How do you create measurable impact in filling the void of social and economic disparity?

By engaging…

the social impact development program that **deletes the** wealth **gap** through pathways to capital and wrap-around services for minority-owned small business enterprises

DELETE THE GAP

ECONOMIC DISPARITY IN THE U.S.

African Americans

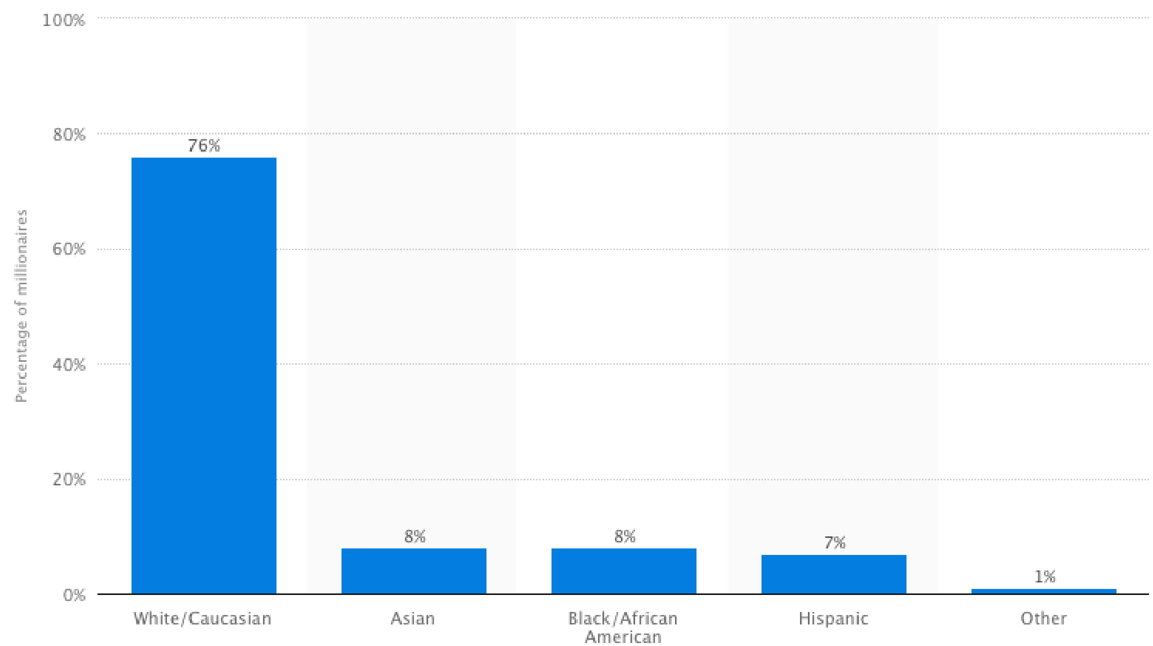
- 41 Million in the U.S.
- 8% of U.S. Millionaires are African American (approx. 1.5M people)

Caucasians

- 249 Million in the U.S.
- 76% of U.S. Millionaires are Caucasian

Distribution of U.S. millionaires by race/ethnicity, as of 2013

The statistic shows the distribution of U.S. millionaires in 2013, by race and ethnicity. As of 2013, about 76 percent of U.S. millionaires were White/Caucasian.



2010 US Census
http://ourweekly.com/news/2015/jun/18/african-american-millionaires-looking-beyond-athle/?page=2
https://www.statista.com/statistics/300528/us-millionaires-race-ethnicity/
https://balancingeverything.com/millionaire-statistics/

Forbes 400 wealthiest families
possess more wealth
than all 41 million
African Americans combined.

http://otherwords.org/dr-kings-nightmare-racial-wealth-gap-forbes400/

ONE OF THE BEST WAYS TO COMBAT WEALTH DISPARITY IS TO ALIGN MINORITY-OWNED SMALL BUSINESSES WITH CROWD INVESTORS.

ALL SMALL BUSINESSES, ESPECIALLY AFRICAN AMERICAN OWNED BUSINESSES, HAVE RESTRICTED ACCESS TO VENTURE CAPITAL, GENERATIONAL ASSETS, AND CONVENTIONAL LOANS.

"Without adequate capital minority-owned firms will fail to realize their full potential. Increasing the flow of capital for minority-owned businesses must be a national priority to re-energize the U.S. economy and increase competitiveness in the global marketplace."

David A. Hinson

National Director Minority Business Development Agency

WE WILL TAP INTO THE POWER OF SMALL BUSINESS & ESTABLISHED CROWDS.

African Americans strive to become business owners. In 2012, they owned 9.5% of U.S. Businesses. Post-pandemic ownership has plummeted to 2.4% of U.S. Businesses.

Table 1. Comparative Shares of Minority Business Ownership and Total Population, 2012

	Number of Businesses	% of U.S. Businesses	Population	% of U.S. Population
Black/African American	2,584,403	9.5	39,697,782	12.6
American Indian and Alaska Native	272,919	1.0	2,574,388	0.8
Asian	1,917,902	7.1	15,578,065	5.0
Native Hawaiian and Other Pacific Islander	54,749	0.2	530,525	0.2
Hispanic	3,305,873	12.2	52,932,483	16.9
Minority	7,952,386	29.3	116,638,306	37.2
Non-Hispanic White	19,278,260	70.9	197,275,734	62.8

Note: Percentages may not sum to 100% due to those identifying as two or more races, or an "other" race.

https://cdn.advocacy.sba.gov/wp-content/uploads/2016/09/07141514/Minority-Owned-Businesses-in-the-US.pdf
https://www.lendingtree.com/business/small/black-owned-businesses-study/#:~:text=in%20the%20business.-,Underrepresentation%20of%20Black%2Downed%20businesses,of%20businesses%20are%20Black%2Downed

THE GOAL?

Delete the Gap will provide a system that creates generational wealth through minority-owned small business development.

Our first goal is to increase the number of African American millionaires.

This will impact economic growth in all communities.

WHAT TOOLS WILL WE USE?

01

Promote Small Business Support Conferences with a Universal Administrative Software App

02

Utilize the Small Business Investment Company (SBIC) Program

03

Leverage the JOBS Act Title IV - Crowdfunding

04

Take advantage of the Securities Law Requirements for raising capital as a 501(c)3

05

Tap into the Social Impact Investment trend

01

SMALL BUSINESS SUPPORT CONFERENCES WITH A UNIVERSAL ADMIN. SOFTWARE APP

Interactive Educational Conferences that hold attendees accountable for business establishment and development

The universal administrative app will guide business owners to success with solutions for:

1. Human Resources
2. Business Administration / Executive Coaching
3. Policy Engagement & Regulatory Compliance
4. Legal / Finance
5. Sales & Marketing
6. Technology
7. Investing

02

UTILIZE THE SBIC SMALL BUSINESS INVESTMENT COMPANY (SBIC) PROGRAM

The SBIC Program leverages the full faith and credit of the U.S. government to increase the pool of investment capital available to small businesses.

Role of Private Investors:

- Participate as "Limited Partners" in the SBIC
- Invest the matching funds needed for the fund to access SBA-guaranteed leverage

Role of SBA

- Assesses fund manager qualifications, SBIC application and issues SBIC licenses
- Generally provides up to $2 of government-guaranteed debt for every $1 of private capital, up to a maximum of $150 million

Role of SBIC Fund Managers

- Manages all aspects of the fund, including LP relations and compliance with SBA regulations
- Establishes investment strategy
- Monitors and exits investments

03

LEVERAGE THE JOBS ACT TITLE IV - CROWDFUNDING

DELETE THE GAP

In 2012, President Obama signed the American JOBS Act into law. Title IV of the JOBS Act allows companies to raise up to $75 million* from new investors.

New investors are people who are not wealthy or accredited investors.

Starting investment funds and investing in companies is no longer just for the rich. **Any person in the world can invest their money in a company they believe in and see the potential financial rewards of that investment.**

https://www.sec.gov/smallbusiness/exemptofferings/rega

https://www.manhattanstreetcapital.com/faq/for-fundraisers-for-investors/summarize-title-iv-regulation-for-me

03
CONT'D

Tier 1 - Raise up to $20M	Tier 2 - Raise up to $75M*
Anyone can invest, worldwide	Anyone can invest, worldwide
Company can publicly advertise	Company can publicly advertise
Financials required	Requires Audited Financials
Must satisfy Blue Sky laws in each US state that investors live in	No state registration required
No limit on investment amount by main street investors (Small Individual Investors)	Non-accredited investors are limited to 10% of income/net worth per year

**For businesses that can segment their market by geographic regions, it is possible to make multiple simultaneous offerings for one entity.*

A company can establish say six regions of the US and raise capital for each region simultaneously using a dedicated Reg A+ for each region. In this example, the maximum per year would be 6x$75M = $450 million per year.

04

TAKE ADVANTAGE OF THE SECURITIES LAW REQUIREMENTS FOR RAISING CAPITAL AS A 501(C)3

Section 15(a) of the Exchange Act generally requires any broker or dealer to register with the SEC. The Philanthropy Protection Act amended the ***Exchange Act in 1995 to provide nonprofit organizations and their personnel an exclusion*** *from the definition of "broker," "dealer," "municipal securities broker," "municipal securities dealer," "government securities broker," and "government securities dealer".*

https://www.govinfo.gov/content/pkg/PLAW-104publ62/pdf/PLAW-104publ62.pdf

05
TAP INTO THE SOCIAL IMPACT INVESTING TREND

Impact investing refers to **investments** made into companies, organizations, and funds with the intention to generate a measurable, beneficial **social** or environmental **impact** alongside a financial return.

The market of Social Impact investing is currently $1.164 Trillion globally.

Social Impact investing is returning 33%, while Venture Capital is performing at 10% average.

https://en.wikipedia.org/wiki/Impact_investing
https://www.forbes.com/sites/davidprosser/2017/02/09/how-social-impact-investment-delivers-superior-returns/#2cc3cd437a52

https://www.intuition.com/what-is-impact-investing-market-size-measurement-and-the-future/

WHAT DOES ALL THIS MEAN??

We will attack wealth disparity by creating a social impact program that provides capital and integrated support to minority-owned small business enterprises.

We will develop small businesses that create jobs and generational wealth.

We will create a new generation of investors.

We will create new markets through micro-private equity.

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