

2021

Client-Reported Impacts



5,679

Jobs Created and Retained



19:1

Return on Investment



1617

Companies Assisted



\$967,314

Average New and Retained Sales
per client/project



\$65,662

Average Cost Savings
per client/project

\$450,502,048

Aggregate Impact to the Illinois Economy



Plan. Implement. Excel.

An Inclusive and Diverse Strategy to Solve Workforce Gaps

Gilster-Mary Lee Corporation

Chester, IL | 600 employees | gilstermarylee.com

In an effort to increase productivity while improving retention in understaffed positions, Gilster-Mary Lee is designing a workplace that can support neurodiversity and successfully hire those on the autism spectrum.

The process began late 2019 when Gilster-Mary Lee teamed up with IMEC and the Autism Workforce to build a sustainable environment to hire community members with Autism or other neurodiverse disorders. Starting with their pasta plant in Steeleville, the combined efforts of this team have been able to set up a training program, regular guidance and a model for long-term employment.

With great success in their first phase of this program, Gilster-Mary Lee is expanding this program to more of their locations throughout 2021 and 2022. With the help of IMEC, they are continuing to build out their neurodiversity hiring program as a strategic workforce solution for high turnover positions.

Results

- Anticipated New / Retained Sales: \$50,000
- Jobs Created or Retained: 6
- Anticipated New Investments: \$25,000
- Anticipated Cost Savings: \$25,000

Documenting Processes & Knowledge for the Future

Quad City Engineering

East Moline, IL | 25 employees | quadcityeng.com

The team at Quad City Engineering, Co. (QCE) had been relying on tribal knowledge to run daily operations. Eventually, this resulted in additional time spent on daily tasks, missed business opportunities, and low productivity.

The process began with a high-level gap analysis that revealed areas of improvement needed prior to a successful registration audit. Together with IMEC, QCE created a Quality Manual with processes, risk assessments, SWOT analysis and an ISO standards Internal Auditor Program and training. QCE is now ISO 9001:2015 certified and their team is able to keep their continuous improvement process thriving.

Results

- Anticipated New / Retained Sales: \$500,000
- Jobs Created or Retained: 25
- Anticipated New Investments: \$130,000
- Anticipated Cost Savings: \$131,000

A Compliant Path to Cybersecurity in the DoD Supply Chain

Midwest Aero Support, Inc

Machesney Park, IL | 16 employees | midwestaerosupport.com

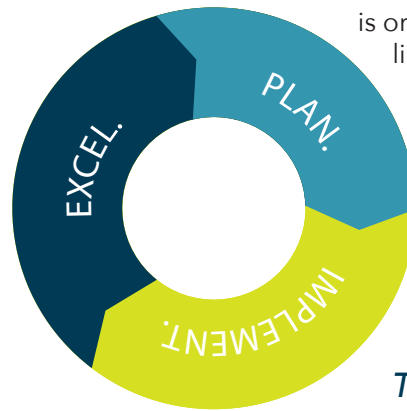
Needing to learn the different phases and requirements to achieve compliance to continue doing business with DoD contractors, Midwest Aero Support was guided by IMEC through the cybersecurity compliance process.

The Department of Defense mandated that all government contractors and their subcontractors become compliant with DFARS 252.204-7012 security requirements in accordance with NIST 800-17

The first step in Midwest Aero Support's compliance journey was to verify their compliance and start completing vulnerability scans. These findings indicated that the security processes are working. After verification, they were able to submit their self-assessment score into the Supplier Performance Risk System (SPRS) ahead of the deadline and continue the ongoing remediation efforts required to achieve full compliance. All CUI digital and printed data is organized and stored in one central location with limited access to select individuals

Results

- Anticipated New Sales: \$600,000
- Anticipated Retained Sales: \$412,000
- Jobs Created or Retained: 7



Optimizing Product Offerings to Customer Needs

Trim-Tex

Lincolnwood, IL | 175 employees | trim-tex.com

With a large amount of SKUs currently in their portfolio, Trim-Tex wanted to find a way to simplify their product offerings and focus on the products that best match their customers' demand.

Partnering with IMEC, the Trim-Tex team was able to identify which product SKUs were most utilized by their customers and start to phase out those that were no longer a fit. Using the 80/20 methodology, they were able to train leadership on this concept as well as start re-establishing their product lines. This has led to a market-centric approach to continue to meet customer needs and remarkable cost savings that can be optimized well into the future.

Results

- Anticipated New / Retained Sales: \$2,000,000
- Jobs Created or Retained: 168
- Anticipated New Investments: \$1,300,000
- Anticipated Cost Savings: \$4,500,000