

National Institute of Minority Economic Development presents

ENC|2023

EXECUTIVE NETWORKING CONFERENCE

AUGUST 7-9, 2023 » AT PINEHURST

BUSINESS & CAPITAL *REIMAGINED:*

Resources, Opportunities & Investments (ROI)



National
INSTITUTE | 
Minority Economic Development

FOREVER STARTS WITH THE FIRST 125 YEARS.

What does it take for a bank to stand the test of time? Strength, stability and a lasting commitment to helping customers. This year, we celebrate our 125th anniversary of supporting the countless families, businesses and communities we serve, but we'd like to think it's just the beginning. If our past is any guide, tomorrow we will offer our customers the same long-term thinking, service excellence and powerful results we deliver today. **First Citizens Bank. Forever First.®**

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125
YEARS

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Greetings Friends,

Welcome to the **National Institute of Minority Economic Development** (the Institute) **Executive Networking Conference (ENC 2023)**. This year's theme: ***"Business & Capital Reimagined: Resources, Opportunities & Investments (ROI)"***, is designed as a call to action to challenge businesses and venture capitalists to think outside the box and "reimagine" a new or different way of doing business.

With this year's lineup of speakers, the Institute is leading the charge to reimagine and engage in a new era of business exploration. For example, we have **Her Excellency Ambassador Elsie S. Kanza from Tanzania** and a full **delegation from the State of Kentucky** – a signal that the Institute is expanding to provide national and global opportunities for business collaboration and growth.

Last year was an exciting growth year for the Institute as we officially hit fifty FTEs for the first time in the organization's history. Thanks to our many partners like Wells Fargo and Lenovo, we invested more than \$200k in technology and infrastructure. Through our four lines of business, we achieved several milestones: officially recorded **\$22MM in grants to small businesses** through the RETOOLNC program, \$38MM in bonding and awards, and \$33MM in loans and access to capital.

This year the Institute will endeavor to launch a new community development corporation to reclaim our heritage from the legacy of the North Carolina Community Development Initiative. The CDC will be known as the **Institute Community Development Initiative** (the Initiative or ICDI). ICDI will focus on supporting existing CDCs to grow their capacity and provide technical assistance and operating support.

Attending ENC is an **investment in business** and self. Your call to action—lean in, engage, reimagine, network, and explore all the opportunities provided during ENC 2023. The sessions this year are some of the best we've ever presented, and our mission is to ensure your **Return On Investment (ROI)** and maximize your business opportunities. Thank you for attending ENC 2023!

All the Best,

Kevin J. Price
President & CEO

WHAT IS ENC?

The **Executive Networking Conference (ENC)** was established in the mid-1980s as a means of building relationships and supply chain opportunities for minority business executives. Over the years ENC evolved into the state's **premier professional development and business networking event**, convening established and aspiring minority and women-owned businesses, corporate executives, public-sector decision-makers, community leaders, business lenders, equity investors, and other stakeholders engaged in advancing a diverse economy.

ENC is the place for people to come together to learn about and share creative and innovative ideas, leadership principles, and equitable economic development strategies. It is an opportunity for corporate leaders and MWBEs to build stronger B2B and B2C relationships, for community development leaders to engage with other stakeholders, and to encourage emerging entrepreneurs to connect with mentors and resource opportunities. Also, it is an opportunity for government agencies and elected officials to better understand the dynamic economic growth opportunities that can come from reducing barriers to market participation for MWBEs and community developers.

Themes and content have varied from year to year, but always include professional development learning opportunities, multiple networking events, timely economic updates, engaging plenary sessions, B2B opportunity sessions, and recognitions on the dais.





Thank you for taking the time to make a lasting difference.

At PNC, we're proud to celebrate National Institute of Minority Economic Development for making our community an even better place to be. Thank you for all you've done and all that we know you plan to do.

www.pnc.com/communitydevelopmentbanking



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**NATIONAL INSTITUTE OF MINORITY ECONOMIC DEVELOPMENT
2023 EXECUTIVE NETWORKING CONFERENCE**

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COMMITMENT TO THE COMMUNITY, OUR
PARTNERS, & THE CONSTRUCTION
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Gloria Carney Shealey, Ph.D., LEED AP
President & CEO

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SCHEDULE-AT-A-GLANCE

MONDAY - AUGUST 7, 2023

| | | |
|---------------------|--|----------------------|
| 7:00 AM | Registration | Cardinal South Foyer |
| 7:30 AM - 8:30 AM | Breakfast Buffet | Cardinal Ballroom |
| 8:30 AM - 9:00 AM | Welcome Opening Remarks | Cardinal Ballroom |
| 9:00 AM - 10:30 AM | State of Diverse North Carolina | Cardinal Ballroom |
| 10:45 AM - 11:45 AM | CONCURRENT SESSIONS I | |
| | Affordable Housing Development: A CDC Roundtable | Ross/Tufts Ballroom |
| | How To Protect Your Brand Without Breaking The Bank | Olmstead Ballroom |
| | University Transportation Centers of Excellence | Calloway Ballroom |
| 12:00 PM - 1:30 PM | Lunch with Keynote Speaker | Cardinal Ballroom |
| 2:00 PM - 5:00 PM | Business Expo Open | Carolina Hall |
| 3:00 PM - 5:00 PM | Speed Networking | Carolina Hall |
| 3:00 PM - 4:15 PM | CONCURRENT SESSIONS II | |
| | Next Generation Leadership Panel | Ross/Tufts Ballroom |
| | National Electric Vehicle Infrastructure (NEVI) Program Implementation | Olmstead Ballroom |
| | Economic Opportunities Program On The Good Jobs Initiatives | Calloway Ballroom |
| 4:30 PM - 5:30 PM | CONCURRENT SESSIONS III | |
| | Small Business Graduates of The Equity Advocacy Certificate Program | Olmstead Ballroom |
| | Small Business Fundraising Through Equity Crowdfunding | Ross/Tufts Ballroom |
| | Reimagining Technology For Your Business | Calloway Ballroom |
| 6:00 PM - 9:00 PM | Welcome Reception College & Greek Night | Cardinal Ballroom |

TUESDAY - AUGUST 8, 2023

| | | |
|---------------------|--|----------------------|
| 7:00 AM | Registration and Breakfast Buffet | Cardinal South Foyer |
| 8:00 AM - 9:30 AM | "The Financial Gap": Bringing High Impact Investment To The South Atlantic Region | Cardinal Ballroom |
| 9:45 AM - 10:45 AM | CONCURRENT SESSIONS I | |
| | Effective Strategies To Start, Grow, or Expand An Impactful Supplier Inclusion Program | Ross/Tufts Ballroom |
| | Access To Capital: Creative Lending and Investment | Olmstead Ballroom |
| | HBCU Venture Capital Session | Calloway Ballroom |
| 11:00 AM - 12:00 PM | CONCURRENT SESSIONS II | |
| | Bridging The Gap In The DEI Space - Helping MWBEs Navigate Supplier Diversity & Inclusion Programs | Ross/Tufts Ballroom |
| | Everyone Is An Entrepreneurial Leader! | Calloway Ballroom |
| | Minority Executive Education Institute (MEEI) Alumni Roundtable | Olmstead Ballroom |
| 12:00 PM - 1:30 PM | Lunch With Keynote Speaker | Cardinal Ballroom |
| | CONCURRENT SESSIONS III | |
| 1:45 PM - 2:45 PM | Truist HBCU Student Roundtable: Business Finance Basics | Olmstead Ballroom |
| | Next Generation of DBE Concessionaires | Calloway Ballroom |
| 1:45 PM - 3:45 PM | Access To Capital: Part B "The Floor Is Yours" | Carolina Hall |
| 5:30 PM - 6:30 PM | Reception Networking Silent Auction | Grand Ballroom Foyer |
| 6:30 PM - 8:30 PM | Awards Gala Dinner | Grand Ballroom |
| 8:30 PM - 11:00 PM | ENC Gala Networking Social | Grand Ballroom |

WEDNESDAY - AUGUST 9, 2023

| | | |
|--------------------|---|------------------|
| 7:00 AM - 12:00 PM | Golf Tournament [Modified Shotgun Start at 8:00 AM] | Donald Ross Room |
| 9:00 AM - 10:30 AM | Outdoor Team Building Walk (Hosted by Institute Women's Business Centers) | Lobby |
| 11:00 AM - 1:00 PM | Shopping Excursion (Shuttle service available to village) | |
| 12:00 PM - 2:00 PM | Golf Awards Luncheon | Donald Ross Room |
| 5:30 PM | ENC Finale Networking | West Lawn |



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CONFERENCE AGENDA

MONDAY, AUGUST 7, 2023

7:00 AM

REGISTRATION

7:30 AM

BREAKFAST BUFFET

8:30 AM

WELCOME & OPENING REMARKS

Valerie Foushee, *Congresswoman (NC-04), US House of Representatives*

Elaine F. Marshall, *Secretary of State, North Carolina Secretary of State*

Kevin J. Price, *President & CEO, National Institute of Minority Economic Development*

9:00 AM

STATE OF DIVERSE NORTH CAROLINA

Introduction: **Lea Henry**, *Interim Vice President, Research, Policy & Impact Center*

Sara Hall, *Director, NC State University - Institute for Emerging Issues (IEI)*

Anthony W. Wade, PhD, *Senior Consultant, WPR Consulting, LLC*

Presentation on the current socio-economic status of North Carolina's Black, Indigenous, and People of Color (BIPOC) communities.

10:30 AM

BREAK WITH REFRESHMENTS

10:45 PM

CONCURRENT SESSIONS I

AFFORDABLE HOUSING DEVELOPMENT: A CDC ROUNDTABLE

Moderator: **Lea Henry**, *Interim Vice President, Research, Policy & Impact Center*

Louise Mack, *President/CEO, Prosperity Unlimited, Inc.*

Carl Manning, *Executive Director, Kingdom CDC*

Michael Suggs, *President, Goler CDC*

The field of Community Economic Development has experienced seismic shifts in the past 20 years, nowhere more than in North Carolina. Community Development Corporations (CDCs) play a critical role in providing affordable housing and economic opportunity in communities that the market overlooks. What is the current state of CED in North Carolina? How are high-performing CDCs getting deals done and making an impact on their communities? What resources and partnerships are needed to scale this good work?

HOW TO PROTECT YOUR BRAND WITHOUT BREAKING THE BANK

Bobby Robinson, *Business & Social Media Attorney, MaynardNexsen*

In this workshop, you will learn foundational legal strategies to help you protect and scale your brand to help avoid expensive litigation down the road because you did not do it right the first time. The session will cover all things brand protection, from business formation to intellectual property registration/licensing - just to name a few. And, if you have not implemented these strategies - it's okay, that's why you're here. At the end of the workshop, you will leave with a clear understanding of how to protect your brand and the resources you need to do so.

UNIVERSITY TRANSPORTATION CENTERS OF EXCELLENCE

Moderator: **Ebony J. Pittman**, *Deputy Secretary for Business Administration, NC Department of Transportation*

Dr. Rongfang (Rachel) Liu, *NC A&T Transportation Institute*

Laura Sandt, co-Director, *UNC-Chapel Hill Highway Safety Research Center (HSRC)*

Dr. Miguel Perez, *Virginia Tech Transportation Institute*

Learn more about efforts to provide broad research in areas of transportation and mobility. The DOT-funded Transportation Centers of Excellence (CoE) work with multiple universities to expand horizons for transportation and young people. Listen in on this session to learn more about the CoE and the exciting work that is being done.

12:00 PM

LUNCHEON

Greetings: **John C. Strickland**, *Mayor of Pinehurst*

Introduction: **Roberta McCullough**, *Chair, Sister Cities of Durham, NC-Arushu, Tanzania Committee*

Keynote: **Ollen Douglass**, *CEO, Hanover Street Advisors*

As the founding board member of the Motley Fool Foundation, former managing partner of Motley Fool Ventures and current CEO of Hanover Street Advisors, Douglass will share up-to-the-minute information regarding the venture capital industry and his learning experiences of 22 years.

Conference Agenda

1:30 PM

BREAK

2:00 PM

BUSINESS EXPO OPEN *(Refreshments available from 2:00 pm - 4:00 pm)*

Remarks: **Machelle Baker Sanders**, Secretary of Commerce, NC Department of Commerce

3:00 PM

SPEED NETWORKING *(Advance registration required. Space is limited.)*

3:00 PM

CONCURRENT SESSIONS II

NEXT GENERATION LEADERSHIP PANEL

Moderator: **Tianna Leger**, Program Director, Women's Business Center of North Carolina

Rob Boyd, Financial Transformation Speaker, Business Strategist

Dekota Marshall, Founder, 1st and Goal Hauling, Inc.

Kyle Odum, Staff Accountant, Faith Bynum CPA, PC

Cheryse Terry, Archivist & Owner, Archive CLT

Gia Wright, Co-Owner and Founder, W3 SWIM (Pronounced "We" Swim)

This session will have a mix of Millennials and Gen Z panelists. This will be a significant group of panelists, as there is no doubt that the next generation of leaders is transforming how businesses run and how communities define growth. The next generation (ages 21-36) are increasingly taking qualifiable leadership positions in the industry and are the rising entrepreneurial community leaders. They bring unique skills, values, and perspectives that can be incredibly beneficial for organizations and local impact groups. This session will highlight how young leaders embrace change, adopt new technologies, and encourage more seasoned professionals to improve organizational efficacy and infrastructure.

NATIONAL ELECTRIC VEHICLE INFRASTRUCTURE (NEVI) PROGRAM IMPLEMENTATION

Moderator: **Shelby Scales**, VP of Strategic Alliances, HMS Host

Tunya Smith, Director, NC Department of Transportation Office of Civil Rights

Heather Hildebrandt, Statewide Initiatives Supervisor, NC Department of Transportation

Karen Winger, Zero Emissions Vehicles Lead, WSP

Are you interested in learning more about electric vehicle charging and your state's plan for EV infrastructure in your community? Listen to this panel discussion to learn about the National Electric Vehicle Infrastructure (NEVI) Plan from the Infrastructure Investment and Jobs Act (IIJA). Meet with individuals involved in the current rollout of this program and learn about ways to get involved as a small, diverse business.

ECONOMIC OPPORTUNITIES PROGRAM ON THE GOOD JOBS INITIATIVES

Maureen Conway, Vice President, Aspen Institute

The Economic Opportunities Program (EOP) advances strategies, policies, and ideas to help low- and moderate-income people thrive in a changing economy. We recognize that race, gender, and place intersect with and intensify the challenge of economic inequality, and we address these dynamics by advancing an inclusive vision of economic justice. EOP encompasses efforts engaging different approaches toward expanding opportunity to include the Good Companies/Good Jobs Initiative across the country.

4:15 PM

BREAK

4:30 PM

CONCURRENT SESSIONS III

SMALL BUSINESS GRADUATES OF THE EQUITY ADVOCACY CERTIFICATE PROGRAM

Moderator: **Talitha Batts, MEd**, Executive Dir. - Advocacy Education, Research, Policy & Impact Ctr.

Keaun Barrett, M.Ed., Owner & CEO, Higher Purpose Learning LLC

Sharisse Brown, Founder, LotusHR Consulting

Dionne McGee, President & CEO, DG McGee Enterprises

Eunika Smalls, Asst Director of Housing & Neighborhood Dev., City of Greensboro

Cynthia Williams-Bey, CEO, Heaven Sent Child Care

Discussion about the Equity Advocacy Certificate Program and equity advocacy they have engaged in.

SMALL BUSINESS FUNDRAISING THROUGH EQUITY CROWDFUNDING

Moderator: **Felicia Brown**, Senior Advisor, Financial Resilience, AARP

Will McGuire, Founder and CEO, Incolo

Solanda Moran-Blanch, Founder, GoBe

Looking for a transformative pathway to fund your business? Discover the world of equity crowdfunding and how it can help grow your small business. This groundbreaking workshop is tailored specifically for founders looking for an alternative way to raise capital. Join us to hear from investors to gain insights and strategies and from founders who used equity crowdfunding to scale their businesses.

REIMAGINING TECHNOLOGY FOR YOUR BUSINESS

Moderator: **Annette Taylor**, *Director, Office of Digital Equity & Literacy*
NC Department of Information Technology

Samuel Blackmon, *Customer Success Account Manager, Microsoft*

Ron Meeting, *Chief Executive Officer, Rapid Strategy, Inc.*

Torre Jessup, *Chief Operating Officer, NC Department of Information Technology*

Jim Rappl, *Senior Business Advisor, WorkSmart*

Are you seeking innovative ways to revolutionize your business, enhance its competitiveness, and fortify it against cyber threats? Look no further than this thought-provoking panel discussion, featuring distinguished business leaders and technology experts. Moreover, our esteemed panelists will shed light on the paramount importance of a robust cybersecurity business model. Understand the true cost of a cyber incident and how a strong cybersecurity foundation can mitigate the risks, ensuring your business stays resilient and ahead of the competition.

6:00 PM

WELCOME RECEPTION | COLLEGE & GREEK NIGHT

Music BINGO by DJ SheJay T.O. Casual networking and team spirit. Wear your college, Greek or favorite sports team attire!

9:00 PM

NETWORKING & HOSPITALITY SUITE

TUESDAY, AUGUST 8, 2023

7:00 AM

REGISTRATION AND BREAKFAST BUFFET

8:00 AM

"THE FINANCIAL GAP": BRINGING HIGH IMPACT INVESTMENT TO THE SOUTH ATLANTIC REGION

Moderator: **Evon Smith**, *President, OneWest*

Senator Gerald A. Neal (D), *Minority Floor Leader, Kentucky General Assembly*

Colonel (r) Pamela D. Stevenson (D), *State Representative (43rd District), Kentucky General Assembly*

Senator Robert Stivers (R), *Senate President, Kentucky General Assembly*

With an ever-changing market and economy, community and government investments must provide impactful assistance to the areas they serve. Several new programs have been established to help soften the impact of higher living costs and a volatile real estate market in the South Atlantic region of the United States. These programs lower economic barriers and allow more economic mobility for a fast-growing economy. This panel discussion will discuss the benefits of these programs and how individuals can benefit from their implementation.

9:30 AM

BREAK

9:45 AM

CONCURRENT SESSIONS I

EFFECTIVE STRATEGIES TO START, GROW, OR EXPAND AN IMPACTFUL SUPPLIER INCLUSION PROGRAM

DeAlva Wilson Arnold, *Founder and CEO, D. Wilson Agency*

Ade Solaru, *CEO, SupplierGATEWAY®*

There has never been a more urgent time for procurement organizations to invest in supplier diversity & inclusion. The increased focus on diversity, equity, and inclusion (DEI) resulting from the social unrest in the United States has pressured procurement leaders to respond. And they are: In a 2020 Gartner survey, 74% of procurement organizations said they intend to expand their use of diverse suppliers over the next 12 to 18 months. For those companies, the question becomes: How do we build a supplier diversity program to drive sustainable, long-term value? This session will show you how.

ACCESS TO CAPITAL: CREATIVE LENDING AND INVESTMENT

Moderator: **Samuel J. Boyd, Jr.**, *Director of Access to Capital Initiatives, US Dept. of Transportation, Office of Small & Disadvantaged Business Utilization (OSDBU)*

Roberta McCullough, *Senior Vice President of Operations, Institute Capital (ICAP)*

Terry Parker, *Vice President, TowneBank*

Kenneth Saffold, *Managing Partner, o15 Capital Partners*

Russ Seagle, *CEO, The Sequoyah Fund, Inc.*

L'Quentus Thomas, *Senior Managing Director, Stonehenge Capital*

R. Patrick Weston, *CFA, Managing Partner, Route 2 Capital Partners*

A panel discussion of how different types of financial and intellectual capital can fuel business success from establishment to sustainment, to growth, through expansion—learn how SBA's Small Business Investment Company (SBIC) program drives investments into U.S. small businesses through private equity. Basic banking services and government enhancement programs will also be discussed.

Conference Agenda

HBCU VENTURE CAPITAL SESSION

Shanté Williams, MBA, PhD, *Global CEO, Black Pearl Global Investments*

Dr. Shanté will discuss what it takes for your startup to succeed in the Venture Capital Space while busting all the pop culture myths.

10:45 AM

BREAK WITH REFRESHMENTS

11:00 AM

CONCURRENT SESSIONS II

BRIDGING THE GAP IN THE DEI SPACE – HELPING MWBES NAVIGATE SUPPLIER DIVERSITY & INCLUSION PROGRAMS

Gregory Watson, *VP of Operations, Carolinas Virginia Minority Supplier Development Council*

Diverse businesses such as minority and women-owned companies may feel like they lack certain opportunities to gain access to new customers and grow, but the good news is that the tide is starting to shift. Increasingly, companies recognize how diversity can boost innovation and improve areas such as procurement, which is leading to more opportunities for diverse businesses to grow as B2B suppliers. This session will provide you with strategies to bridge the gap.

EVERYONE IS AN ENTREPRENEURIAL LEADER!

Shakenna Williams, MBA, PhD, *Executive Director, Babson College - Frank & Eileen™ Center for Women's Entrepreneurial Leadership (F&E CWEL)*

Luly Carreras, PhD, *Associate Director, Babson College - Frank & Eileen™ Center for Women's Entrepreneurial Leadership (F&E CWEL)*

Join the Babson College Frank & Eileen™ Center for Women's Entrepreneurial Leadership team for a one-hour interactive workshop. In this session, you will experience Babson College's concept of Entrepreneurial Thought & Action® (ET&A), a method of ideating and getting to the next level by taking swift and smart actions as an Entrepreneurial Leader.

MINORITY EXECUTIVE EDUCATION INSTITUTE (MEEI) ALUMNI ROUNDTABLE *(Alumni Only)*

Facilitator: **L. Lynn Mitchell**, *Executive Director, THRIVE | High Point*

12:00 PM

LUNCHEON *[Sponsored by Pinnacle Financial Partners]*

The African Collaborative Initiative

Greetings: **Kevin J. Price**

Special Guest: **Governor Roy Cooper**

Introduction: **Ronda Pierce**, *Chair, Sister Cities of Durham, NC-Arusha, Tanzania Committee*

Keynote: **Dr. Elsie S. Kanza**, *Ambassador Extraordinary and Plenipotentiary, Embassy of the United Republic of Tanzania*



Africa is an untapped booming market for black businesses. In this session, Ambassador Kanza will highlight the benefits of cross-continental collaborations—why African American businesses in the United States should actively seek business opportunities in Africa.

1:30 PM

BREAK

1:45 PM

CONCURRENT SESSIONS III

TRUIST HBCU STUDENT ROUNDTABLE: BUSINESS FINANCE BASICS *(By invitation only)*

Nancy St. Jacobs, *Vice President, Multicultural Banking Leader, Truist*

In this session, key elements of business finance basics to manage cash flow, explore ways to expand a business, and the aspects and importance of business insurance are shared. Also provided are valuable take-away resources to help the business owner and the business.

NEXT GENERATION OF DBE CONCESSIONAIRES – DEMYSTIFYING THE AIRPORT CONCESSIONS

INDUSTRY *[Presented by HMS Host Airport Concession Disadvantage Business Enterprise (ACDBE)]*

Shelby Scales, *VP of Strategic Alliances, HMS Host*

The airport concessions industry is a new frontier for diverse small businesses. This panel will review and discuss opportunities in the airport concessionaires industry—by bringing to life the entire platform of airport concessionaires.

ACCESS TO CAPITAL: PART B "THE FLOOR IS YOURS"

An opportunity to meet with access to capital partners and find out what resources and investments can be made to strengthen wealth-building capabilities among small businesses.

- 5:30 PM** **RECEPTION | NETWORKING | SILENT AUCTION**
- 6:30 PM** **AWARDS GALA DINNER**
Mistress of Ceremony: Deborah Holt Noel, *Producer and Host, UNC-TV*
- 8:30 PM** **ENC GALA NETWORKING SOCIAL**
 Music by DJ SheJay T.O. and Dancing!

WEDNESDAY, AUGUST 9, 2023

- 7:00 AM** **GOLF TOURNAMENT – COURSE NO. 4**
 Registration at 7:00 AM; Modified shotgun start 8:00 AM.

- 9:00 AM** **OUTDOOR TEAM BUILDING WALK**
[Hosted by the Institute's Women's Business Centers]



Facilitator: **Gina Esquivel**, *Principal Consultant of Civic Canvas*

Participants will gather for an outdoor walking activity to engage in guided conversations focused on the role of DE&I in community growth and economic development.

- 11:00 AM** **SHOPPING EXCURSION** *(Optional; Shuttle service available to village)*

- 12:00 PM** **GOLF AWARDS LUNCHEON**

- 5:30 PM** **ENC FINALE NETWORKING RECEPTION**
 Music by DJ SheJay T.O. and Dancing!

SPECIAL THANKS

We would like to thank the members of the Institute's Board of Directors for their direction, guidance and support. We recognize that without their leadership we would not have achieved our many milestones or succeeded in uplifting minority business, which are essential to the overall economic development of our state.

BOARD MEMBERS

Tyrone R. Baines, PhD - Secretary
 Supplier Diversity Consultant
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Martin Eakes
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 NC A&T State University

Karla E. Haynes
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Adam Klein
 Director of Strategy
 Capitol Broadcasting Company

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Michael Suggs - Vice Chairman
 President
 Goler Community Development Corporation

Thurman Smith
 Sr. Vice President - Territory Executive
 PNC Bank, Community Development

Paying tribute to extraordinary leaders making significant contributions to the achievement of economic prosperity for diverse populations.



PRESIDENT'S AWARD
LOUISE MACK

The President's Award is presented to an individual for their outstanding minority business enterprise Advocacy and engages intrinsically in the creative, technical, or professional progress of minority business development.



**ANDREA HARRIS LIFETIME
LEGACY AWARD**
RON LEEPER

Inspired by the founders of the Institute, Andrea Harris and Lew Myers, the Andrea Harris Lifetime Legacy Award recognizes an individual who exhibits exceptional leadership and achieved significant success in supporting diversity in the public and private sector..



**DIVERSE BUSINESS
CHAMPION AWARD**
**GREENSBORO
BUSINESS LEAGUE**

The Diverse Business Champion Award recognizes an individual or organization that actively advocates and promotes strong leadership within minority business communities.



**MINORITY BUSINESS
LEGACY AWARD**
GLORIA SHEALEY

The Minority Business Legacy Award is presented to a Minority Business Enterprise (MBE) exhibiting the talent and capacity necessary to grow a successful business venture, create jobs, and mentor other MBEs towards sustainability.



**DIVERSITY EXCELLENCE
AWARD**
AT&T

The Diversity Excellence Award is presented to a corporation that vigorously promotes and provides ethnic minority businesses assistance to eliminate barriers to opportunities, overcome obstacles to access capital markets and lead by example; promoting diversity, equity, inclusion, and the entrepreneurial spirit.



**ABDUL SM RASHEED
ECONOMIC JUSTICE AWARD**
SENATOR DAN BLUE

The AbdulSM Rasheed Economic Justice Award is presented to an individual or organization that recognizes courage and demonstrates commitment to empowering, advocating, and investing in economic justice for African Americans and other ethnic Americans, disadvantaged businesses, and underserved communities.

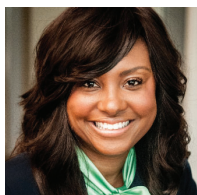
PRESENTERS



SECRETARY MACHELLES BAKER SANDERS was appointed to lead the North Carolina Department of Commerce in February 2021 by Governor Cooper, enlisting her experience as former Administration Secretary, strong background as a business leader and her extensive knowledge of what it takes to build a globally competitive workforce. Secretary Sanders' vision for North Carolina's post-pandemic economic restoration is to work with partners to attract better paying jobs, support small businesses, and stimulate our state's innovation and entrepreneurial economy. Her bold and purposeful leadership aims to ensure North Carolina's diverse state is an inclusive one that works for all people.



KEAUN BARRETT, MEd is a thriving small business owner, educator, mental health advocate, and nonprofit executive director. He is a graduate of the College of William & Mary, where he studied Government and developed a strong commitment to underserved communities and advocacy work. After graduation, he earned his Master's in Education and became a lead teacher in a rural public school system. His dedication to equity motivated him to found Higher Purpose Learning LLC, a company that breaks down equity barriers and is ranked #1 in Virginia. His work in the nonprofit space has also grown, and he founded My Grandmother's Keeper, an organization dedicated to giving back to the senior citizen population through thoughtful care packages.

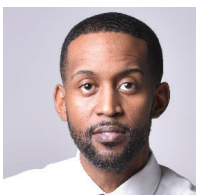


TALITHA BATTS, MEd is the Director of Advocacy Education and Outreach in the Research, Policy, and Impact Center for the National Institute of Minority Economic Development. Talitha has over 25 years of experience in the Education, Small Business, Technology and Economic Development sectors. Talitha graduated from the University of North Carolina at Charlotte with a bachelor's degree in English & Political Science. Talitha eagerly brings her corporate, small business and education experience to the non-profit sector creating education, policy awareness and opportunities to diverse businesses. Talitha completed a Master's in Education Technology at North Carolina Central University.



SAMUEL BLACKMON is an experienced Information Technology professional with over 15 years of industry experience. Samuel began his career at Microsoft 7 years ago as a Support Engineer and quickly developed a passion for both technology and helping people. After 2 and a half years, Samuel became a Field Engineer, providing support to customers in the banking, healthcare, and government industries. Since 2020, Samuel has served as a Customer Success Account Manager.

Throughout his career, Samuel has achieved numerous accomplishments, including receiving the Impact award as a Support Engineer and the Annual Excellence award for his contributions to the business, his peers, and customers as a CSAM.



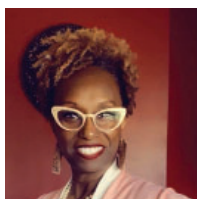
ROB BOYD is a financial transformation speaker, business strategist, edtech innovator, and touted financial educator who values purpose, service, and excellence. As a speaker, Rob brings unique perspectives gained from his life experience to your organization, empowering you to embrace your journey and commit to fulfilling untapped potential. Using real-world examples, Rob sheds light on how anyone can bring value to those in your lives through persistence and constant improvement.

Rob learned the value of leadership at an early age growing up in North Durham, NC, as the oldest child and team captain in several sports. His life changing education set him on a path to start businesses, lead organizations, and transform the financial education industry.

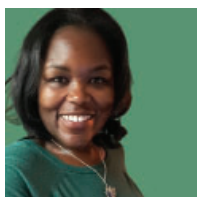


SAMUEL J. BOYD, JR. joined U.S. DOT's OSDBU team on September 20, 2022 as a detailee from the U.S. Small Business Administration's SBIC program to serve as the Director of the Access to Capital Initiative and joined the OSDBU team as a permanent member on February 27, 2023. In this capacity, Mr. Boyd is responsible for leading the effort to fulfill the White House's July 26, 2022 pronouncement to expand access to capital for small disadvantaged businesses working on the Bipartisan Infrastructure Law contracts through collaborative efforts with other capital providing U.S. government agencies i.e. SBA (SBIC), Treasury (CDFI, ECIP), Commerce (MBDA) and private sector financial institutions..

Presenters



FELICIA BROWN is a Senior Advisor at AARP. She has over 25 years of experience developing programs, managing projects and strategic planning. In her primary role as lead for AARP's Entrepreneurship Initiative she provides strategic direction for national partnerships and national programming with a focus on women, communities of color and veterans. Her recent accomplishments include: creator of AARP's Small Business Newsletter, Meet the Founder interview series (highlighting the stories of business founders) the AARP How She Did It Podcast, talent for the AARP Work and Jobs video series and creation of the Small Business Development Resource Center for the 50+ (www.smallbizrc.org).



SHARISSA BROWN is an experienced HR professional with a passion for helping organizations of all sizes and industries improve their HR operations and achieve their business goals. With over 18 years of experience in the field, Sharisse has developed a deep understanding of HR best practices, compliance regulations, and compensation strategies.

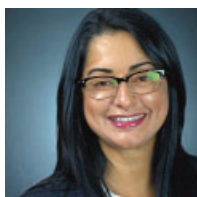
Her expertise includes recruitment and selection, performance management, compensation and benefits, compliance, and strategy.



MAUREEN CONWAY is vice president at the Aspen Institute and executive director of the Institute's Economic Opportunities Program (EOP). EOP works to expand individuals' opportunities to connect to quality work, start businesses, and build economic stability that provides the freedom to pursue opportunity. Maureen's current work includes research on strategies to improve job quality for low-wage workers, leadership of the EOP's Job Quality Fellowship, investigation of business practices that support high-quality jobs, and curation of a public discussion series that brings voices from business, labor, policy, philanthropy, media, and more together to discuss opportunities for building an economy in which all can thrive.



OLLEN DOUGLASS is the Founding Board Member of the Motley Fool Foundation, and former Managing Partner of Motley Fool Ventures \$250 million company is one of the largest Black-run venture capital firms in the world. The fund invests in early-stage startups focused on digital transformation, which includes companies deploying technology to help businesses grow faster and operate more efficiently in a digital-first world. The fund also intentionally searches inside and outside the norms to find great investment opportunities across the country.



GINA ESQUIVEL is the Principal Consultant of Civic Canvas, a boutique consulting firm for social impact. Civic Canvas works with people, organizations, and communities to increase the impact of goodwill efforts through thoughtful leadership development, program design, community grassroots marketing and equity consulting. She is a long-term advocate serving in national, state, and local boards to advocate for inclusion and equity. She is a multi-vocational advocate, visual artist, and thought leader, spending more than 25 years working for the best non-profits in Mecklenburg County.



CONGRESSWOMAN VALERIE FOUSHEE represents North Carolina's Fourth District which includes Alamance, Durham, Granville, Orange, and Person Counties and parts of Caswell County. Before she began serving in Congress, Valerie worked as an administrator for the Chapel Hill police department and served 25 years as a local and state elected official. She went from serving on the Chapel Hill-Carrboro City Schools Board, to being the first African American woman elected to chair the Orange County Board of Commissioners, to serving in the North Carolina State House and the North Carolina State Senate.



LEA D. HENRY is the president of Two Rivers Development Partners LLC, an economic development and real estate development firm that provides consulting and project management at the convergence of ideas and opportunities.

Lea's areas of expertise include affordable housing development, rural development, disaster recovery, and workforce development. She has worked with some of North Carolina's most successful and sector leading nonprofits, as well as local, regional, and state government entities.



HEATHER HILDEBRANDT has worked at the intersection of transportation and air quality Since graduating with a Master of Science in Civil Engineering/ Environmental Programs from NC State University. At the Division of Air Quality, she gained expertise with alternative fuels and emission controls. Heather currently works with NC DOT in the Transportation Planning Division where she supervises the Statewide Initiatives Group that oversees Transportation Conformity, the Congestion Mitigation Air Quality Program as well as statewide multi-modal planning through the Strategic Transportation Corridors, Statewide Long-range Transportation Plan, and the Statewide Freight Plan. She helped develop the NC ZEV Plan and co-led the planning efforts in the development of the NC Clean Transportation and National Electric Vehicle (NEVI) Plans.



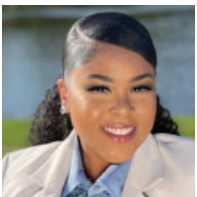
DEBORAH HOLT NOEL is a veteran news media professional with 20+ years of experience in writing, producing, and hosting for radio and television. She is the centerpiece of two prominent weekly series at PBS North Carolina. Every Thursday night at 9 pm she appears as the host and storyteller for North Carolina Weekend, taking viewers on a journey across the state to explore local culture, recreation, and food at North Carolina's beautiful outdoor landscapes, iconic attractions, and hidden gems! On Friday nights at 7 pm, she anchors the network's long-running public affairs series Black Issues Forum.



TORRE JESSUP is chief operating officer and oversees the N.C. Department of Information Technology's administrative functions, which include human resources, legislative affairs, internal audit, procurement, communications and facilities. He most recently served more than four years as commissioner of the N.C. Division of Motor Vehicles, where he oversaw daily operations and provided strategic direction for the division's key functions, including vehicle registration, driver license issuance, vehicle safety and emissions inspections as well as activities to halt vehicle theft and identity fraud. Under his leadership, NCDMV relocated its headquarters from Raleigh to Rocky Mount, made significant process improvements and expanded online services.



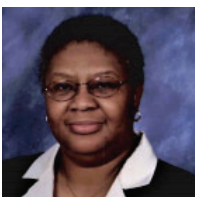
DR. ELSIE S. KANZA is Ambassador Extraordinary and Plenipotentiary for the Embassy of the United Republic of Tanzania to the United States of America and Mexico. Prior to taking on this role, she served as a member of the World Economic Forum's (WEF) Executive Committee and Special Adviser to its President. From 2011 to 2020, as Head of the WEF's regional agenda on Africa she led numerous public-private collaboration initiatives to solve complex systemic challenges related to the UN Sustainable Development Goals and African Union Agenda 2063. From 2006 to 2011, Ambassador Kanza served as economic advisor to the President of Tanzania. Between 1997 and 2006, she worked in various capacities in Tanzania's finance ministry and its central bank.



TIANNA LEGER serves as Program Director for the Women's Business Center of North Carolina where she is responsible for developing and spearheading programs, cohorts, and events to help educate, equip, and launch diverse small businesses to new levels of success. As a community leader, her outreach extends beyond 40 counties from central to eastern North Carolina. Tianna has deep experience in diversity, equity, & advocacy for business owners. Through sourcing economic opportunities for minorities, she has a passion for policy education and enlightening others on the importance of business education access & equality.



DR. RONGFANG (RACHEL) LIU, AICP, PE is the UPS Endowed Professor of Supply Chain Management and Director of Transportation Institute at Deese College of Business & Economics, North Carolina A&T State University. Dr. Liu has extensive experience in the area of intermodal transportation planning and engineering, demand forecasting and simulation modeling, and supply chain management. She has managed long-range transportation plans for different federal, state, and local government agencies and private sector clients. She has gained this broad-based experience through her positions with consulting firms, research institutes, and government agencies as well as her extensive involvement with Transportation Research Board committees and modeling development task forces.

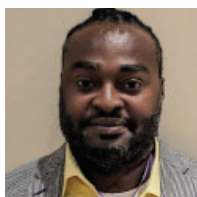


LOUISE MACK is President and CEO of Prosperity Unlimited, Inc. in Kannapolis, North Carolina. In her current role, she provides direct oversight of the pre-purchase counseling program, the homebuyer's education, post-purchase, and financial literacy programs. She also provides technical assistance to other organizations in the area of fiscal operations, housing construction, counseling and program development.

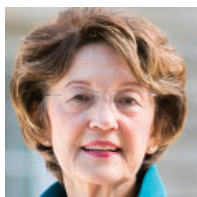
Presenters



CARL MANNING'S calling was fulfilled in 1999 when he became Executive Director of Kingdom Community Development Corporation (KCDC). A nonprofit organization dedicated to providing affordable housing for low- and moderate-income families in Cumberland County. Under his leadership, a number of communities have been revitalized with new infrastructure installed, new homes built, and economic development projects completed. Giving families the opportunity to achieve the American dream while taking pride of ownership in their new communities. More importantly, creating a new tax base for local governments.



DEKOTA MARSHALL attended East Carolina University, graduating in the Spring of 2010 with a degree in Communications, playing safety for ECU Football all 4 years. After spending a few years playing professional football, Mr. Marshall began his entrepreneurial ventures, founding 1st and Goal Hauling as a sole proprietorship in Onslow County in 2015. Since 2015, 1st and Goal Hauling, Inc. has ventured into traffic control, towing, shoulder construction, and curb and gutter. He has earned certifications as a Disadvantaged Business Enterprise with both NCDOT and SCDOT, NCDOT Small Business Enterprise, and as a Historically Underutilized Business. He is also prequalified as an NCDOT PO Prime Bidder, and completed the Construction Management Diploma Program at NC State University.



ELAINE F. MARSHALL, Secretary of State, became the first woman elected to a statewide, executive branch office in North Carolina in 1996 and has served as President of the National Association of Secretaries of State. A former teacher, small business owner, and private practice attorney, Secretary Marshall was elected to the NC State Senate before rising to statewide office. Under Secretary Marshall's administration, more than 1.8 million businesses have been formed, she has pioneered e-commerce in government, protected investors and intellectual property owners, and promoted financial capital formation in North Carolina.



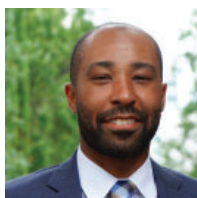
ROBERTA McCULLOUGH currently serves as Senior Vice President of Operations for Institute Capital, a community development financial institution (CDFI) and an affiliate of the National Institute of Minority Economic Development (the Institute). She leads her team in providing investment capital for small businesses, affordable housing developers, and community-based organizations. McCullough has continually served the economic development industry in management and executive capacities for over 30 years. Her focus has been to alleviate systemic economic injustices by providing access to loan and grant capital for women- and minority-owned small businesses.



DIONNE MCGEE is the President & CEO of DG McGee Enterprises. Speaker and Author, with a ROAR! Dionne and her team help organizations and individuals find their road to leadership and entrepreneurial success. DG McGee Enterprises is a woman-owned project management firm specializing in customized programming (cohorts, incubators, accelerators, and digital programming). Dionne has 20-plus years of corporate experience, with a decade of those years in the executive suite, leading sales teams and generating multi-million-dollar wins. She is the author of "Finding Your ROAR" and the Founder of the Coaching Program, R.O.A.R University, which means to be Relentless. Optimistic. Ambitious and Results Driven. She is also an advocate for Diversity, Equity, and Inclusion.



WILL MCGUIRE is Founder & CEO of Incolo which runs a community-owned accelerator with a goal to help 1,000 founders fund & scale through the crowd by 2030. In 2022, Incolo's Founder Community raised 36% of all Investment Crowdfunding successfully closed by NC startups. Incolo's on a mission to create a world where the rewards of capital are accessible to all.



RON MEETING is Chief Executive Officer at Rapid Strategy, Inc. Mr. Meeting sets strategic direction and service execution for both federal and commercial lines of business. He also works as a trusted advisors for company boards focusing on cyber resilience and cyber risk management to increase the bottom line for stakeholders while protecting their brand. Mr. Meeting is a successful cybersecurity executive known for securing the most complex enterprises and missions with more than 17 years of experience. He has built and matured global cybersecurity practices managing security strategy, data privacy, application security, threat hunting, security operations and breach management.



SOLANDA MORAN-BLANCH is the Creator and co-founder of GoBe Kids, which she grew from \$0 to more than \$5 million in annual sales. GoBe Kids products can be found in Sam's Club, Walmart, and coming soon to Target. She raised more than \$1M and completed 2 crowdfunding campaigns on Republic. Prior to co-founding GoBe Kids, Solanda spent many years as a public health educator. A proud Mom to 4 young girls, Solanda is passionate about helping parents and young kiddos thrive. Originally from Ecuador, Solanda Moran-Blanch moved to Raleigh from Utah in 2020.



SENATOR GERALD A. NEAL (D) is a practicing attorney with the law firm, Gerald A. Neal & Associates, LLC., in Louisville (KY) and founder of the Kentucky African American All Children's Caucus which was dedicated to addressing issues of educational diversity, and the promotion of high educational standards facilitated by appropriate methodologies.

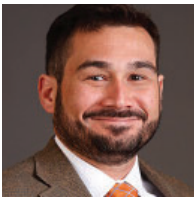
Senator Neal was elected to represent District 33 (Louisville), being the second African American to serve in the Kentucky State Senate. First elected in 1989, he holds the title as Dean of the Kentucky Senate, as the longest serving member of the body. In 2022, Sen. Neal was elected by his democratic colleagues to serve as Leader of the Kentucky Senate Democratic Caucus.



KYLE ODUM is a Staff Accountant at Faith Bynum CPA, PC. He is an Elizabeth City, NC native where he attended Pasquotank County High School. Kyle attended Winston-Salem State University before transferring to East Carolina University where he earned his Bachelor of Science in Accounting degree in 2016. Soon after, he obtained his Master of Accountancy degree from East Carolina University in 2017 and his next endeavor is to become a Certified Public Accountant. He is motivated to continue his journey in the Accounting industry and looking forward to his future.



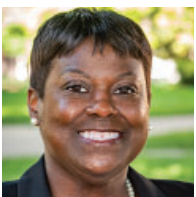
TERRY PARKER has been with TowneBank since 2011. As a Commercial Banking Officer, he assists local businesses with meeting their financial goals through commercial financing, cash management services and other financial services. On a daily basis, he is responsible for servicing commercial business relationships, assisting with financing needs, and managing his portfolio of business member relationships. Terry received his Bachelor's Degree in Accounting from Hampton University. He is a graduate of the Virginia Bankers School of Banker Management.



MIGUEL PEREZ, PhD is an Associate Professor and leads the Data Engineering Group at the Virginia Tech Transportation Institute (VTTI). He has recently been in charge of efforts related to naturalistic driving study design and analysis, data standardization, data preparation, and data mining. His research interests and experience also include driver distraction, human modeling, collision avoidance systems, infotainment systems, and driver performance in test track and naturalistic environments. He has most recently been involved in projects related to the improvement and use of the SHRP2 Naturalistic Driving Study. Prior to that, he has supported NHTSA in the development of research plans for portable devices and voice interfaces, performed research used in supporting the draft NHTSA Visual Manual device guidelines, explored how different cell phone use modes affect driver performance, and examined the effects of interface modality in destination entry and navigation tasks, among others.



RONDA PIERCE is the Chief Operating and Product Officer for DivySci Software, Inc. DivySci is a B2B natural language processing speech analytics tool using artificial intelligence technology. She has an MSc in Information and Knowledge Strategy from Columbia University with 25 years of experience in software deployment and project management. Ronda provides product strategy, leadership, and strategic vision, bringing operational, managerial, and administrative procedures, reporting structures, and operation controls managing the day-to-day marketing, hiring, and legal needs of DivySci. All with proven experience, Ronda has successfully managed numerous projects and led global software teams using the Software Development Life Cycle and SAFE Agile methodologies.



EBONY J. PITTMAN was named Deputy Secretary for Business Administration in June 2021. In her role, Pittman directs the N.C. Department of Transportation's Office of Civil Rights, the Office of Historically Black Colleges and Universities Outreach, Purchasing and Facilities Management. Pittman serves as co-executive sponsor for NCDOT's Diversity, Equity and Inclusion Advisory Group, which works to develop solutions that create a more diverse and inclusive culture within the department. As part of these efforts, she leads the workforce development workgroup and serves as the environmental justice lead for the agency.



Networking matters

Connections are critical to success.

In North Carolina and across the U.S., AT&T links businesses with customers and the world through high-speed internet. It's just another way we help communities stay connected.

AT&T is proud to be a sponsor of the 2023 Executive Networking Conference.





A purpose for all people.

At the core of our purpose—to build better lives and communities—are the values that guide us to be intentional about diversity, equity, and inclusion. We do the work every day to diversify our leadership, empower all teammates, and fight for the opportunities we all deserve. Because we believe a culture where we can live and contribute our authentic selves is a stronger one.



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Presenters



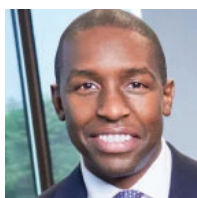
KEVIN J. PRICE is the third President and Chief Executive Officer of the National Institute of Minority Economic Development headquartered in Durham, NC on Parrish Street, which was once known as the “Black Wall Street” of the south. The Institute, a 35-year old nonprofit management consulting and services firm, is focused on business diversity and inclusion. Price's career has been steeped in community economic development for almost 30 years. He joined The Institute as a veteran business leader in healthcare, supplier diversity, faith-based affordable housing, community development and commercial banking.



JIM RAPPL is the Senior Business Advisor for WorkSmart, which provides managed IT services to organizations in RDU, Charlotte, the NC Triad, Atlanta, and the greater Philadelphia area. workSmart's offerings combine support, security, and strategic advisement. They focus on simplifying IT with the right mix of people, process, and technology. Jim's role at WorkSmart is to ensure their client's business goals, and technology strategy are aligned. That often means helping develop plans that address needs such as cybersecurity, cloud consolidation, hybrid work strategies, backup & recovery planning, and IT budgeting.



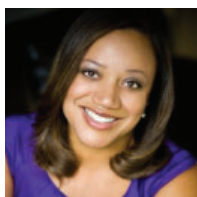
BOBBY ROBINSON has worked at the intersection of law, technology and business for the last 15 years. Bobby is among the top academically-trained Black legal professionals in the country who have successfully demonstrated consistent results in the entrepreneurship space. Now with several businesses under his belt - ranging from NFTs and legal tech to professional services, Bobby's no stranger to building 6 & 7-figure business ventures (to include one successful tech exit to a VC fund). Bobby is an experienced business and social media attorney that advises creative founders and entrepreneurs, college to pro-athletes and influencers on how to grow, scale and protect their brands.



KENNETH SAFFOLD is a Co-Founder and Managing Partner at o15 Capital Partners, a private credit investment firm that makes investments in lower middle market business in the Healthcare, Business Services, and Education industries. Kenneth is primarily responsible for deal origination and execution and management processes. Previously, Kenneth was a Managing Director and a member of BlackRock's Global Credit Platform where he was responsible for originating and executing private credit investment opportunities out of the group's \$30 billion in AUM.



LAURA SANDT, PhD is co-Director of the University of North Carolina at Chapel Hill Highway Safety Research Center (HSRC) and Director of the Pedestrian and Bicycle Information Center (www.pedbikeinfo.org), a national clearinghouse of information sponsored by the Federal Highway Administration that provides leadership and technical guidance to communities on topics including health and injury prevention, equity and transportation disparities, pedestrian and bicycle safety, program evaluation, and transportation design and land use planning. She also directs a national University Transportation Center, the Collaborative Sciences Center for Road Safety (www.roadsafety.unc.edu).



SHELBY M. SCALES is Vice President, Strategic Alliances at HMSHost where she champions over 120 Airport Concessions Disadvantaged Business Enterprise (ACDBE) partners generating nearly \$500 million in revenues. Scales role includes sourcing entrepreneurs in food and beverage, retail and supply chain for the newly merged HOST and Hudson firms. Shelby's career in small business development and diversity inclusion spans 25 years, most recently as Director of the Office of Small and Disadvantaged Business Utilization (OSDBU) for the U.S. Department of Transportation.



RUSS SEAGLE is the CEO of The Sequoyah Fund, Inc., a Native CDFI serving the Eastern Band of Cherokee Indians, providing loans for small business start-up and expansion, housing rehab, autos, and credit building, as well as a wide range of technical assistance to businesses and nonprofits. Russ has been a small business consultant, trainer and professional speaker since 1999. He holds a BSBA in Marketing from Appalachian State University and a MBA from Western Carolina University.



EUNIKA D. SMALLS' educational background and professional experience have proven to be useful and allows her to be versatile when it comes to performing at an elevated level. She prides herself on being able to generate and use financial information in a timely and efficient manner. In addition, to her skills in developing, planning, and implementing result-oriented procedures, she fosters community partnerships that focus on process improvement and promoting positive outcomes. Moreover, her knowledge and abilities transfer easily into performing human resources functions and duties in an exceptional manner.



EVON SMITH, a real estate developer with more than 20 years of experience, serves as President and CEO of OneWest. OneWest's five-year strategic plan includes commercial and mixed-use development efforts beginning at the 18th Street and West Broadway corridor. Smith is the founding president of Sustainable Community Resources, a real estate development firm with offices formerly in Winston-Salem and Greensboro, North Carolina that specializes in rural and urban real estate development in low-to-moderate resource communities.



TUNYA SMITH is the director of the N.C. Department of Transportation's Office of Civil Rights. Tunya Smith aims to leverage best practices and resources to promote civil rights programming and build a culture of equity and inclusion across the department. Smith has extensive experience in policy and program development, advocacy and economic development through service spanning over two decades. Joining NCDOT in May 2018, Smith has served as policy advisor for the Office of Civil Rights and program administrator for Data, Performance Metrics and Reporting for the Technical Services Division. Smith has recently been appointed to the role of inaugural Vice President for the newly formed Conference of Minority Transportation Officials North Carolina chapter.



ADE SOLARU is CEO at SupplierGATEWAY, an online digital supplier management solution established in 1997 initially for the aerospace and defense industry, which sought to create new efficiencies in its supply chain practices. Solaru, undertook a buy-out of SupplierGATEWAY about seven years ago, believing that there was a better way of delivering the buyer-supplier experience. He pivoted the company's focus to become a scaling SaaS platform for all industries, because he understood that the software was critical infrastructure for any client that was building better supplier management practices.



NANCY ST. JACOBS is a financial industry professional with 30 years of experience in banking and began her career with Truist in 2014. As Multicultural Banking Leader, Nancy takes an active role of engagement with the diverse and growing communities of North Carolina and Virginia. Her position in the bank allows her to do what she enjoys most which is delivering financial education and advocating for the underserved and under-resourced communities. She has cultivated partnerships with several organizations that support families, individuals, and small businesses by providing the wrap-around service of financial education. Her passion to empower others with financial knowledge is evidenced through her outreach with nonprofits, religious organizations, colleges/universities, small business centers, chambers of commerce and various social organizations.



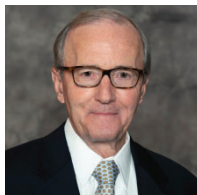
COLONEL (r) PAMELA STEVENSON (D) was born and raised in Louisville, Kentucky. After graduating from the Brown High School, she accepted a four-year ROTC scholarship at Indiana University, Bloomington, Indiana. In 1981, she completed her Bachelor of Science in business (finance) and in 1984, she graduated from the IU Maurer School of Law. She immediately entered active duty with the U.S. Air Force. During Colonel (r) Stevenson's 27 Year service as a JAG Officer, she provided legal services to military members and programming to equip and empower military members and their families. She has held the positions of commander, flying squadron adjutant, defense attorney, chief prosecutor, law teacher, appellate court commissioner, staff judge advocate, deployed legal advisor and JAG Corps technology chief.

Colonel (r) Stevenson currently serves as the State Representative for the 43rd District and is the nominee to be Kentucky's Attorney General. If elected, she will be the 1st woman to hold this position.



SENATOR ROBERT STIVERS (R) has served in the General Assembly since 1997. He represents the 25th District, which includes Clay, Knox, Lee, Owsley, Whitley, and Wolfe counties. He was elected by his colleagues to serve as Senate Majority Floor Leader in 2008 and served in that capacity until being elected Senate President in 2012. As President he represents the entire body of the Kentucky State Senate in any official state business. He serves as chairman of the Senate Committee on Committees, the Rules Committee, and as the co-chair of the Legislative Research Commission. Additionally, Stivers is a member of the Senate Judiciary Committee and Senate Education Committee.

Presenters



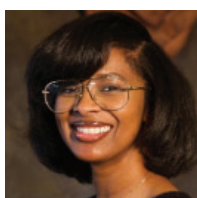
MAYOR JOHN C. STRICKLAND is a third-generation resident of Pinehurst, with family roots in Pinehurst going back to the 1920s. He first came to Pinehurst at age 5 and was a frequent visitor throughout his life. Upon his retirement in 2005, John and his wife, Reverend Cynthia J. Strickland moved to Pinehurst as full-time residents. He has been a member of the Village's Historic Preservation Commission, Neighborhood Advisory Committee, Village Green Study Commission, Long Range Plan Steering Commission, and the privately organized Village Heritage Foundation (Fair Barn and Arboretum).



MICHAEL L. SUGGS is the President and one of the founders of the Goler Community Development Corporation, a faith-based (501c3) community development corporation that focuses on building communities through access to affordable housing, workforce development and healthy living initiatives. Mr. Suggs, a former marketing and corporate executive is leading the effort to positively impact communities in Winston-Salem that have experienced long term disinvestment and a lack of economic opportunity. Goler CDC has developed over 300 units of housing in the downtown area as well as commercial buildings while providing services that empower the community. One of the services is a program called TechCareers that recruits and provides training for unemployed and underemployed individuals for careers in information technology.



ANNETTE TAYLOR joined the N.C. Department of Information Technology's Division of Broadband and Digital Equity in May 2022 as the new director of the Office of Digital Equity and Literacy. She is helping expand NCDIT initiatives to ensure all North Carolinians have equitable access to high-speed internet and digital literacy resources. Annette has more than 25 years of community service and civic engagement in both public and private sector roles and in the philanthropic arena directing resources to organizations across North Carolina.



CHERYSE TERRY is a multifaceted artist, Archivist and Owner Archive CLT. Mother of 3 daughters and wife to attorney Christopher Terry. Cheryse is a local Charlottean that started collecting Black memorabilia almost a decade ago, her love of nostalgia has led her into several businesses centering vintage such as clothing and stationery. Today she has a voracious appetite for preserving African American history and passing it on to future generations.

Archive CLT was founded in 2021, birthed from a lifelong passion of collecting Black memories and stories.

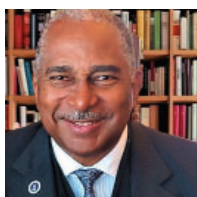


ALLEN THOMAS is Region IV Administrator and oversees SBA programs, offices, and operations in the SBA's Southeast region, serving Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, and Tennessee.

Mr. Thomas is a former three-term mayor, businessman, entrepreneur, and leader in public and private enterprise. As mayor of Greenville, one of North Carolina's largest cities, Mr. Thomas led the post-recession recovery, rapid expansion, and robust economic growth, better connecting the city and region. He was recognized by the White House during the Obama-Biden Administration for community engagement in law enforcement and public safety.



L'QUENTUS THOMAS has 26 years of private equity, consultancy and capital markets experience. Mr. Thomas is a Senior Managing Director at Stonehenge Capital Company and manages the operations of Stonehenge Community Development (SCD), the firm's impact investing subsidiary. He provides managerial oversight of the origination, underwriting & administration of the Stonehenge Community Impact Fund LP, a credit SBIC fund focused on growth companies operating in underserved communities, nationally. In addition, Mr. Thomas oversees the firm's New Markets Tax Credits activities, which prioritize financing small businesses and transformational projects in distressed communities across the country.



ANTHONY W. WADE, PhD is a Senior Consultant with WPR Consulting L.L.C., headquartered in Charlotte, North Carolina. He specializes in the areas of organizational performance and change specific to human capital management and diversity, equity and inclusion (DEI). A retired U.S. Air Force veteran and retired N.C. local government executive with over 40 years' military and public sector experience, he has held senior leadership positions in higher education and four local governments.



GREGORY A. WATSON (GREG) is an experienced general management and marketing professional with 25+ years of experience successfully building and growing businesses. Greg is currently leading the Corporate Services and Operations areas as Vice President of Operations, for the Carolinas- Virginia Minority Supplier Development Council. In addition, he has served as a vice president of brand content (marketing) for UniWorld Group, Inc., McGraw Hill Education (Integrated Marketing) and Nationwide Insurance (Associate VP) – Financial Services division. Greg previously served in customer-marketing and relationship positions and brand management leadership positions with Unilever, and The Coca-Cola Company.



R. PATRICK WESTON, CFA is an experienced investment professional serving 25+ years in senior investment and private equity/debt roles. He is currently a Managing Partner and Investment Committee member of Route 2 Capital Partners, a private investment firm established in 2017 to provide strategic investment capital, both debt and equity investments, to lower middle market companies. Mr. Weston has worked extensively in recent years originating, structuring, and managing lower middle market investment transactions and leads the firm's relationships with institutional investors. He has served on the board of directors of many privately-owned businesses.



SHAKENNA WILLIAMS, MBA, PhD is the Executive Director of the Frank & Eileen™ Center for Women's Entrepreneurial Leadership (F&E CWEL) and founder of the Black Women's Entrepreneurial Leadership (BWEL) Program at Babson College. She also owns Kenna Business Solutions, and previously served as Deputy Academic Director and Lead Faculty Director of the Goldman Sachs 10,000 Small Businesses Program. With her passion to propel women entrepreneurs to new levels of success and ensure resources are accessible, Dr. Williams has been appointed to the National Women's Business Council (NWBC) and is the proud recipient of the Babson Entrepreneurial Thought and Action Award, the Martin Luther King, Jr. Changemaker Award, and the African American Female Professor of the Year Award



DR. SHANTE WILLIAMS is a distinguished venture capitalist, business owner, inventor, intellectual property strategist and private investor. Currently, she serves as CEO of Black Pearl Global Investments, a Black-owned asset management firm focused on reducing health disparities across the globe. Having enjoyed years of accomplishment in corporate America, Dr. Shante founded her first company, RW Capital Partners, which became an industry-leading firm specializing in real estate, technology development, startup/standup, and business disputes resolution. Her knowledge remains pivotal to helping entrepreneurs evolve and become more informed.



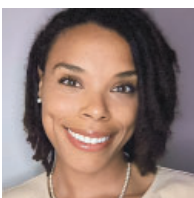
CYNTHIA WILLIAMS-BEY is the CEO of Heaven Sent Child Care, a Mother of 6, a Widow, and a Prophetess who inspires, teaches, and coaches women entrepreneurs and young widows globally. Cynthia helps to PUSH them forward in every aspect of their lives. Cynthia does this by way of prayer, business consulting, courses, workshop facilitation, books, coaching, and mentorship. Cynthia successfully built her 6 figure child care from the ground up out of a 1 bedroom apartment as a single mother. Cynthia has been featured on Problem Solvers Podcast, CEO Magazine, NPR, NBC 12 News Richmond, Rejoice 101.3 FM.



DEALVA WILSON ARNOLD is a CEO and Executive Advisor with a depth of knowledge in strategy, innovation, leadership development, and change management. She is Founder and CEO of D. Wilson Agency, The WIN for Women, and DWA Purposeful Leadership™, as well as the Co-Founder of EQ Media Partners. Consistently delivering results has made DeAlva a sought-after change agent. D. Wilson Agency's business strategies and programs for effective collaboration and leadership have been implemented across public and private sectors, at the federal and local levels, including institutions of higher learning and Fortune 500 companies.



KAREN WINGER is a transportation professional with more than 20 years of experience in transit and transportation operations and planning. She has worked on project management for transit planning and construction projects, management of transit operations for commuters, fixed routes, paratransit services, and micro-transit services. Karen has experience with Federal Transit Administration requirements for grant applications, grant management, reporting, triennial review, asset management, safety programs, procurement, and contractor oversight.



GIA WRIGHT is the Co-Owner and Founder of W3 SWIM (Pronounced "We" Swim). She has partnered with her sisters, Czamille and Kirsten, to inspire minority based communities to substantially use swimming in every aspect of their lives. Noticing a lack of diversity at the state level, Gia reached out to her sisters to form W3 SWIM to find creative ways to promote equal access to aquatic resources as well as maintain a commitment to educating the Black community about swimming's lifelong benefits. Under W3 SWIM, all three sisters offer swim instruction within their local communities, typically during the Summer.



a program of **National INSTITUTE**
Minority Economic Development

PROGRAM DATES

March 10 - 15, 2024

PROGRAM LOCATION

JB Duke Hotel & Conference Center

230 Science Drive | Durham, North Carolina 27708

A contemporary hotel and conference center nestled on Duke University's campus...A tranquil retreat at one of Durham's premier lodging destinations.



The Institute's Minority Executive Education Institute (MEEI) delivers a comprehensive and robust graduate level business education program supporting the growth and development of minority businesses. MEEI business education builds the capacity and extends the capabilities of minority firms through the following features:

- Extensive Course Content
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For more information, contact:
John Ham at JHam@TheInstituteNC.org

TheInstituteNC.org/MEEI2024

MEEI programming utilizes the talents of graduate-level professors from universities across the state and leading business experts, creating a powerful learning experience that gives minority and women business owners concrete knowledge that can be used to grow revenue, expand into new markets, or launch new product ideas.



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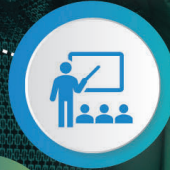


Building Economic Prosperity for Diverse Populations

2022 IMPACT DATA

OUR MISSION

To strengthen the asset base of diverse populations through policy, education, and economic opportunities.



\$21,355,065

Grant Funds Disbursed
** Including four rounds of RETOOLNC*

\$11,696,644

ICAP Direct Loans since mid-2021

\$22,048,685

Access to Capital

\$37,714,240

Contracts/Bonding Awarded

5,458

Entrepreneurs
Trained

2,786

Clients Served

12

Business Starts

65

Jobs Created / Retained

OUR PROGRAMS & AFFILIATES



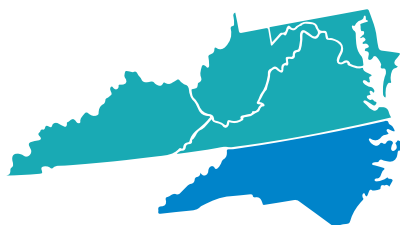
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The **National Institute of Minority Economic Development** strengthens the asset base of diverse populations through policy, education, and economic opportunities, creating an environment in which race, gender, and geography are no longer a barrier to prosperity. We do this by helping diverse small businesses to grow, compete, thrive, create jobs, become sustainable, and be valued partners within their local communities.

Our core competencies include business and entrepreneurial education, technical assistance, research and advocacy, affordable housing and community development (CDFI) financing, and Diversity, Equity, and Inclusion (DEI). Our work is organized into four synergistic centers to help emerging leaders, business owners, non-profit organizations, HBCUs, and our strategic partners to contribute to growth, sustainability, and economic justice in low-to-moderate income communities.

- The **Center for Entrepreneurship** provides meaningful education, training, growth strategies and technical assistance for diverse businesses. By focusing on those led and owned by Black, Latino, women, and other minorities, we support and grow key stakeholders in the small business ecosystem, stabilizing families through expanded economic opportunity and improved business value. Services include technical assistance to small business owners and aspiring entrepreneurs; workshops, seminars, and summits; strategic partnerships with HBCUs and other colleges and universities; corporate/executive education; and other capacity-building growth strategies.
- The **Research, Policy and Impact Center** addresses the root causes of economic disparities – income, wages, general economic opportunity, community access, and funding allocations – keeping our clients and stakeholders informed of shifts in the ecosystem and opportunities to participate in corporate and public policy dialogues and decision-making.
- Our **CDFI, Institute Capital**, provides access to capital for minority-owned small businesses, non-profit affordable housing developers, and HBCU ventures, improving the financing environment with fair and equitable lending practices.
- The **Center for Professional Services**, a consulting arm, offers uniquely customized professional development, supplier diversity strategies, and diversity, inclusion and equity education to corporations and governments.



We have grown into a five-state footprint including NC, VA, KY, WV, and the Metro DC area.

Community is the commitment we make to each other

When a community is strong, it's more than a collection of streets and buildings. It's a place that nurtures and helps its residents thrive. That's what happens when people share the commitment to make things better together. That's why we're proud to support the National Institute of Minority Economic Development.



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- Supplier Diversity Compliance



DEI STRATEGY IMPLEMENTATION

- Talent Acquisition & Retention
- Employee Engagement
- Change Management & Communication



MWBE PROGRAM OUTREACH

- Internal Audit
- Internal Control Review
- Policies & Procedures
- Risk Assessment

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Our team possesses extensive expertise in various areas, including diversity inclusion, conflict management training, construction project management, compliance, and procurement services. We are dedicated to assisting both public and private sector clients in accomplishing their objectives. Our focus lies in monitoring, vetting, establishing, and enhancing diverse programs and practices for personnel, as well as supporting DBE/MBE/WBE/SBE and veteran businesses. With our services covering the local, regional, national, and global marketplace, we ensure success for our valued clients.

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MANAGEMENT



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First Horizon is proud to support the work of the National Institute of Minority Economic Development. The Institute knows that business success takes more than a will to make it happen. It takes connection – to new ideas, to unexpected opportunities and to the countless ways we're all better for being part of this community.

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A commitment to supplier diversity is about more than products or services. It's about extending a bridge to new ideas, experiences and innovative solutions that, ultimately, strengthen the economic vitality of the communities we serve.

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