



The National Institute of Minority Economic Development

www.TheInstituteNC.org

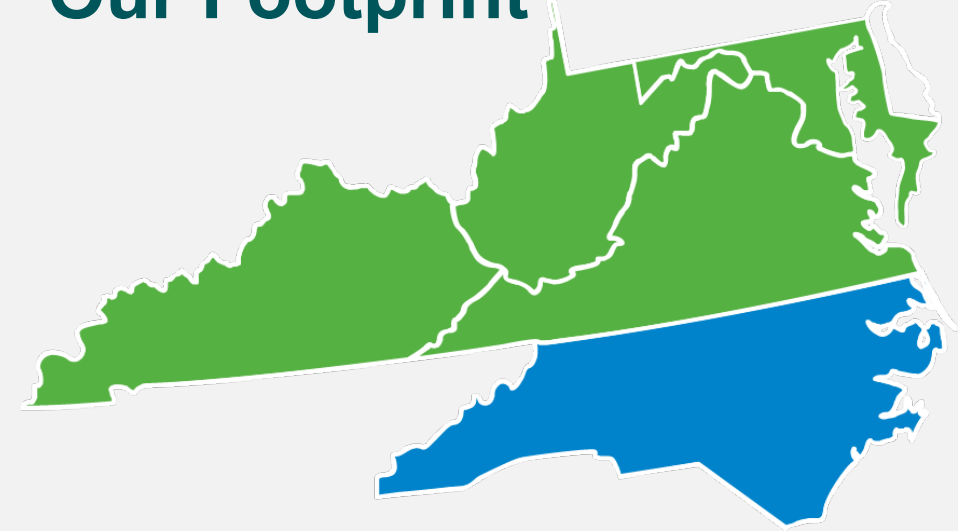
January 2022

✓ THE INSTITUTE:

A Catalyst for Minority Competitiveness

- **35 years** of successful operations and growth.
- Once statewide, now known as the **National Institute of Minority Economic Development** (The Institute).
- **Mission:** To strengthen the asset base of diverse populations through policy, education and economic opportunities.
- **Vision:** Economic prosperity for diverse populations.
- **Values:** Trust, Excellence, Innovation, Collaboration
- **Key Programs and Activities:** MWBE technical assistance, training, networking, policy-advocacy leadership, innovation in community economic development, and CDFI lending.
- **Lines of Business:** Four lines of business provide a wholistic solution. They are: Research, Policy & Impact Center, Center for Entrepreneurship, Center for Community Investment and Center for Professional Services.

Our Footprint



- 5-state market
- 25 team members
- Four offices
- Eight programs/brands
- \$10 million in combined revenue
- \$31 million in combined assets
- 2,400 businesses served annually

Organizational Structure





The Women's
Business Center
of Charlotte

a program of

National
INSTITUTE
Economic Development



WBCC MISSION

Promote economic self-sufficiency
for women entrepreneurs.

We empower women by offering the tools,
resources, and business development opportunities
essential to establishing businesses.

Our platform gives women the confidence to
stabilize companies, generate sustainable profits,
strategize for future growth and contribute to the
economic development of the community.



CENTER FOR PROFESSIONAL SERVICES

PROGRAM BRANDS

I.

Public Private Collaborations

We serve as a trusted community hub and facilitator, emphasizing and supporting collaborative partnerships that maximize resources, talent, and expertise.

II.

Supplier Inclusion

With a tested model for sourcing diverse businesses, coaching emerging suppliers and adopting sustainable best practices, we not only raise MWBE utilization rates, but we help build wealth and sustainability for MWBEs and help to build community ecosystems throughout our footprint.

III.

Diversity, Equity, Inclusion

We help corporations, public agencies, and organizational clients assess their programs to become community impactful.

IV.

Executive Management Education

Institute faculty recognize critical needs that support minority executives in developing resilience strategies and agile technologies, while defining and pursuing market share.

PUBLIC-PRIVATE COLLABORATIONS

(partial listing)



MINORITY
ENTREPRENEURSHIP
INITIATIVE

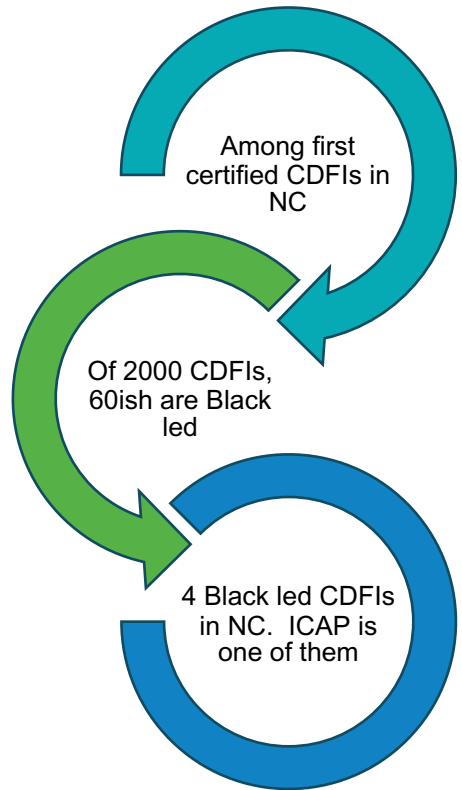


DURHAM
PUBLIC SCHOOLS
BOARD OF EDUCATION



- Minority & Women Business Enterprise (MWBE) Training & Outreach
(hosted over 300 training sessions & over 50 outreach programs in 2021)
- Develop supplier inclusion strategies
- Develop and issue MWBE Newsletters
- Assist MWBEs with NC Historically Underutilized Business (HUB) Certification
- Implement Internal & External MWBE Advisory Councils
- Work closely with department directors and procurement teams for greater impact utilization of MWBEs
- Provide customized training & support to prepare MWBEs for forecasted opportunities
- Provide access to capital for business expansion & growth
- Increase overall MWBE participation goals

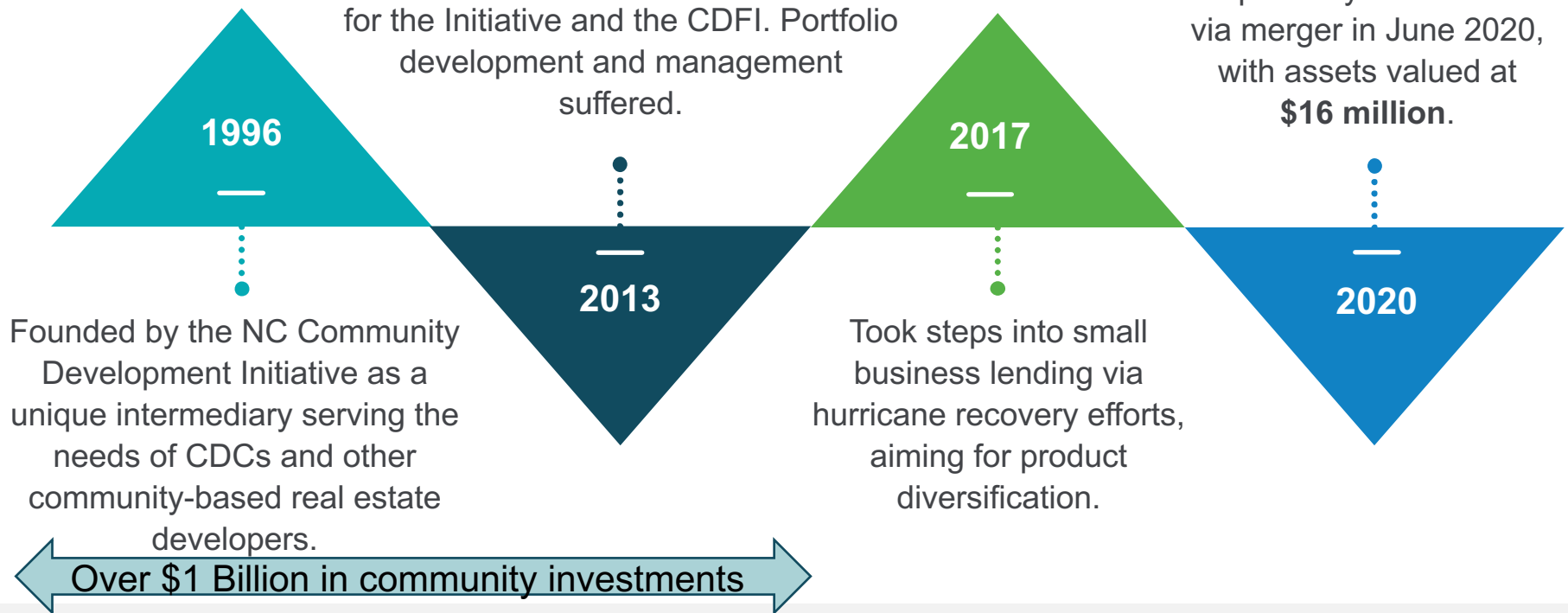
Background



The state eliminated funding for CDCs and reduced affordable housing funding generally. Statewide capacity to develop, build and manage affordable housing projects declined.

Operating support was also eliminated for the Initiative and the CDFI. Portfolio development and management suffered.

Acquired by The Institute via merger in June 2020, with assets valued at **\$16 million.**



What We Do: Product Summary



Affordable Housing & Community Development Lending

- Multi-family and single-family homeownership projects developed by CDCs and other affordable developers
- Commercial and community facilities with positive impacts for low-income communities
- Primary focus on predevelopment and gap financing, with possibility for refi/rehab and subordinated perm



Small Business

- Working capital and other financing for underserved businesses, non-profit ventures and social enterprises
- Term loans up to \$750,000



HBCU Enterprise Lending

- Support for ventures founded by HBCU students, faculty or recent alumni
- To be more fully developed



Development Services: Technical Assistance

- Conducted internally and in partnership with The Institute's technical assistance team
- Focus on diverse business owners, non-profits and community development corporations
- To be more fully developed

IMPACT

**National
INSTITUTE**
Economic Development



\$10,860,795

Grant Funds Disbursed



\$12,634,000

Contracts Awarded



9,084

Entrepreneurs
Trained

2,379

Clients
Counseled



100

Business Starts



157

Jobs Created / Retained



THANK YOU

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