



G.I.F.T.

If 15,000 People Donated \$10 a Month

ANNUAL REPORT

KANSAS CITY G.I.F.T.

2021-2022

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Kansas City Mo 64130
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kansascitygift.org

Who we are

Generating Income For Tomorrow is a 501c3 nonprofit corporation. We were founded on May 5, 2020, with the goal of providing grants to Black-owned businesses in the urban core of Kansas City. Our mission is to provide assistance to Black-owned businesses in Kansas City, with a specific interest in businesses that operate in low-income areas. We know this will create more jobs and convert an economically disadvantaged area into an area of economic opportunity. We aim to assist in creating generational wealth while reducing instances of poverty-related crime and violence in our communities.

The Program

Our program provides grants of \$10,000, \$25,000, and \$50,000 to Black businesses operating east of Troost. We give out two gifts every month. The businesses are chosen through a rigorous process that includes an online application, two application reviews, and an in-person interview with our Board of Directors. Upon receiving the grant, we also provide a team of technical assistance providers to ensure the grant recipients are set up for long-term success.

Our technical assistance partners include:

1. Business coaching for 12 months (Paid by GIFT)
2. OCD Financial providing accounting services for 12 months (Paid by GIFT)
3. Husch Blackwell providing legal services (Pro Bono)
4. Soda Pop Graphics providing a small business marketing package (Paid by GIFT)

Recipient Guidelines

The guidelines for how G.I.F.T. identifies grant recipients are outlined below:

1. The business applying for the grant must be majority Black-owned.
2. Preference will be given to businesses that are located or operate in our identified focus area (64109, 64110, 64127, 64128, 64130, and 64132).
3. The business must have a detailed itemized breakdown of exactly how the grant dollars would be utilized, and clearly articulate the detailed long-term impact on business growth.
4. Eligible expenses are payroll, inventory, fixed cost (rent, equipment, lease, etc.), and other day to day expenses.
5. Preference will be given to projects with the highest propensity for job creation.
6. The business will need to submit proof of their organizational structure and a recent financial statement.
7. Failure to provide this information will result in the application being disqualified.

The Board



Brandon Calloway
CEO Co-founder



Cornell Gorman
COO Co-founder



Karis Harrington
Executive Board Member



Eze Redwood
Board Member



D'juan Love
Board Chair



Tonika Brockman
Board Member



Ricky Leathers
Board Member



Cynthia Benbow
Board Member



Rhonda Hall
Treasurer



Antonia Uwaeke
Board Member



DeShawn Burton
Board Member

Summary

The GIFT Grant Program launched in May of 2020, and our fiscal year runs from May to April. In wrapping up FY 2, we see that we were able to give \$460,000 to 21 different Black-owned businesses, resulting in the creation of 35 new jobs. Combined with the outcomes and residual growth in job creation from FY 1, we have given out \$687,000 to 35 different Black-owned businesses, resulting in the creation of 58 new jobs and an average growth in quarterly revenue of 304.7% in our first two years of operation. In year two we worked tirelessly to bring more services to more businesses.

This led to the creation of our monthly Black business pop up shop and the opening of our business center on 50th and Prospect. The pop-up shop has provided a platform to 192 product-based businesses and has seen between \$60,000 and \$70,000 in sales since launching in October of 2021. In the first 45 days of the business center being open, we saw 201 appointments booked for technical assistance, with most of the appointments being for business coaching.

Also, in year two we held our annual Give Black KC Fundraiser. We were able to raise over \$125,000 during the week of Juneteenth in a collaborative fundraising effort with 7 other Black led organizations, making it possible to give \$106,000 overall, split among the other 7 organizations.

The organizations were:

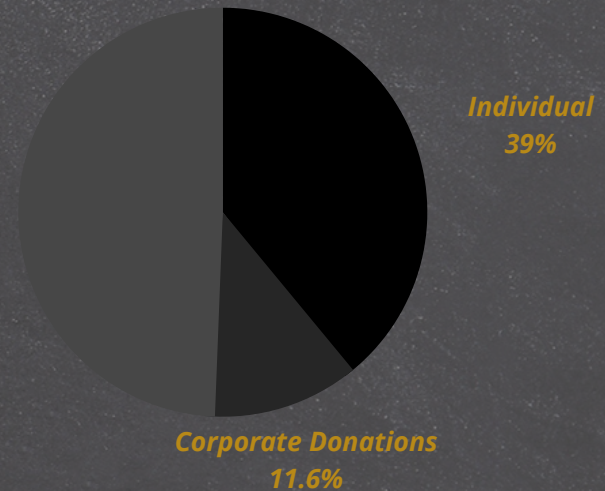
The Greenline Initiative, The Nia Project, Urban Hub KC, We Code, Raytown Reap, Soulcentricitea, and Life's Work C&C.

The Figures

Money Raised
\$1,135,794.65

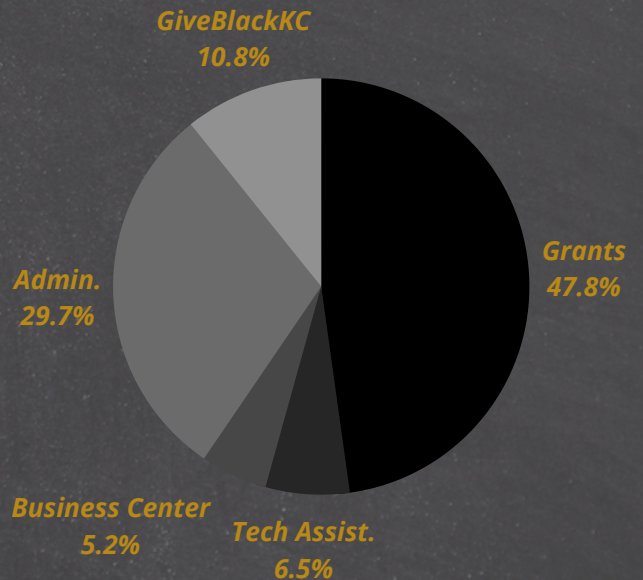
- *Foundation Grants*
\$560,915
- *Individual* \$443,079.65
- *Corporate Donations*
\$131,800

Foundation Grants
49.4%



Money Spent
\$983,338.48

- *Grants* \$470,000
- *TA* \$64,130
- *GiveBlackKC Grants* \$106,000
- *Business Center* \$51,194.94
- *Admin* \$292,014.24



\$152,456.17 Will Be Carried Into Year 3

Grant Applicants

Number of Applicants ~283

Diversity of Industry

- Human Services 14%
- Retail 14%
- Food 11%
- Beauty 10%
- Nonprofit 9%
- Skilled Labor 9%
- Health/Fitness 9%
- Entertainment 8%
- Real estate 5%
- Childcare 3%
- Tech 2%
- Education 2%

Money Applied For- \$9,241,521.00

- 77 applicants applied for up to \$10,000
- 93 applicants applied for up to \$25,000
- 113 applicants applied for up to \$50,000

Prior Attempts To Access Capital

- 177 haven't tried before
- 41 have been denied
- 90 have been awarded

Primary Reason for Denial (Self-Reported)

- 20 applicants denied due to credit score
- 7 applicants denied due to time in business
- 6 applicants denied due to lack of collateral
- 5 applicants denied due to cash flow
- 5 applicants denied and given no reason
- 4 applicants denied due to improper business and financial systems

What They Applied For

- 199 identified needing all or some of the grant funding for inventory
- 190 identified needing a portion of the grant money to cover fixed cost such as rent and utilities to either obtain or maintain a physical location
- 171 identified needing all or some of the grant funding for payroll
- 17 identified needing all the grant funding for special projects

Time in Business

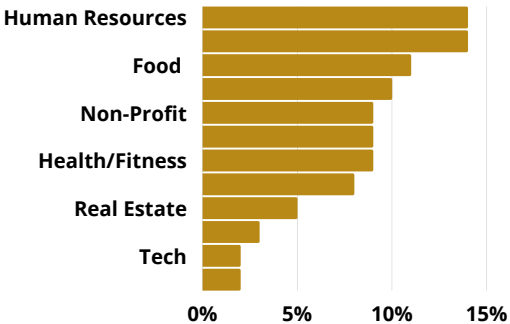
- 43% in business for 1 year or less
- 17% in business around 2 years
- 19% in business between 3 – 4 years
- 21% in business for 5 years or more

Gender Breakdown

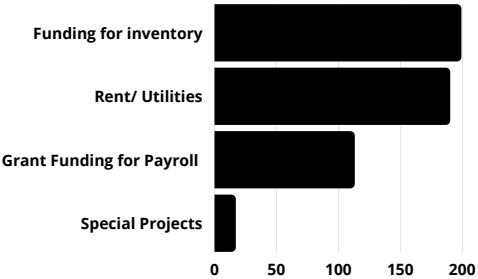
- 37.5% male
- 62.5% female

Grant Applicants

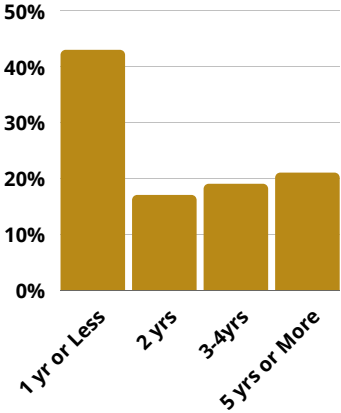
Diversity of Industry



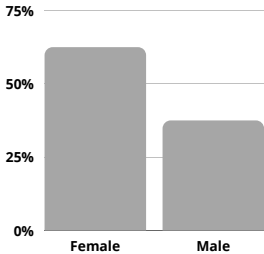
What They Applied For



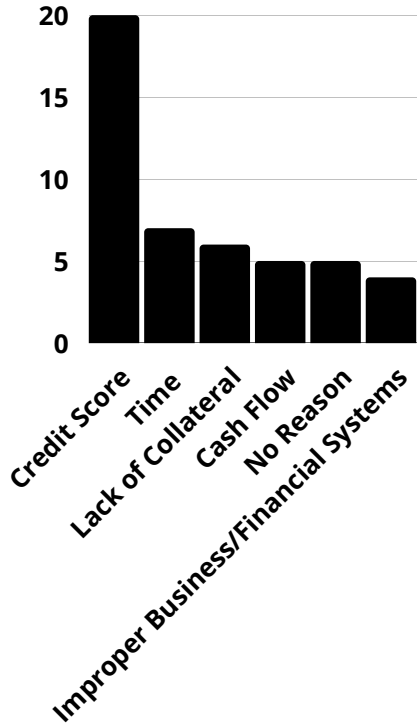
Time in Business



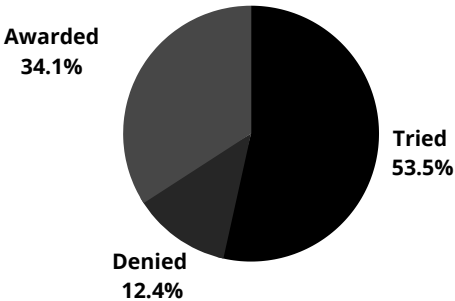
Gender Breakdown



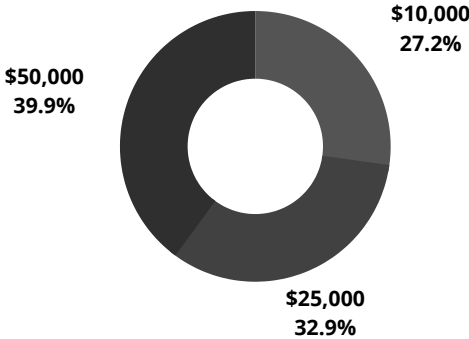
Primary Reason for Denial (Self-Reported)



Prior Attempts To Access Capitol



Money Applied For



Black Business Market

In October of 2021, we decided to launch a Black business pop up shop that we call our Black Business Market. The idea came from the challenge of not being able to give grants to everyone that deserved them. We knew that if we could give product-based businesses a consistent place to sell their products, we could help them grow their business by growing their sales and audience. The Black Business Market takes place on the 4th Saturday of every month, depending on the month it consists of 20-60 Black businesses, they do not pay a vendor fee, and we use a portion of our marketing cost and admin time to make sure we are spreading the word to potential customers.

- 192 Total Vendors
- Between \$60k to \$70k in Total Sales
- 75% of vendors in business for less than two years
- 57% of vendors reported equal or greater sales when compared to other pop-ups
- 54% of vendors reported making additional business connections while vending
- 33% Vendor return rate

"GIFT Pop-up shop has been a great help to expanding our audience and helping reach into the network of the local community. We are greatly honored with the support we received from the GIFT Pop-up engagement; the vendors also have been very supportive. It is a growing community that creates a strong base to share information for starting and growing businesses. We are also looking forward to using the business service center." Levon, N-Tune Life

"Since participating in the monthly K.C. Gift Pop Up, we have been able to serve new clientele who have never tried plant-based cuisine. Every Pop-Up, we have sold out of food and profited. We are very grateful for GIFT and the opportunity to offer our holistic plant-based focused cuisine to the community. We Highly recommend this for any business owner looking to build awareness and network." Rebecca, WyldKard Lylifestyle

Business Center



We continue to ask ourselves, "what else can we do to help more businesses?" Thanks to the Sunderland Foundation, in late March of 2022, we were able to open a business center that provides technical assistance to the small business community at large. This center offers free drop-in coworking space, Business Coaching, Accounting Services, Marketing Services, 2 Banking Centers, Nonprofit Consulting, and more. Here is the demand we have seen in the first 45 days.

Total Appointments Booked: 201

- o Business Coaching: 87
- o Accounting: 38
- o Marketing: 26
- o Banking: 23
- o Nonprofit Consulting: 13
- o Legal: 10
- o Studio Space: 4

"I found GIFT via a Facebook post. It was an interview posted on Great Day KC when I heard about the one-on-one business coaching and banking opportunities; I was sold. I came into the facility the same day. I got a tour of the building and got to speak directly to the founders. One day later... I have a fully functioning website! I received one-on-one help and was set up within an hour. This is a one-stop shop for entrepreneurs at any stage of their business. If this is just the beginning, I am excited to see what's in store. Thank you, Kansas City G.I.F.T."

Paula Henry, Sunshine Automotive Mobile Services



"As a startup founder I am always trying to keep overhead down. Since we do all of our work on accessibility in the client's home, we don't really need a formal office space. But it is really nice to now be able to have a professional place to hold interviews and meetings that I don't necessarily want to occur in my home office.

And the fact that it is free is such a blessing.
Dr. Brandy Archie, Access Able Living

Grant Recipients



Year 1 (With Residual Growth)

- Total money given \$227,000
- Total businesses granted 14
- Average percentage of business growth 174.4%
- Number of jobs created so far 24

Year 2

- Total money given \$460,000
- Total businesses granted 21
- Average percentage of business growth
- Number of jobs created so far 34

Overall

- Total money given \$687,000
- Total businesses granted 35
- Average percentage of business growth
- Number of jobs created so far 58



Grant Recipients

Number of Jobs Created 65

| <i>Business Name</i> | <i>Grant Amount</i> | <i>Month Awarded</i> | <i>Jobs Created</i> | <i>Revenue Growth</i> |
|---|---------------------|----------------------|---------------------|------------------------|
| This That Eatery | \$ 15,000.00 | 22-Jan | 9 | Evaluating* |
| We got it covered LLC | \$ 10,000.00 | 20-Oct | 7 | 570% Increase |
| Haul Pros LLC | \$ 25,000.00 | 21-Jan | 6 | 1068% Increase |
| Blueprint KC | \$ 40,000.00 | 22-Apr | 4 | 22.2% Increase |
| KC Cajun LLC | \$ 22,000.00 | 21-Jan | 4 | 590% Increase |
| Dream Palace Education Center, LLC | \$ 50,000.00 | 21-Jul | 3 | 134.5% Increase |

Grant Recipients

| | | | | |
|--|-------------|----------|---|------------------|
| Ophelia's Blue Vine Urban Farm | \$25,000.00 | 21-Feb | 3 | 314% Increase |
| Sweet Peaches Cobblers | \$25,000.00 | 21-Dec | 3 | 86.6% Increase |
| Prospect KC | \$20,000.00 | 22-Jan | 3 | Evaluating* |
| TurkeyLegMan | \$20,000.00 | 22-Jan | 2 | 1094.6% Increase |
| Lavish Luxé Beautique LLC | \$5,000.00 | 21-Mar 2 | 2 | 475% Increase |
| 1st Priority Heating & Cooling and Construction, LLC | \$25,000.00 | 21-Nov | 2 | Evaluating* |

Grant Recipients

| | | | | |
|--|---------------------|---------------|----------|-----------------------------|
| Pink Lipps Cosmetics | \$ 50,000.00 | 21-Oct | 2 | Evaluating* |
| Nature Made Me | \$ 10,000.00 | 21-Oct | 2 | Evaluating* |
| Perks Trucking, LLC | \$ 25,000.00 | 21-Feb | 2 | Evaluating* |
| The Next Paige LLC | \$ 50,000.00 | 21-Apr | 1 | 462.95% Increase |
| Dash Delivery And Trucking Services LLC | \$ 25,000.00 | 21-Sep | 1 | 54% Increase |
| Fearless Chix LLC | \$ 20,000.00 | 22-Mar | 1 | Evaluating* |
| Tresses Au Naturale LLC | \$ 25,000.00 | 22-Mar | 1 | Evaluating* |
| Soulcentrici tea LLC | \$ 25,000.00 | 20-Dec | 0 | 67.5% Increase |

Grant Recipients

| | | | | |
|--|--------------|--------|---|----------------|
| CoffeeFreshAF | \$10,000.00 | 21-Dec | 0 | 146% Increase |
| Soy Bella LLC | \$ 10,000.00 | 22-Feb | 0 | 314% Increase |
| Just A Girl from KC | \$ 10,000.00 | 21-Sep | 0 | 87.8% Increase |
| Black Hawk Security & Neighborhood Watch | \$ 25,000.00 | 21-Mar | 0 | Closed |
| unLESHed+ | \$ 25,000.00 | 21-Aug | 0 | Closed |
| Goddess Fitness | \$ 10,000.00 | 21-Nov | 0 | Evaluating* |
| One Pair | \$ 10,000.00 | 21-Aug | 0 | Evaluating* |

Grant Recipients

| | | | | |
|--|--------------|--------|---|-------------|
| Ruby Jeans Juicery | \$10,000.00 | 20-Aug | 0 | N/A |
| T&T shop & Go | \$20,000.00 | 22-Apr | 0 | Evaluating* |
| 2923 Comics | \$ 5,000.00 | 21-Mar | 0 | Evaluating* |
| Kc Maintenance and Remodel | \$ 10,000.00 | 20-Nov | 0 | Deceased |
| Noble Academy / Lil Smarties Preschool | \$10,000.00 | 21-Oct | 0 | Evaluating* |
| Material Opulence LLC | \$ 5,000.00 | 21-Mar | 0 | Evaluating* |
| The Happy Apple Cafe, LLC | \$ 5,000.00 | 21-Mar | 0 | Evaluating* |

Grant Recipients

| | | | | |
|-----------------------------------|-------------|--------|---------|---------------------------------|
| BareN ne Holistic s LLC. | \$ 5,000.00 | 21-Mar | 0 | Evaluating * |
| G.I.F.T. | | | Staff 7 | |
| Total | | | 65 | 304.7% Average Increase** |

**Due to limitations in financial bookkeeping capacity, we are still evaluating quarterly revenue growth on several businesses. Updated numbers will be released in a mid-year report.*

*** Based on the 18 businesses evaluated so far.*

Thank You

Supporters

Foundations

Urban Action Partners
 Sunderland Foundation
 Hadley Project
 Kauffman Spark Program
 Menorah
 Kemper
 WellSky Foundation
 Reach our Kansas
 Terry, Stu and Elliot Bauman Family Foundation
 Westphal Family Charitable Foundation
 Leo Gilbert Foundation
 American Century Fund
 Billye Jackson Fund
 Truman Heartland Community Foundation
 Midwest Trust
 Seaboard Foundation
 Fenley Family Legacy Fund
 Sehier Products Foundation

Corporate

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 Lead Bank
 Husch Blackwell
 Boulevard Brewery
 JE Dunn
 Commerce Bank
 Turner Construction
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 VMLY&R
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 Blue Cross Blue Shield
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 Country Club Bank
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 Credo Philanthropy Advisors
 KC Bankruptcy Association
 Made In KC

Media Partners

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 The Pitch
 KC Business Journal
 Kansas City Star
 KCUR's Up to Date
 90.9 The Bridge
 KSHB 41
 KMBC 9
 Hot 103.3
 The Community Voice
 One KC Radio

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 Andrea Allison-Putman
 Andrea Arredondo
 Andrea Bough

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Andrea Halter
Andrea L Crangle
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Beth Wade
Bethany Butler Myers
Bethany Drobeck
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Beverly styles
Bill Migneron
Beverly Styles
Bill Migneron
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Brandon Calloway
Brandon Charleston
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Brenda Brock
Brenda Pallone
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Brenna Talley
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Briana Bright
Brice Haden
Bridget Fairchild
Bridget Jones
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Thank You

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Brook Nasser
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Yasche Glass
Yulie Urano
Yvette Crabtree
Yvette Sabur
Yvonne Davis
Zachary J Tomlinson
Zoraya Rowlands