



DRAFT

Capacity, Contracts, and Capital: Chicago United Live Case
January 11, 2018 event at the Federal Reserve Bank of Boston

INVITATION - DRAFT

In preparation for the Capacity Building, Contracts and Capital (C³) Hackathon, please join us to explore a live case delivered by [Chicago United](#).

Chicago United's live case will present Five Forward. This live case, presented by Gloria Castillo, President and CEO of Chicago United, will serve as a primer for the C³ Hackathon – a competitive event that will generate game-changing solutions to the systemic problem of anchor-MWBE procurement in Boston.

Chicago United's Five Forward initiative seeks to increase the number of minority business enterprises (MBEs) of scale and to create jobs in communities of color by engaging the corporate and Chicagoland MBE community. The initiative enlists the commitment of CEOs of mid- to large-sized corporations in the Chicago Metropolitan Area to establish or expand business relationships with five new and/or current local minority firms.

Chicago United has collected and analyzed data to measure the impact of Five Forward since its inception:

- More than double the number of direct and indirect jobs created between 2009 and 2014;
- An increase spend of \$170,000,000 in MBEs by participating corporations from 2009 to 2014;
- Total economic impact of nearly \$850 million over the five years of the program's existence.

For over 45 years, Chicago United has worked to advance dialogue among multiracial senior leadership driving corporate and minority-owned businesses, civic, and non-profit leadership in the common goal of a stronger social and economic climate for all races.

This live case presentation is part of the Capacity, Capital, and Contracts Collaborative (C³) initiative, which seeks to more deeply understand the Boston anchor institution procurement system in order to achieve the mutually beneficial goal of expanding the number and size of contracts awarded to small local MWBEs. It is based on the supposition that the members of the system, working together, can realign the system in order to achieve this goal.

In this live case, participants will learn about Five Forward and explore its adaption and adoption as an approach to achieving system realignment across anchor institutions and at individual universities and hospitals.

This event is by invitation only.

RUN OF SHOW - DRAFT

- I. Introduction by MCBC (TBD)
- II. Reintroducing Capacity, Contracts, and Capital Collaborative (Jean Horstman)
 - a. Who
 - b. What
 - c. Why
- III. Mental Models / Blockages identified by C³ System Mapping (Nancy Lee)
- IV. Live Case: Chicago United (Gloria Castillo and Ralph Moore)
 - a. Chicagoland Context
 - b. Five Forward
- V. Small Group Discussion (at small tables)
- VI. Putting It All Together (Kevin Lyons)