



**Economic Development Council  
for the Southwest Suburbs**

9000 W. College Pkwy., Palos Hills, IL 60465-0937  
708-974-5714 • Fax 708-974-0078  
[morainevalley.edu/edcss](http://morainevalley.edu/edcss)

A Resource of  **Moraine Valley  
Community College**

**Save the date!**



**EDCSS Business Awards Banquet**  
Nov. 1, 2007  
*Nominate a business!*

**Upcoming Events**

**B2B (Business to Business) Regional Event**

Tuesday, Sept. 18, 9 a.m.-3 p.m.  
Tinley Park Convention Center at I-80 and Harlem Ave.

**Putting Service Back Into Customer Service**

Thursday, Oct. 11, 7:30-9:30 a.m.  
Moraine Valley Community College, Building T, Fogelson Theater

**13th Annual EDCSS Business Awards Dinner**

Thursday, Nov. 1, 4:30-7 p.m.  
Silver Lake Country Club, Orland Park

- Michael Colky, Moraine Valley Community College (dean, WDCS)
- Bola Delano, Chicago Metropolitan Agency for Planning
- Arthur Del Muro, Demonica Delmuro Associates, LLC
- Dominick Demonica, Demonica Delmuro Associates, LLC
- Dorothy Foster, Nicor Gas
- Rocky Golomb, Village of Alsip/MEDC
- Scott Haas, UPS
- Jeff Hobson, Lapham Hickey Steel
- Colleen Kannaday, St. Francis Hospital
- Phyllis Majka, Mica & Associates, PC
- BethAnn May, Illinois Department of Commerce and Economic Opportunity
- Al Meroz, Moraine Valley Community College (PTAC)
- Keloryn Putnam, Orland Park Area Chamber of Commerce
- Eda Schrimple, Coordinator, EDCSS
- Donna Smith, Bedford Park Clearing Industrial Association
- Joseph Valenti, MB Financial Bank
- Gary Wesner, Great Lakes Bank

**Advisory Board Members**

*President*

Anthony Denovellis, First Midwest Bank

*First Vice President*

Vicky Smith, Southwest Conference of Mayors

*Second Vice President*

Maribeth Hearn, The Inertia Group, Inc.

*Secretary*


Carol Malina, Moraine Valley Community College, Workforce Development and Community Services

Bill Brown, Illinois State Treasurer's Office

Wes Christensen, Moraine Valley Community College (SBDC)



# Summer 2007 *Council Gram*

Economic Development Council for the Southwest Suburbs: A Resource of  **Moraine Valley Community College**

## Opportunity Returns – Illinois Finance Authority

By **Beth Ann May**, Northeast Senior Account Manager  
Department of Commerce and Economic Opportunity

The Illinois Finance Authority (IFA) is a self-financed, state authority, principally engaged in issuing taxable and tax-exempt bonds, making loans, and investing capital for businesses, not-for-profit corporations, agriculture and local government units statewide. IFA's mission is to foster economic development among public and private institutions that create and retain jobs, and improve the quality of life in Illinois by providing access to capital.

Governor Rod R. Blagojevich created the IFA in Jan. 1, 2004, and it assumed the functions of the state's conduit bond issuers for economic development, health care, education, agriculture and municipal projects. The IFA has since become the leading issuer of tax-exempt bonds for small manufacturers, hospitals, colleges and universities, cultural and social service agencies, farming and agri-businesses. In addition to bonds, the independent, self-supporting IFA provides loans and invests venture capital to help Illinois grow and create new jobs.

IFA reviews and approves about \$3 billion in project financing each year. To date, IFA has approved more than 600 projects representing more than \$12 billion in capital investment in Illinois. In a typical month, the IFA considers 20-40 projects that may range in size from \$50,000 to \$500 million. The IFA supports and carries out established state priorities which spur business growth and development. It is uniquely positioned to provide financing resources for businesses, farmers, municipalities, individuals and not-for-profit entities.

The IFA board consists of 15 members, appointed by the governor, who meet monthly. Committee and board meetings are open to the public. Unless otherwise notified, board meetings are held the second Tuesday of each month.

Below is a list of IFA program areas where services are offered. For more information, please visit [www.il-fa.com](http://www.il-fa.com).

**Business and industry** – If you are a business located in Illinois, with plans for expansion or upgrades, equipment purchases, or other capital projects, the IFA can help you gain access to lower interest rates for fixed asset purchases and capital financing. As the state's investment banker, the IFA is the most-often overlooked resource for low-cost financing available today.

**Health care** – The IFA helps provide high quality health care at the lowest cost by offering an alternative source of capital financing to health care providers, regardless of size or geographic location. The IFA has products and programs to assist a wide range of health care facilities in Illinois including hospitals, nursing homes, life care retirement communities, medical schools, and community providers of residential and rehabilitation services for persons who are mentally ill, developmentally disabled or substance abusers.

**Education** – From preschool to post-grad, the IFA can help schools succeed by offering lower-cost borrowing options for new facilities, renovations and expansions, and help school districts better manage cash flows and reduce operating costs.

**Communities** – IFA's low-interest financing for units of local government, cultural and community services, and not-for-profit organizations help provide parks and schools, fire trucks and water supply, and a wide range of community services to improve the quality of life for Illinois residents.

The IFA staff offers expertise in market segments and financing structures. They can help identify critical market needs and assist with client projects where affordable access to capital makes the difference in financial feasibility.

IFA has offices in Chicago, Mt. Vernon, Peoria and Springfield.  
Call **1-800-717-6066** for more information or visit: [www.il-fa.com](http://www.il-fa.com).

The *Opportunity Returns* regional economic development strategy divides the state into 10 regions – each with a regional team that is empowered and expected to rapidly respond to opportunities and challenges. *Opportunity Returns* emphasizes tangible actions to make each region more accessible, marketable, and attractive to businesses by upgrading the skills of the local workforce, increasing access to capital, opening new markets, improving infrastructure, and creating and retaining jobs. *Opportunity Returns* successfully partners with companies and communities, both large and small, to help Illinois reach its economic potential.

For more information on the *Opportunity Returns* program, or to seek business assistance, contact me at **(815) 721-3543** or [beth.may@illinois.gov](mailto:beth.may@illinois.gov).



Newly elected and veteran municipal officials attended the Illinois Municipal League conference EDCSS sponsored in partnership with the Southwest Conference of Mayors.

## New Center Helps Businesses Succeed

Moraine Valley Community College is pleased to introduce the **Business Development Resource Center** (BDRC) within our Workforce Development and Community Services department. The center will help area businesses of all sizes succeed by offering resources, support, solutions, referrals, and training opportunities.

The center's expert staff can help business owners write a professional business plan, pursue grant money, assess business needs, develop customized training, find loan providers that work with small companies, and more.

### Business Development Resource Center's Services include:

The center will offer workshops that focus on current and critical business topics using industry experts as facilitators, and will be presented for beginning and experienced entrepreneurs.

#### Workshop topics:

- Accounting and Bookkeeping Basics
- Basics of Starting a Business
- Cash Flow Management
- Customer Service
- Financial Management
- Identifying Key Business Indicators/Metrics
- Marketing
- QuickBooks
- Succession Planning
- Writing a Business Plan



EDCSS sponsors discuss upcoming events at a special sponsor breakfast meeting.

### Business Resource Center:

The **Business Development Resource Center** (BDRC) will offer networking opportunities and serve as a liaison and referral source to local chambers of commerce, municipalities and economic development resources. Workforce Development and Community Services consultants who are experts within their field, and SCORE counselors who are affiliated with the U.S. Small Business Administration, will provide services and act as a sounding board for businesses to discuss issues, best practices and opportunities. Many of these services, especially for start-up businesses within the Moraine Valley Community College district, will be provided at no cost. The center's reference library, which includes books, magazines, computers, Internet access, and other resources, also is available for use free of charge.

The **Business Development Resource Center** is currently developing numerous roundtable groups that will address issues related to specific businesses and industries in areas, such as:

- Business-to-Business
- Family-Owned Businesses
- Government Procurement
- Manufacturing
- OSHA/Safety
- Transportation/Logistics/Distribution
- Women in Business
- Young Executives

For more information on how the center can help your business, contact Aurora Zwick at **(708) 974-5741** or [zwick@morainevalley.edu](mailto:zwick@morainevalley.edu).

## Supply Chain Management Certificate Prepares You for an Exciting Career

Looking for an exciting career that offers excellent salaries and advancement opportunities? Consider a career in supply chain management. Professionals in this field are in high demand as they manage the movement and storage of raw materials, work-in-process inventory and finished goods from point of origin to point of consumption. Supply chain management is the process of planning, implementing and controlling the operations of the supply chain to efficiently satisfy customer needs.

Moraine Valley Community College now offers a 17-credit hour certificate in supply chain management to help you get started – or get ahead – in this dynamic industry. This certificate program provides a strong foundation in supply chain network, transportation, operations management, and cargo security. You will gain an understanding of both domestic and global issues in supplier and customer relations; value-added product differentiation; transportation management; cost management; customs/security compliance; and acquire the skills necessary to succeed in this field.

For more information, visit [morainevalley.edu/WDCS/transportation.htm](http://morainevalley.edu/WDCS/transportation.htm), e-mail [wdcgs@morainevalley.edu](mailto:wdcgs@morainevalley.edu), or call **(708) 974-5735**.

## Save the date!

### 13th Annual EDCSS Business Awards Dinner

Nov. 1, 4:30-7 p.m.

Silver Lake Country Club, Orland Park

Featured Speaker: **Jim Fannin**

Topic: **Business in the Zone**

Jim Fannin has 35 years of professional coaching, consulting and public speaking experience. He has coached over 150 professional athletes and trained thousands of individuals from 35 industries to attain peak performance.

## Be a sponsor.

Buy an ad in our program book.

Nominate a business (or yourself) to be honored at this event.

Nomination deadline: Oct. 5.

Award Categories:

- Business Advocate of the Year
- Entrepreneur of the Year
- Government Contractor of the Year
- Small Business Person of the Year
- Training Excellence Award

For more information or to receive a nomination packet detailing the award rules and evaluation criteria, contact Eda Schrimple at **(708) 974-5714** or [schrimplee@morainevalley.edu](mailto:schrimplee@morainevalley.edu) or visit [morainevalley.edu/edcss](http://morainevalley.edu/edcss).

## Don't miss our first business symposium

### Putting Service Back into Customer Service

Thursday, Oct. 11, 7:30-9:30 a.m.

Moraine Valley Community College

9000 W. College Pkwy., Building T, Fogelson Theater

Guest speaker **Sharon Colander**, lead trainer for DaimlerChrysler's SMART Manufacturing concept program, will share her wealth of experience in improving "the people side of business." Sharon has trained sales managers at Campbell Soup Company, conducted Train-the-Trainer workshops for various entertainment venues, and developed a series of online training courses for Thomson NETg, and more.

**Sharon will discuss:**

- Top 10 customer service mistakes
- Rules for great customer service
- Tips to build customer loyalty
- Building successful teams
- Commitment to Excellence
- Leadership

Cost: \$20 per person (includes continental breakfast)

Register early by calling **(708) 974-5714** or e-mail [schrimplee@morainevalley.edu](mailto:schrimplee@morainevalley.edu).

*This is the first in a series of EDCSS symposiums to train the business community.*

The **Economic Development Council for the Southwest Suburbs** (EDCSS) is currently planning for next year and we are asking that you review the sponsorship opportunities on our Web site at [morainevalley.edu/edcss](http://morainevalley.edu/edcss) and join our current sponsors in 2008.

The EDCSS, together with the **Workforce Development and Community Services** (WDCS) division of Moraine Valley Community College, brings together representatives from all sectors of the community to create a shared vision, while capitalizing on the strengths within our district to forge ahead as a single unit. This creates job growth, job retention, a more educated/trained workforce, and an increase in the tax base, all of which contribute to the well-being and attractiveness of our community. As a matter of fact, in the last two years, we have helped to create or retain 4,449 jobs and generated \$93,428,176 in contract dollars. Through WDCS, we offer customized training, workshops, seminars and scheduled courses to meet the needs of the business community. In addition, EDCSS offers business assistance through links to available resources such as the Illinois Department of Commerce and Economic Opportunity, Cook County, the Illinois State Treasurer's Office, our advisory board, regional agencies, area municipalities and chambers of commerce.

If you have any questions about EDCSS sponsorship, please do not hesitate to contact Eda Schrimple at **(708) 974-5714** or [schrimplee@morainevalley.edu](mailto:schrimplee@morainevalley.edu).

## Thanks to our outstanding sponsors.

● ● ● **BRIDGEVIEW BANK GROUP**  
A Better Banking Experience®

**mb** financial  
bank

**LaSalle Bank**  
ABN AMRO

**nicor**

**Moraine Valley**  
Community College

**ComEd**  
An Exelon Company

**WDCS**  
Workforce Development  
and Community Services

**First Midwest**

**CHARTER ONE**

**Great Lakes**  
BANK OF CHOICE

**Comcast**

**dceo**  
DEVELOPMENT AND COMMUNITY SERVICES

**at&t**  
Your World. Defined.

**SM**  
MATTERS