



**MEMBER
MEETUP**



[April 15th, 2026](#)

Agenda



1. Bagels & Coffee
2. Intros
3. Keeping up with ID
4. Upcoming Events & Offerings for Members
5. **ID Member Spotlight:** Jake Mickley, Hanford Technology Services
6. **ID Member Problem Solving:** Jess Wain, MS, Hobbs & Wain Advancement Consultant

Keeping up with ID:



- **Industry Cluster Meeting Today – Consumer Goods + Services Cluster**
- **Connect with Rob Glaser for a Business Plan 4-weeks Workshop led by Phil Brown – SCORE’s Mentor**
- **Clean Energy Incubator Program:**
 - **Fill out the Connect Form**
 - **Connect with Ricardo Magallon or Arlinda Bajrami**

Scan the QR code to keep up with the news:



Upcoming Event



Public

>>> Save The Date For The 9th Annual <<<<



BIG IDEA Pitch Contest

Wednesday, May 6th, 2026


In-Person: 5:00 – 7:00 PM
425 Fawell Blvd, Glen Ellyn,
IL 60137, HEC RM1022



Big Idea Pitch Contest 2026

 May 6

 5:00 pm

 Glen Ellyn,
IL

Register Today!



Resources and Workshops



Additional Resources:



Strategic Business Advisor

Mike Varon



Entrepreneur-in-Residence

Elina Conley



Strategic Technology Advisor

Adam Jeffries



Mentor Program Advisor

Heather Sattler



Interim CEI Program Director

Ricardo Magallon



Interim CEI Program Manager

Arlinda Bajrami



**Strategic Business
Advisor - CEI**

Ozge Guney



Grant Writer

Jessica Wain

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ID MEMBER MEETUP

ID Member Presentation:

Hanford Technology Services

Jake Mickley

Introduction

- Member since 2001
- Built IoT based company out of Innovation DuPage (Sentrics)
 - Established an international customer base
 - Installed monitoring in industrial
- Partnered with Aila for The UPS Store Self Service Kiosk (Time Saving Kiosk)
- Joined Aila as VP of Software Engineering in 2024
- CEI Participation
 - Methane Capture Program with Local Company
 - Track and monitor at key parts of System
 - Establish full audit trail, and improve operations



Alaska

Print bag tags

Scan your boarding pass



Español | Français

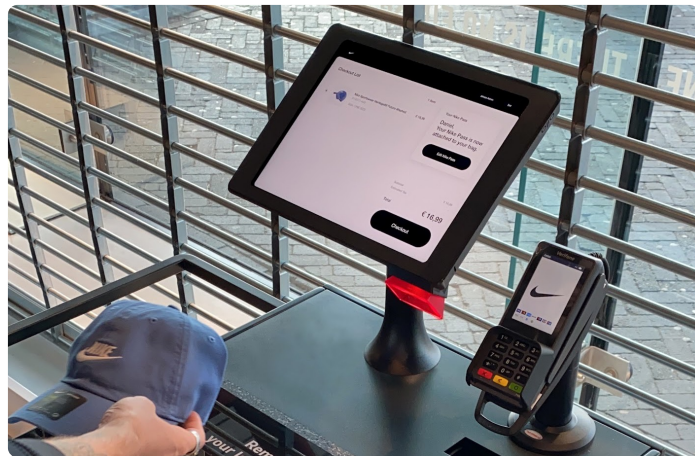
For privacy information, go to www.alaskaair.com/privacy



Simplifying workflows and improving customer experiences at scale with vision and automation



- ✓ Patient Intake
- ✓ Traveler Check-in
- ✓ Visitor Management



- ✓ Self-Checkout
- ✓ Deli Ordering
- ✓ Price Checking

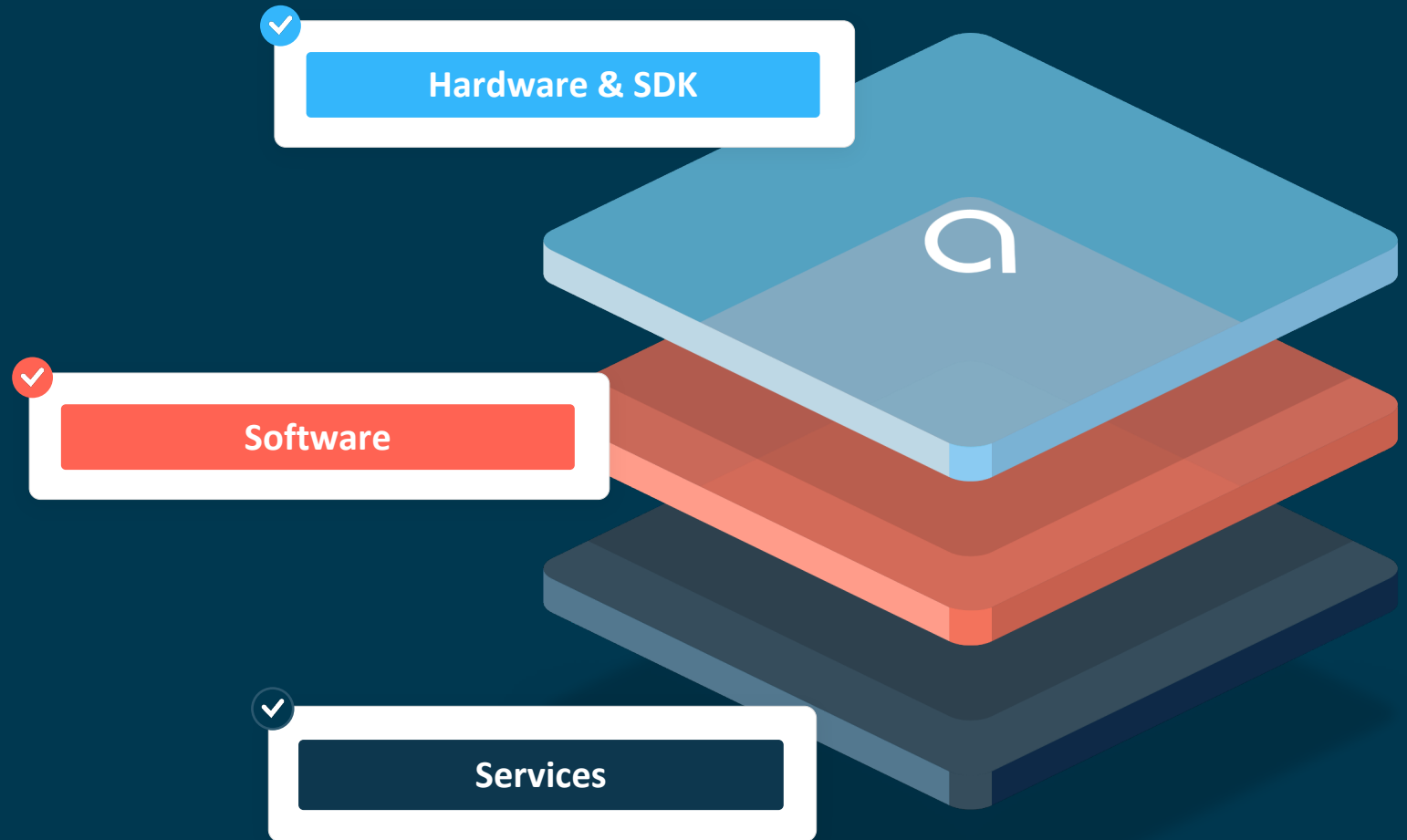


- ✓ Drop-Offs
- ✓ Order Picking
- ✓ Pickups and Returns





One platform for self-service solutions



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ID MEMBER MEETUP

ID Member Resource:

Hobbs & Wain Advancement

Consultant

Jess Wain, MS

Securing Grants for your Business

Innovation DuPage Member Meetup
April 2026



Hobbs & Wain Advancement Partners

About me

Jess Wain, MS
Co-Founder & Development Consultant



Hobbs & Wain Advancement Partners

Your Partners in Philanthropy

What is a grant?

01 NON-EQUITY FUNDING

The granting organization does not require an ownership stake in the business.

02 ACHIEVES A GOAL OR MISSION

The granting organization will award funding rooted in their established goal or mission.

03 COMPETITIVE AND TIME-LIMITED

Funding is awarded through a proposal process and the grant period is defined.

Types of Grantmaking Organizations



Government Entities

Local | Regional | State |
Federal



Public or Private Companies



Non-Profits and Foundations

The Grant Process



01 OPPORTUNITY POSTED

Funder puts out a Request for Proposals or Notice of Funding Opportunity

Business should assess for eligibility and alignment

May attend an information session or have an opportunity to speak with a program officer

02 APPLICATION SUBMITTED

Business submits application by the posted deadline, including any attachments

03 AWARDS ANNOUNCED

Applicants are notified of funding decisions, feedback may be offered

04 REPORTING BEGINS

Awardees follow funder's reporting guidelines

Fund may be awarded in lump sum, multiple payments, or on reimbursement basis

Elements of a Strong Proposal

Detailed Budget



Solid Project Plan



Ready to Implement



Aligned with Funder Priorities



Which grant should I apply for?

It depends!

Some factors to consider:

- What is the size of your business? What was your 2025 revenue?
- What sector are you in? How are you advancing the public good?
- Where is your business registered? Where are you doing work?
- Who are your project partners?
- What are your goals in receiving grant funding?

Some funders to consider



Illinois
Department of Commerce
& Economic Opportunity



ILLINOIS
CLIMATE
BANK



ILLINOIS
INNOVATION
VOUCHERS



GRANTS.GOVSM

FIND. APPLY. SUCCEED.SM

Questions

Contact me:

Jess Wain |

jess@hobbswain.com





Stick Around – Consumer Goods +

Services Cluster



Catch the next Meetup on 04/29/2026

Collaborate • Scale • Succeed



**INNOVATION
DUPAGE**