

Illinois Manufacturing Excellence Center

BUSINESS NAVIGATOR ALLIANCE
OF SOUTHCENTRAL & SOUTHEASTERN ILLINOIS

May 30, 2024

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www.ILBusinessNavigators.com

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Business Navigator Alliance of Southcentral and Southeastern Illinois

- Regional collaboration for the Community Navigator Program
- Purpose: provide professional outreach and technical assistance for local, state, and federal economic relief programs
- Mission: to ensure that small businesses in our region are competitive in applying for necessary resources
- Goal: position local businesses for success by acceleration business recovery and growth

COLES Together

SULLIVAN ILLINOIS
CHAMBER & ECONOMIC DEVELOPMENT

The Alliance
BRIGHTON REGIONAL GROWTH ALLIANCE

CCDA
Crawford County Development Association

MARSHALL AREA CHAMBER OF COMMERCE

PEDCO

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BUSINESS NAVIGATOR ALLIANCE
OF SOUTHCENTRAL & SOUTHEASTERN ILLINOIS

Webinars
Outreach Events
Virtual Office Hours
Offer 1-on-1 Technical Assistance

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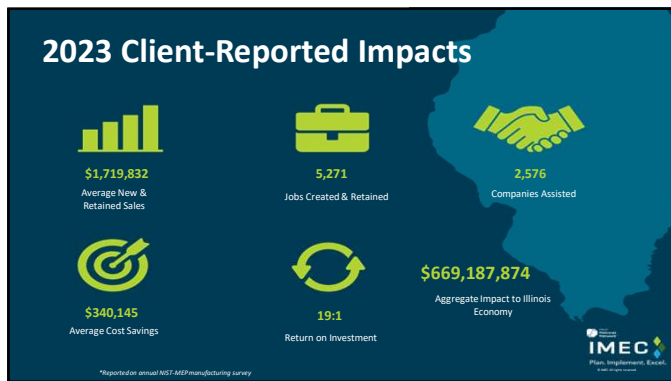
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Meeting Manufacturers Where They Are:

- 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!

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A Validated Leading-Edge Model

Leading Your Company	Improving Your Operations
Planning for Success	Focusing on People
Growing Your Business	Deciding With Data

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LEADING YOUR COMPANY



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

Manage Change Effectively	Develop Impactful Leaders	Create Healthy Workplaces
<ul style="list-style-type: none"> Transition and succession planning Change management planning Improve employee engagement Financial planning and systems Plan for retirement Attract and retain talent Navigate resistance to change 	<ul style="list-style-type: none"> Leadership development and coaching Front-line supervisory training People and process alignment Effectively communicate with teams Training within industry (TWE) 	<ul style="list-style-type: none"> Create an inclusive workplace Team coaching ERG (Employee Resource Group) Become an employer of choice

Solutions That Address Challenges Like:

- Unanticipated departures of key employees or impending retirements
- Workforce skills shortage
- Unclear steps to begin developing a succession plan
- Lack of coordination across business functions
- Uncollaborated teams
- Low adherence to safety, efficiency, and/or quality protocols
- Lack of consistent accountability or follow-through
- Unclear mission, vision, and values


"Collaboration can only make IFH stronger and will help us attract the next generation of leaders."

Pat Murphy, Director of Operations, IFH Group



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PLANNING FOR SUCCESS



Tools and resources to define your company's future and build the plan for organizational success.

Think Big Picture	Innovate and Improve	Benchmark Your Progress
<ul style="list-style-type: none"> Short and long-term goal planning Identify and communicate mission, vision, and values Succession planning Change management Business continuity planning Strengthen organizational culture 	<ul style="list-style-type: none"> RACI Business Process Organization Health Planning Gamma Walks Policy development and management Process improvement Implement standardized work 	<ul style="list-style-type: none"> Risk assessment and management Internal audits Market analysis Measurement and KPIs Excellence recognition program

Solutions That Address Challenges Like:

- Lack of long-term goals for company
- Unclear strategic objectives
- Poor policy development
- Non-standardized work
- Inability to execute plan for future or unclear how to execute plan
- Lack of measurable KPIs
- Unclear mission, vision, or values for company
- Inefficient business processes
- Failure to meet quality standards / compliance

"A community of people on the same journey, which together, are truly helping each other."

Sheri Hill, Associate VP of Quality and Safety, Elmhurst Hospital



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GROWING YOUR BUSINESS



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

Grow Your Profits	Get Found Online	Penetrate the Market
<ul style="list-style-type: none"> Sales training No showing support E-commerce and selling online Sales collateral development 	<ul style="list-style-type: none"> Search engine optimization Website development Create and maintain a strong online presence Customer relationship management Video production Social media setup and content planning 	<ul style="list-style-type: none"> Marketing strategy and execution Market research and analysis Business plan development Voice of the customer Grow customer base Recruitment marketing

Solutions That Address Challenges Like:

- Not meeting sales projections
- Lack of marketing / sales supervision
- Apprehension about how to market the company
- Lack of marketing plan or direction
- Ineffective or no online presence
- Layoffs, lost shifts, or excess capacity
- Expanding into larger markets
- Lack of consistent message to the marketplace
- Weak branding
- Inefficient tools to use in sales calls

"In order to grow, and to really be able to get our services to people outside of our city, we needed help... so [IMEC] came right alongside me, and now we have this beautiful website that you see."

Armanda Compton, Owner, Sangamon Reclaimed



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IMPROVING YOUR OPERATIONS

Tools and resources to grow your business, drive up sales in the customer and develop more efficient processes.

Build Business Resilience:

- Supply chain management
- Inventory management systems implementation
- Risk management planning
- Supplier diversity
- Refining import substitution
- Supplier scouting / match making

Learn Into Productivity:

- Problem solving skills training
- Workplace organization
- Lean transformation
- Systematic plant layout
- Safety Programs and Training
- Standardized work
- Improve process workflow

Focus on Quality:

- Quality management systems implementation
- Automation assistance
- Total productivity maintenance
- FMEA analysis

Solutions That Address Challenges Like:

- High scrap rates
- Frequent customer complaints
- Supply chain disruption
- Long lead time
- Unorganized workspaces
- Lack of quality management system
- Inefficient processes
- Slowdown in productivity
- Excessive downtime
- No KPIs
- Inefficient problem solving

"Bonnell Industries is making great strides on our Lean Journey by blending on influx of outside expertise from the IMEC team, and integrating it with our experienced employees, creating hybrid built for success."

William Hinzsche, COO, Bonnell Industries, Inc.

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Your Improvement Journey

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FOCUSING ON PEOPLE

Tools and resources to maximize productivity, enhance engagement, and develop a more resilient and motivated team.

Revitalize Company Culture:

- DEI Training
- Leadership / Executive Coaching
- Team Leader & Team Building
- Change Management Assessment
- Improved Communication

Boost Employee Engagement:

- Employee Engagement / Pulse Surveys
- Workforce and Engagement Tracking
- Stay / Exit Interviews
- Cost of Turnover Calculation

Develop Your Team:

- Customized Career Pathways
- Health and Safety Programs
- Training Within Industry
- Succession Planning
- How to Train for Automation

Solutions That Address Challenges Like:

- High turnover or absenteeism
- Inadequate employee onboarding
- Limited cross-training and/or standardized training
- Disengaged workforce
- Difficulty attracting and retaining skilled employees
- Absence of mission, vision, values
- Low employee morale
- Lack of defined career pathways
- Non-existent succession strategy

"Our investment in people goes hand-in-hand with our success."

George Sobota, Plant Operations Manager, Trim-Tex

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DECIDING WITH DATA

Tools and resources to find the right technology and advanced solutions to optimize your business.

Embrace New Technologies:

- Advanced manufacturing technology deployment
- Implementation and process services
- Policy deployment
- Cybersecurity
- Product lifecycle (PLM)
- Industrial automation solutions

Build Business Resilience:

- Overall equipment effectiveness
- Quality management systems
- Manufacturing information systems
- Increased supply chain transparency
- SWOT analysis
- Business process optimization

Manage Key Assets:

- Key performance indicators
- Performance dashboards
- Customer relationship management
- Learning management systems

Solutions That Address Challenges Like:

- Lack of data / metrics
- Manual data gathering
- Poor integrity or accuracy of data
- Inadequate or lack of cybersecurity
- Breach of information
- Poor problem solving
- Difficulty tracking and understanding results
- Uncertainty around which technologies to invest in
- Inability to measure performance
- Poor productivity

"IMEC takes time to listen to everyone's perspectives and they're very patient. These projects have helped us take a big step forward in modernizing our business processes."

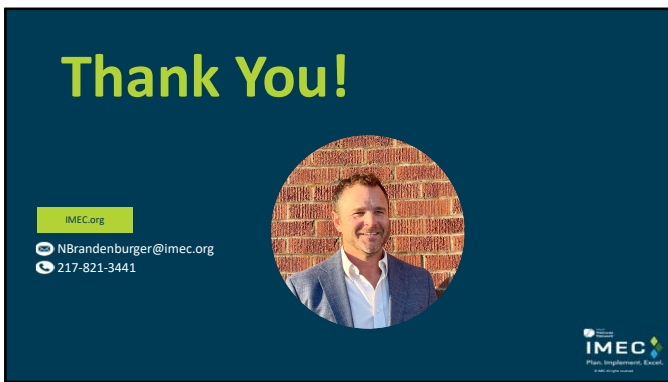
Mike Koenigsheim, VP of Manufacturing, Borealis, Inc.

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Thank you!

 **BUSINESS NAVIGATOR ALLIANCE**
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