



WHERE THERE'S A WILL, THERE'S A WAY.

AEG CHICAGO 2023 Q3

STAKEHOLDER CHALLENGE

GRID MODERNIZATION



Presenter:

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Solutions-Oriented Since 1986

THE WILL GROUP

WHERE THERE'S A WILL, THERE'S A WAY.

- **Services:** Provide products and services to leading companies in Construction and Utility Industry.
- **Team:** Knowledgeable and solutions-oriented team.
- **Culture:** Operate under the philosophy and mission, “Where There’s A Will, There’s A Way,”.
- **Single Source Provider:** Our competitive distinction is our ability to be an encompassing single source provider for our clients’ engineering, management, and sourcing needs.
- **Representative:** We represent some of the industry’s most prominent electrical infrastructure manufacturers.
- **ComEd Partnership:** Long history in playing a key role in ComEd’s deployment of Smart Streetlights and voltage optimization (VO), which automates decision making and delivers just the right amount of energy to power homes and businesses.



“The Will Group is committed to enhancing opportunities for individuals interested in the construction and electrical industries. Like ComEd, we believe in building a stronger and more diverse workforce for construction-related jobs in Illinois.”

- Stephen Davis, Chairman & Founder, The Will Group

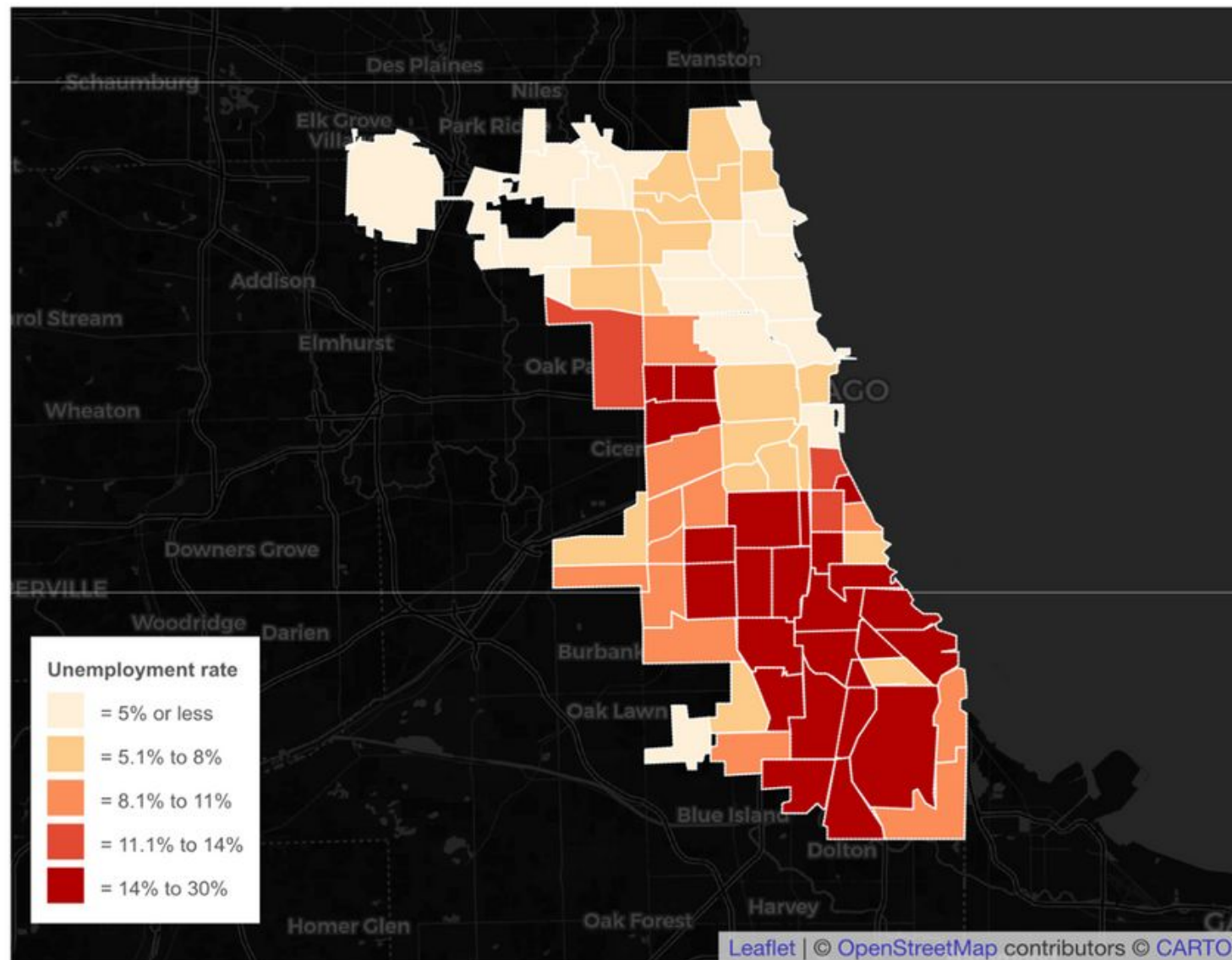


PLACE BASED STRATEGY | REAL SYSTEMIC CHANGE



The United States Centers for Disease Control and Prevention (CDC) defines social determinants of health as "life-enhancing resources, such as food supply, housing, economic and social relationships, transportation, education, and health care, whose distribution across populations effectively determines length and quality of life." These include access to care and resources such as food, insurance coverage, **income**, housing, and transportation.

UNEMPLOYMENT RATES

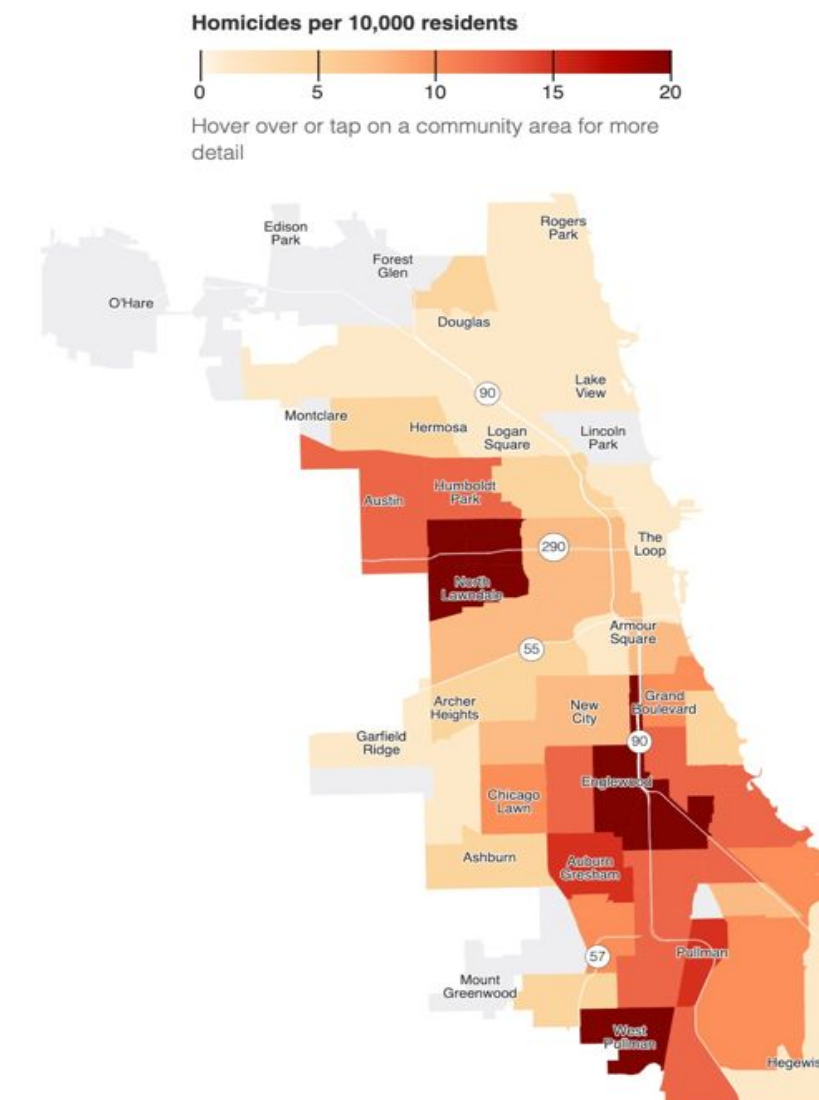


Note: Unemployment rate is for age 16 and older

Sources: Chicago Metropolitan Agency for Planning and U.S. Census Bureau's 2016-2020 American Community Survey

HOMICIDE RATES

Chicago's homicide rate for each community area in 2021



Sources: [City of Chicago's violence victimization data through Dec. 23, 2021](#) and Sun-Times analysis of 2020 census data
Graphic by Jesse Howe/Sun-Times

OPPORTUNITY = SPRINGBOARD FOR GROWTH

- The Chicago Smart Lighting Program has been a springboard for our company, enabling us to grow from a 15,000 square foot facility to our new 120,000 square foot mixed-use development.
- Over the course of four years, the program has installed over 270,000 LED lights across the entire city

K-TOWN BUSINESS CENTRE | INVESTING IN COMMUNITIES

The Will Group's industrial business centre centralizes and expands our existing facilities in the North Lawndale Community of Chicago. Phase 1 consists of a three acre parcel of land that had not been on the City's tax rolls for nearly two decades. The 20MM+ investment will have the potential to create more than 200 jobs. The existing mixed-use facility is used for contract manufacturing, including smart LED light fixtures, capacitor banks, electrical distribution, MRO warehousing, and more.

- **BUILT:** PHASE I – 60,000 SQ. FT. FACILITY COMPLETED IN 2020
- **BUILD:** PHASE II – CONSTRUCTION OF NEW 75,000 SQ. FT. FACILITY 2024
- **CREATE:** 200 PLUS JOBS ON CHICAGO'S WEST SIDE
- **INVEST:** MORE THAN \$20MM PRIVATE INVESTMENT

SERVICES

- Storage
- Staging
- Prefabricated Assembly
- Material Distribution
- Warehousing
- Manufacturing
- Original Equipment Manufacturers

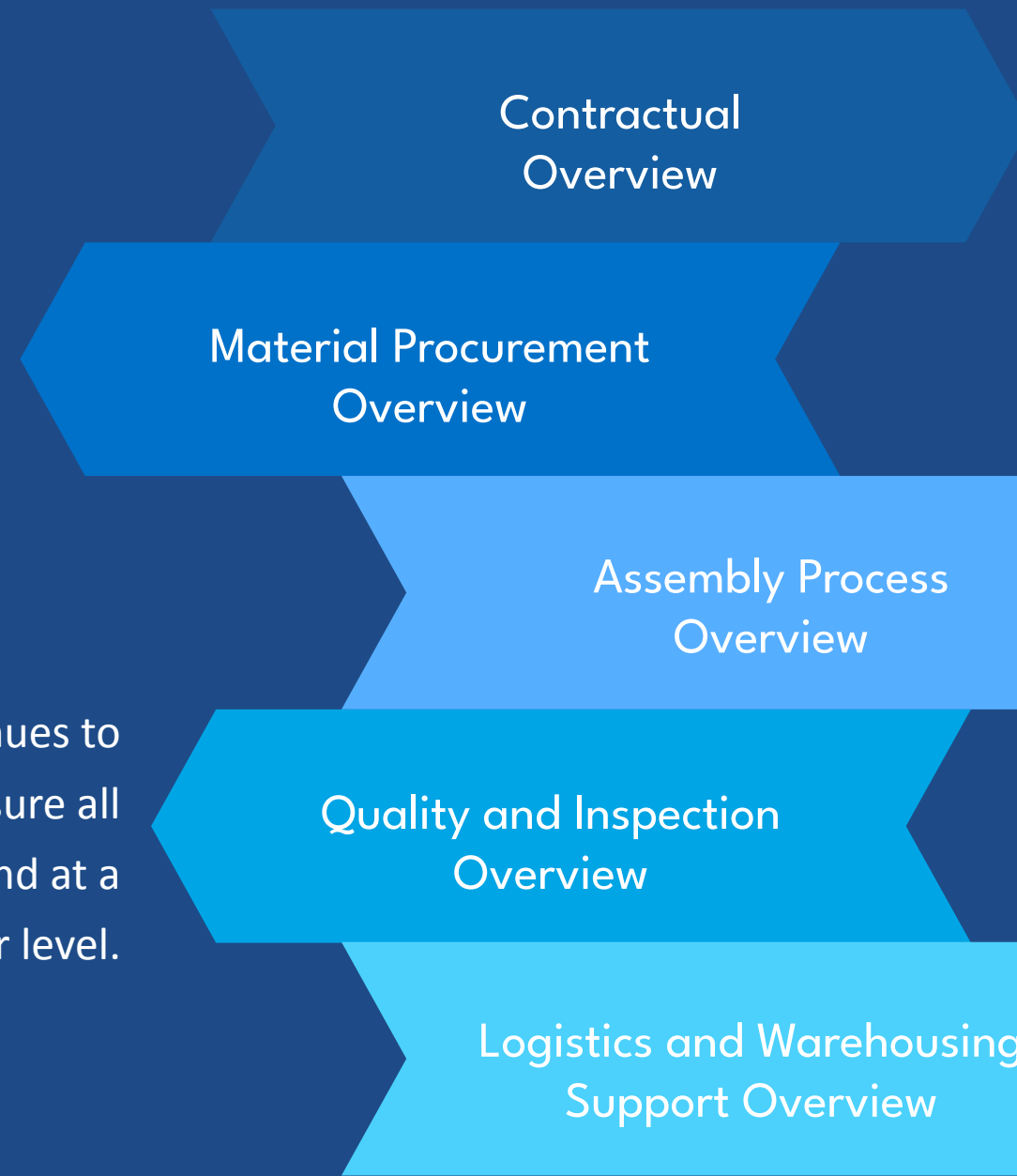


PLACE BASED PARTNERSHIP EXAMPLE



Material sourced for the capacitor banks are purchased by TWG from suppliers worldwide. The material from over 6 countries is then received and inspected at the assembly facility. TWG works with Hitachi and ComEd to negotiate the best price with suppliers and purchases these materials at an agreed upon fixed rate.

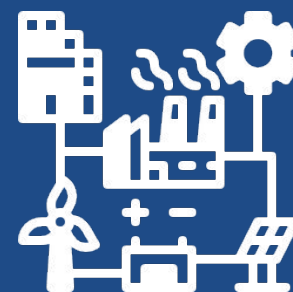
As part of the Inspection, TWG continues to complete a 142 point checklist to insure all material is built to specification and at a superior level.



Exelon and ComEd continue to pursue a sourcing initiative intended to obtain distribution capacitor banks. TWG has been providing value to Hitachi Energy and ComEd by offering assembly, warehousing, and purchasing management of raw materials for this initiative. The project is scheduled to take 5 years and is valued at over \$40,000,000.00.

Hitachi provides TWG with drawings and trainings for personnel to begin the process and assembly.

TWG continues to arrange materials for assembly and has become the key point of contact for delivery logistics and storage for completed capacitor banks.



The exact partnership could be replicated for Grid Modernization projects.

THE DESIRED OUTCOME: BENEFITS OF LOCAL WORKFORCE PARTNERSHIPS

JOB CREATION

Partnerships can lead to the establishment of new facilities or the expansion of existing ones, creating job opportunities for local residents. This is particularly crucial in underserved communities, where unemployment rates may be higher, and job opportunities may be limited.

COMMUNITY ENGAGEMENT AND INVOLVEMENT

Companies that partner with underserved communities tend to engage actively with residents and community organizations. This involvement fosters a sense of community ownership and empowerment, while providing residents with a say in the development of the manufacturing operations and their impact on the community.

ECOSYSTEM

- By creating jobs with above minimum wage pay, benefits, and good working conditions is the key to growing the global middle class and aggregate a demand that is needed to power the economy. By creating this social capital, the community begins to change, it creates an ecosystem in which we can be proud.

ECONOMIC DEVELOPMENT

The presence of facilities can stimulate economic activity in underserved communities. It can attract investments, increase local tax revenue, and encourage the growth of ancillary businesses, while contributing to the overall economic development of the area.

ENVIRONMENTAL AND SOCIAL RESPONSIBILITY

Partnerships that emphasize sustainable and socially responsible practices can have positive effects on the environment and the community. Adopting green technologies, reducing emissions, and promoting fair labor practices contribute to a healthier and more equitable community.

EDUCATIONAL OPPORTUNITIES

Companies often collaborate with educational institutions to develop workforce training programs tailored to their specific needs. These partnerships can enhance educational opportunities for local students and encourage them to pursue careers in science, technology, engineering, and mathematics (STEM) fields.



2022 Manufacturer of the Year

REGARDING GRID MODERNIZATION, TO ACHIEVE THE GREATER CHICAGO'S CLIMATE, HEALTH & EQUITY GOALS, A CRITICAL OBSTACLE TO COLLECTIVELY OVERCOME IN 12 MONTHS IS ENSURING THAT WORLD-CLASS TECHNOLOGY AND SERVICES ARE INTEGRATED WITH LOCAL RESIDENCES AND BUSINESSES THROUGHOUT THE ENERGY TRANSFORMATION PROCESS.

- Bringing world-class technology to a local issue
- Legislation
- "They who have the gold make the rule"



BRANDON JOHNSON, Mayor of Chicago

"I believe the West Side of the city of Chicago is not just positioned to help provide direction for what investments will mean, not just for the West Side, but for the entire city of Chicago, but it also reflects where we can pull the city of Chicago together. And we certainly are close to the Loop. The challenges that we have on the West Side are not that much different than, in fact, they're not different from the challenges that exist in the South Side of Chicago."



J. B. PRITZKER, GOVERNOR OF ILLINOIS

"Businesses owned by people of color are an essential part of our economy and can provide families and communities with a pathway to economic prosperity. We congratulate The Will Group today on an exciting milestone for their North Lawndale facility that is expanding innovative manufacturing in the region and helping boost investment and well-paying jobs in the ."