



Industry Led. Community Focused.

NOVEMBER 2021 E-NEWSLETTER

Workforce Development

HIRE360 Candidates Complete First Aid / CPR Training with Teamsters JC25



Another group of HIRE360 candidates participated in First Aid and CPR training and certification with the [Teamsters Joint Council 25](#) apprenticeship program. The support of the Teamsters means these candidates will be better prepared for careers in apprenticeship programs, and it means our candidates can help increase safety on every job site they work on. Thanks to the Teamsters for offering this great

training, and for their ongoing support!

UNITEHERE! Chicago Hospitality Institute Celebrates 3rd Cohort

The third group of [UNITEHERE!](#) Chicago Hospitality Institute apprentices completed their pre-apprenticeship training, and celebrated it by showing off their skills to friends and family at McCormick Place. Candidates prepared a world-class lunch in a professional kitchen, filling up plates for over 50 attendees and gaining real-world professional experience in the process. These candidates will be placed with hotels, banquet halls and restaurants throughout the greater Chicago area starting soon! Congrats to our candidates and to the UHCHI team!



HIRE360 Participates in Panels for National Apprenticeship Week

HIRE360 celebrated National Apprenticeship Week by spreading the word about apprenticeship programs here in the Greater Chicago Area. On Wednesday November 17th, Ron Lawless, Manager of Youth Engagement, joined a Workforce 360 Panel with the [Chicago Jobs Council](#). The panel shared stories of apprentices succeeding in construction, discussed policy updates and equity initiatives in the field, and share details about how the apprenticeship model could be expanded.



On Friday, HIRE360's Chynna Hampton, Director of Workforce Development joined the Obama Foundation to talk about our efforts with the Obama Presidential Center via the We Can Build It! Coalition. Chynna spoke on HIRE360's efforts to help staff the site with candidates from across the Greater Chicago area, as well as our partnership with other agencies on WCBI, including Chicago Women in Trades, Revolution Workshop and more.

Hire through HIRE360

HIRE360 is working to prepare the next generation of tradesworkers for careers in industries across Chicago. If you're a signatory contractor, you can work with our Industry Representatives to find qualified candidates with the skills you need to get the job done right. You can also sponsor a candidate who is hungry for opportunity and eager to learn and grow with your organization.

To get started, contact JobOrders@HIRE360Chicago.com.

Business Development

Access to Capital

HIRE360's mission is to create and grow viable, self-sustaining businesses through access to capital, procurement opportunities, compliance technical assistance, business networking, and other tools. HIRE360 has assisted with 32 minority subcontractor loans totaling \$5.5 million and presented information on access to capital at various lunch and learn platforms. Here's a loan eligibility recap for businesses interested in acquiring working capital.

- Target Market
 - Minority/Women Owned Businesses
- Loan Amount
 - Minimum \$10K-Maximum \$2Million
- Use of Proceeds
 - Working Capital
- Persons Evaluated
 - All Owners > 20%
- Bankruptcy
 - No Active
- Collections

- Strong explanation
- Judgements/Tax Liens
 - No Open Items
- Credit History
 - At least 12 Months
- Other Criteria
 - MBE/DBE Certified
 - Active Contract(s)
 - 2-3 years Personal & Business Taxes
 - Current Balance Sheet/YTD P&L
 - Personal Financial Statement
 - Resume/Co. Capability Statement
 - Aged Account Receivable/Payable

For more information, contact BusinessDevelopment@HIRE360Chicago.com.

Upcoming Business Development Training Series

Week 1: HIRE360 Technical Assistance Program Overview

Company Assessment
Business Capacity Building

Week 2: Estimating, Budgets and Proposals

Guest: Estimating Software Representative
Group discount offered

Week 3: Access to Capital

Required Documents
Back Office Support

Week 4: Marketing and Branding

Capability Statements
Website/Logo Design

Week 5: Contracts + Compliance

Understanding Contract Agreement

Week 6: Field Operations, Site management, Safety + Culture

Safe Work Environment
Work Oversight and Compliance

Stay tuned for more information regarding dates and registration.

Youth Engagement

Save the Dates

Preparing [Chicagoland's Next Workforce](#): Career in the Trades Orientation Webinar Thursday, December 9, 2021, from 5:30 - 6:30 pm, will focus on three themes:

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

The webinar's goal is to provide an outlet for CTE and STEM educators to learn what skills they need to incorporate into their instruction to promote career and technical jobs. Educators who register for the webinar can earn 2 ISBE professional development credits with attendance and successful completion of follow-up reflection assignments from the CTUF Quest Center for Professional Learning.

All are invited!!! "Preparing [Chicagoland's Next Workforce](#): Career in the Trades Orientation" is open to the public. Please share with family and friends.

To learn more about the [HIRE360 Chicago Next Chicago Builder Youth Engagement](#) program, contact Ronald Lawless at rlawless@hire360chicago.com.

On Friday, December 10, [OTIS](#), [HIRE360](#), and [Michele Clark](#) will kick off the OTIS' "[Made to Move Communities](#)" international competition with a pep rally at [Michele Clark](#) at 12:15 located at 5101 W. Harrison St, Chicago.



Our Mission Is to Expand Employment Opportunities

HIRE360 Voices

We are proud to launch our HIRE360 Voices video series, where we will highlight the amazing stories of our candidates, partner business owners, and more! Our first spotlight is Kelvin Jackson, a Laborer with Local 76, who is working to ensure that he provides a sustainable life for his children and grandchildren — with the help of HIRE360. Meet Kelvin here:



Partner Spotlight

HIRE360 is proud to partner with [Project H.O.O.D.](#) This organization provides mentorship and training for residents of Woodlawn and Englewood, with a goal to end the cycle of poverty, violence and incarceration. HIRE360 is proud to partner with this organization to aid and further in this mission and work together to get individuals into lasting careers.



Small Business Spotlight

In order to set yourself apart from the competition, it can be necessary to excel in a specific industrial niche. To simply call [The BarTech Group](#) an electrical contractor, would only be telling a part of the story. The BarTech Group, Inc. has managed to carve out a niche for itself in the electric utility construction space where it offers a unique array of services. They recently came to HIRE360 seeking assistance with access to capital to support their rapid growth.

The BarTech Group was founded by President and CEO, Dwayne K. Barlow. Barlow started his career in the utility industry in 1984 as a meter reader for ComEd (an Exelon Company). With more than 35 years of progressive experience, he now owns one of the few African American-owned electrical contracting firms in the Midwest. He followed his dream to become an entrepreneur in hopes of leaving a legacy for his family and providing his community with job opportunities in the electrical field. Barlow began his entrepreneurial path by acquiring the majority

interest in Gaffney's PMI in 2010, which later became The BarTech Group, Inc. in 2014. The company initially specialized in all facets of outdoor electrical construction and maintenance, including street lighting, traffic signals and stadium lighting. The BarTech Group, Inc. has now exponentially grown into a multi-million-dollar business with electric utility customers throughout the Midwest and East coast.

As a result of this substantial growth, the company has expanded its services to include Security Fencing, Personnel Services and a specialization in Traction Power for Rail Transportation. The company's success today is shaped by the skill, versatility and experience of its talented workforce. Now, "Team BarTech" has grown from seven employees to more the 70 and counting. With safety, internal training and mentoring as the foundation of the company's culture, Barlow relies on the vast knowledgebase of his senior leadership and veteran tradesmen to continue exploring ways to provide superior service to their clients. His unwavering commitment to safety and innovation has led to continuous growth and a more than promising future for The BarTech Group.

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