



LEED COUNCIL

the LEEDer

A NEWSLETTER FROM THE LOCAL ECONOMIC AND EMPLOYMENT DEVELOPMENT COUNCIL

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Advancing Economic Opportunities

2006 was a very significant year for the Local Economic & Employment Development [LEED] Council as we continued to integrate *economic* development and *employment* development to achieve sustainable community development.

Our “LEEDership” in convening local businesses and property owners to work with City officials and Aldermen Matlak (32nd Ward) and Daley (43rd Ward) through the North River Corridor Infrastructure Task Force has resulted in major improvements such as pedestrian crossings on Clybourn and a new traffic signal at Cortland & Marcey.

With sponsorship from local property owners and retailers, LEED Council again managed the deployment of traffic aides by the City’s Traffic Management Authority (TMA) for the 2006 holiday shopping season on eight dates at seven key intersections in the North & Clybourn shopping district.

A new CTA bus service, *Route #132 The Goose Island Express*, was launched on January 2, 2007. Financed with a cost subsidy arrangement by Wm. Wrigley Jr. Company, this new route will serve other employers located in the Goose Island Planned Manufacturing District (PMD) as well as in the Chicago/ Halsted PMD and the Clybourn PMD. Service is being provided on weekdays in both directions for the morning and evening rush hours and is open to the public with regular CTA fare structure. Route and schedule info is available at: www.transitchicago.com/maps/bus/bus/132.pdf

This annual report highlights several other success stories from 2006. Our Business, Workforce, Sustainable and Community Development goals for 2007 include:



Jay Goltz of Artists' Frame Service & chair of LEED Council's board (center) joins CDOT's Chad Hammerl (left) and CTA's Joe Iacobucci (right) at new pedestrian crossings on Clybourn.

- Promoting the new Small Business Investment Fund (SBIF) program through Chicago’s Department of Planning & Development to local firms improving their facilities;
- Expanding our workforce services with the addition of a Computer Technology Center;
- Exploring innovative environmental strategies, such as a business model for a local bio-diesel facility; and
- Advocating for more public infrastructure improvements and other creative solutions that will further resolve traffic congestion, so the corridor functions more effectively.

LEED Council remains dedicated to *Advancing Economic Opportunities*.

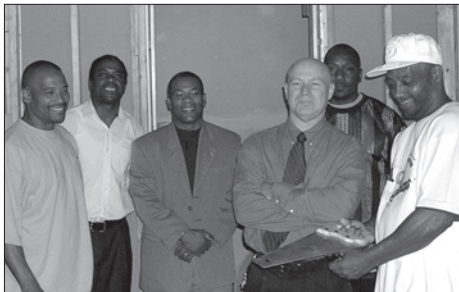


City's TMA directing traffic at new Marcey & Cortland traffic signal.

The new CTA Route #132, The Goose Island Express, connects corridor employees with major train lines.



Workforce Development: ELIST Success Story: Reggie Grant



Alderman Walter Burnett, Jr. (27th Ward) and LEED Council's skills trainer, Dean Rennie, join August 06 ELIST grads with their class project.

"I'm using everything here that I learned at LEED, especially the carpentry, like cutting lumber, cutting metal, building shelves and scaffolds, measuring, using all the power tools," Reggie explained when asked how the *ELIST* training impacted his job. He helped his department build an entire new storage area to better organize CSS's rental equipment. Scott Hansen, Director of Facility Operations at CSS, gives Reggie high marks for his excellent work ethic and positive attitude that keeps him in high demand for loading and transporting important jobs.

With his success, Reggie is 'giving back' to his community some of the benefits he's received from LEED and CSS. He and two buddies started a new organization, *100 Men Standing* to mentor kids 10 to 18 years of age in the Cabrini-Green community where Reggie grew up. They provide sports and recreational activities, and try to steer the youth in the right direction. They are also working with the *Hip Hop Coalition*, a group of rap artists that don't use profanity, to turn the beat of popular songs into educational songs for young children. Reggie's CSS contacts made it possible for the 100 Men to take 25 children to Winter Wonderland at Navy Pier. As Reggie explains, "Someone gave me a chance. I'm proud to be a part of helping to save just one child."

Reggie is a regular speaker at LEED's ELIST graduations inspiring adults making their move into employment just as he is inspiring the children he mentors. LEED sincerely thanks Bob Doepel, CSS's owner and Vice-Chair of LEED Council's Board of Directors, and Scott Hansen at CSS for their work with our job training and placement program.

Reggie commented that he has a lot to talk about with his daughters at the end of the day, "My life has definitely changed for the better."

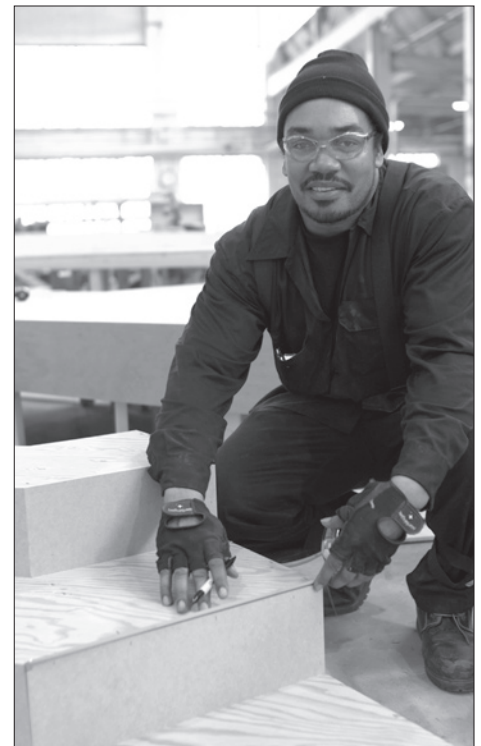
"I'm using everything here that I learned at LEED, especially the carpentry, like cutting lumber, cutting metal, building shelves and scaffolds, measuring, using all the power tools. My life has definitely changed for the better."

—**Reggie Grant**, (below) LEED Council ELIST graduate; employee of Chicago Scenic Studios

In 2006, LEED Council's *Entry Level Industrial Skills Training [ELIST]* program, funded by the Illinois Department of Commerce & Economic Opportunity, graduated 40 students with marketable job skills for careers in manufacturing, building maintenance and the trades.

Reggie Grant is thrilled with the benefits he has experienced as a result of being a LEED ELIST graduate, not the least of which was shaking Thomas Jones' hand and watching him score two touchdowns from the sidelines at the NFC Championship game between the Chicago Bears and the New Orleans Saints in January.

Reggie completed ELIST on June 16, 2006 and began working in the Traffic Department at **Chicago Scenic Studios (CSS)** in July. Since beginning work at CSS, he's walked alongside a CSS-built float in the Festival of Lights parade on Michigan Avenue, helped build and set up the awards deck at the Bears game, and built the scaffolding used to put a Bears jersey on the dinosaur at the Field Museum.



LEED Council partnered with St. Leonard's Ministries in 2006 to provide two customized ELIST classes for their residents. Dean Rennie, LEED's Skills Trainer, advised St. Leonard's Bob Dougherty and Jim Zangs on equipping the training workshop in their new Michael Barlow Employment Center. At left is the Spring graduating class. With St. Leonard's residential, employment, and case management services, the recidivism rate of its clients is 20% versus 50% for ex-offenders in general. This joint LEED Council-St. Leonard's initiative offers a model for employment training targeted to ex-offenders.

Sustainable Development:



Billboard Year for *Clean Air Counts*

2006 was another great year for *Clean Air Counts* at the LEED Council. Some successes:

- A. Finkl and Sons reduced 85,000 lbs of emissions by replacing 500 incandescent light fixtures with halogen light fixtures.
- C.H. Robinson reduced 18,441 lbs of emissions by encouraging alternative transportation to employees. Over 250 employees began to carpool, bike to work or use public transportation rather than drive alone.
- Chicago Scenic Studios reduced 616 lbs of emissions by using low VOC paints in their production process.

Have you joined Clean Air Counts? Reduce air pollution in our community, lower energy costs and find transportation alternatives. These are all benefits of *Clean Air Counts*, managed by the Metropolitan Mayors Caucus. Visit the website at www.cleanaircounts.org to learn more or call Kindy Kruller at 773.929.5552 ext 226. If you have joined but not yet reported, make 2007 the year to report and be counted.

New Environmental LEEDer: Kindy Kruller

Kindy Kruller joined the LEED Council in October 2006 as our Associate Director of Environmental Initiatives to manage our contract with *Clean Air Counts* and to explore other sustainable efforts. Kindy graduated from the UIC Master's of Urban Planning and Policy in 2006 and has an extensive background in land use, project management and client-based work. You can contact Kindy at 773.929.5552 ext 226 or email her at kindykruller@gmail.com.



Promoting "Green Exchange" at Cooper Lamp

LEED Council's collaboration with the Logan Square Neighborhood Association, the Cooper Lamp Task Force, and Alderman Manny Flores [1st Ward] has resulted in an innovative plan by Baum Realty for the re-use of this landmark building as a "Merchandise Mart for Green Businesses." *Green Exchange* will be the country's first commercial real estate development designed for the advancement of green business. The 250,000 square foot concrete multi-story building at 2543 W. Diversey (off the Kennedy Expressway) will be a potential candidate for LEED-certified silver renovation. It will showcase a tenant mix of complementary businesses that offer a unique collection of leading edge products and services to the environmentally conscientious consumer. Visit www.greenexchange.com for more information.

LEED Council's Sustainable R&D

LEED Council is partnering with several organizations to create sustainable development projects in our corridor. We are working with the Delta Institute to research and develop a Bio-Diesel Refinery plant in the area. Commitments have been made by McDonald's to supply their used cooking oil and by S.E. Johnson to buy the end bio-diesel product. We have been working with LEED Council members who use diesel fuel and may be interested in buying locally produced bio-diesel. If your company uses diesel fuel and you want to learn more about this project, please contact Mike Holzer at 773.929.5552 ext 225.



Community Development:



LEED Council's EDP Trainer, Monroe Saybay (far left) along with Margie Gonwa, LEED Council's Director of Workforce Development (far right) join Fall 06 grads (l to r): Clarice Woods of God's Gift; Athala Vargas of Café 31; Alicia Daniel of AMD Creative Enterprise; and Mary Toor of Mary's Tender Loving Day & Night Care.

LEED Council's *Entrepreneurship Development Program (EDP)* counts among its graduates established business owners and those still in the early stages of setting up shop or completing business plans. LEED checked in with two graduates of our 2002 class, Mikki and Cornelius Graves, who operate two businesses and are planning a third.

Graves Realty & Associates, Inc., a full service real estate company started by Mikki Graves as a sole proprietorship in 2000, has grown to 14 agents today. The agents are independent contractors working with Mikki who has a real estate broker's license. Eight of the agents work full-time, and six work part-time.

The second business, **C & M Group, Inc.**, is a property management firm that buys distressed properties and rehabs for rental. The company currently owns 35 properties, located throughout the city and in the south suburbs, and is in the process of purchasing seven more. Like many EDP participants, Mikki and Cornelius strongly believe in using their businesses to help less fortunate communities or individuals thrive, or to 'give back.'

The couple is also helping others to become property owners by mentoring them to become qualified purchasers, and by providing affordable ownership opportunities, as they buy cheaply, rehab, and then sell at affordable prices.

The third business, **Care Village**, is the dream of Cornelius Graves, currently a lieutenant in the Chicago Fire Department. They are still drawing up plans for this after-school program that would provide safe haven, and career counseling and training, using the program as a means of providing wealth to primarily non-college bound youth.

In LEED's EDP class, Mikki Graves learned to plan for growth carefully. With the success of their six years of operations, the Graves are now purchasing commercial space in Calumet Park to house their companies and planning an Open House in April. The EDP workshop on business incorporation also helped them decide to change C & M Group to an S-Corporation.

Another important lesson had little to do with the real estate business itself. Mikki explained, "One thing I got out of the class is that we have to promote entrepreneurship in our children, and it starts in the home." 14-year old daughter, Mikkia, has started a home-based clothing design business. 15-year old Cornelius IV launched a lawn care and computer repair/technical assistance venture. And their youngest entrepreneur, 9-year old Nicholas, recently started selling candy.

Gabriella Paredes of Citibank conducts class on savings and retirement for LEED Council's ELIST students. LEED Council's 8-session Financial Education program covers budgeting, credit repair, and using banking services and is also offered with partner agencies to their clients.



ENTREPRENEURS WITH RANGE OF BUSINESS IDEAS

People call LEED Council's EDP with a dream, a hobby, a talent, skill, or a need or opportunity they have identified in their community, and they want to know how to turn it into a small business. The following are some of the 17 EDP graduates in 2006 who are highly likely to start their businesses or who already are in business.

Yvette Beles, *Modern Beauty / Spa Salon, Inc.*

Georgia Brown, *Foxx Coffee Interior Decorating, Inc.*, (home decorating)

Alicia Daniel, *AMD Creative Enterprise, Inc.* (space design/home decorating)

Laticia D. Hayes, *LDS Bookkeeping & Tax Services, Inc.*

Kendrick Robinson, *K-Mover*, (moving business)

Mary Toor, *Mary's Tender Loving Day & Night Care* (child care)

Clarice Woods, *God's Gift, Inc.* (desk top publishing)

Economic Development: Water Saver Faucet Expands to Goose Island

Water Saver Faucet recently announced plans to expand their operations, currently located on Erie Street just off the Ohio feeder ramp near Halsted in the Chicago-Halsted Planned Manufacturing District (PMD), to a second site on Goose Island. Late in 2006, they acquired the Chas Levy magazine distribution building on North Branch south of Division Street in the Goose Island PMD and plan to move their *Guardian Equipment* manufacturing operation to that site early in 2008.

After Chas Levy moves, Water Saver plans to retain the building structure while re-cladding the exterior to create a modern appearance and upgrading the interior offices and warehouse areas for efficiency.

Water Saver was one of four firms interested in the former Chicago Paperboard site located across the Chicago River in the Elston Corridor PMD. Their participation in LEED Council meetings with the Department of Planning and Development last year helped to underscore industry demand for that 17 ½ acre site. With the Paperboard site still on hold,

Future site for Water Saver Faucet's expansion on Goose Island



Water Saver quickly assessed the Chas Levy site and submitted a winning bid at auction for the property.

Water Saver is a third-generation, family-owned business begun in 1899 by the grandfather of the current owner, Steven Kersten. Over the years, the company has developed a strong niche market as

the world's foremost supplier of laboratory faucets and valves, designed to meet exacting standards found in many universities and laboratories throughout the world.

When asked about their aggressive pursuit of a city location for their expansion, Steve is quick to point out the need to serve visiting clients, acknowledging the great cultural and entertainment benefits that Chicago has to offer. He also stressed the need to retain his highly skilled workforce and desire to manage his own commute time.

"I aggressively pursued a city location for our expansion in order to serve our visiting clients, to retain our highly skilled workforce, and to manage my own commute time. We found all that on Goose Island."

—**Steve Kersten**, owner, Water Saver Faucet

In addition to his firm's commitment to Chicago, Steve also serves on numerous boards and civic organizations, including LEED Council's board of directors. He is a vice-president on the board of the Business and Professional People for the Public Interest (BPI), one of the nation's foremost public interest law and policy centers here in Chicago. Steve is also a trustee at the University of Chicago.



New LEED Council member, Chicago Terminal Railroad, brings competitive rail pricing and prospective new businesses to corridor.



LEED COUNCIL

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Development Council**

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LEED Council director Tom Wolf of Jasculca/Terman (far left) joins Ald. Vi Daley (43rd Ward), fellow director Marilyn Labkon of General Iron, and Vince Daley (far right) at LEED Council's May 2006 fundraiser at Chicago Art Source.

Fifth Third Bank's Andrea Danks (far left) and David Papciak (far right) present grant to LEED Council's Ted Wysocki and Margie Gonwa.



Contributors to LEED Council's 2006 Annual Finance Campaign

Sustaining Members

(\$25,000 to \$5,000)

- A. Finkl & Sons
- General Iron Industries
- Rosenmutter Family Foundation (General Iron)
- McGrath Lexus / Acura
- Water Saver Faucet
- Wm. Wrigley, Jr. Company

Partners

(\$4999 to \$2000)

- Baker Development / Elston Development LLC
- C.H. Robinson
- Chicago Scenic Studios
- Crate & Barrel
- Gutmann Tannery
- Harlem & Irving Companies
- Kenney Construction
- Lakin General
- Morton Salt

- North Avenue Properties
- Ogden Avenue Materials
- Ozinga Chicago RMC
- Phillips Towing
- Prairie Materials
- Sara Lee Coffee & Tea
- Structured Development
- Waste Management

Sponsors

(\$1999 to \$1000)

- Artists' Frame Service / Jayson Home & Garden
- Bad Weather
- Essanay Studios
- Heneghan Wrecking
- Holsten Development
- Jasculca / Terman
- Kendall College
- Newsweb
- Nortown Auto
- Michael Rehtin
- RSI

- Sonoc Architects & Associates
- SRAM
- Stein Furniture

Friends

(\$999 or less)

- Aries Recycling
- Bank of America
- Larry Bennett
- Brinshore Development
- Calumet Photographic
- Chicagoland Limousine Assoc.
- Chicago Special Events
- City Scrap
- Classic Tickets
- CRC Travel
- DMD Services
- Donna Ducharme
- Fletcher Chicago
- Randolph Kohler
- Swedlow & Associates
- Lynn Werner
- Wine Discount Center

LEED Council's 2006 Funders

- Bank of America
- Charter One
- Chase
- Chicago Department of Planning & Development
- Com Ed
- Fifth Third Foundation – Fifth Third Bank, Trustee
- Harris Bank
- Lloyd A. Fry Foundation
- Illinois Department of Commerce & Economic Opportunity
- LaSalle Bank
- Local Initiative Support Corporation [LISC]
- Mayor's Office of Workforce Development
- Metropolitan Mayors Caucus
- Clean Air Counts*
- National City
- Northern Trust
- Peoples Energy
- Polk Bros. Foundation
- Washington Mutual