

The Industrial Council of Nearwest Chicago (ICNC) is a nonprofit and economic development organization focused on driving business growth on Chicago's Near West side over the past 50 years. With over 416,000 square feet of space, Make City is one of the largest and oldest small business incubators in the country. ICNC works with start-ups and established businesses in industries such as manufacturing, food/beverage, apparel/textiles, and more. It provides a full range of services including no-cost business advising, export assistance, business advocacy, workforce development services, and more. ICNC is a partner in creating The Hatchery, a food and beverage incubator currently under construction and scheduled to open in late 2018 in East Garfield Park.

Who

- Founded **51 years** ago in **1967** by a group of small business owners who wanted a combined voice with regards to city services
- One of the **world's largest and oldest** business incubators, providing assistance to more than **100** small businesses
- Program staff of 12, led by **Executive Director Steve DeBretto**

Where

- Located in the Kinzie Industrial Corridor, a Planned Manufacturing District of the City of Chicago
- On the thriving Nearwest side of Chicago, near **major highways** and **public transportation**, and blocks North of the **United Center**.
- The ICNC Incubator began in the 1980's when we were granted four buildings totaling **416,000 square feet**, which was once a plumbing foundry built in the late 1800s
- Easy access to **13 freight elevators** and **loading docks** makes the incubator ideal for manufacturing companies
- The available units range from **800 square feet** to over **25,000 square feet**
- Food and beverage is the largest segment in the incubator, which led to the creation of The Hatchery, followed by apparel and textiles, and every industry in between

What

- Provides business **advising, advocacy**, and **workforce development** assistance
- Houses an **Illinois Small Business Development Center (SBDC)** and an **Illinois International Trade Center (ITC)**
- A Member community of over **400 businesses**
- Holds frequent **training** and **educational seminars** and **networking** events

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ICNC founded as an economic development organization.

1967



Non-profit organization, KIDC, formed.

1984



ICNC granted an IL Small Business Development Center (SBDC).

2005



EMT Program begins in partnership with the Chicago Foundation for Women begins.

2008



Winner of the SBA's "Growth Accelerator Fund Competition."

2015



City of Chicago announces Damen Green Line Station, which ICNC advocated for 15 years.

2017



Groundbreaking of The Hatchery Chicago.

1980

Incubator buildings granted to ICNC.

1998

The Kinzie Industrial Corridor formed.
Tax Increment Financing (TIF) partnership begins with City of Chicago.

2006

"Incubator of the Year" Award by the National Business Incubator Association.

2010

ICNC granted an IL International Trade Center (ITC).

2016

Partnership with Accion Chicago to establish The Hatchery, a new food and beverage incubator planned for Garfield Park.



356
Businesses
Assisted



1,700+
Hours of
Advising



170
Jobs
Created



70
Job
Placements



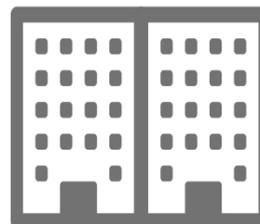
\$18 M
Funding
Obtained



\$35 M
Export
Sales



18 New
Incubator
Companies



14
Incubator
Expansions

Products on White Photography

www.powproductphotography.com

POW Photography is a Chicago-based small business which leverages technology to automate, simplify, and manage the traditional, labor intensive, highly segmented business of commercial photography. They focus on internet product photography where the demand continues to grow at a high rate.

Jeff Delacruz of POW explains, "We specialize in photographing small products on white backgrounds for ecommerce sellers. To put it simply, if you look on Amazon, someone needs to photograph all those products on white backgrounds and that's what we do. Our automated ordering system allows us to offer lower prices, keep quality consistent, and keep turnaround times efficient." Although they work with some large corporations, the majority of their customers are other small businesses.

POW was originally located in the ICNC incubator where they were able to build a cost effective studio and worked with the IL Small Business Development Center (SBDC) there. With assistance from the SBDC, they were able to obtain financing to fund technology development that allowed them to efficiently grow their business and make the experience easier for their customers. They recently graduated from the incubator and moved into a 3,200 sq. ft. state-of-the-art photography studio in the North center neighborhood of Chicago where they continue to grow their business and create new jobs.



Chicagoland Beverage Company

www.cbcbev.com

Chicagoland Beverage Company is a distributor of coffees, teas, and other non-alcoholic beverages employing about eighteen people in Chicago's Kinzie Industrial Corridor. The firm has been a client of the Illinois Small Business Development Center (SBDC) at ICNC since 2006. Running out of room in its two aging buildings, the company sought assistance from ICNC to secure a Small Business Improvement Fund grant to repair the roof and interior of one building and repave the loading area and parking lot. ICNC also facilitated access to a New Markets Tax Credits supported loan to construct a third building connecting the two existing into one facility, greatly improving operations. The expansion created approximately five new jobs.

CCO and CFO Sean Story said, "The SBDC at ICNC has been integral in helping CBC obtain SBIF funding, class 6(b) Eligibility and New Market Tax Credit funding. All of which have helped us fund our new addition, perform capital improvements to our existing project, and most importantly, given us the capacity to remain in our existing location and continue to grow and expand our operations." Without ICNC assistance, Chicagoland Beverage may have sought a new home leaving the buildings to crumble and taking its jobs out of Chicago.



Jarvis Lighting

www.jarvislights.com

Jarvis Lighting is a Chicago-based manufacturer of LED light fixtures for many applications, including gas stations, parking lots, security lighting, and other industrial uses. Owner Kirby Corkill started the business several years ago when his father, an electrician, could not find a good quality, cost-effective LED light, so he decided to build them himself. Jarvis moved to the ICNC incubator in 2012 with 2,900 square feet of space and expanded to over 16,000 square feet by 2016. While at ICNC, Jarvis was able to take advantage of many of its resources including assistance with sourcing/hiring new employees; export assistance to research markets, obtain certification in other countries, and obtain a grant for export expenses; business advising on topics such as distribution and RFP processes; small business seminars; and networking with other small businesses. Jarvis recently graduated from ICNC and relocated to a larger production facility in the Chicago suburbs.

Jarvis Corp. President Kirby Corkill said, “The ICNC is a great space to start and grow a company. Our company was able to grow faster because we were surrounded by other innovative companies and people who want to help these companies develop. The incubator experience was an important factor in our success.”



Great Central Brewing Company

www.greatcentralbrewing.com

Great Central Brewing Company is Chicago’s first craft-dedicated contract brewing facility. They passed over less expensive land options in the suburbs and moved to the Kinzie Industrial Corridor in 2016 for the logistical, tax, and operational efficiencies provided by the PMD zoning. This zoning is one of the mechanisms that allows Chicago to attract and retain the industrial development essential to its economic future. Great Central is highly involved with promoting ICNC’s mission and drew on our assistance during their move, again showing that the PMD helps to get things Made In Chicago.

“The ICNC has been an invaluable partner in helping GCBC. Their ability to connect us with the right resources, along with their expert knowledge and insight gained from 50 years of supporting Chicago manufacturing in the PMD, has made establishing our business a lot easier. We couldn’t have come this far without them. That, and they’re just good people—and fun to have a beer with!” said Great Central Brewing Company Co-Founder Conor McFerran.

