



2010 and Beyond:
**Partnering to Increase
Competition, Diversity, and
Economic Stability**

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Who is CCO?

Community Construction Outreach of Peoria (CCO) is a community-wide, non-profit organization made up of owners, construction and business leaders, trades organizations, and civic and community organizations whose vision is to create *“A community transformed through leadership, increased economic opportunity, innovative education, and diversity.”*

CCO's Board is made up of representatives from its various member institutions. , those members include: Absolute Risk Management Strategies; City of Peoria Office of Equal Economic Opportunity; Consolidated Business Services; Heinold-Banwart, Ltd.; M.A. Mortenson Company, Inc., (non-voting); OSF Healthcare System, Inc.; Peoria Citizens Committee for Equal Opportunity, Inc.; and the West Central Illinois Building and Construction Trades Council.

What we Do

At CCO, our mission is to *“Enhance communities by increasing and sustaining diversity, a skilled workforce, and qualified contractor capacity.”*

We work together with owners, prime contractors, sub-contractors, laborers, and the community to close the gap between construction opportunities and the number of qualified contractors and laborers who are capable of fulfilling those opportunities.

We close the gap by providing comprehensive Training Services, Supplemental Services, and Mentor-Matching with Prime contractors.

The Companies we Serve

CCO serves all of Central Illinois. More specifically, our services are available to any and all construction prime and sub contractor small businesses and all construction workers throughout the region. For prime contractors that includes businesses with revenues less than \$10 million dollars per year, and for sub-contractors, businesses whose revenues do not exceed \$5 million dollars per year.



Simultaneously, CCO recognizes that historical disparities have existed in both contracting and workforce opportunities, and therefore, we work to bridge those gaps by concentrating our initial program efforts to assist minority and female workers as well as minority- and women-owned construction companies.

The Benefits

Long-term, one of CCO's goals is to ensure that the Central Illinois construction industry will be able to provide owners with the brightest, most talented and capable contractors and laborers for years to come. This will result in:

- ✚ Additional qualified contractors and sub-contractors in the local market (including MBE, WBE companies)
- ✚ Increased competition
- ✚ Better pricing
- ✚ Safety risk reduction
- ✚ A stronger workforce
- ✚ A stronger local and regional economy

Those are the tangible benefits. The intangible ones are better relationships based on building trust, developing professional networks, creating new models of business in the industry, capitalizing on successes, fostering mutual respect, and performance accountability, particularly between CCO contractors and the program mentors.

Success Stories

In our first year alone, several small minority- or women-owned companies have enjoyed tangible benefits through our programs. All of these successes are significant, but the following are among the most noteworthy:

AFE Construction

AFE Construction entered into a joint venture agreement with Tabitha Ventures to work on the Milestone project in a contract worth over \$500,000.00. As a member of CCO, AFE was able to utilize our services to become signatory to



the Carpenter's Union with assistance navigating through the paperwork and acquiring bonding. AFE utilized CCO in the joint venture to actually craft the JV Agreement. Once the joint venture (Tabitha/AFE Joint Ventures) was created, the new entity utilized CCO to put in place the required jobsite safety plan, conduct weekly safety meetings onsite, conduct monthly risk assessments, and develop its drug policy and reporting procedures.

As a member of CCO, AFE Construction also utilized CCO to bid and secure work for the Pekin Housing Authority in the amount of \$91,000.00, and for the Peoria Housing Authority in the amount of \$100,000.00.

Joseph and Associates

Joseph and Associates utilized CCO to craft a joint venture opportunity with AFE and Tabitha Ventures to provide rough carpentry work on the 3rd and 4th floor of the OSF Healthcare Milestone project. As a member of CCO Joseph and Associates utilized CCO to respond to and mitigate 5 OSHA violations resulting in a reduction of \$5,000.00 in potential fines.

Buddy's Grounds Maintenance

As a member of CCO, Buddy's ground maintenance utilized CCO to develop a contract and secure the seeding and erosion control work for the Alpha Park Library project at 3527 South Airport Road in Bartonville, Illinois.

Our Goal: A Model Program

The successes of the first year of this initiative are measurable. However, CCO has much to achieve and the goals are steep. The primary objective is to develop a model program, one that can be replicated, exported to communities statewide, and eventually, nationwide. CCO's model program will include:

- ✚ Expanded Numbers of Program Participants
- ✚ Increased Numbers of Pro Bono Support Organizations & Financial Partners
- ✚ Best Practice Development
- ✚ Construction Business Incubator Services



- ✚ Certified Business Training Programs
- ✚ Affirmative Action Requirement Status
- ✚ Youth Education on Trade/Union Opportunities
- ✚ A Robust Workforce Development Program

Why Should You Become a CCO Partner?

Competition. Future construction in Central Illinois will demand a marketplace that allows owners to compete for the brightest, talented and most capable individuals the local community has to offer. Ensuring that future requires working together now to develop companies who can compete in that marketplace.

Diversity. By partnering with Community Construction Outreach of Peoria you'll enhance the ability of the owner community to utilize those prime contractors who share similar visions, missions, and goals. Contractors who want to reduce their Equal Employment Opportunity risk, but who also are dedicated to developing a workforce and a business environment that embraces our diversity and promotes a true reflection of Central Illinois' general population.

A Stronger Economy. When local workers and contractors compete and thrive, so does our local economy. Your partnership with CCO will ensure that billions of construction dollars used to build our area's buildings, highways, and roads will stay in Central Illinois where they can be reinvested in our local economy, increase our tax base, and add to our overall economic stability, not be invested in communities elsewhere.

Partnership Levels: How You can Help

As you see already, supporting CCO benefits your company or organization as well as the local community and the economy we all share! However, CCO benefits do not end there; we also have established a three-tiered partnership approach that offers additional benefits to our sponsors.

Three (3) levels of partnership:



🚧 Gold Partner – \$10,000 Level

- Utilize CCO Participants for contracting opportunities and save through competitive pricing.
- Seat on CCO Board of Directors
- Speaking/Educational presentation opportunities
- Representation on CCO Website
- Company logo on CCO brochures
- Opportunity to represent CCO at press conferences

🚧 Silver Partner – \$5,000 Level

- Utilize CCO Participants for contracting opportunities and save through competitive pricing
- Speaking/Educational presentation opportunities
- Representation on CCO Website

🚧 Bronze Partner - \$1,000 Level

- Utilize CCO Participants for contracting opportunities and save through competitive pricing
- Company logo on CCO brochures
- Opportunity to represent CCO at press conferences

The general criteria for CCO Partnership are a commitment to CCO's vision of success along with your financial commitment.

Thank you for Your Support!

Community Construction Outreach of Peoria, Inc. thanks you for your partnership support in helping to build workforce and contractor capacity and a stronger, more sustainable economy throughout Central Illinois. Thank you!