

# Cook County **MANUFACTURING REINVENTED**

Get Equipped to Prosper



## Grant-Funded Opportunity



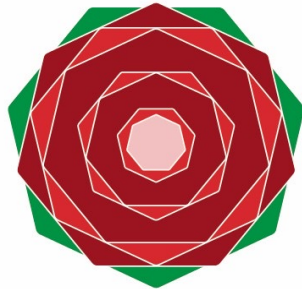


# Today's Sponsors

---



*Village of  
Melrose Park*



**MELROSE PARK**  
**CHAMBER OF COMMERCE  
& COMMUNITY DEVELOPMENT**

# About IMEC

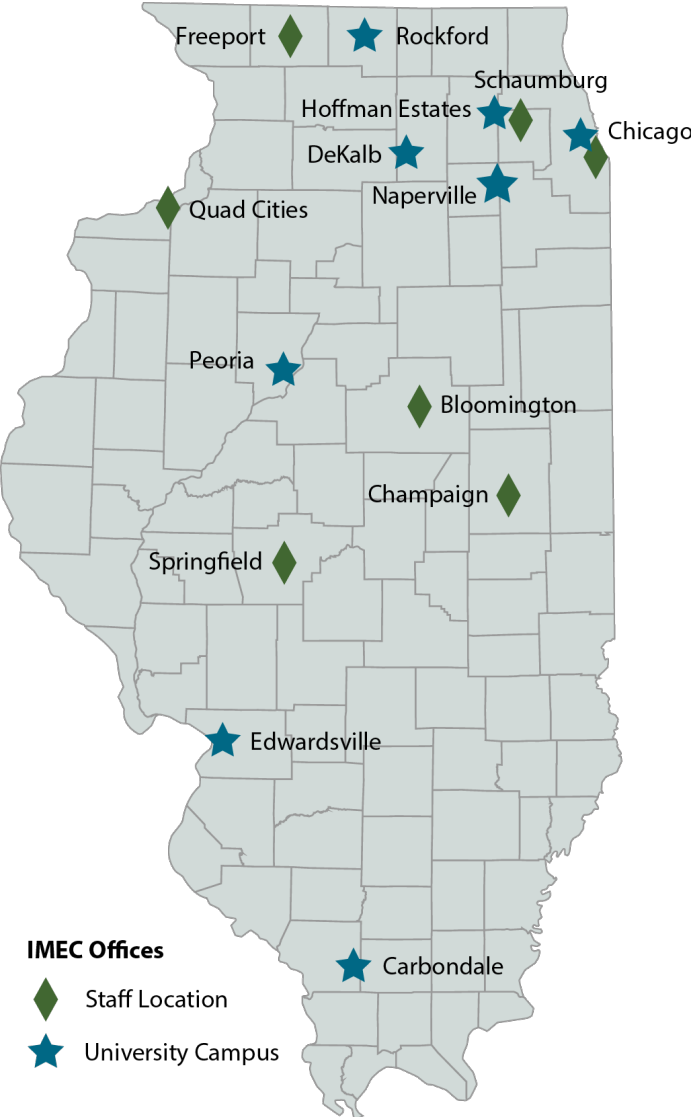
## Core Purpose

Fostering long-term economic and  
workforce competitiveness

## Vision

The leader for Igniting  
Illinois Manufacturing Excellence  
and Global Competitiveness

# IMEC is Your Trusted Partner.



Each year, IMEC collaborates with **more than 1,500 Illinois manufacturers** to fine tune plans, implement business-building initiatives, and excel among competitors. With a **demonstrated return that exceeds 19:1**, we provide educational insights to hundreds more through events and workshops.

Our mission and sole measure of success is the **impact we make for you**. Work with IMEC

BRADLEY University

Northern Illinois University

SIU Southern Illinois University CARBONDALE

UIC

MEP National Network™

DPD CHICAGO DEPARTMENT OF PLANNING & DEVELOPMENT

ILLINOIS DEPARTMENT OF COMMERCE & ECONOMIC OPPORTUNITY

SEAL OF COOK COUNTY ILLINOIS

MEP National Network

**IMEC** Plan. Implement. Excel.

© IMEC All rights reserved.



# The Go-To Experts for Advancing U.S. Manufacturing



# A Validated Leading-Edge Model



## Leading Your Company

- Create and execute your long-term plan
- Prepare your next generation of leaders
- Strengthen your change management approach



## Planning for Success

- Align processes with organizational goals
- Implement policy deployment
- Assess / manage risks and monitor progress



## Growing Your Business

- Develop a targeted marketing strategy
- Train your sales team to exceed sales goals
- Analyze and adapt your business offerings to strengthen your market position

# A Validated Leading-Edge Model



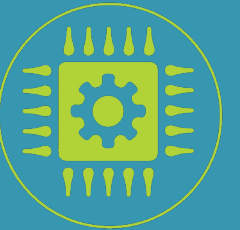
## Improving Your Operations

- Leverage continuous improvement measures
- Streamline production, maintenance, and administrative processes
- Implement and maintain quality standards



## Focusing on People

- Customize training programs, tools, coaching, and resources
- Adopt best practices to recruit and retain top talent
- Diversify and become more inclusive



## Deciding With Data

- Deploy technologies to increase productivity, quality, and cost savings
- Protect the security of your data and organizational assets
- Increase visibility and use of data across your organization

# 2022 Client-Reported Impacts



**\$1,357,032**

Average New & Retained Sales



**4,471**

Jobs Created & Retained



**1,867**

Companies Assisted



**\$73,969**

Average Cost Savings



**19:1**

Return on Investment

**\$480,633,397**

Aggregate Impact to Illinois Economy

*\*Reported on annual NIST-MEP manufacturing survey*



**IMEC**

Plan. Implement. Excel.

© IMEC All rights reserved.



# IMEC Can Support You With:

---

- Dedicated experts
- Customized training
- On-site or virtual implementation
- Audits and assessments
- Industry-leading content and insights
- Multi-company training and events
- And much more!



# Cook County **MANUFACTURING REINVENTED**

Get Equipped to Prosper



Learn How to Apply to this  
Grant-Funded Opportunity



# Solve Your Manufacturing Challenges

## Cook County Manufacturing Reinvented Grant

- Cook County Bureau of Economic Development is offering ARPA funded grants to help Suburban Cook County manufacturers.
- Cook County and IMEC have partnered to assist more than 300 suburban Cook County manufacturers improve the performance of their operation and grow their business
- Qualified applicants must be a manufacturer in suburban Cook County, outside the city of Chicago boundary and have less than 500 employees.

# Solve Your Manufacturing Challenges

4 Critical Solution Areas: 12 Different Programs



**Improving Your Operations  
(Operational Improvements)**



**Leading Your Company  
(Leadership & Strategy)**



**Growing Your Business  
(Sales & Marketing)**



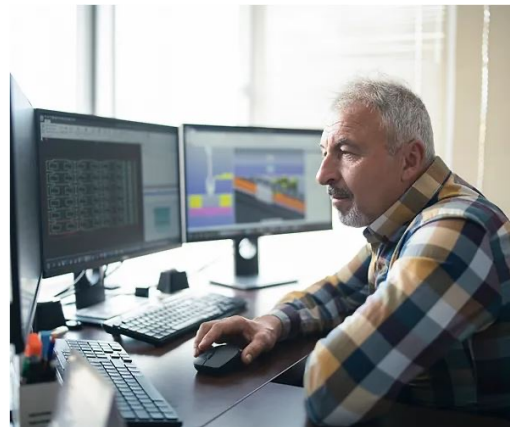
**Focusing on People  
(Workforce Training &  
Development)**



Tools and resources to provide continuous flow of value to the customers and develop more efficient processes



**Preparation for  
Automation**



**Cybersecurity**



**Lean Training  
with Kaizen**

Website: [ccmfg.org/operations](http://ccmfg.org/operations)



Tools and resources to develop your current and future leaders with the skills they need to thrive



**Strategic  
Planning**



**Key Performance  
Indicator  
Management**



**Talent Succession  
Planning**

Website: [ccmfg.org/leadership](http://ccmfg.org/leadership)





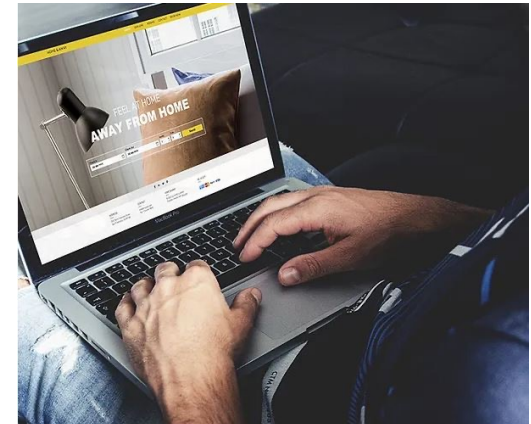
Tools and resources to achieve big growth objectives and diversify your customer base



**Lead Generation**



**Search Engine  
Optimization**



**Website  
Development**

Website: [ccmfg.org/growth](http://ccmfg.org/growth)

# Focusing on People



Tools and resources to find, train, and retain the workforce built for your organization's future



**Talent  
Acquisition &  
Retention**



**Front Line  
Leadership Skills  
Training**

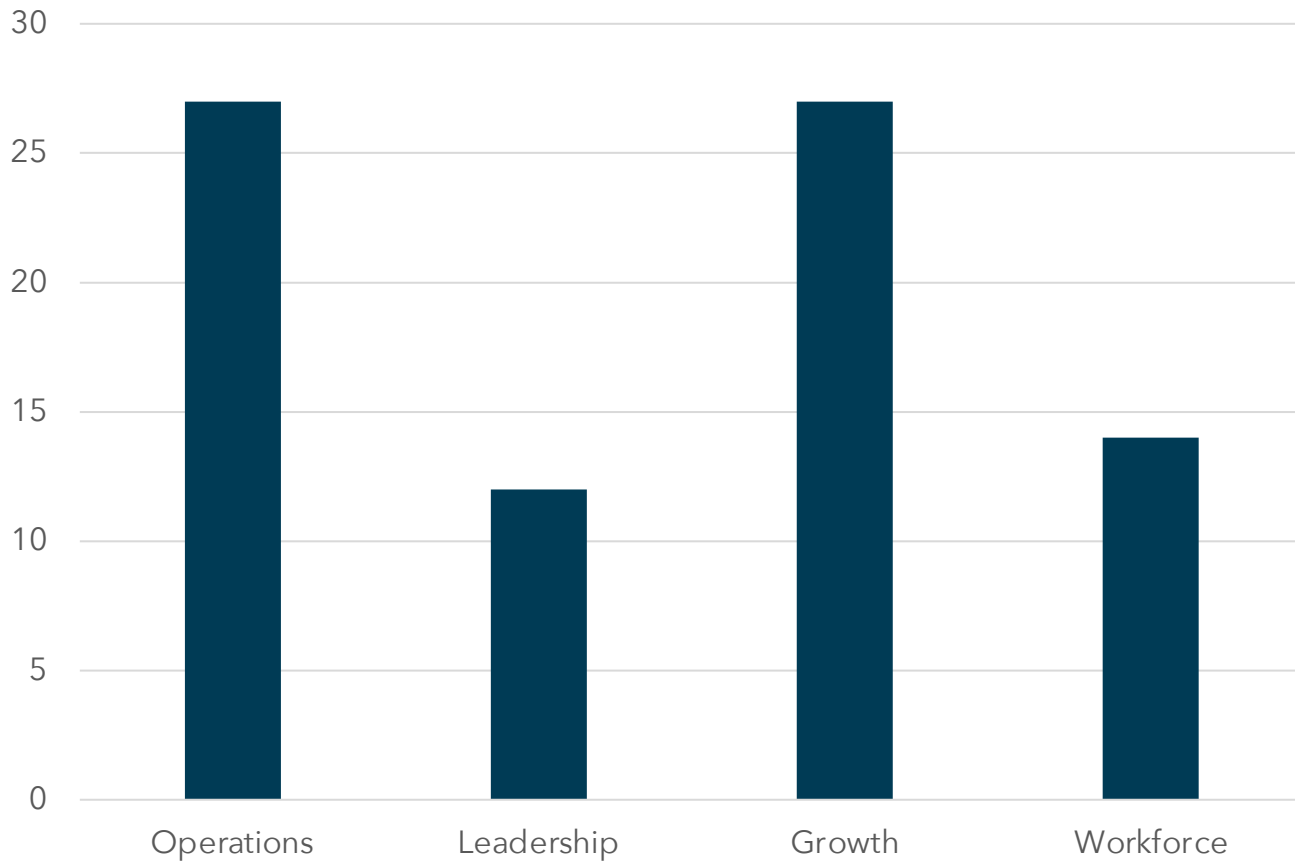


**Employee  
Engagement**

Website: [ccmfg.org/workforce](http://ccmfg.org/workforce)



# Almost 90 Manufactures Have Been Awarded a Grant

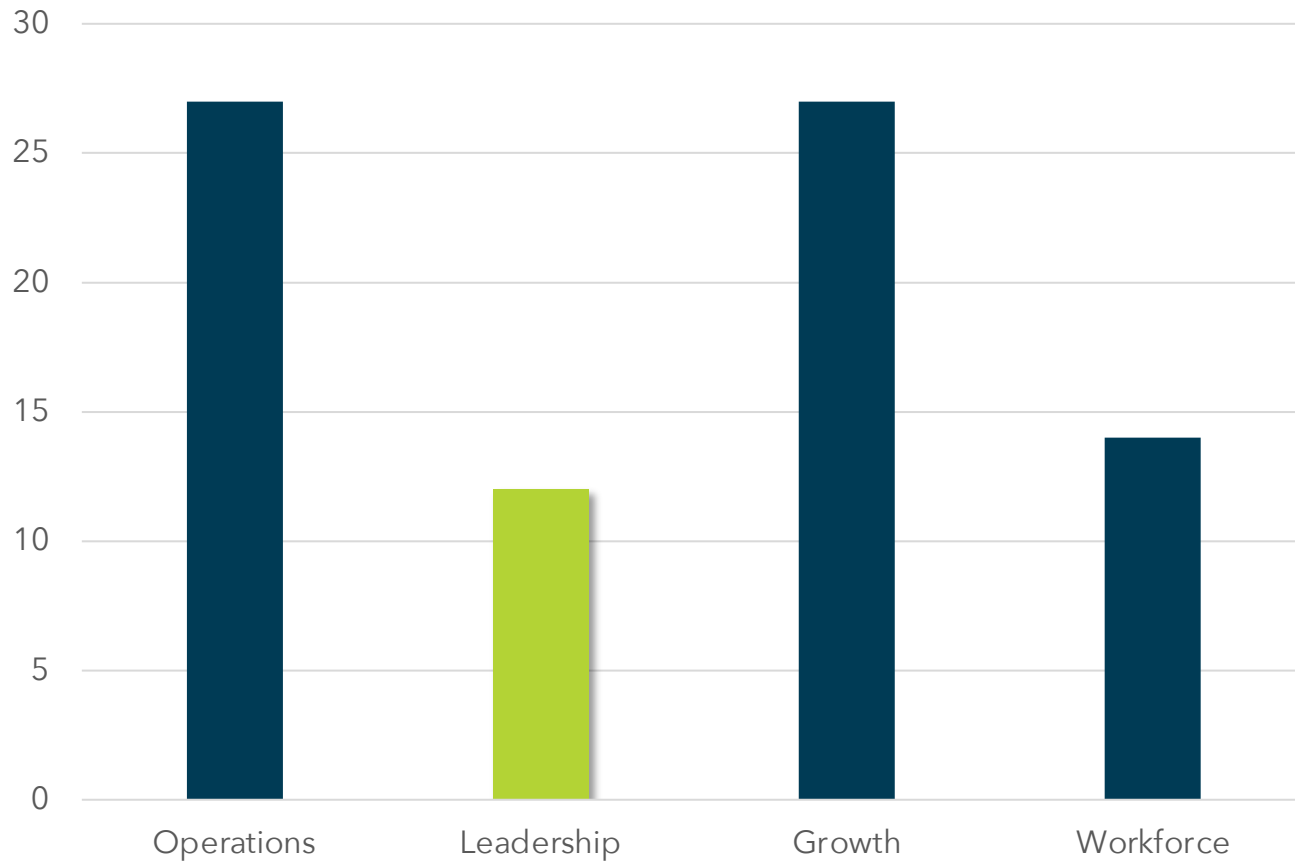


# Almost 90 Manufactures Have Been Awarded a Grant



"Jesse kept this very simple to understand. Shadowing him in mock audit was good learning for the team. We are looking for more such training for optimizing our production process."

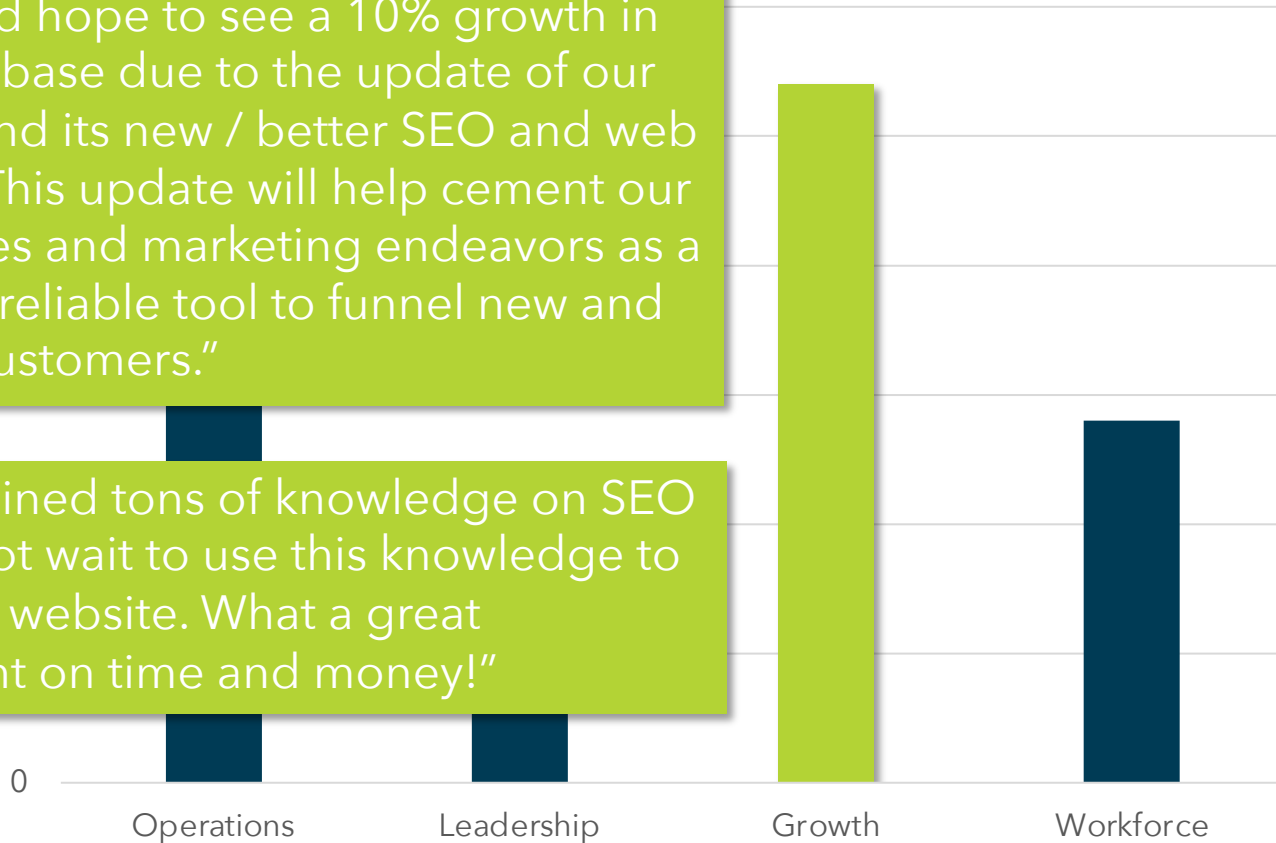
# Almost 90 Manufactures Have Been Awarded a Grant



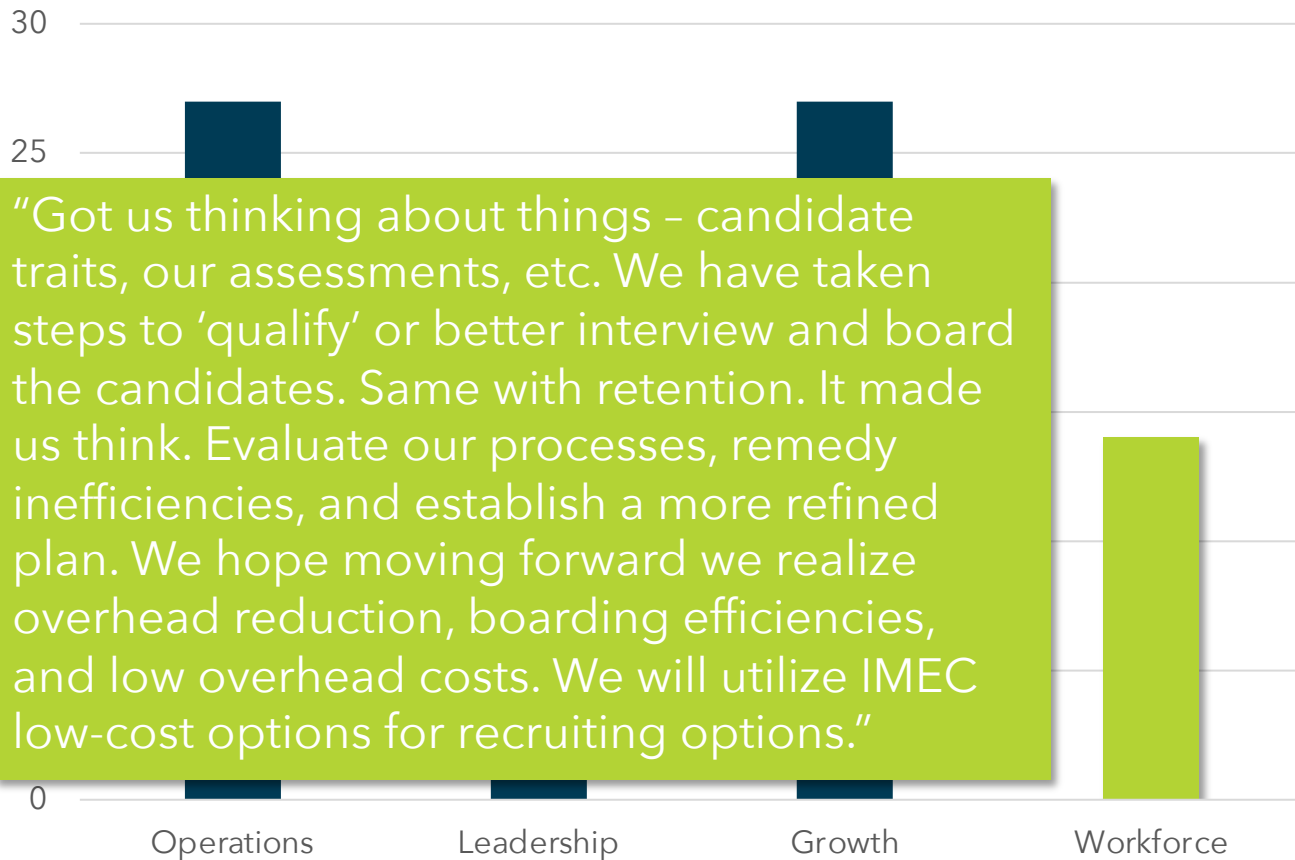
# Almost 90 Manufactures Have Been Awarded a Grant

“We would hope to see a 10% growth in customer base due to the update of our website and its new / better SEO and web visibility. This update will help cement our future sales and marketing endeavors as a solid and reliable tool to funnel new and existing customers.”

“I have gained tons of knowledge on SEO and cannot wait to use this knowledge to better my website. What a great investment on time and money!”



# Almost 90 Manufactures Have Been Awarded a Grant



“Got us thinking about things - candidate traits, our assessments, etc. We have taken steps to ‘qualify’ or better interview and board the candidates. Same with retention. It made us think. Evaluate our processes, remedy inefficiencies, and establish a more refined plan. We hope moving forward we realize overhead reduction, boarding efficiencies, and low overhead costs. We will utilize IMEC low-cost options for recruiting options.”

# Process to Apply

---

- Submit Your Application
  - Select your project
- Qualification and Approval Review
- Proposal / Contract Sent
- Return Signed Agreement
- Project Scheduled
- Payment Terms Scheduled
- Project Start / Completion
- Project Paperwork Sent for Reimbursement
- Post-Project Survey to Report Outcomes, Impacts, Satisfaction
- Reimbursement Check Sent to Company

# Thank you!

---

# Questions?

# Cook County **MANUFACTURING REINVENTED**

Get Equipped to Prosper



## Frequently Asked Questions





## How do I apply for the program?

*There is a link on the IMEC website or visit [ccmfg.org](http://ccmfg.org). Simply click and fill out the simple application online.*

## How does the reimbursement work?

*Once the contract, project, and post-project evaluation are complete, documentation will be submitted to Cook County. They will reimburse the company directly.*

## My corporate headquarters is not in Suburban Cook County, but my factory is. Can I still apply?

*Yes. Establishments with less than 500 employees in Suburban Cook County are eligible to apply.*

## What if I'm not sure which program is right for me?

*IMEC can help guide you and answer any questions. Please email:*

[ccmr@imec.org](mailto:ccmr@imec.org)

## What if there is a service I want that is not on the list?

*The curated list is for the grant program. If there is another service you are interested in, contact your IMEC Regional Manager to discuss how we can help you.*

## What if I want to cancel the project before completion? Do I still have to pay?

*Payment is required for portions of work performed. Because the project would not be completed, it may not be eligible for reimbursements.*

## What is the criteria for approval?

*Cook County uses a scoring matrix to ensure consistency. The criteria includes topics such as size/location, pandemic effect, and potential impact.*

## How does the qualification process work?

*The scoring matrix ensures consistency. Cook County Bureau of Economic Development makes the final determination as to who will receive a grant.*