manner to optimize the one resource business leaders can never replace: TIME.

NLNW helps leaders:

- **Solve systemic issues and overcome barriers to growth (Phase 1: Accelerator Engagement) and**
- **Increasing flexibility in adapting to change and driving innovation (Phase 2: Ongoing Development).**

	What Exists	What They Deliver	Challenges	How NLNW Delivers Greater Value
Support	Small Business Development Centers	Business Plan Development Advisory Services	<ul style="list-style-type: none"> • Future of SBDCs threatened by loss of State funding 	<ul style="list-style-type: none"> • Build on SBDC preparatory work • <i>Phase 1 (Active Engagement)</i> includes <i>formal application</i> and <i>competitive selection processes</i>; Candidate companies <i>obtain up to \$7500 grant for immediate Coaching help</i>
Wisdom	SCORE	Advise on variety of issues	<ul style="list-style-type: none"> • Not located evenly throughout region • User selected topics • No formal assessment 	<ul style="list-style-type: none"> • <i>Phase 2 (Ongoing Development)</i> begins with Formal mentorship agreement after completing Action Plan with assigned coach and reporting results to Panel • Leaders commit to excellence and engage with organizational leadership programs to set right culture
Ongoing Development	Chambers of Commerce; Business Leader Groups	Programs and events directed to member needs	<ul style="list-style-type: none"> • User selected and driven selections • Focus/emphasis on organization's members • Wide variance in program topics 	<p><i>Leaders continue Phase 2 by:</i></p> <ul style="list-style-type: none"> • Engaging Best Practices • Engaging Discussion Partners • Education programs consistent with needs assessment • Community-based Affinity Groups to support peer-to-peer learning and mentorship • Network across Region

Next Level Northwest Executive Overview

Outcomes and Success Measures

Sustainable Competitive Edge and Business Growth are attainable outcomes through the following metrics and targets to which clients and community partners are held accountable:

Stakeholder	Metric	Target	Reported
Individual Businesses	Increased Revenues	Increase annual revenues 10-20%	Quarterly
	Innovations	Changes in products and processes yield at least 200% ROI	Quarterly
Partner Communities	Increased Head Count	Increase jobs 15-25%	Quarterly
	# Businesses Helped	At least 20 companies in each community get NLNW aid over first three years	Quarterly
	# of New Businesses	Attract at least 10 new businesses to each community because of innovation support system	Quarterly

Potential Economic Impact

The number of pitch nights within each community will be determined by the level of support from private industry leaders through corporate sponsorships, donations in kind, and private contributions through fundraising. Many mutual gains can be achieved through collaborative designs such as those delineated within NLNW's detailed Value Chain. In gross numbers:

	# of Pitch Nights per year	# Pitches Scheduled <u>Each Session</u>	# of Potential Pitches per year	# of Companies Selected
By Community	4-5	3 - 4	12-20	8-14
		Approximately three prospects for each applicant	Approx. 67% conversion of Applicants to Candidates	90% Conversion rate from Candidates to Clients; \$2500 investment in each Candidate for Discovery; \$5000 balance for Executing Action Plan
By Region (8 communities)	32-40	3-4 Sessions per month	96-120 pitches across region	80- 110 companies across the region
		No pitches in July or December because of business vacation and holiday schedules	Partner investment of \$1500 per Client company in each community	Minimum of \$600,00 to \$840,000 required per year to support this number of companies; Balance of \$480,000 to \$720,000 to be raised from private industry

Business Accelerators: A Proven Proposition within Northeastern Illinois

The Fox Valley Entrepreneurship Center (FVEC) established in 2010, has helped about 70 companies improve performance through its accelerator. FVEC conducts pitch nights five times a year through which two to three companies are selected each time for coaching help. FVEC's geographic coverage spans the Fox Valley and extends north-south from Elgin to Aurora and east-west from Naperville to DeKalb. FVEC is funded through several grants, private donations, and annual, targeted fundraising events.

NLNW differs from FVEC in several ways: (a) NLNW's unique regional collaborative partnership, (b) the breadth and number of targeted businesses within each community and throughout the region, (c) the geographic area served by NLNW, and (d) the depth and breadth of the Phase 2 program for ongoing development of leaders and their businesses.

YOU ARE INVITED TO ATTEND THE Education and Work Center Summit

Thursday, October 27, 2016
9 to 11 a.m.

Education and Work Center
6704 Barrington Road
Hanover Park, IL 60133

Reserve your seat by
Monday, October 24.
Confirm your attendance:
rsvp@elgin.edu
Call with questions:
630-634-7400

We are listening, and we know our local employers need skilled workers with workplace-readiness skills such as critical thinking, problem-solving, and the ability to work well within a team while following directions.

What you'll gain from joining us at the summit:

- Learn about the Manufacturing Career Internship Program. Explore how MCIP successes in other communities can be applied to ours.
- Provide input on future plans for the Education and Work Center, based on the successes and results of the pilot project.
- Join us as a partner in training local workers with work readiness and technical skills.
- Learn how you could mentor or train interns who are paid through federal WIOA funds.
- Share our services with community members.

We look forward to seeing you there!



Harper College

