



Industry Led. Community Focused.

DECEMBER 2021 E-NEWSLETTER

Workforce Development

HIRE360 and Chicago Teachers Union Foundation Partner for Conversation Around Youth in Trades

HIRE360 is joining a series of webinars on the topic of “Preparing Chicagoland’s Next Workforce” with the Chicago Teachers Union Foundation. This series of conversations will emphasize the importance and challenges of helping young Chicagoans see paths forward into great careers. HIRE360 led off this discussion with a conversation about the opportunities in the building trades for young people.

HIRE360 was joined by leaders from the Electricians and Carpenters Unions, as well as Clark Construction, who shared their stories ascending to positions of leadership in the industry. Building Trades apprenticeships programs are an important pathway upwards, and we are proud of our partnership with CTUF ensuring that young people across Chicago know that this is a real opportunity.

CTA Red-Purple Bypass Opens, HIRE360 Candidates Help Make it Happen

The CTA announced last month that the [Red-Purple Bypass would open](#) as a permanent main line track. The first train rolled over the bypass on the morning of November 19th. HIRE360 is proud to have placed a number of candidates on the job site, including Laborers, Carpenters and other candidates. HIRE360 Candidates are already achieving landmarks in Chicago’s skyline and infrastructure and we could not be more proud of them! HIRE360 congratulates these candidates and our partner CTA for this great accomplishment.

Business Development

2021 Business Development Highlights

HIRE360’s Business Development Center has made tremendous progress in

the last year. We have 92 minority subcontractor companies that we are scaling up and increasing their capacity to bid and win contracts on upcoming projects such as the Obama Presidential Center, The 78, the O'Hare Airport expansion, etc. by providing technical assistance that includes:

- Back- office capacity in bookkeeping, estimating, marketing, branding, management, bonding, and compliance
- Grants for financial analysis
- 20 companies approved for or in process for loans totaling \$7 million
- 42 companies secured assistance from the COVID-19 CARES Act totaling near \$4 million in 1st and 2nd PPP Draws
- 11 companies became union employers
- Assistance for minority certifications and renewals as W/M/VBE, DBE, BEP was provided to 31 businesses.

We were among only a handful of organizations in the U.S. awarded pro-bono support from JPMorgan Chase to build a platform of digital tools and processes that will help us to identify and track the most important metrics for increasing business capacity and the economic impact on the businesses.

In September, Crain's Chicago Business featured our Center in its [story about Vanessa Rhodes](#), owner of Twenty Eleven Construction. With our support, she was able to join three unions, secure financing, and win a contract with the CTA's Red/Purple Line Modernization project. "Programs like Hire360 are leveling the playing field for small-business owners like me. With its help, I'm optimistic that we're going to be one of those top firms pretty soon," she says.

Thank You to All Business Development Committee Members

Thank you for the support and guidance provided to all of those that took the time in 2021 to actively participate in the following committees:

- Loan Pool Committee
- Business Development Committee
- Trade Contractor Committee

The HIRE360 Business Development 2022 goal is to continue to identify key elements necessary to effectively provide the technical assistance and training designed to build the capacity of beneficiary minority businesses.

Youth Engagement

Pep Rally Kick-Off at Michelle Clark Academic Prep Magnet High School

On Friday, January 7, 2022, at 12:45 pm, [OTIS](#), [HIRE360](#), and [Michele Clark](#) will kick off [Otis' "Made to Move Communities"](#) an international competition, with a pep rally event. Participating partners at the event will include the City of Chicago's Mayor Lori Lightfoot, Chicago Public Schools' new Chief Executive Officer Pedro Martinez, Sergeant Jermaine Harris (15th District CPD), Illinois House of Representative La Shawn Ford (8th District),

Congressman Danny Davis (7th District), and Alderman Christopher Taliaferro (29th Ward), representatives for the Chicago Blackhawks and Chicago Bulls, CISCO Systems, REACH Rush Program and many other community-based organizations.

Preparing Chicagoland's Next Workforce: Career in the Trades Orientation Replay

HIRE360, in collaboration with the Chicago Teacher Union Foundation, held its first webinar, "Career in the Trades Orientation," that focused on three themes:

- What is today's employer looking for in a potential intern/employee?
- What does today's employer find as weaknesses in today's high school students?
- What would today's employer like for educators to teach as a supplement to the school's curriculum, increasing students' chances of getting into an apprenticeship program, internship, or employment?

If you were unable to attend, click this link <https://youtu.be/D7Ga5kZTOr0> to watch the presentation.



Our Mission Is to Expand Employment Opportunities

HIRE360 Voices

Abner Arcet, an HVAC apprentice, feels the opportunities provided by HIRE360 have opened his eyes to a whole new world. Having worked in the airline industry since he graduated high school, Arcet is thrilled at the new plethora of options he has and the amount of connections he's made. You can view Abner's video testimonial here:



Partner Spotlight

[Jane Addams Resource Corporation \(JARC\)](#), supports healthy communities and economies by teaching low-income adults and workers the skills they need to earn a living wage. Focused on skills in Chicago's booming manufacturing industry, JARC works tirelessly to provide skills training, job preparation and workforce development services to serve jobseekers in Chicago.

Jane Addams Resource Corporation has worked tirelessly for decades to train Chicago's manufacturing, welding and CNC Machine workforce. The natural crossover between manufacturing skills and construction skills made JARC the perfect fit to partner with HIRE360. In fact, when HIRE360 was a pilot, JARC was one of the first programs to partner with us, and we have had a strong relationship since. Today, JARC and HIRE360 are still working closely together to ensure that JARC has access to the supports needed to help their candidates enter trade apprenticeships.



Small Business Spotlight

[Smart Elevators](#) is a DBE, MBE, WBE, WOSB, and SBA 8(a) certified business. They have a highly trained and Union-certified, team of experts with extensive industry knowledge and experience. Using advanced equipment, ongoing training and cutting-edge materials, their technicians have the certifications and manpower to successfully complete projects or repairs with minimal disruption and within budget. They work together to provide the best services for their client. The extensive experience of their mechanics guarantees an unmatched quality of work and will provide long-term value for projects. HIRE360 Business Development has been assisting Smart Elevators by providing bid and networking opportunities for projects such as the Obama Presidential Center and others that are seeking their trade expertise.

Smart Elevators was founded in 2006 by Suzy Martin. Breaking the glass ceiling and beyond, she took the award-winning company to new heights by delivering unparalleled customer service to property

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managers throughout the Chicagoland area, and by building a strong reputation in the industry. Nearly fifteen years ago, she had only one technician. Today, she has over 30 employees.

Smart Elevator puts people and their safety at the center of everything they do. Not only do they have the capacity to deliver unmatched quality elevator and escalator services but they also provide low-cost solutions that improve safety, reduce call backs and create long-term value for buildings throughout Chicagoland. They continue to invest in innovative tools and new processes so that their highly-trained mechanics and support teams can ensure a faster return to service. It's all part of their commitment to moving passengers more safely, efficiently and reliably.

Past and Present Performance

- Northwestern University
- Department of Defense
- United States Army Reserve
- Veteran Affairs
- O'Hare International Airport
- Chicago Public Schools
- Federal Bureau of Prisons

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