

State of Illinois

Department of Commerce and Economic Opportunity (DCEO)
Office of Economic Equity & Empowerment (OE3)



Illinois
Department of Commerce
& Economic Opportunity

JB Pritzker, Governor

Agenda

- Who are we: DCEO & OE3
- Technical Assistance
- Funding (Loans & Grants)
- Workforce
- Additional Resources
- Questions



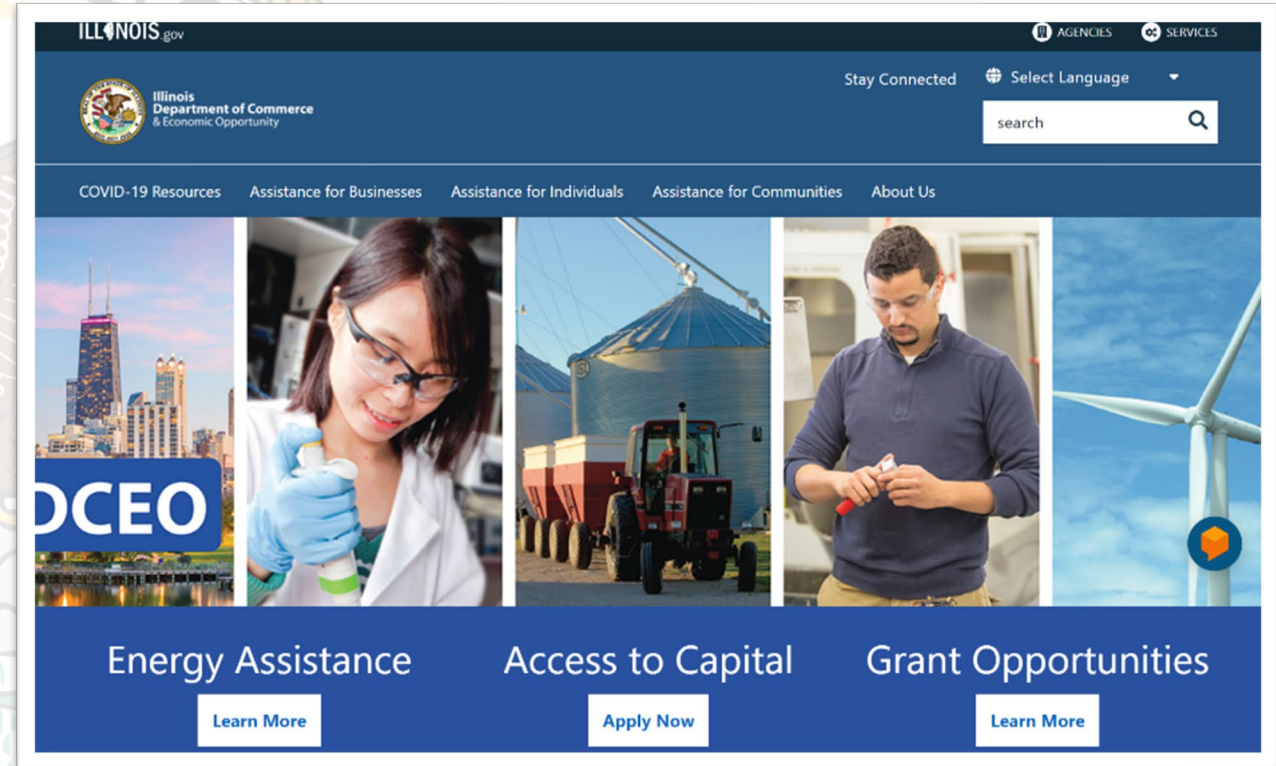
Illinois Department of Commerce and Economic Opportunity (DCEO)

DCEO supports statewide economic development by offering resources and services to:

Businesses

Individuals

Communities



DCEO provides financial incentives, grants, skill-based training, and other programming.

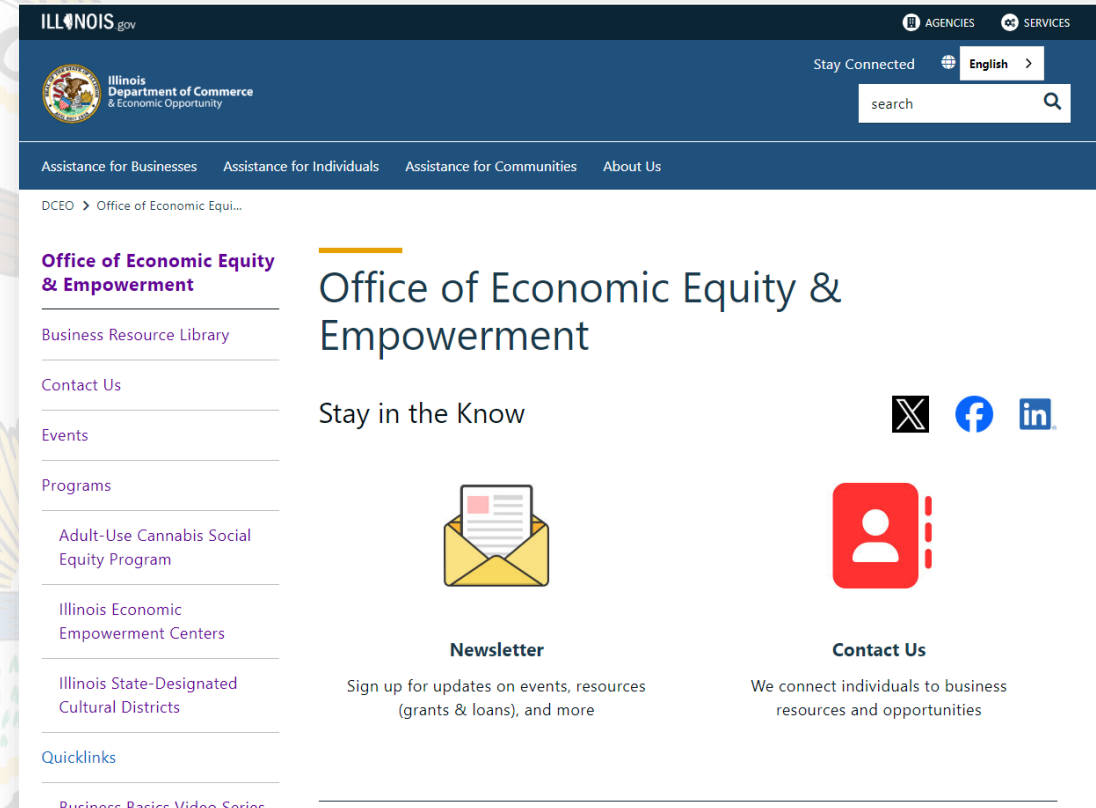


**Illinois
Department of Commerce
& Economic Opportunity**
JB Pritzker, Governor

Office of Economic Equity & Empowerment (OE3)

OE3 advocates for equitable economic opportunities across the state of Illinois for minorities-, women-, veteran-owned businesses, businesses owned by persons with disabilities, eligible not-for-profit corporations, and other underserved communities.

Through targeted programs, resources, and outreach and promotional activities, OE3 aims to create an inclusive and strong business ecosystem for communities that have traditionally faced systemic barriers to entry and growth.



Illinois
Department of Commerce
& Economic Opportunity
JB Pritzker, Governor

Team OE3

Leadership & Administration

- Rebecca Estrada, Deputy Director
- Anggi Lewis, Marketing Data Specialist
- Sindi Palomino, Administrative Assistant & Fiscal Liaison
- Victoria Haley, Marketing Analyst Intern

Business Development & Community Engagement

- Diana Alfaro, Latinx Business Development Manager
- Markayle Tolliver, African American Business Development Manager
- Edwin Tumlos, Asian American Pacific Islander (AAPI) Business Development Manager
- Michelle Lura White, Women's Business Development Manager

Grants & Loans

- Jael Olivares, Director of Grants & Loans
- Becky Bailey, Program Manager
- Becky Blankenship, Grant Manager
- Heather Smith, Grant Manager
- Anthony L. Thomas-Wesorick, Grant Manager

Cannabis Grants & Loans

- Tiffany T. Hawkins, Cannabis Loan and Grant Program Manager
- Claudine Najjar, Grant Manager
- Tamlyn Williams, Grant Manager
- Vivian Opara, Social Impact Analyst

Technical Assistance Resources



Illinois
Department of Commerce
& Economic Opportunity
JB Pritzker, Governor

First Stop Business Information Center

[First Stop](#) is a single statewide resource for entrepreneurs and businesses to obtain comprehensive regulatory and permitting information. Business specialists provide professional guidance to entrepreneurs by helping them identify and navigate regulatory requirements for their business and link them to state and local resources.

First Stop Business Information Center Services include:

- Toll free helpline 800.252.2923 or email us at ceo.firststop@illinois.gov (English/Spanish)
- [Starting Your Business in Illinois Handbook](#) (English/Spanish)
- Searchable inventory of business requirements and resources.
- Create an account and get notified when topics you care about are updated regarding requirements for your business
- Searchable guide of available programs and services
- Helpful small business publications and guides
- Regulatory Flexibility Program housed within the First Stop Business Information Center which serves as an ombudsman for small businesses. Staff reviews rules that state agencies propose and provides information about these rules to the small business community



Illinois Small Business Development Center (SBDC) Network

Small Business Development Centers (SBDCs)

Provide No Cost business counseling.

Services Include but not limited to:

- ✓ Business plans
- ✓ Accessing market info
- ✓ Financing programs/Capital
- ✓ Financial analysis and planning
- ✓ Business education and training opportunities

Apex Accelerator

Provide No Cost services to businesses looking into getting into government contracting

Services include but not limited to:

- ✓ Bid lead matching services
- ✓ Quality assurance issues
- ✓ Certifications
- ✓ Sub-contracting opportunities
- ✓ Bar Code and Packaging Info
- ✓ Review of Bid Packages
- ✓ Business Enterprise Program (BEP) certification

International Trade Centers (ITCs)

Provide No Cost services to businesses looking into international trade and exporting

Services include:

- ✓ Evaluation of company's readiness to export
- ✓ Access to foreign market information
- ✓ Documentation assistance
- ✓ Automated trade leads
- ✓ Linkages with trade representatives

To find a SBDC, Apex Accelerator, or ITC near you, please click [HERE](#).



Illinois
Department of Commerce
& Economic Opportunity
JB Pritzker, Governor

Small Business Environmental Assistance Program (SBEAP)



SBEAP assists small businesses understand and comply with environmental obligations.

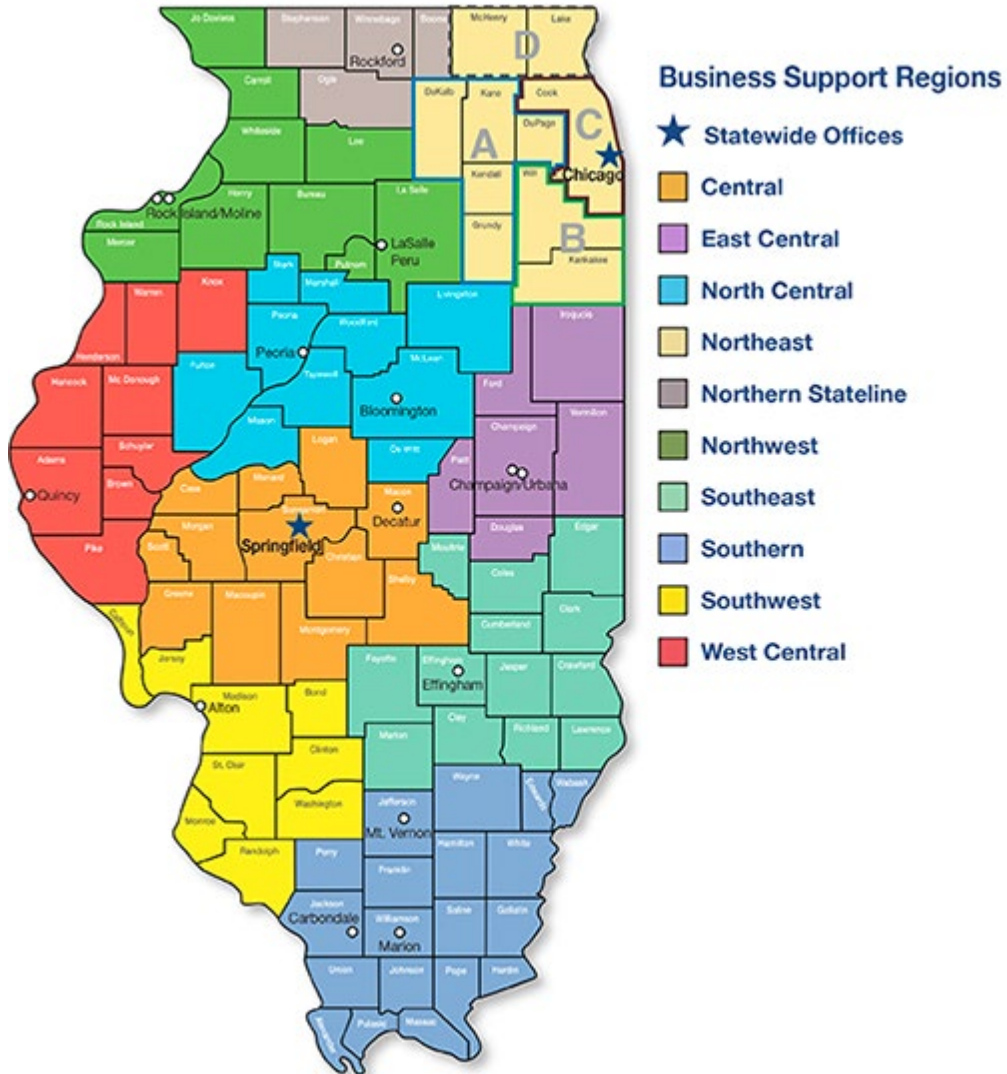
Provides fact sheets and environmental record-keeping tools.

Contact Email: dceo.sbeap@illinois.gov



Illinois
Department of Commerce
& Economic Opportunity
JB Pritzker, Governor

Regional Economic Development (Team RED)



- Provides targeted counseling and regional engagement across 10 regions statewide
- Assists businesses with tax incentives, tax credits, and other capital opportunities
- Supports business retention, expansion, and attraction



The Seal of the State of Illinois is a circular emblem. It features an eagle with wings spread, perched on a shield with vertical stripes. Above the eagle is a banner with the word "NATIONAL". To the right of the eagle is a sunburst. Below the eagle is a banner with the year "1868" and "1818". The outer ring of the seal contains the text "SEAL OF THE STATE OF ILLINOIS" at the top and "AUG. 26TH 1818" at the bottom, separated by two stars.

Funding (Grants & Loans)



Illinois
Department of Commerce
& Economic Opportunity
JB Pritzker, Governor

Advantage Illinois (AI) Participation Loan Program

Participating loan program provides funding to borrowers who have difficulty accessing traditional funding sources. DCEO takes subordinate position thereby reducing lender risk. If your lender wants to participate, please let us know.

Advantage Illinois

- Maximum participation is the lesser of 25% of the project, 50% of the loan, or \$2 million
- Maximum term is 7 years
- Rate fixed at 2% below lender rate with a floor of 2%
- Each \$50,000 participated, one FT job should be created or retained in the next two years

SEDI (Socially and Economically Disadvantaged Individual(s))

- Maximum participation is the lesser of 50% of the project (all sources of funding), 50% of the loan, or \$2 million
- Maximum term is 7 years
- Rate fixed at 2% flat
- Each \$65,000 participated, one FT job should be created or retained in the next two years.

Questions? Email at: CEO.Advantagellinois@Illinois.gov

Climate Bank Finance Participation Loan Program

Financing for the start-up and/or expansion of ventures directly involving environmentally-supportive, “green” businesses, including those that address the adverse impacts of climate change. This program is overseen by DCEO and administered by the Illinois Finance Authority (IFA).

Standard

- Maximum participation is the lesser of 25% of the total project, 50% of the loan, \$2 million
- Maximum term is 7 years
- Rate fixed at 2% per annum
- Each \$50,000 participated, one FT job should be created or retained in the next two years

SEDI (Socially and Economically Disadvantaged Individual(s)) and VSBs (Very Small Businesses)

- Maximum participation is the lesser of 50% of the total project, 50% of the loan, \$2 million
- Maximum term is 7 years
- Rate fixed at 1% per annum
- Each \$65,000 participated, one FT job should be created or retained in the next two years.

Illinois Innovation Venture Fund (INVENT)

The Illinois Innovation Venture Fund (INVENT) is a \$114 million direct equity capital program funded through the U.S. Department of the Treasury State Small Business Credit Initiative (SSBCI) and administered by the Illinois Department of Commerce and Economic Opportunity (DCEO).

General Criteria

- Fundraising round up to \$20 million
- Company has less than 750 employees
- In good standing with the Illinois Secretary of State
- Established as C-corporation
- Principal place of business/headquarters is in Illinois
- At least 51% of the employees are based in Illinois
- Focused on addressing barriers to accessing capital
 - Lack of access/exposure to fundraising processes, particularly businesses owned by Socially and Economically Disadvantaged Individuals
 - Capital Disadvantaged Businesses where founders represent disproportionately impacted areas or historically underrepresented groups
 - Industry-specific challenges (e.g., long time horizon)
- Encourages public private collaboration
- Check size range from \$10,000 to \$6 million
- Investments in the form of preferred and common equity agreements, SAFEs or convertible notes

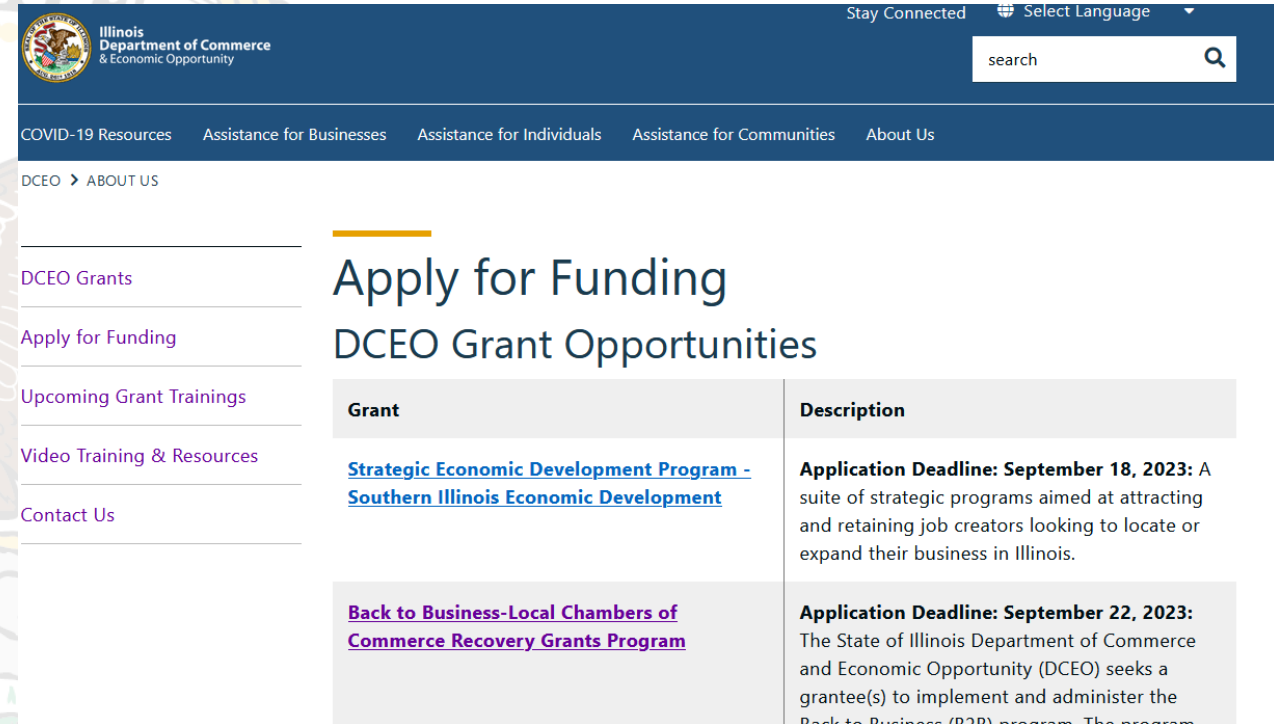
dceo.illinois.gov/illinoisinvent.html



Grants and Programs


DCEO Grants

- You can always find the full list available at:
<https://dceo.illinois.gov/aboutdceo/grantopportunities/grants.html>

Online with OE3, 1st Wednesday of every month at 10 am



Stay Connected  Select Language 

search 

COVID-19 Resources Assistance for Businesses Assistance for Individuals Assistance for Communities About Us

DCEO > ABOUT US

- DCEO Grants
- Apply for Funding
- Upcoming Grant Trainings
- Video Training & Resources
- Contact Us

Apply for Funding DCEO Grant Opportunities

| Grant | Description |
|---|--|
| Strategic Economic Development Program - Southern Illinois Economic Development | Application Deadline: September 18, 2023: A suite of strategic programs aimed at attracting and retaining job creators looking to locate or expand their business in Illinois. |
| Back to Business-Local Chambers of Commerce Recovery Grants Program | Application Deadline: September 22, 2023: The State of Illinois Department of Commerce and Economic Opportunity (DCEO) seeks a grantee(s) to implement and administer the Back to Business (B2B) program. The program |



Illinois
Department of Commerce
& Economic Opportunity
JB Pritzker, Governor

Climate and Equitable Jobs Act (CEJA)

Ecosystem: Close Coordination Required!

Workforce Training Programs



Clean Jobs
Workforce
Network Program
\$21M-24.3M/yr.



Climate Works
Pre-
apprenticeship
Program
\$10M



Returning
Resident
Clean Jobs
Training Program
\$6M/yr



Energy
Transition
Navigator
Program
\$6M/yr

FEJA programs: Craft Apprenticeship Program, Solar Training Pipeline Program, Multi-cultural jobs program

Other CEJA: EV Workforce,

OTHER DCEO Programs: IllinoisWorks, WIOA

Economic Development Programs



Contractor
Incubator
Program
\$21M/yr.



Primes
Contractor
Accelerator
\$9M/yr.



Jobs and
Environmental
Justice Grant
Program
\$34M/yr



Energy Future
Transition
Community
Grant Program
\$40M/yr

Other DECO: OEIT, OE3

Commissions and Councils

- Energy Transition Workforce Commission
- Energy Workforce Advisory Council

Pre-Qualification Requirements

Steps to get pre-qualified for State of Illinois programs



DCEO Grant Trainings

- [Upcoming Grant Trainings – Sign Up](#)
 - Virtual Office Hour – Tuesdays at 2pm
 - Pre-Qualification Training – 1st Wednesdays of the month at 9am
 - Various Topics Training – 3rd Wednesdays of the month
- [Video Training & Resources](#)
 - Short videos on YouTube about different parts of the process.
- Contact DCEO Grant Help Desk: ceo.GrantHelp@illinois.gov or [Help Desk Inquiry Form](#)

DCEO Grants



Apply for Funding

Search a current listing of DCEO grant opportunities including application links and information, as well as information on Capital Grants.



Upcoming Grant Trainings

Interested in learning more about the grant process? See the calendar listing of upcoming live training opportunities and sign-up for future grant trainings.



Video Training & Resource Library

A collection of training videos from all facets of the grant lifecycle.



Contact DCEO Grant Help Desk

Need assistance with a grant-related question? Click here to



Illinois
Department of Commerce
& Economic Opportunity
JB Pritzker, Governor

Helpful Places Where You Can Find Grants

Some Places Where you Can Find Grants

- DCEO website, click [HERE](#)
- Illinois Catalog of State Financial Assistance click [HERE](#)
- US Small Business Administration (SBA) Website, click [HERE](#)
- GRANTS.gov Website, click [HERE](#)
- SAM.gov Website, click [HERE](#)





Illinois
Department of Commerce
& Economic Opportunity
JB Pritzker, Governor

Workforce



STATE OF ILLINOIS - WORKFORCE PORTAL

<https://www.illinoisworknet.com/>



Illinois
Department of Commerce
& Economic Opportunity
JB Pritzker, Governor



Additional Resources



Illinois
Department of Commerce
& Economic Opportunity
JB Pritzker, Governor

Illinois Made

Illinois Made celebrates those makers, creators, and artisans who help craft Illinois by hand, inspiring visitors and fellow Illinoisans to discover more about the state by experiencing firsthand the passion that makes it thrive.

Examples of Illinois Made makers include

- Artisans & Craftspeople (i.e., Carpenters, Potters, Glass Artists, Painters)
- Food & Beverage Artisans (i.e., Distillers, Brewers, Cheese Makers, Coffee Roasters, Farm-to-Table Restaurateurs)
- Farmers, Winemakers/Viticulturists
- **Global Makers:** artisans and businesses whose reach extends into international markets but whose humble beginnings are right here in Illinois



<https://www.enjoyillinois.com/illinois-made-old/illinois-made-criteria/>



Illinois
Department of Commerce
& Economic Opportunity
JB Pritzker, Governor

Business Enterprise Program

What is BEP?

The [Business Enterprise Program](#) is committed to fostering an inclusive and competitive business environment that will help businesses owned by Minorities, Women and Persons with Disabilities and Veterans increase their capacity, grow revenue, and enhance credentials.

Process is FREE of charge.

Eligibility

- At least 51% owned and controlled by a minority or demographic group
- Owner is a US citizen or permanent resident
- Annual gross sales of less than \$150 million

Benefits of being a BEP Vendor include:

- Access to State Opportunities
- Recognition within other municipalities and organizations
- Marketing Opportunities
- Listed on public online directory



BEP and/or VBP Certification

Search or join our database of registered and/or certified vendors

BEP and/or VBP Certification Directory

Apply for BEP and/or VBP Certification

BEP help desk 312-814-4190 / 1-800-356-9206
e-mail CEI.BEP@illinois.gov



Illinois
Department of Commerce
& Economic Opportunity
JB Pritzker, Governor

Stay Connected with OE3 Outreach Team



Diana Alfaro
Latinx Business
Development Manager

*Also supports Native
American / American
Indian, Arab / MENA*

C: 312-919-3620
diana.alfaro@illinois.gov



Markayle Tolliver
African American Business
Development Manager

Also supports Veterans

C: (312) 235-9809
markayle.tolliver@illinois.gov



Edwin Tumlos
Asian American Pacific
Islander (AAPI) Business
Development Manager

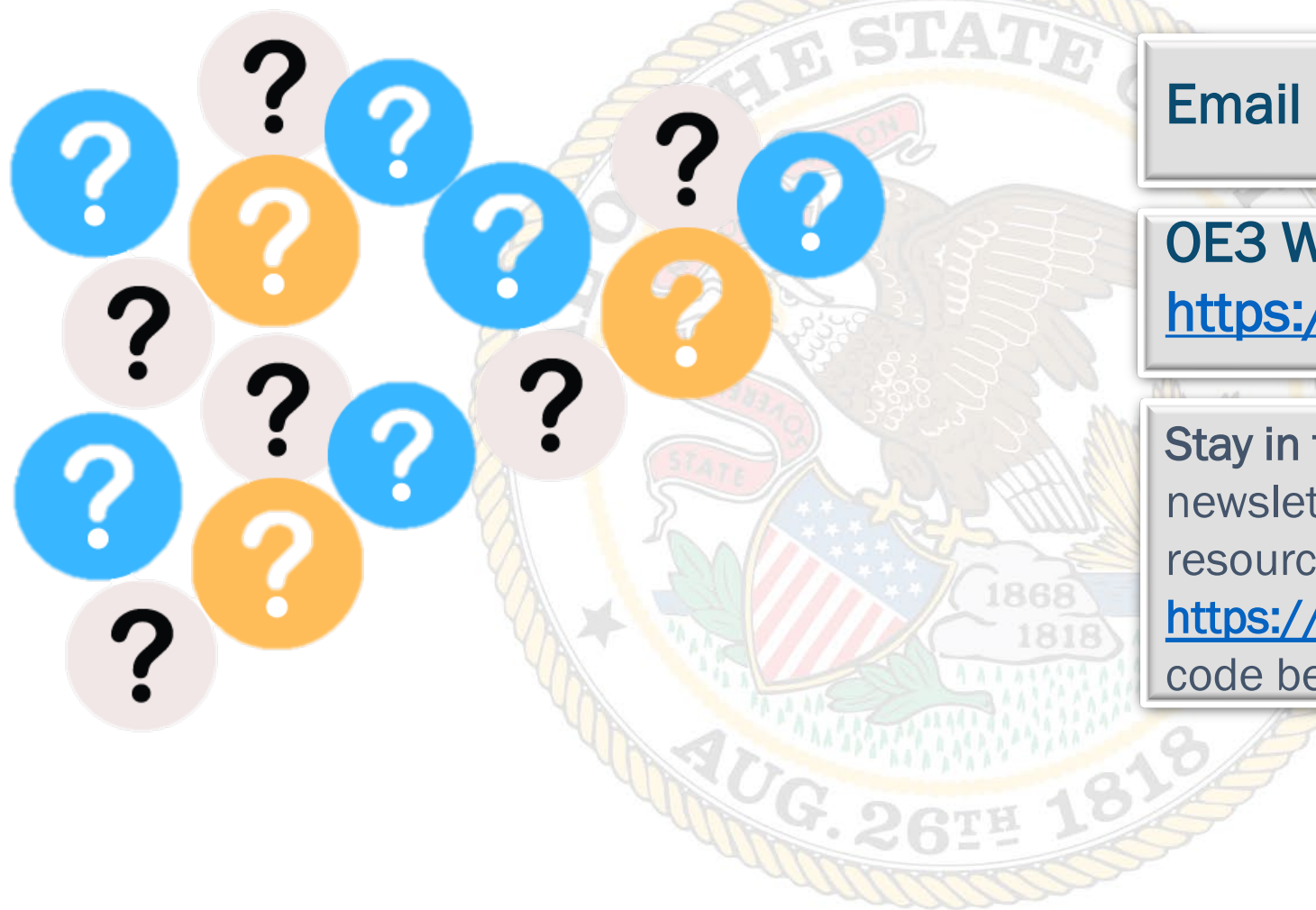
*Also supports LGBTQIA+
and Persons with Disabilities*



Michelle Lura White
Women's Business
Development Manager

C: 872.272.0094
Michelle.White@Illinois.gov

Questions?



Email us: CEO.OE3@illinois.gov

OE3 Website:

<https://dceo.illinois.gov/oe3.html>

Stay in the loop! Sign up for our newsletter and be the first to know about resources, events, and more
<https://bit.ly/3K6nXCO> or scan the QR code below



Follow DCEO

