

WELCOME

Business Summit

**Denver Botanic Gardens
Freyer – Newman Center Auditorium**

**Theme: Access to Capital, Real Estate Investing, Creates
Generational Wealth**

August 24, 2022 | 6:00 p.m. to 8:30 p.m.

Papa M. Dia

**Founder and Executive Director
African Leadership Group (ALG)**



Access to Capital, Real Estate Investing, Creates Generational Wealth



WALTON FAMILY
FOUNDATION



DANIELS FUND

NEWPROFIT



THE DENVER FOUNDATION





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How We serve our communities

**AFRIK IMPACT &
FUNDRAISING**

**HEALTH &
WELLNESS**

LEGAL & POLICY

**EDUCATION
YOUTH
EMPOWERMENT**

**EDUCATION
PARENT
ENGAGEMENT**

**EDUCATION
TUTORING**

PUBLIC SPEAKING

**BREAKING
BARRIERS**

**LEADERSHIP
AFRICA**

**HOMEOWNERSHIP
& FINANCIAL**

**BUSINESS &
ECONOMIC
OPPORTUNITY**

**CAREER
ADVANCEMENT**

**WOMEN
EMPOWERMENT**

Access to Capital, Real Estate Investing, Creates Generational Wealth



Brittany Morris Saunders

Head of Community Affairs, Denver Region



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Solomon Muwanga

Vice President, Commercial Banker

ALG Business & Economic
Opportunity Chair



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AFRICAN LEADERSHIP GROUP BUSINESS & ECONOMIC OPPORTUNITY COMMITTEE

The purpose of the Business and Economic Opportunity Committee or BEOP for short, is to ensure that ALG meets its Economic Impact Objectives as outlined in its mission statement. Our primary goal is to put members of our community in a position where they can:

1. Identify business and economic opportunities
2. Win markets
3. Have access to meaningful job opportunities or help create jobs while thriving as successful business owners

The ultimate goal of the committee is to assist ALG members and our community to better themselves economically and therefore the state of Colorado at large.

Access to Capital, Real Estate Investing, Creates Generational Wealth

BUSINESS COMMITTEE MEMBERS



Solomon Muwanga

Vice President
Commercial Banker
MidWestOne Bank

ALG Business Chair



Tayo Okunade

Business & Employment Attorney
OKUNADE LLP



William Tucker

CPA
Hanson & Co.



Justin Gilmore

Project Manager
Director of Business Development
Gilmore Construction Corporation



Orman "Lee" Toko

Vice President
Retail Division Sales Manager
TBK Bank



Mkale Warner

Owner, Enveritas Consulting, LLC
ALG Business Committee Member



Jamal Bowen

Educator & Business Owner
Empowering Community
Entrepreneurs (ECE)

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MODERATOR

Mkale Warner

Owner, Enveritas Consulting, LLC
ALG Business Committee Member



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KEYNOTE SPEAKER

Mowa Haile
President
Sky Blue Builders



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Starting the business – HOW you can get there:

- Persevere X 2
- CANNOT be done alone
 - Community Resources:
 - ALG, SBDC and Chambers
 - Access to Capital:
 - Energize Colorado, New Community Fund
 - Access to Opportunity:
 - City of Denver MBE, Federal 8(a), MPMSDC
- Build the Business – Years 1 to 6
- Build Generational Wealth

PANEL DISCUSSION



Rodney Milton
CPA



Wendy Lea
CEO



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HI I'M WENDY!

Wendy Lea | CEO
@WendySLea

My Professional Journey

- Finding my Own Path to Independence
- Insatiable Learner
- Bootstrap Business Builder
- Regional & State Ecosystem Builder





ALG BUSINESS DEVELOPMENT & ECONOMIC SUMMIT





**Congratulations to the
Business Pitch
Competition
Entrepreneurs!**

MMC

T & T

**GIFTED
HAND**

**TRANSITIONING
INTO
WHOLENESS**

LIFEWAYS

**HAVE-IT-
ALL**

**LATOYA
MATTHEWS**



**HILLTOP
MUSIC
LTD**

**EAGLECREST
OPEN
UNIVERSITY**

MAGICMER

**THE ZEN
KEEPER**

**MIO
HOMES**

**THE
AFRICAN
EMBASSY
HOTELS**

**DEBBOW
CRUX**

About Energize Colorado

Our mission is to catalyze change for a more resilient and equitable small business ecosystem across the State of Colorado.

Energize Colorado is a nonprofit organization comprised of builders and innovators focused on serving Colorado's smallest and most underserved businesses across four priority groups: women, rural, veteran, and BIPOC.



Our Impact



**\$50 M
DELIVERED**

FINANCIAL SUPPORT

By the end 2022, we will have delivered \$41M in grants & \$8M in loans.



**75
PARTNERS**

PARTNERS

75 partnerships have been activated through our Energize Community Program.



**3,000
SUPPORTED**

SERVICES

Since our founding, our programs have served 3,000+ small businesses.



**4,149
FUNDED**

BUSINESS OWNERS

We've supported 4,149 small business owners with grants and loans since 2020.



**564
VOLUNTEERS**

VOLUNTEERS

Since March 2020, we've had 564 volunteers engaged in building our programs.



The Ecosystem



*This is a work in progress

Entrepreneurs Need Access



COMMUNITY

To connect with like-minded, aspirational professionals



CAPITAL

To launch and grow



PROGRAMS

To support big ideas and execution

Access to Community

- **Community:** Connection with people with common attitudes, interests, and aspirations.
- **Mentor:** An experienced and trusted individual who is willing to provide a helping hand; #givefirst
- **Advisor:** A person who offers expertise in a particular field; Usually fees associated.



Resources

- **Energize Colorado Volunteer Community and Business Advisors**
- **Women-Owned Business Facebook Community**
- **SBDC Network**
- **African Chamber of Commerce**
- **The Fax Partnership**
- **Village Exchange Center**

Access to Programs to Support Growth

- **“How To”** Series for Growth
- **“Deep Dive”** Workshops
- **Accelerators** that cover a range of topics to support growth

Resources

- **Energize Community Accelerator**
- **Cybersecurity Programming** supported by the Cyber Readiness Institute
- **SistahBiz Bootcamp**
- **Family Business Preservation Program** (Center for Community Wealth Building and DEDO) - *Pictured here*



Access to Capital

- Grants
- Loans
- Equity

Resources

- **Gap Fund Loans and Grants**
(Up to \$20k)
- **CLIMBER Loan Fund** (\$30k-\$500k)
- **CEDS Finance**
(Immigrant & Refugee-Owned)
- **Colorado Enterprise Fund**
(Up to \$1M)
- **Venture Capital Authority**
(Access to Venture Capital)



Contact Us

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 @WendySLea

REAL ESTATE INVESTING



Rodney Milton

Executive Director
Urban Land Institute



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Real Estate Diversity Initiative



ULI COLORADO

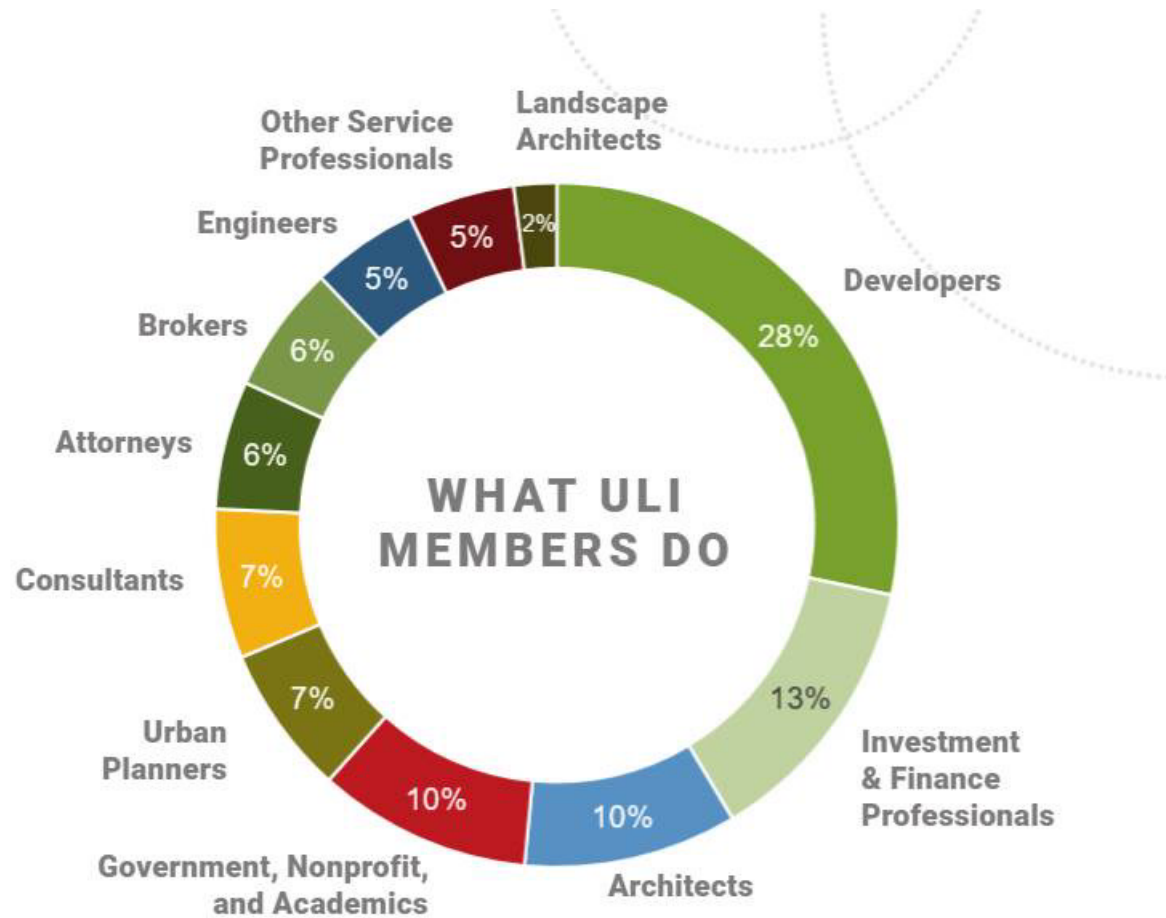
APRIL 26, 2022



OUR MISSION

Provide leadership in the responsible use of land and in creating and sustaining thriving communities worldwide.

ULI is a global nonprofit supported by members representing the entire spectrum of real estate development and land use disciplines. ULI facilitates an open exchange of ideas, information, and experience among industry leaders and policy makers dedicated to creating better places.



Who Belongs to ULI?



Global Reach, Local Impact



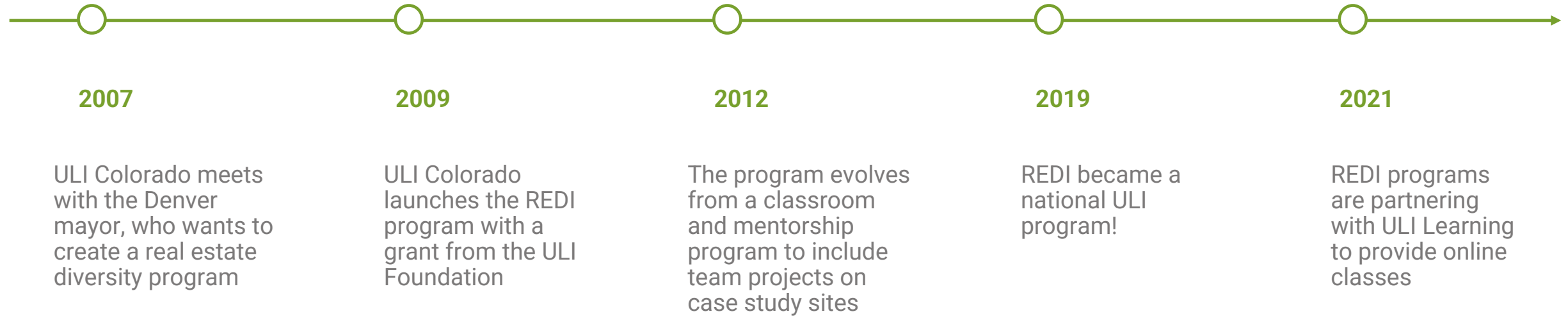
THE PURPOSE OF THE REAL ESTATE DIVERSITY INITIATIVE:

To provide training, mentorship & access to opportunity in the field of real estate development to women and people of color, diversifying both the real estate industry and ULI.

REDI Timeline



Evolution of the program over time:



REDI Program

What the program includes

- Online, on-demand core curriculum on the development process provided by ULI Learning
- Local speakers that can provide local context and answer questions about each part of the development process
- Course on pro forma development with team support
- Team projects on a case study site
- Mentorship by ULI members
- Team coordination and support by REDI alums
- Final presentation judging by “Dolphin Tank” of ULI members
- Textbook on real estate development
- Graduation perks: ULI membership, Continuing Education Credits, REDI Certificate



Curriculum Topics

ULI members speak on these subjects during large group sessions



Team Projects

Case study site development

- Diverse teams **meet every other week** to design and create a pro forma for a hypothetical development project on the case study site
- The site:
 - TBD
- Deliverables:
 - Presentation with development proposal that includes site design, market analysis, pro forma, and marketing plan
 - Pro forma for the project
- Judging criteria:
 - ULI best practices for land use
 - Addresses the community's needs & financially viable
 - No winner, but bragging rights 😊





Mentors

Each team has 4 mentors

- 2 development mentors with experience in real estate development and financials
- 1 design mentor to help with site design
- 1 peer mentor who is a REDI alum who helps with team coordination and support

Measures of Success

Testimonials on career trajectories

“

“The REDI program served as a launch pad for my transition into real estate development. The team I was part of was dynamic and included pertinent players in every field required to put a project together.”

- Ivan Anaya

“I credit REDI for a new construction condo development project consisting of 200 plus units which I am working on.”

- Danny Rubio

“The REDI program completed my understanding of the development process, adding the financial component to round out my knowledge. I have a deeper understanding of my client’s needs and challenges so I can better serve them.”

- Deborah Snyder”



Q&A

More Questions?

Ask Rodney M. Milton

Executive Director

ULI Colorado

Rodney.milton@uli.org



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