

2020 Illinois SBDC State Star – Andrew Fogaty

Andrew Fogaty serves as Director of The Illinois Small Business Development Center at the Greater Southwest Development Corporation and the 36Squared business Incubator, both on Chicago's southside. In his more than 12 years doing economic development, Andrew has helped launch almost 70 companies, served as adviser to more than 600 others, and facilitated more than \$34M in funding for his clients. In 2020, responding to the COVID-19 crisis, Andrew facilitated more than \$4.2M in PPP and EIDL funding for his clients-some of whom credit him with saving their companies.

Aside from his work at the SBDC, Andrew has served on the board of CanTV and as an expert adviser to the University of Illinois CEED program (Chicagoland Entrepreneurship Education for People with Disabilities). Most recently he accepted an invitation to join the Gallery Accelerator/Investment group as a mentor, primarily in the areas of manufacturing.

Andrew credits his early experience as a representative for the City of Chicago's Local Industrial Retention Initiative (LIRI) program with providing him a solid understanding of the challenges facing urban manufacturers, along with the wide range of benefits available to businesses by working with government programs.

In 2016, Andrew's work to help blind Chef Laura Martinez open her own restaurant was chronicled in NPR StoryCorps book "Callings" by David Isa . This experience prompted him to start the 36Squared Business Incubator in 2017. This "all abilities" incubator actively seeks to include and fund disabled entrepreneurs in their programs. Another highlight of Andrew's career was the 2008 launch of an EMT training program for underemployed women. To date, more than 450 women have graduated the program and been qualified to work in the healthcare field.

As an economic development professional, Andrew has made a number of media appearances, including TV spots on CBS2, NBC5, FOX32, WGN-TV, ABC7, WYCC's "In the Loop" and the PBS "Whitney Reynolds Show". Radio appearances include WYCC, WCCP, WTMX "The Mix", Lumpen Radio and WJOL.

Prior to his career in economic development, Andrew was a serial entrepreneur, most notably in the commercial A/V leasing field. Born and raised in Canada, Andrew holds dual citizenship and was educated in both countries.