



# A Comprehensive Strategic Intent to drive MWBE Scale and Innovation:

Connecting the dots of Capital, Talent,  
Corporate and Government Needs and MWBE growth

A RECIPE FOR WEALTH CREATION  
AND CORPORATE SUCCESS



# TABLE OF CONTENTS

---

Harnessing a Trillion Dollar Opportunity

Why?

Key Drivers

Are you ready?





# USHCC Capital Plan – The Opportunity

## Mission

*“ To strengthen Americas Economy and Society by engineering the underpinnings for sustainable prosperity and wealth creation in our community through **Entrepreneurs and Access, Management and Control of Capital** ”*



1. BUILDING A NEEDS BASED CAPABILITIES MODEL

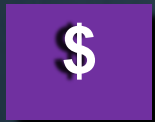


# WHY

## HISPANIC BUSINESSES TRAIL NON - HISPANIC BUSINESSES IN EARNING POWER

Average sales for  
HBE was \$156k  
versus \$573k for  
non - HBE

Industry  
Considerations

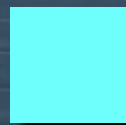


**\$ 156 K vs. \$ 573 K**

Hispanic

Non- Hispanic

Percentage of  
firms that exceed  
\$1M plus in sales



**1.9 % vs. 4.9 %**

Hispanic

Non- Hispanic



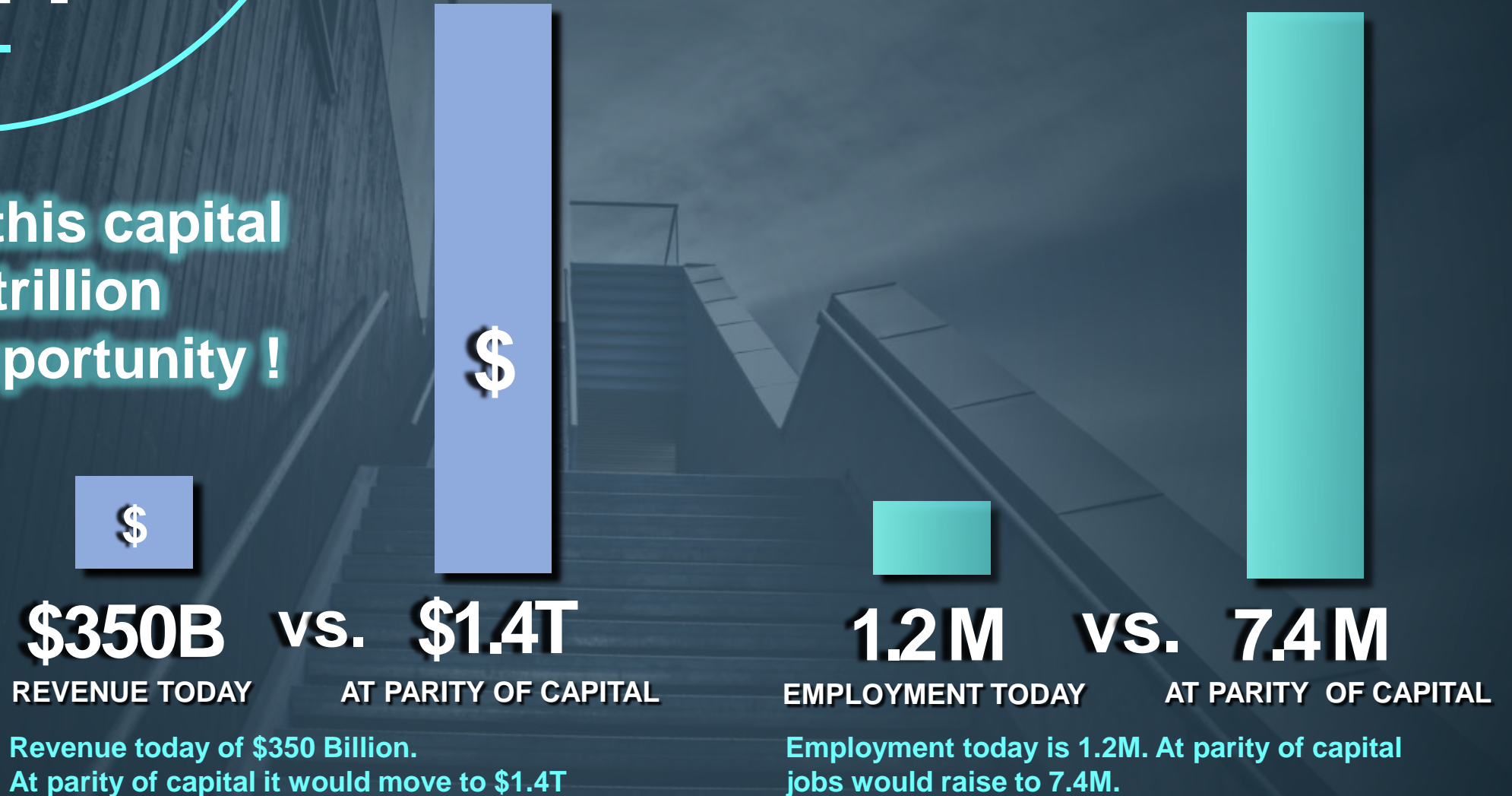
This trend is getting worse  
average sales for non - HBE's  
is growing while stagnant or in  
decline for HBE's



# WHY

Closing this capital gap is a trillion dollar opportunity !

## HISPANIC FIRMS WITH 1M+ IN SALES



# 1. BUILDING A NEEDS BASED CAPABILITIES MODEL

## Key Drivers



### CAPITAL PROVIDERS AND ENABLERS

Broad array of private and government Capital partners that we can seize to support the growth of scalable, and innovative MWBE's.



### HARNESSING CORPORATE NEEDS FOR SCALE AND INNOVATION



### HARNESSING MWBE CAPACITY FOR GROWTH (SCALING AND CREATING)



### TALENT

The pool of minority talent across all industries is deep, it just hasn't been harnessed yet for building our own companies (CEO's, Board Members, Investors, Advisors, Mentors)

# 3. Indicators and Metrics: Measuring Success

Once the right Metrics and Indicators to measure success are created, we need follow and track through a pre established output report

**Revenue Growth**

**Training**

**Job Creation**

**Capital Availability  
( both debt and equity )**

**A NATIONAL ECONOMIC DEVELOPMENT PRIORITY!**



A photograph of several hands stacked on top of each other, symbolizing teamwork and partnership. The hands are of various skin tones and are wearing different accessories like watches and bracelets. The background is a light-colored wooden floor. A semi-transparent white circle is in the top right corner.

**Are you ready to partner  
with us?**

**Lets talk!**



# Next Steps

We would like to begin a **strategic conversation around supplier diversity growth**: understand where are your **needs**, so we can better serve them, and **tap into the existing MWBE base** and our highly qualified **industry talent**.

**Goal:** to help strengthen and create \$50 mill plus solid suppliers that can better serve **Corporate** and **Government** needs for **scale** and innovation.

We need your valuable input. **How to engage?**

One on one sessions;

Industry sessions

Or you can just send us info or invite us to your supplier diversity events so we get to understand where we can be of help.

# ...Next Steps

What goods and services, what innovation are you looking for?

## THE **SCD** STRATEGY:

1. **SCALE EXISTING:** MWBES of today that can expand-acquire more capacity
2. **CONVERT AND SCALE NEW:** Sectors with supplier opportunity: identify firms and scale them, or convert them to MWBE with minority talent and capital
3. **DIVESTITURES:** Convert an existing asset that is being sold to an MWBE concern.



# ...Next Steps

Available capital is estimated at \$10 to \$20 billion: Impact funds, PE, Pdebt, financial institutions.

WE ARE LOOKING TO BUILD VALUE FOR ALL, by aligning Corporate needs with companies and talent and the capital to enable such growth.

\$1 trillion US Hispanic opportunity

\$72 Billion BDR

Goal: mobilize \$2 to \$5 billion in 24 months.

Reach out! Lets begin the dialogue.

Historical change: alignment of Corporate and Government needs with companies, talent and capital.





# ...Next Steps

## Homework:

1. Help us identify **SCD** Strategies inside your organization.
2. Enlist the right players inside the organization.
3. Let us help you.
4. Any low hanging fruit?

A top-down view of several people's arms and hands reaching towards the center, symbolizing teamwork and support. The background is a light-colored wooden floor. A semi-transparent grey rectangular box is overlaid in the center, containing the text. A small cyan circle is in the top right corner.

**Thank you for your ideas  
and support!**