

### **::TABLE OF CONTENT**

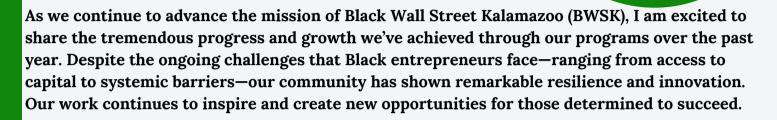
CEO's MESSAGE	01	TRUTH AND PARKS INNOCATOR EXCHANGE	10
WE ARE: BLACK WALL	02	CENTER	
STREET KALAMAZOO		TRUTH AND PARKS INNOVATOR EXCHANGE	11
WHAT WE OFFER	03	CENTER AND PHOTOS	
ALL THINGS B.E.T.A: WHO WE ARE AND WHY WE EXIST	04	BWSK CAPCAITY BUILDING SUPPORT PORPOSAL FOR 2026	12
B.E.T.A IMPACT	05	BWSK CAPCAITY BUILDING SUPPORT	13
ALL THINGS KALAMAZOO BLACK BUSINESS EXPO	06	PORPOSAL FOR 2026: Q&A FACT SHEET	
KALAMAZOO BLACK		BWSK CAPACITY	
BUSINESS EXPO & TESTIMONIALS	07	BUILDING SUPPORT PROPOSAL FOR 2026	14
BWSK IMPACT STORY	08	CONNECTING THE ECOSYSTEM	15
BWSK IMPACT STORY & HIGHLIGHTS	09	SPONSORS AND THANK YOU	16





### **MESSAGE FROM OUR CEO**

Dear Community Partners and Supporters,



In 2024, BWSK has supported over 144 entrepreneurs, equipping them with the tools, resources, and connections necessary for long-term business success. Through initiatives like our Black Entrepreneur Training Academy (B.E.T.A.) and the Kalamazoo Black Business Expo, we have helped entrepreneurs increase their incomes by 25% to 60%, secured new retail placements, and expanded their market presence.

The success stories shared by our entrepreneurs reflect the heart of our mission: empowering Black entrepreneurs, increasing access to critical resources, and creating generational wealth for marginalized communities. This is more than just business growth—it's about shifting the economic landscape in Kalamazoo and beyond.

In addition to these successes, our community's impact is further exemplified by our engagement efforts. With over 58,000 views in 28 days on our Facebook page, we have witnessed an increasing demand for access to capital, mentorship, and business resources. This level of engagement showcases the vibrancy of our community and the collective desire to break through the barriers that have historically held us back.

However, we know that there is still much to be done. As we look ahead, our goals are clear: expand access to business development resources, increase opportunities for networking, and continue fostering inclusive economic development. We cannot do this alone. Your continued support and partnership are vital in enabling us to break down these systemic barriers and open new doors for the next generation of entrepreneurs.

Thank you for standing with us as we continue to make strides toward a more equitable and prosperous future for all.

Founder & CEO

Black Wall Street Kalamazoo

### WE ARE : BLACK WALL STREET KALAMAZOO

#### WHO WE ARE:

Black Wall Street Kalamazoo (BWSK) is a grassroots economic empowerment organization dedicated to uplifting and supporting Black entrepreneurs. Through strategic programs like the Black Entrepreneur Training Academy (B.E.T.A.), Office Hours Consultations, Webinars, and the Black Business Expo, we bridge gaps in access to funding, knowledge, and opportunity. We are business coaches, connectors, advocates, and community builders working to dismantle systemic barriers and build pathways to sustainable success. Our work is rooted in equity, collaboration, and the belief that when Black businesses succeed, communities flourish.

#### **OUR VISION:**

To elevate the visibility and vitality of Black-owned businesses in our community—amplifying their presence, impact, and long-term success.

#### **OUR MISSION:**

Black Wall Street Kalamazoo (BWSK) is a collaborative initiative committed to extending the lifespan of the African American dollar within African American communities, we do this through social, marketing, and educational experiences that empower entrepreneurs, strengthen networks, and foster economic resilience. By working alongside local and national organizations, we share, collect, and strategically leverage resources to support the growth, sustainability, and prosperity of Black businesses in Kalamazoo and beyond.





### **WHAT WE OFFER:**



Black Wall Street Kalamazoo (BWSK) provides targeted, hands-on support to help Black-owned businesses launch, grow, and thrive. Through personalized advising and technical assistance, we work with both existing small businesses and pre-venture entrepreneurs to strengthen:

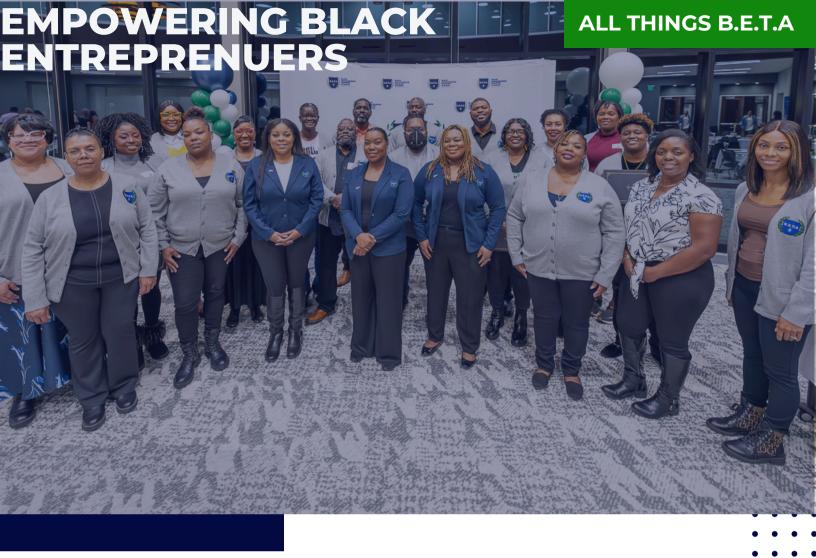
- Business planning and strategy
- · Operational systems and scalability
- Financial management and sustainability
- Personnel administration and hiring practices
- · Marketing, branding, and customer outreach

To further increase visibility and connectivity, BWSK also offers:

- Online Business Directory: A searchable platform that promotes Blackowned businesses and making them easier to find by consumers, partners, and funders
- Business Mailbox Services: Entrepreneurs can use BWSK's address as their business mailing address, providing credibility and professional presence
- Community Calendar: An open-access event calendar where individuals and organizations can share upcoming events, workshops, and networking opportunities

These offerings reflect BWSK's long-term vision: to build an inclusive and accessible ecosystem that supports Black entrepreneurs at every stage of their journey.

MORE INFORMATION ABOUT
THESE SERVICES
PLEASE VISIT:
blackwallstreetkalamazoo.org



### WHO WE ARE AND WHY WE EXIST

#### WHO IS B.E.T.A

B.E.T.A - Black Entrepreneur Training Academy is a year-long business support program designed to empower Black entrepreneurs with the skills, resources, and support necessary to thrive in the competitive business landscape. B.E.T.A offers a 5 month intensive, comprehensive curriculum covering six key business models. Participants also benefit from weekly office hours with coaching, a microgrant of up to \$5,000 upon completion, and lifelong community support and technical assistance. As of April 2025, B.E.T.A has successfully completed four cohorts, with 47 businesses graduating, and 11 more set to begin with the fifth cohort, for a total of 58 cohort members. This is a joint program venture between Black Wall Street Kalamazoo and Sisters and Business. Black Wall Street Kalamazoo 501(c) (3) serves as the lead organization.

#### WHY WE EXIST

The B.E.T.A. (Black Entrepreneur Training Academy) program is committed to closing the persistent gaps in information, resources, access to capital, and wealthbuilding opportunities for Black business owners and entrepreneurs. Through targeted education, increased awareness, strategic resource access, and direct capital support, B.E.T.A empowers participants with the tools needed to grow and sustain their businesses. Recognizing the urgent need for racial equity in the entrepreneurial landscape, Black Wall Kalamazoo (BWSK) and Sisters in Business (SIB) partnered to launch B.E.T.A as a comprehensive, wraparound business development program. This initiative not only addresses systemic barriers but positions Black entrepreneurship as a key strategy for achieving economic justice and mobility. By investing in Black businesses, B.E.T.A helps cultivate thriving enterprises that contribute to lasting community wealth.

## B.E.T.A. IMPACT ON OUR COMMUNITY

Explore a snapshot of the BETA Impact Report. For full details, view the complete report <u>here</u>.

## STORIES

Several standout success stories illustrate this impact: Papa's Brittle obtained \$200,000-\$250,000 in funding and represented Michigan at major industry events; V&B Kalamazoo LLC secured over \$300,000 in government contracts and grants to support low-income housing projects; and Sticky Spoons Jam expanded into 10 new retail outlets since January 2025. Together, these achievements highlight BETA's role in fostering entrepreneurship, unlocking capital, and enhancing the visibility and sustainability of local businesses.



47
Businesses
Successfully
Completed the
Program

Active participates in current Cohort

\$286,000

Capital Grants
Distributed

Completed Cohort
Programs

5 B.E.T.A PITCH WINNERS WENT ON TO WIN AND PLACE IN OTHER PITCH COMPETITIONS

9 PARTICIPANTS OPEN NEW ONLINE STORES/WEBSITES LAUNCHES

5 BUSINESSES SECURED LOANS OR INVESTMENT CAPITAL

6 PARTICIPANTS RECIEVED GRANTS TOTALING BETWEEN \$5K-\$32K

I launched more comprehensive services in April 2024 which I piloted for 1 year(I am a service based business - not product based). In that year my revenue increased by \$25,000 as I projected. I have since formally launched this month and have plans to add some B2B services next year.

I am also in the early stages of starting a 2nd business.
BETA's curriculum and ongoing support was integral to
my continued success as a new entrepreneur. I am
thankful to be part of the BETA Community!!

~Carrie T Dennie, ND Vibrant Wellness

# SUPPORTING THE RISE OF BLACK ENTREPRENEURS

ALL THINGS KALAMAZOO BLACK BUSINESS EXPO



#### Kalamazoo Black Business Expo: A Catalyst for Economic Empowerment

The Kalamazoo Black Business Expo has become a cornerstone of economic development within the community, offering a unique platform for Black entrepreneurs to showcase their products, connect with potential clients, and access valuable resources. As we continue to build upon this annual event, the Expo provides entrepreneurs with the tools they need to succeed in an increasingly competitive market, while contributing to the larger goal of fostering generational wealth and economic mobility.

#### A Platform for Business Growth and Community Connection

The Kalamazoo Black Business Expo serves as a dynamic platform that facilitates meaningful connections between entrepreneurs, customers, investors, and business partners. With up to 1,000 attendees at each event, the Expo draws diverse community members and provides a space for businesses to increase their visibility and grow their networks. The event features a variety of vendors (up to 70) who offer products and services, alongside educational workshops and networking opportunities designed to foster long-term business success.



#### **Driving Entrepreneurial Success and Economic Growth**

The Expo has proven to be an essential resource for local entrepreneurs, offering significant opportunities to:

- Increase Sales: Many vendors experience a surge in revenue as a result of exposure to new customers during the event.
- Expand Clientele: By connecting directly with potential clients, entrepreneurs often find new business opportunities and partnerships.
- Build Long-Term Relationships: Networking events help entrepreneurs build lasting relationships with investors, mentors, and collaborators that can support their growth and success.

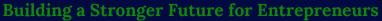
#### Fostering Generational Wealth and Economic Empowerment

The heart of the Kalamazoo Black Business Expo lies in its ability to foster generational wealth and economic mobility within the Black community. By providing access to resources like grants, educational workshops, and networking events, the Expo equips entrepreneurs with the tools they need to succeed. This ultimately contributes to:

- Job Creation: Successful businesses can scale, creating jobs and economic opportunities within the community.
- Community Investment: Thriving businesses contribute to the local economy through taxes and reinvestment in community development.
- Economic Mobility: Entrepreneurs who achieve financial success are able to pass on knowledge and opportunities to the next generation, creating a cycle of economic empowerment.

## CHAMPIONING BLACK ENTREPRENEURSHIP

### ALL THINGS KALAMAZOO BLACK BUSINESS EXPO



The Kalamazoo Black Business Expo is more than just an event—it's a key driver of economic development in Kalamazoo. It provides an avenue for Black entrepreneurs to connect with the resources and networks they need to succeed, helping to pave the way for the next generation of entrepreneurs. As we continue to grow, our goal is to expand the Expo's reach, ultimately helping more entrepreneurs thrive and contribute to the long-term prosperity of the community.

"This was my first expo as a vendor. I love all the additions the business panel, fashion show and I love the pitch portion. Creating spaces for black people in general and as business owners is amazing. The networking opportunities are great and beneficial. The panel was giving diamonds not gems/nuggets. I'd love to connect on a paint & sip soon with Twine . If we all support each other, there is room for everyone to grow & glow!"

~Erica S.



"We had a great time being in attendance amongst many other zealous entrepreneurs and we learned a lot which will better prepare us for our future upcoming events and business ventures. It was truly a great experience."

~Joelle Stamps & Corey Stamps

"Seeing black entrepreneurs succeed and share their businesses within our community is very inspiring and encouraging to continue working for "us"."

~Cheryl Wright





"The Kalamazoo Black Business Expo gave me an environment where I saw people who looked like me and provide me with guidance and information to aid in my entrepreneurial growth" - Tameka Robertson, YEnvyMe Apparel & Designs

### **BWSK IMPACT STORY:**

### EMPOWERING THE BLACK COMMUNITY THROUGH PURPOSEFUL ENGAGEMENT

At Black Wall Street Kalamazoo (BWSK), we are committed to empowering Black entrepreneurs and fostering generational wealth within our community. The engagement on our Facebook group is not just about activity—it is about intentional support, access to resources, and business growth. The conversations taking place on this platform are not casual or superficial; they are about real economic opportunities, connecting Black providers with potential clients, and sharing resources that directly impact business success.

#### Focused Community Engagement: A Platform for Business Growth

In the last month alone, our Facebook group has seen 12,622 posts and 13,972 comments—numbers that reflect active engagement from entrepreneurs and community members focused on building generational wealth. These posts are not casual social media chatter. They are requests for services, promotions of Black-owned businesses, and valuable resources such as grants, educational tools, and business development opportunities. This is a purpose-driven platform that directly serves the entrepreneurial spirit and economic mobility of our community.

13,972+
FACEBOOK GROUP
COMMENTS COUNT

12,622+
FACEBOOK GROUP
HAS SEEN IN POST

#### Real Impact on Income and Business Growth

The interaction metrics underscore the powerful business potential within the community. The **2,563** unique individuals who posted or commented are not engaging for entertainment—they are actively seeking business services or offering resources that help drive economic growth. The entrepreneurs in the group have reported income increases of **25% to 60%**, and many have secured retail placements or even opened brick-and-mortar stores. This shows that access to resources, connections, and mentorship is directly translating into real-world business success.

#### **Access to Resources for Empowerment and Success**

Our platform serves as a hub for opportunity, with **58,565 views in just 28 days**. This visibility allows Black entrepreneurs to connect with mentors, investors, and clients, and gain access to capital and business development resources. The resources shared—whether they're about grants, business consulting, or educational opportunities—are critical to the success of these entrepreneurs. Each post and comment is a step toward sustainable wealth-building and community empowerment.

You can find more information about our Facebook Page: https://www.facebook.com/share/g/1AJ3u9Qve2/

58,565+
VIEWS IN JUST 28
DAYS

### **BWSK IMPACT STORY:**

### EMPOWERING THE BLACK COMMUNITY THROUGH PURPOSEFUL ENGAGEMENT

#### Moving Toward Economic Mobility and Wealth

This engagement isn't just activity for the sake of activity; it's about creating lasting economic change. The businesses supported by BWSK have a 98% retention rate, showing that the support provided is sustainable and effective. Our programs and platforms ensure that Black entrepreneurs aren't just surviving; they are thriving and contributing to the long-term economic development of their communities. Through focused, meaningful engagement, we are laying the foundation for generational wealth in Kalamazoo and beyond

#### Conclusion: The Power of Purposeful Engagement

At BWSK, the Facebook group's activity represents much more than simple social interaction—it is a deliberate and impactful effort to close the wealth gap and provide real business opportunities. The posts and comments are driving economic success, fostering business growth, and facilitating access to critical resources. This is how we are working together to empower Black entrepreneurs and build a more equitable, thriving community.





## BREAKING NEWS: TRUTH AND PARKS INNOVATOR EXCHANGE CENTER EMPOWERING BLACK ENTREPRENEURS THROUGH INNOVATION AND COLLABORATION.

The Truth and Parks Innovator Exchange Center is a dynamic, community-driven space dedicated to fostering the growth of Black entrepreneurs and businesses. Named in honor of two of the most influential leaders In Black history, Sojourner Truth and Rosa Parks, this center serves as a living tribute to their legacies of resilience, advocacy, and empowerment. The center's mission is to provide a hub for innovation, education, and collaboration, creating a thriving ecosystem where Black entrepreneurs can access the resources they need to build generational wealth..

#### **Our Purpose:**

The Truth and Parks Innovator Exchange Center is designed to support African American business owners and individuals interested in collaborating with Black businesses. By offering business education, hands-on resources, mentorship, and community support, we aim to equip entrepreneurs with the knowledge and tools needed to thrive in today's competitive landscape. This space is intended to cultivate an environment that honors Black culture, including its creativity, joy, resilience, and resourcefulness, while fostering innovation and economic empowerment.

#### **Key Features and Offerings:**

#### 1. Conference and Event Space:

• A spacious conference area with an overlooking mezzanine to accommodate large gatherings, meetings, and events. The space will be used for workshops, networking events, pitch competitions, and community forums.

#### 2. Small Licensed Commercial Kitchen:

• A fully-equipped commercial kitchen for use by culinary entrepreneurs and community events. This kitchen will provide a valuable resource for individuals seeking to test, produce, and showcase their food-related businesses.

#### 3. Collaborative Open Space:

• A flexible area where vendors and entrepreneurs can display their products or services. The open space will be designed to encourage networking and collaboration while offering seating areas for informal meetings or casual work sessions.

#### 4. Classroom for Business Education:

 A classroom that holds up to 20 people, designed for business courses, workshops, and training on topics such as marketing, financial literacy, business development, and leadership. This space will host both in-person and virtual educational sessions.

#### 5. Business Services:

- Virtual business address to help entrepreneurs manage their mail and establish a professional presence.
- Small printing and copying services to support entrepreneurs' administrative needs, such as business cards, marketing materials, and presentations.

#### 6. Mentorship and Networking:

Regularly scheduled mentor sessions and networking opportunities to connect entrepreneurs
with established professionals, investors, and community leaders who can provide guidance and
open doors to new business opportunities.

## TRUTH AND PARKS INNOVATOR EXCHANGE CENTER:

### EMPOWERING BLACK ENTREPRENEURS THROUGH INNOVATION AND COLLABORATION.

Tagline: "Innovation, Education, and Collaboration"

This tagline encapsulates the core values of the Truth and Parks Innovator Exchange Center—a space where innovation is nurtured, education is accessible, and collaboration is encouraged. Our goal is to be a community catalyst that drives economic growth and development for Black entrepreneurs in Kalamazoo and beyond. in Black history, Sojourner Truth and Rosa Parks, this center serves as a living tribute to their legacies of resilience, advocacy, and empowerment. The center's mission is to provide a hub for innovation, education, and collaboration, creating a thriving ecosystem where Black entrepreneurs can access the resources they need to build generational wealth..

#### **Impact Goals:**

The Innovator Exchange Center is not only a physical space but a launchpad for economic mobility and community development. By providing business education, access to resources, and space for collaboration, we help entrepreneurs overcome barriers, scale their businesses, and contribute to the broader economic growth of Kalamazoo.

Through this center, we aspire to be a key player in building generational wealth by empowering individuals and communities with the skills and opportunities to succeed and lead.



COMING SOON JANUARY 2026

A few snapshots of the Truth & Parks Innovator Exchange Center.



#### **BWSK CAPACITY BUILDING**

Target Population: Minority entrepreneurs, with priority on Black business owners and aspiring entrepreneurs within Kalamazoo and surrounding areas, including those from underserved communities.

Black Wall Street Kalamazoo (BWSK) Passionately seeks partners and funders to build capacity, building support, and enhance the services we provide. This includes expanding our Office Hours Consultations, Black Entrepreneur Training Academy (B.E.T.A.), and Black Business Expo. The support will help us scale our existing programs, offering more access to technical assistance, resources, and grants to minority entrepreneurs. We aim to strengthen business foundations, foster long-term economic growth, and connect entrepreneurs with essential networks.

### PROJECT DELIVERABLES (Measurable and Quantitative):

B.E.T.A. Program: 15 new entrepreneurs trained per cohort (1 cohorts annually), with 90% completion rates and 80% business growth post-graduation.

Office Hours Consultations: Increase consultations by 30%, offering over 200 hours of personalized support to entrepreneurs annually.

Black Business Expo: Host one annual Expo, with at least 70 businesses participating and 1,000+ community members attending. Measure success through vendor feedback, sales, and networking connections made.

Grants and Funding: Award \$150,000 annually to 15 entrepreneurs, fostering business growth and operational improvements, with remaining funds allocated to staffing and program delivery.

### PROJECT/PROGRAM COST ESTIMATE:

\$500,000

Capacity Building for B.E.T.A., Office Hours, and Expo

#### **BREAKDOWN**

\$150,000 Program Staffing

\$100,000

Program Delivery

Costs (materials,

marketing,etc.

TO SUPPORT BLACK WALL STREET KALAMAZOO PLEASE VISIT: blackwallstreetkalamazoo.org **\$75,000** Event Costs (Expo)

Office Hours/Consultation Support

#### **BWSK CAPACITY BUILDING** SUPPORT PROPOSAL FOR 2026 O &A FACT SHEET

#### Effects on the city if this project/program is not implemented

Without this funding, BWSK would be unable to scale its programs to meet the growing demand from minority entrepreneurs. This could lead to continued economic inequality, lack of access to resources and capital for small business owners, and a delay in the economic development and revitalization of underserved communities. The city would miss the opportunity to build a more inclusive, sustainable entrepreneurial ecosystem, which limits potential economic growth and job creation.

#### How does this project/program promote equitable access?

This program promotes equitable access by providing targeted support and resources to Black entrepreneurs, a historically underrepresented group in the local business ecosystem. It offers mentorship, grants, business education, and networking opportunities that would otherwise be inaccessible. We focus on leveling the playing field, ensuring that minority entrepreneurs have the same opportunities as others to succeed and grow their businesses.

#### How does this project/program fit into the new economic development strategy?

Foster the Business Environment, Target Markets, and Entrepreneurship: BWSK directly contributes to fostering a thriving business environment by providing mentorship, resources, and financial assistance to minority entrepreneurs. Through programs like B.E.T.A., BWSK nurtures start-ups and small businesses, helping them scale with the support of grants, technical assistance, and networking opportunities. This program strengthens Kalamazoo's business climate, attracts diverse entrepreneurs, and ensures they have the tools and resources necessary for success.

#### **Strengthen Neighborhoods and Community Connections:**

BWSK's initiatives, especially the Black Business Expo, create strong community ties by connecting local entrepreneurs with potential customers, investors, and partners. The B.E.T.A. program helps business owners from underserved neighborhoods to grow and thrive, improving quality of life in those areas. By facilitating access to capital and resources, we strengthen the entrepreneurial fabric of Kalamazoo's communities and enhance local engagement.

#### **Advance Conditions for Growth:**

BWSK's focus on equitable development aligns with the city's goals by ensuring that historically underrepresented groups, especially Black entrepreneurs, have the same opportunities for growth as others. The B.E.T.A. program helps businesses scale, offering support in areas like finance, business development, and operational strategies, which are essential to long-term growth. By helping these businesses thrive, BWSK supports sustainable and equitable economic development across Kalamazoo.

#### Improve the Downtown Experience:

Although BWSK's efforts are citywide, some of the entrepreneurs participating in B.E.T.A. and the Expo aim to establish or grow brick-and-mortar locations, contributing to a more vibrant and welcoming downtown. These businesses help drive foot traffic and contribute to the cultural richness of Kalamazoo, aligning with the city's goal to improve the downtown experience through inclusive and diverse cultural and business developments.

## **BWSK CAPACITY BUILDING SUPPORT PROPOSAL FOR 2026**

#### INCLUSIVE AND DIVERSE CULTURAL AND BUSINESS DEVELOPMENTS.

#### We evaluate the project/program.

We evaluate the program based on participant feedback, business growth metrics (such as revenue increases, new hires, and market expansion), and impact assessments (e.g., job creation, long-term sustainability). Data will be collected through surveys, consultation follow-ups, business performance tracking, and post-program surveys. Additionally, we will track the number of successful business pitches, grant distributions, and retail partnerships generated.

We have a proven track record of success in executing our programs, and with the requested funding, we will be able to scale our efforts and provide even more comprehensive support to entrepreneurs. Our team and infrastructure are in place to meet the increased demand, and we are continuously refining our approach based on feedback from past cohorts.

#### Past performance measures - how have you already demonstrated success?

Over the past four years, BWSK and B.E.T.A. have helped 49 businesses graduate with a <u>98% retention</u> rate. We have distributed <u>\$286,000 in equity-free grants</u>, with participants securing media coverage, winning pitch competitions, and placing their products in major retailers. Several participants have opened brick-and-mortar stores and acquired properties. These outcomes demonstrate our capacity to positively impact small businesses, helping them thrive and contribute to the local economy.

### Financial Stability of the project/program? Will you need future funding or is this a one-time financial need?

This is not a one-time financial need. BWSK plans to continue to scale these programs and meet growing demand, and ongoing funding will be required to maintain and expand our impact. While we are working to diversify funding sources, including grants and partnerships, we anticipate needing ongoing support to ensure sustainability, especially as the demand for services and capacity grows.



### **CONNECTING THE ECOSYSTEM**

Over the past 24 months, we have facilitated 295 direct referrals to various funding sources, empowering entrepreneurs and small business owners with access to critical capital and business resources.

#### **Funding Sources & Referral Counts:**

United Small South Central Michigan Loan and Grant Fund - Flexible capital for small businesses.

Referrals: 49

Kalamazoo Community Foundation Community Investment Fund - Grants focused on economic equity. Referrals: 6

Northern Initiatives - Microloans and technical assistance for underserved businesses.

Referrals: 4

LISC - Grants and low-interest loans for small business growth.

Referrals: 49

Michigan Women Forward - Grants, microloans, and coaching for women and minority. entrepreneurs Referrals: 40

NAACP - Funding and business resources.

Referrals: 49

Start Garden 5 BY 5 - Pitch competition funding for early-stage entrepreneurs.

Referrals: 49

Capital Consortium - Connects Black entrepreneurs with investors and financial institutions.

Referrals: 49

Kalamazoo Venture Forward - Capital access, mentorship, and business support. Referrals: Data currently being collected\* Local Banks - Business loans, Financial advising, and strategic growth planning.

Referrals: 49

These referrals reflect our commitment to strengthening local businesses through targeted funding opportunities and strategic partnerships.

#### **Digital & Network-Based Referrals**

Through newsletters and digital platforms reaching over 10,000 individuals, we consistently share funding opportunities to ensure Black entrepreneurs have real-time access to capital sources, pitch competitions, and investment opportunities. By leveraging our network and strategic partnerships, we break down financial barriers and empower Black-owned businesses with the capital and resources essential for long-term success.



PROGRAM FUNDER
CHASE BANK
KALAMAZOO COMMUNITY FOUNDATION

MAJOR FUNDER STRYKER JOHNSON

CLOSE PARTNERSHIPS:
GRABB
BLACK WALL STREET MUSKEGON
STARTUP ZOO
CAN-DO KALAMAZOO
ROOM 35

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