



In 2023, we completed our five-year strategic plan, outlining our goals for the organization and plans expanding access to capital and opportunities to our members. With a clear roadmap and a dedicated team. I am confident that as we transition to the Michigan Black Business Alliance, we will continue to empower Black-owned businesses and contribute significantly to Detroit's economic growth in the coming year.

Our community is thriving!

Membership has seen a significant increase of 30% since October 2023, reaching 1,500 members. This growth translates to real impact. In 2023, we connected over 200 Black-owned businesses to critical funding resources and why businesses received mentorship through our programs. This increase underscores the critical role we play in addressing traditional barriers to capital and back-end support. Our commitment to transparency, authentic execution, and addressing these barriers resonates deeply with our members, leading to strong word-of-mouth referrals.

Transparency is at the heart of everything we do. Here's how we deliver on our core values:

We Keep Our Word: Building trust is paramount to our success. That's why we consistently deliver on our promises, connecting members with funding opportunities like grants and loans, providing educational programs and mentorship services to help scale their businesses, and advocating for policy changes that create a more equitable environment for Black-owned businesses.

We Keep it Real: Authenticity extends beyond just outward representation It means building genuine connections with our members. We foster a community of support through 1:1 business assistance, networking events, and our capital access programs. This two-way communication allows us to understand their specific needs and tailor our programs and advocacy efforts accordingly.

We Are the Plug: With a growing network of strategic partners, including key funding sources, we connect businesses with the resources they need. We've facilitated over \$10M in funding, empowering our members and fueling their success.

This success would not have been possible without the unwavering commitment of our exceptional team. Their talent, dedication, and collaborative spirit are the foundation of our achievements. We are committed to fostering a culture of continuous learning, development, and recognition, ensuring our team feels valued and empowered to contribute their best.

Looking ahead, we are excited about the opportunities. We have a clear vision for the future, focused on further personalizing the member experience and creating industry specific programming. We are confident that our strategic initiatives, coupled with the talent and dedication of our team, will enable us to achieve our ambitious goals and create sustainable value for our members.

We are deeply grateful for the continued support of our members, volunteers, funders, donors, and partners. Standing strong in the belief that..... Change Starts Here!

All the best. Charity Dean, President/CEO Metro Detroit Black Business Alliance

DIRECTORS

We are deeply grateful for the dedication and service of our current Board members. They are truly instrumental in driving our success and advancing our mission. We also extend our appreciation to previous board members who have contributed their time and expertise over the years.

Joseph Bowman

Humble Brothers

Kerry Buffington

Kapstone Employment Services

Kandiss Ecton

Kandiss Ecton Insurance and Financial Services, Inc.

Roderick Hardamon

URGE Imprint, LLC

Brian Mckinney

Gayanga, Co.

Chuck Nolen

Cutter's Bar & Grill & Hygrade Deli

Danielle North

Vice Chair

Jermaine Ruffin

Invest Detroit

FOUNDING MEMBERS

Dr. Rita Fields

Regina Gaines

Tatiana Grant-Saunders

Latoya Henry

Joseph Hines

Harvey Hollins

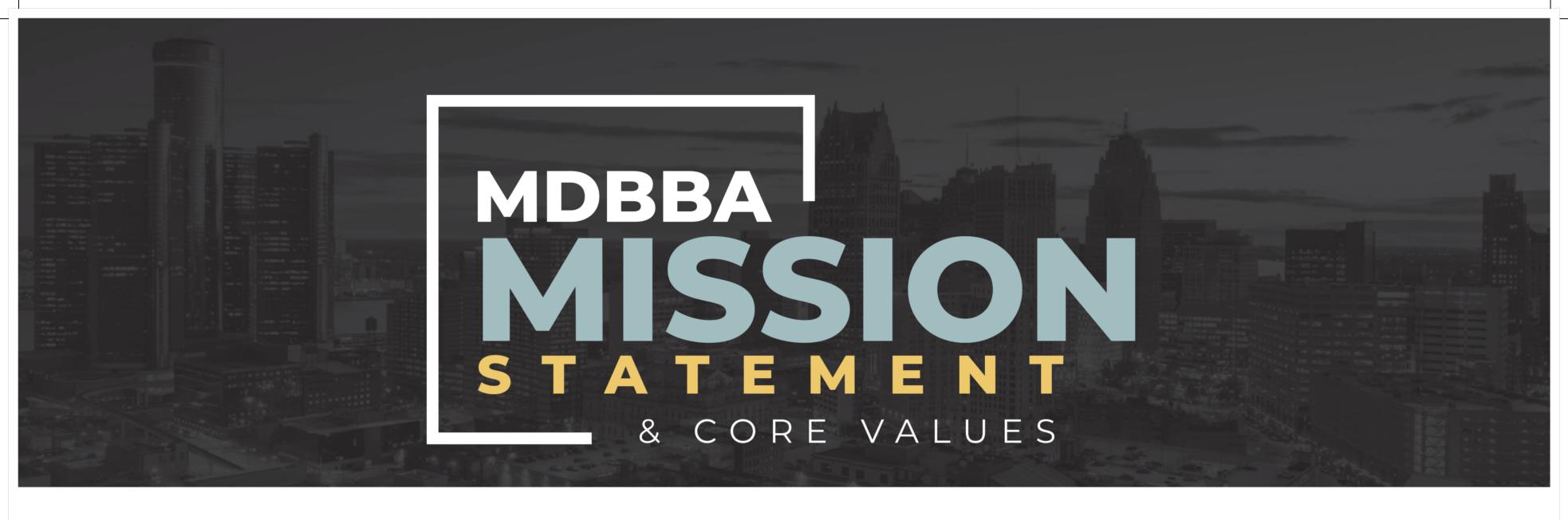
Richard Hosey

Brian McKinney, Sr.

Charles Nolen

Danielle North

Bianca Wilson



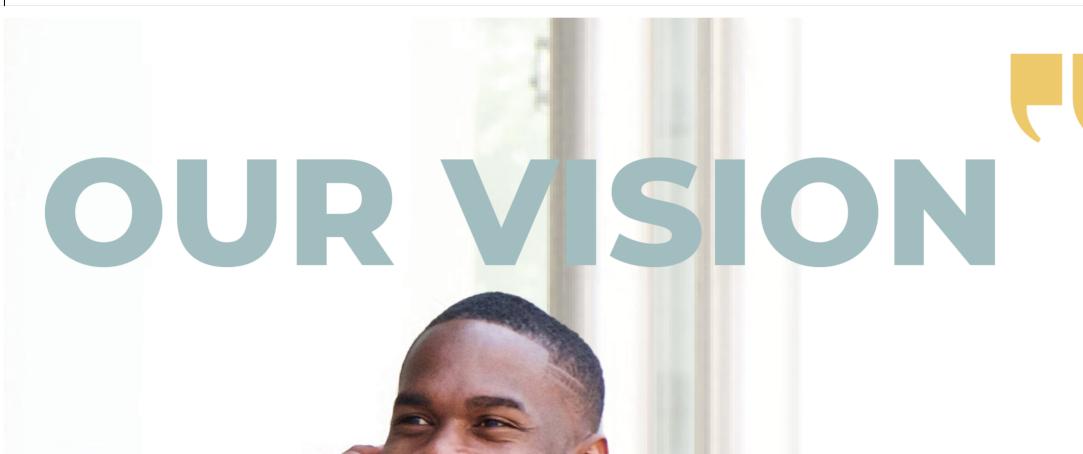
The mission of the Metro Detroit Black Business Alliance is to help close the racial wealth gap by developing programs and advocating for policies that result in profitable and sustainable Black owned businesses that are connected to public and private economic opportunities while building trusted relationships.

We create opportunities for Black entrepreneurs to thrive

We are committed to serving each generation of entrepreneurs

Knowledge Is Power, Execution Is Too We commit to truth & transparency

We fearlessly operate from abundance not scarcity





We position ourselves in key locations and events and we leverage our voice to advance our ambitious goals for systems change on behalf of Black entrepreneurs. We unabashedly acknowledge the centuries of government sponsored oppression and intentional policies and structures that have created a widening racial wealth gap.

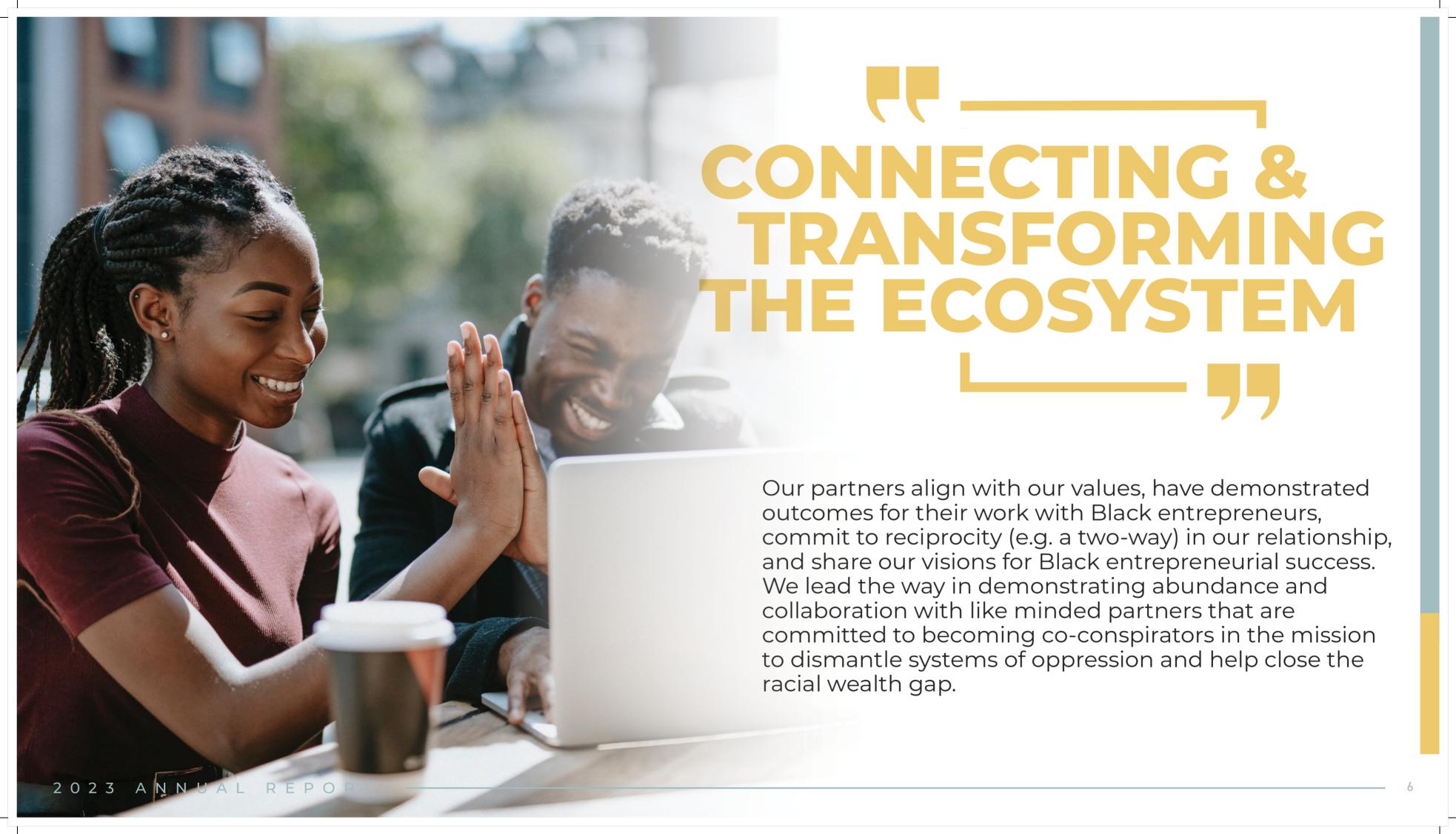
We advocate on behalf of our constituents at all levels of government concerning policy, systems change and public accountability. We accomplish this by conducting field research, utilizing the power of the pen and social media, preparing white papers and crafting solutions to disrupt the current systems.

Our ultimate goal is to yield great influence to ensure our constituents interests are not just heard but that their concerns are prioritized at every level of government and create irreparable damage to systemic racism.

& GROWING | STRONG | BLACK BUSINESSES

We create spaces for Black businesses across the state to incubate and thrive. Our programs provide opportunities to connect through various platforms, including 1:1, in-person, cohort-based, in addition to networking opportunities. We are committed to building a network of 1,000 Black \$1M businesses in the next decade, ultimately creating a \$1B Black business ecosystem.





EXPANDING OUR IMPACT WITH AND FOR BLACK ENTREPRENEURS

We grow our impact by creating value for our current members, nurturing responsible collaborations in under resourced spaces and communities, listening and meeting entrepreneurs where they are through direct outreach. As we expand, we recognize the importance of strategic partnerships albeit, corporations, foundations, community leaders or government. The organizations membership will continue to grow through the creation of a robust ambassador program and footprint expansion (Flint, Lansing, etc).





OPERATIONAL RESILIENCE & EXCELLENCE

The Alliance remains an exceptional organization by ensuring we build a culture of excellence. Our internal policies and procedures reflect a well run operation that is recognized in the ecosystem as a model. We are able to attract the best and brightest talent across the State who buy into the vision and values of the organization. Increased support from donors continues to help catalyze our growth and impact. Our fiscal strength allows us to move resources freely and to support others. The values-driven approach, business model and outcomes in the Black business sector in Michigan have garnered national attention.



We are committed to serving the needs of each generation of Black entrepreneurs in the region, as we continue to advocate for their success. Since its inception in 2021, MDBBA's membership has grown immensely, approaching 1,500 members at the end of 2023.

This growth not only solidifies the value we provide, but it is a testament to why our multi-tiered services are desperately needed and craved by our Black entrepreneurs.

TOTAL MEMBERS MINISTERS 1500



of our businesses are women-owned



79%

of our member businesses are in the Metro-Detroit area



Our members are from Wayne, Macomb, and Oakland counties



Memberships span across fifteen industries

In 2024 we will be expanding our reach throughout Michigan, starting with Flint and Lansing, and simplifying our membership to respond to the voice of our members.

BBRC BLACK BUSINESS RESOURCE CENTER

The BBRC is 2,000 sq ft of free coworking space available to MDBBA members. It serves as a hub, providing critical resources for our membership such as: internet access, physical space, and business support such as marketing and storytelling.

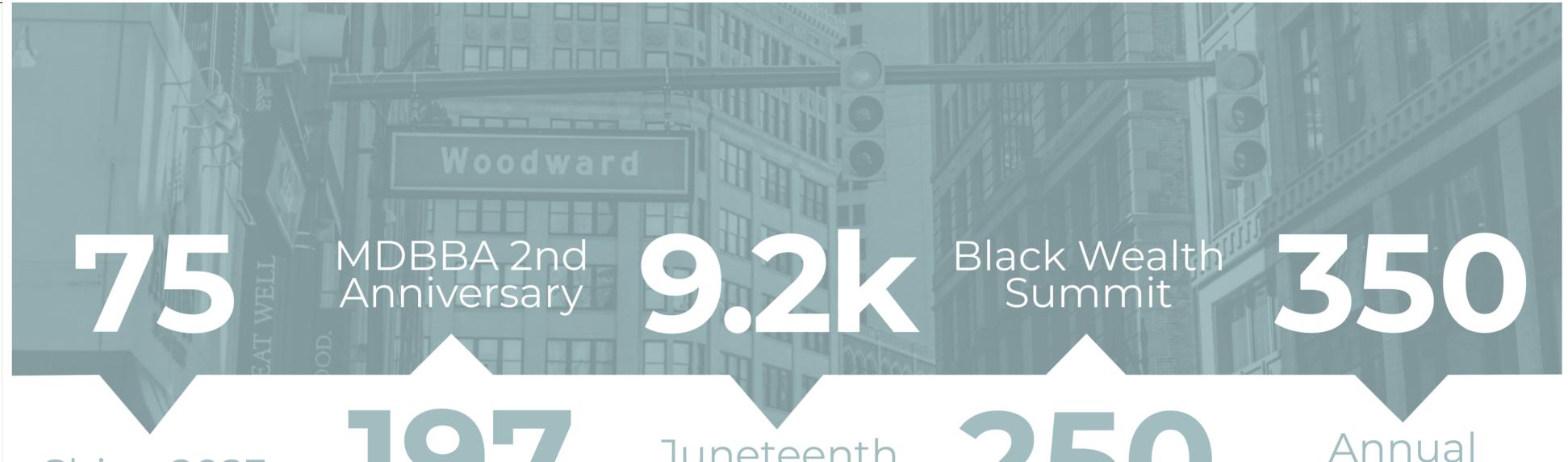
The resource center is a space for Black entrepreneurs to network, access workshops critical to their businesses through our monthly, educational and information events, ranging from financial wellness, tax preparation, and grant writing, and other events created based on feedback from our membership on their needs.

Total Participants

Total Events Hosted

1,206

66



Shine 2023

Juneteenth 250 Freedom Fest

Annual Holiday Fundraiser -Blk Party

MDBBA SPECIAL & ANNUAL EVENT PARTICIPANTS



DIRECT FUNDING FOR OUR MEMBERS IN 2023

Grants Awarded \$55,000

At our Black Wealth Summit in October we partnered with the Office Depot Corporation and their Elevate Program to award \$35,000 to our members.

At our Blk Party we partnered with Black Leaders Detroit to award \$20,000 in grants to our members.

- Member Investments: \$500,000
 - Partnered with Prudential & Stackwell to provide grants to 200 members to invest in the stock market.
- Financial Awards: \$1,500
 Summer UpNxt Pitch Competition Winners

HOW WE DO BUSINESS

We intentionally and proudly do business with our members as our first choice, when sourcing goods and services. By prioritizing members and investing in our member businesses, we strengthen our community and keep wealth circulating within our ecosystem.

518M574%

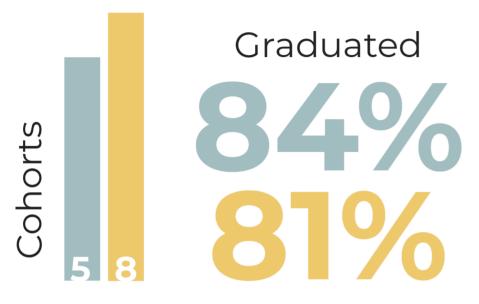
97%

Spent in 2023

with Black-Owned Businesses

of those businesses are our members

Capital Connect



\$917K \$5.2M

BizWiz - 1:1 Business Assistance

What our businesses need assistance with the most to help them get access to capital:

- · Business Taxes
- Financial Projections
- · Business Plan Preparation
- · Credit Repair



UpNxt Summer Internship Program

This is the second year of the program. Workforce capacity and mentorship with member businesses at their brick and mortar locations.

2,151 Hours 3,050 Hours

\$32K \$46K

2023 Overall

PROGRAMS

ADYOCACY

We are fearlessly committed to leveraging our voice and platform to advocate for our businesses on issues that impact them at every level of government.

(Charity Dean, 2024)

We advocated on behalf of our members at the local level on:

The Cashless Ordinance

The Responsible Contractors Ordinance

Our Truth to Power Series hosted

Detroit City Council President Mary Sheffield

Congresswoman Rashida Tlaib

We were awarded a State Appropriation to expand our work, starting in Flint and Lansing.





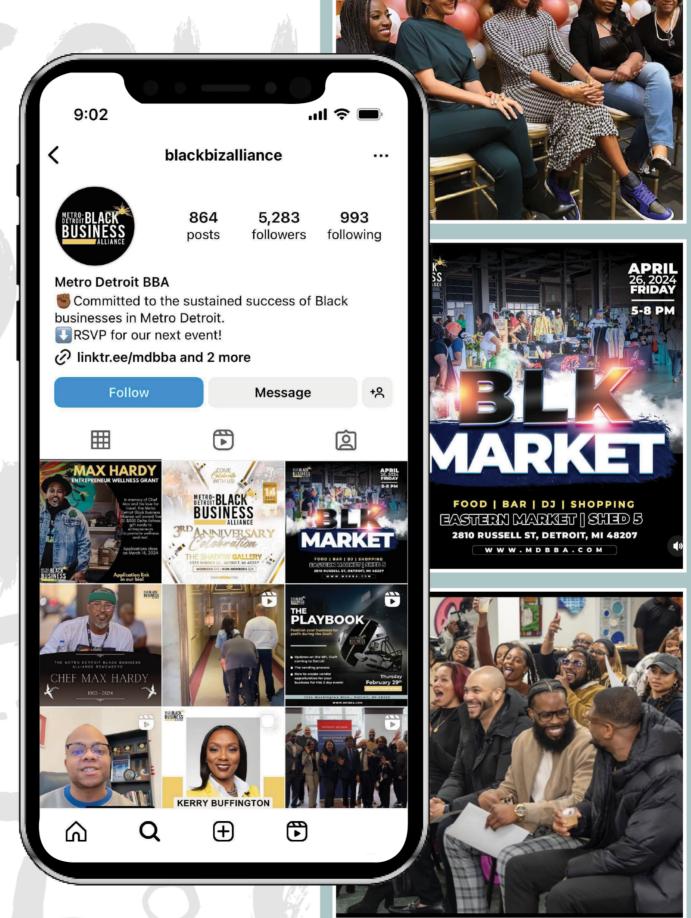
X (formerly Twitter)
@MetroDetroitBBA

Metro-Detroit Black
Business Alliance

9,611 Followers

534,532 Total Impessions

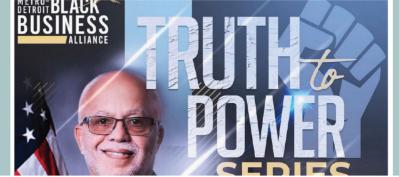
Across All Platforms



















IN THE PRESS



CLICK OF DETROI

Metro Detroit Black But Small businesses prepare ahead of 2024 NFL Alliance is making a businesses prepare ahead of 2024 NFL financial impact on the f community



WXYZ DETROIT



The Metro Detroit Black Business Alliance (MDBBA) says they've already started working with small business owners to make sure they are prepared for the influx of business in the coming months.

"To date, we have successfully certified local businesses making them eligible to potentially secure contracts related to the NFL draft in Detroit," said MDBBA CEO Kai Bowman at a press conference Monday. "It's crucial that we assist these small businesses in building the necessary capacity enabling them not only to thrive during major events but also to sustain growth over time."

The MDBBA says in addition to the certifications, they've been able to help business owners by waiving vendor fees.





anal funds. This, in turn, impacts one's credit and the ability to







BEYOND THE NUMBERS

These figures reflect more than just statistics; they represent tangible improvements in the lives of individuals and the overall economic health of Metro Detroit. By empowering Black businesses, MDBBA fosters:

Increased Economic Mobility:

Black entrepreneurs and their families gain access to greater financial opportunities, driving community prosperity.

Job Creation and Stability:

More jobs provide income, stability, and hope for Detroit residents.

Revitalized Neighborhoods:

Thriving businesses contribute to vibrant communities and a stronger economic ecosystem.

Role Models and Inspiration:

Successful Black businesses inspire future generations and showcase the power of entrepreneurship.

MDBBA's impact goes far beyond the bottom line. It's about building a brighter future for Metro Detroit, one empowered Black business at a time.































































PATRICE K. AARON **FAMILY FOUNDATION**





