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

Industry Considerations

HISPANIC BUSINESSES TRAIL NON-HISPANIC BUSINESSES IN EARNING POWER

Percentage of firms that exceed $1M plus in sales

$156K vs. $573K

1.9% vs. 4.9%

Hispanic Non-Hispanic

Hispanic Non-Hispanic

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

1. BUILDING A NEEDS BASED CAPABILITIES MODEL
Closing this capital gap is a trillion dollar opportunity!

Revenue today of $350 Billion.
At parity of capital it would move to $1.4T

Employment today is 1.2M. At parity of capital jobs would raise to 7.4M.
Key Drivers

1. Building a Needs Based Capabilities Model

- 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!
Are you ready to partner with us?

Let's talk!
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.
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.
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! Let's begin the dialogue.

Historical change: alignment of Corporate and Government needs with companies, talent and capital.
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?
Thank you for your ideas and support!