

A Seat at the Table:

*Building an Inclusive Ecosystem in KC
Roundtable Discussions*

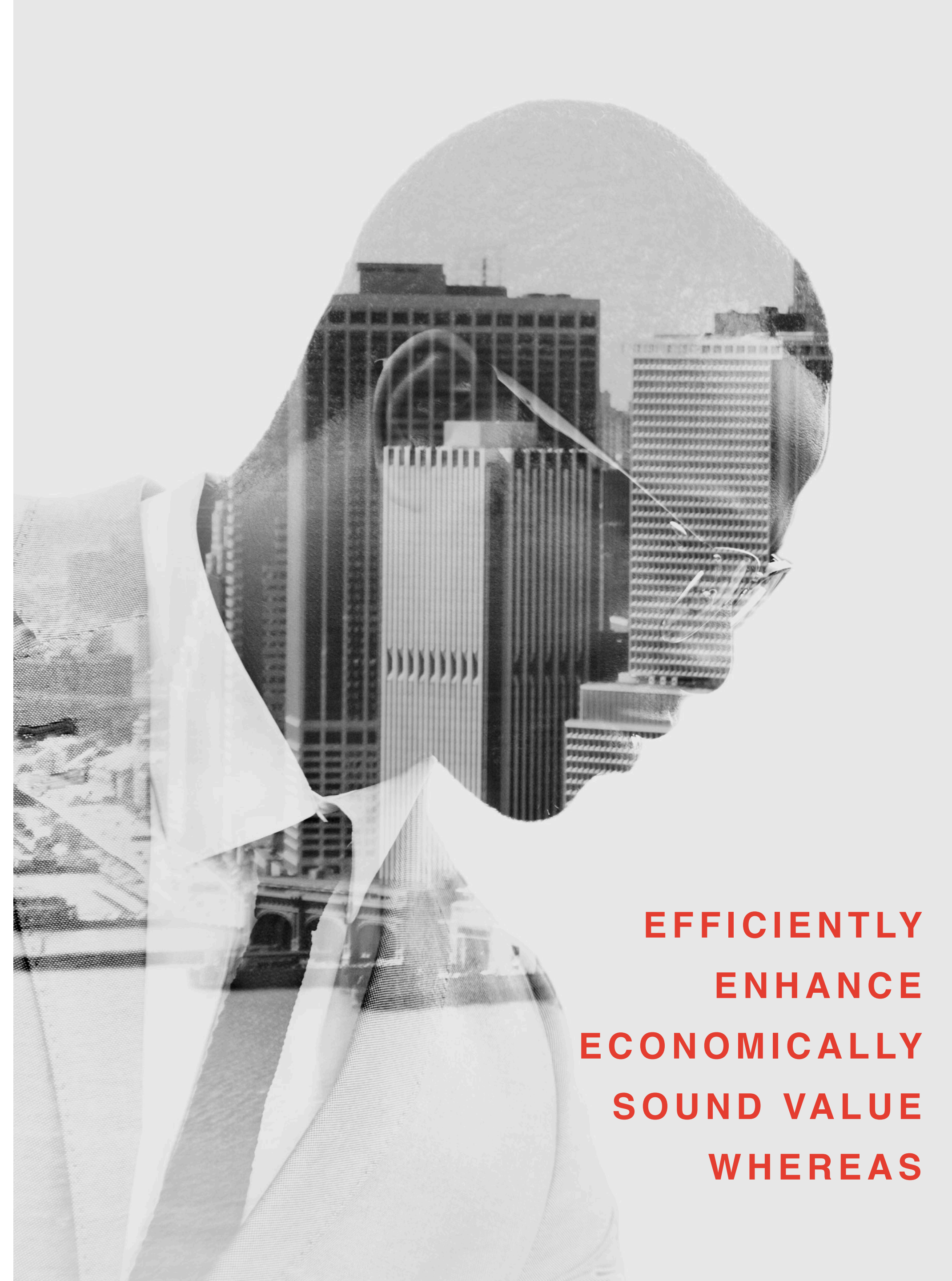
June 8-9, 2022

Presented by:

City of Entrepreneurs: Kansas City

A Strategic Partnership Between City of Kansas

City and Venture Noire



**EFFICIENTLY
ENHANCE
ECONOMICALLY
SOUND VALUE
WHEREAS**



Partners & Sponsors

Collaboration Matters.

We could not have pulled this together if it were not for the generous support of...

CITY OF ENTREP RENEURS

KANSAS CITY

City of Entrepreneurs is designed to create and strengthen an ecosystem to support minority entrepreneurs through research, training and development; business incubation; and business acceleration. Developed in a strategic effort to close the Quality of Life Gap, City of Entrepreneurs is a regional program that partners with city governments and regional stakeholders to strengthen local small business ecosystems that remove barriers and create policies that advance black Entrepreneurship and improve quality of life for Black citizens. Through bringing together successful and aspiring entrepreneurs for mentorship sessions to foster leadership, communication, and community building, City of Entrepreneurs offers networking opportunities resulting in collaboration and funding for many successful minority-owned start-ups.

Agenda

DAY ONE:

WELCOME RECEPTION & BREAKFAST

OPENING REMARKS & INTRODUCTION OF FACILITATORS

ESO ROUNDTABLE DISCUSSION W/ ESOS & VCS

BREAK

PARTICIPANT EXPERIENCE

WELCOME LUNCH RECEPTION FOR AFTERNOON ROUNDTABLES

PRESENTATION OF “CITY OF ENTREPRENEURS” RESEARCH & DEVELOPMENT TEAM

ROUNDTABLE DISCUSSION W/ BIPOC BUSINESSES

DAY ONE DEBRIEF & CLOSEOUT

Inform Strategic Investments in Ecosystem R&D

\$500,000+

Program Objectives

Become a City of Entrepreneurs by:

- Informing program design for a new ESO enhancement program
- Commence ecosystem R&D Activities
- Foster shared language & concepts
- Advance the formalization of the City of Entrepreneurs initiative
- Raise Awareness about the Small Business Survey

“Throw everything you know out the window.” -
Emma

Handouts

The Level Set

- Program Agenda
- Definitions
- Business Development Lifecycle Activity Matrix

WE ARE LOOKING
FORWARD TO YOUR
INTEREST IN OUR
COMPANY!



Problem Statement

McKinsey & Company Report

Black business owners have been disproportionately affected by the pandemic-linked economic downturn, partly because they were more likely to already be in a precarious position, including more likely to be located in communities with business environments that are more likely to produce poor business outcomes. Indeed, about 58% of Black-owned businesses were at risk of financial distress before the pandemic, compared with about 27% of white-owned businesses. The pandemic contributed to tipping 41% of Black-owned US businesses into closure from February to April 2020. More than 50% of the owners of surviving Black businesses surveyed in May reported being very or extremely concerned about the viability of their businesses. This concern may be linked to having a more difficult time accessing credit since the COVID-19 crisis began; 36% of Black business owners responding to the survey said they had experienced this, compared with 29% of all respondents. (p. 2)



Why Bother?



Entrepreneur Support Organizations

- Advance organizational mission, frontline to address small business gaps, operational continuity, & capacity building

Financial Institutions

- Facilitate strategic positioning & shape community education regarding the purpose of VCs
- Increase the pool of viable investment opportunities with a desirable return on investment

BIPOC Businesses

- Increase/clarify opportunities to start, sustain, and grow; skill/capacity building, & peer groups

Public Sector Agencies

- Efficiency, Quality of Work Life, Serve Community

Private Sector Corporations

- Bolster supplier diversity goal attainment, tax deductible gifts to foundations/ ESOs, corporate social responsibility, plus identify future M&A opportunities

Questions

Talk to Us

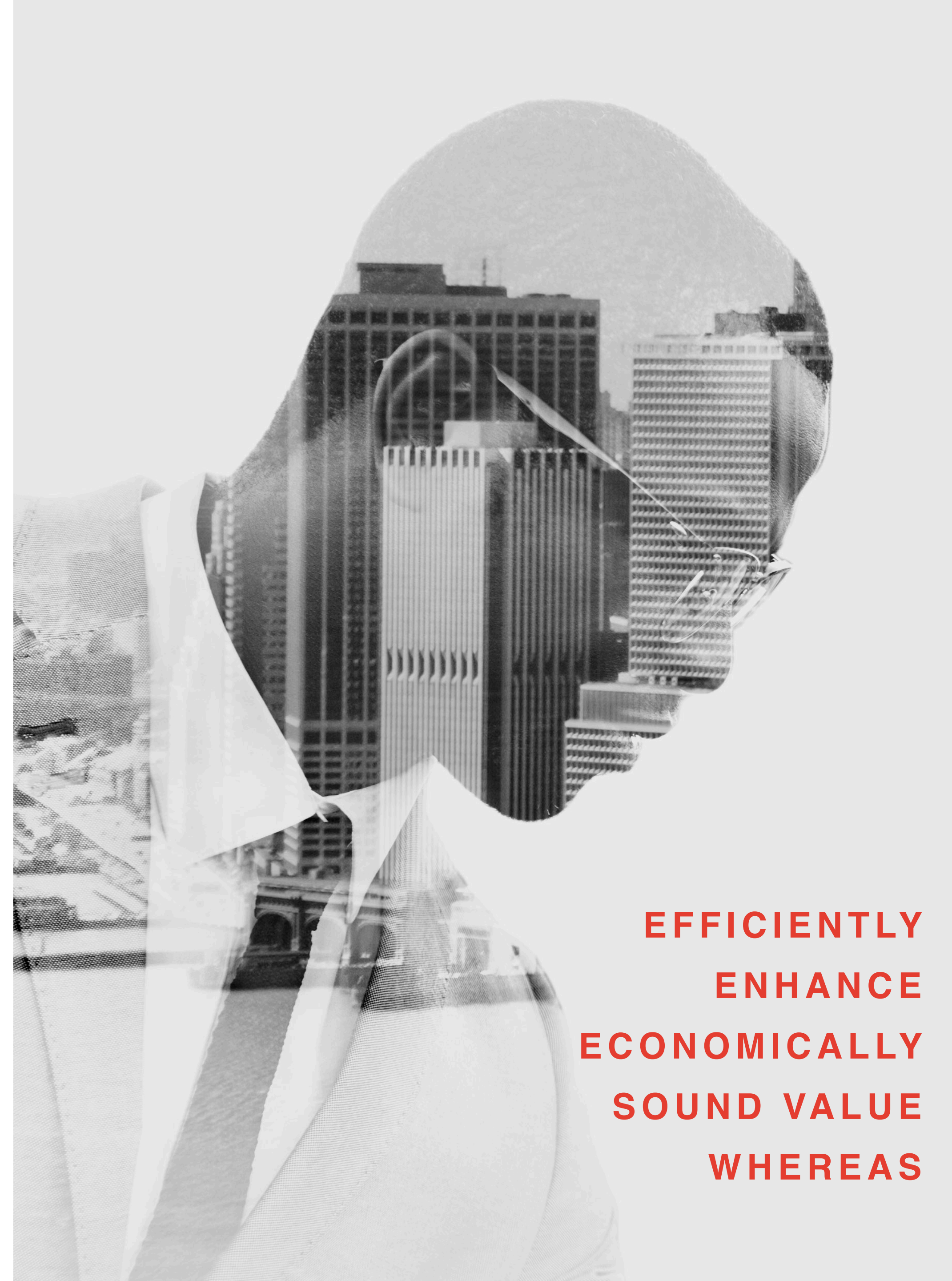
We're looking forward to today's conversations. But, before we get going, do you have any questions for us?



Discussion Format

Let's Talk!

- Introductions/Backgrounder
- Offerings Portfolio
- Primary Successes
- Primary Challenges
- Major Aspirations
- Defining Success
- Current/Desired Partnerships

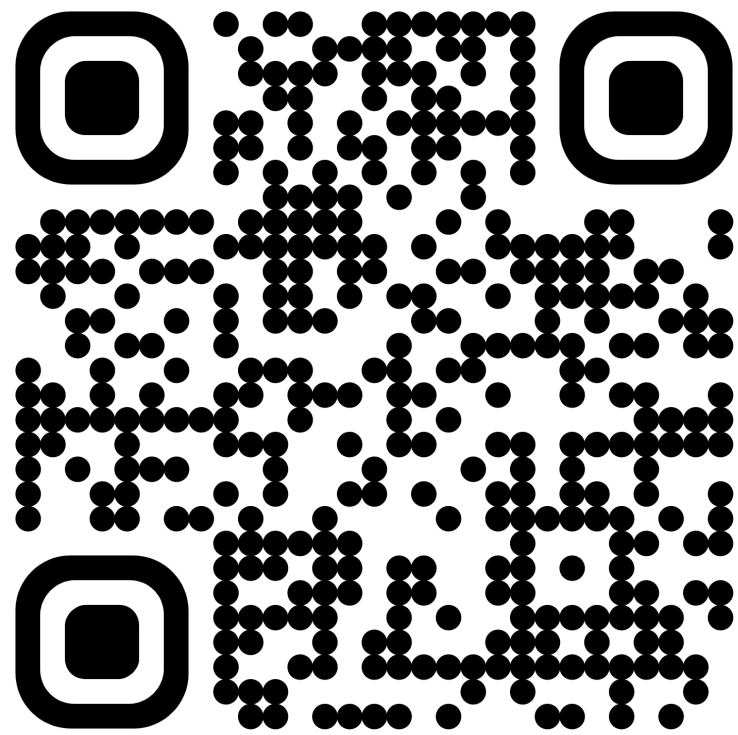


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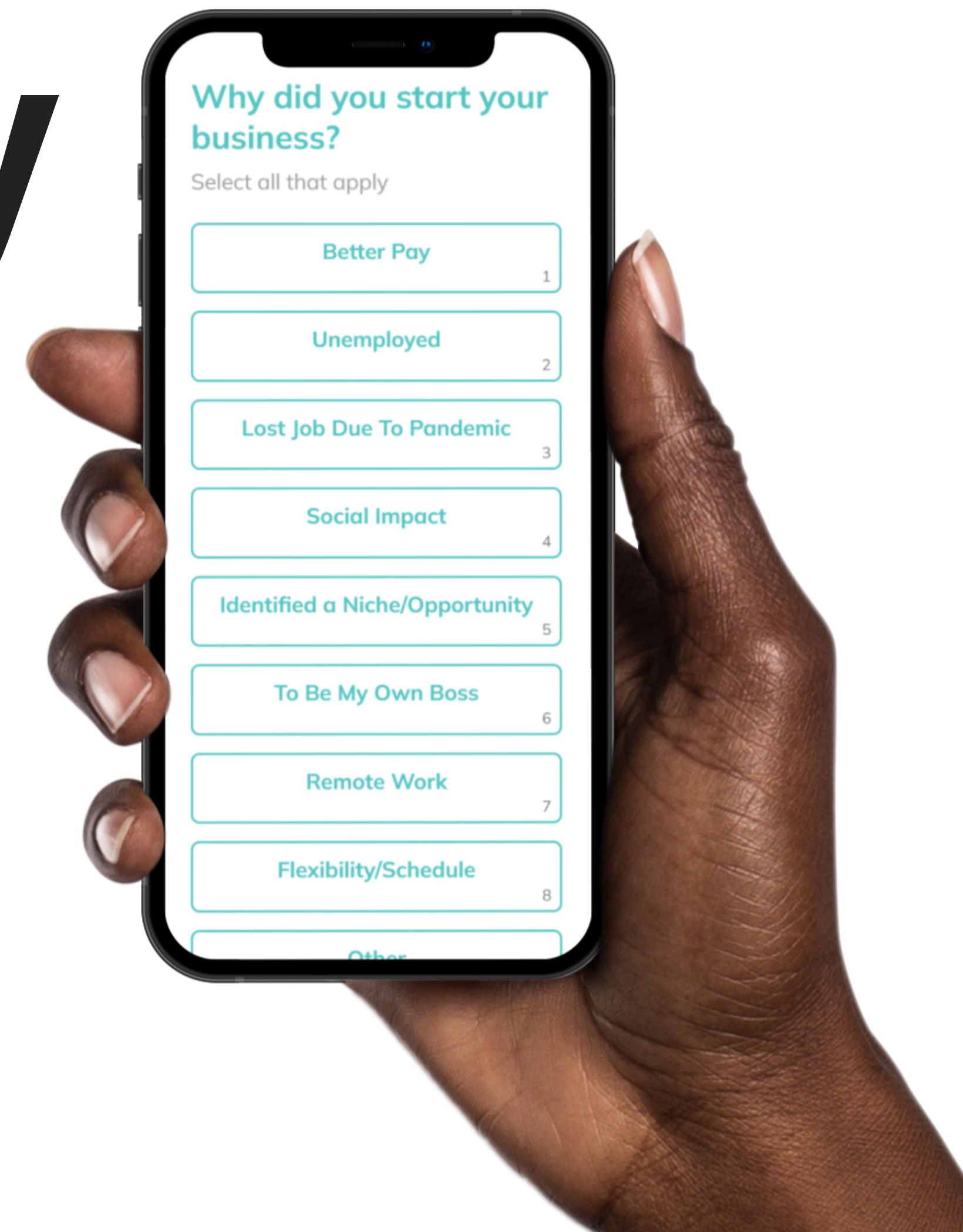
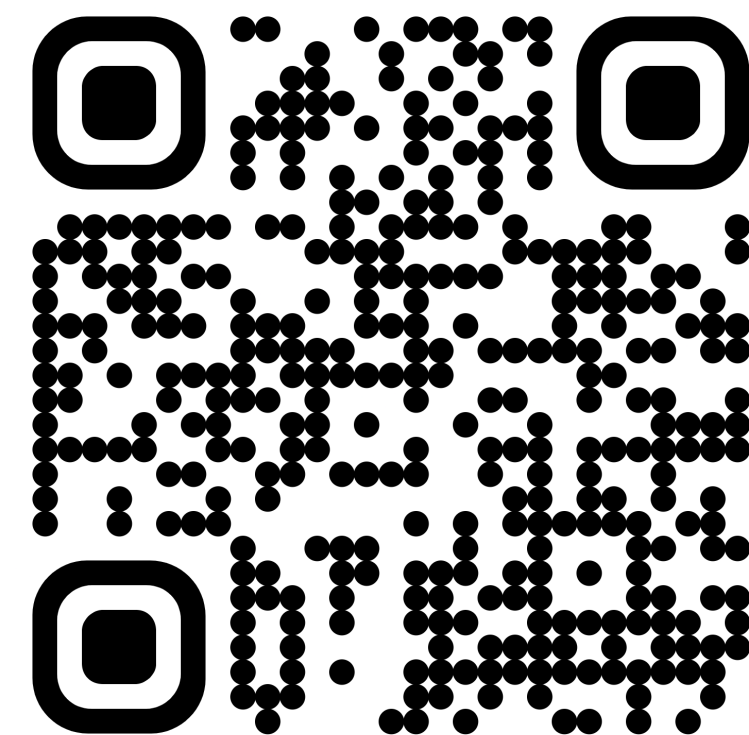
Take the Survey

Scan the QR code to participate in our small business census and help close the gap on data deficiencies for BIPOC businesses in Kansas City.

Small Business Census



ESO Partner Signup



Get in Touch



We'd Love to Hear from You!

Nia Richardson

Managing Director of Small
Business

City of Kansas City

nia.richardson@kcmo.org

Emma Willis

Heartland Director & COO
Venture Noire

emma@venturenoire.org