



# Annual Report

Kansas City G.I.F.T.

**YEAR 4**

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# G.I.F.T.

## WHO WE ARE

Generating Income For Tomorrow (G.I.F.T. aka KC G.I.F.T.) is a 501c3 nonprofit corporation. Our core mission is to close our local racial wealth gap, reduce poverty related crime, and provide economic opportunity for the Black Community. We do this by providing grants and technical support to Black-owned businesses that operate in the historically redline areas of KC.

## GRANT PROGRAM

Our grant program provides business grant to for profit, Black owned businesses, located and operation east of Troost Ave. Grant amounts range from \$10,000 to \$50,000. We also provide a years' worth of Technical Assistance to all grantees. This includes business coaching, bookkeeping, legal and marketing support.

## BUSINESS CENTER

We also have a 7,500 square foot business center that provides one-on-one services such as business coaching, marketing strategy, website development, QuickBooks set up, and legal consulting to anyone in the greater KC area that owns, or wants to start a business, through one highly accessible location. To supplement the one-on-one offerings, we provide a plethora of group classes, as well as amenities like coworking space, headshots, studio space, and onsite banking. This is all provided completely free of charge to anyone that wants to use the services, no matter what race, ethnicity, or any other identifying factor. Our business center is located at 5008 Prospect Avenue.





# G.I.F.T. GRANT PROGRAM WORKS!

In 4 years, we have given out \$1,679,000 to 70 different Black-owned businesses, resulting in the creation of 135 new jobs that pay an average hourly wage of \$16.06/hours, and our grant recipients have experienced an average growth in revenue of 209%. Of the 70 businesses that we have given grants to , 9 of them have applied for traditional bank loans, and 5 of the 9 have been approved, and 4 of the 70 have won local pitch competitions.



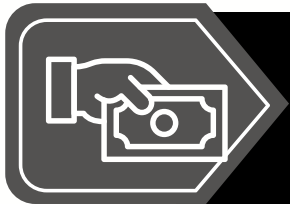
**\$1,679,000**  
**Grants Given to Black-Owned Businesses**



**70**  
**Businesses Supported**



**135**  
**New Jobs Created**



**\$16.06/hour**  
**Average Hourly Wage**



# THE GIFT SUCCESS STORIES

Hall Pros received a \$25,000 grant in January of 2021 to purchase a second moving truck that would allow them to accept jobs they had been turning away, resulting in the hiring of 18 new employees and a 1,311% growth in revenue. They have begun to provide free moving services to the residents of the Newhouse Domestic Violence shelter.



The Next Paige Talent Agency received a \$50,000 grant in April of 2021 to open a brick-and-mortar location that would allow them to expand talent development and management services, resulting in the hiring of 4 new employees and a 321% growth in revenue. They have since provided talent for Mariah Carey, The Kansas City Chiefs, Asap Rocky, and have hosted the LesTwins in their space.



# THE GIFT SUCCESS STORIES

Sweet Peaches Cobblers received a \$25,000 grant in December of 2021 to expand their packaging and retail services, resulting in the hiring of 12 new employees and a 48% growth in revenue. They are now selling their products in over 30 grocery stores including Hy-Vee and Cosentino's, as well as at the concession stands in the KC Chiefs GEHA Stadium.



Deeprooted Clothing received a \$15,000 grant in November of 2022, to open a brick-and-mortar location, resulting in the hiring of 2 new employees and a 105% growth in revenue.

# GRANT RECIPIENTS

Business Name	Grant Amount	Month Awarded	Jobs Created	Revenue Growth	Grant #
District Biskuit	\$ 10,000.00	24-Mar	5	1% Incease	70
KC Nail & Spa	\$ 20,000.00	24-Mar	0	Under Construction	69
Mattie's Foods	\$ 30,000.00	24-Mar	2	184.6% Increase	68
Friends & Family Lawn	\$ 25,000.00	24-Jan	3	50.36% Increase	67
The BeVel	\$ 25,000.00	24-Jan	4	Under Construction	66
The Guys Next Door	\$ 25,000.00	23-Oct	1	709.35% Increase	65
Vine Street Brewing	\$ 25,000.00	23-Oct	1	18.2% Increase	64
Ear House Tech	\$ 25,000.00	23-Apr	2	Pre Revenue/2025 Launch	63
Ish Eyewear	\$ 10,000.00	23-Apr	0	110.4% Increase	62
Caresticks Mobile Phlebotomy Services	\$ 30,000.00	23-Mar	2	14.1% Increase	61
Deluxe Transportation Group	\$ 20,000.00	23-Mar	3	11.8% Increase	60
Mirror Mirror Books	\$ 10,000.00	23-Mar	0	138.59% Increase	59
Play Event Co	\$ 25,000.00	23-Feb	1	49.1% increase	58
Weirdo Nailz	\$ 10,000.00	23-Feb	0	200% Increase	57
Bleu CarKC	\$ 10,000.00	23-Jan	0	20.5% Increase	56
FLAVR Beverage CO.	\$ 10,000.00	23-Jan	0	Unreported	55
Fire and Ice Athletics	\$ 50,000.00	23-Jan	0	Closed	54
BOXOUT Stress	\$ 15,000.00	22-Nov	0	66% Decrease	53
Clean Queen	\$ 15,000.00	22-Nov	0	Closed	52
NTune Life	\$ 15,000.00	22-Nov	0	Closed	51
Deep Rooted	\$ 15,000.00	22-Nov	2	105% Increase	50



# GRANT RECIPIENTS

continued...

Business Name	Grant Amount	Month Awarded	Jobs Created	Revenue Growth	Grant #
Pretty and Sassy Mobile Spa & Lounge	\$ 15,000.00	22-Nov	0	Closed	49
Vegan Jurnee	\$ 25,000.00	22-Dec	6	197.7% Increase	48
OCD Diva	\$ 10,000.00	22-Dec	3	12.25% Decrease	47
Mr. Bigg's Place	\$ 10,000.00	22-Nov	0	33.33% Increase	46
Love Is Key	\$ 25,000.00	22-Nov	5	31.88% Increase	45
Equal Minded Café	\$ 30,000.00	22-Oct	4	3.8% Increase	44
Hydro Dips N Custom Whips	\$ 30,000.00	22-Oct	0	80% Decrease	43
Healthy Hip Hop	\$ 25,000.00	22-Sep	1	Unreported	42
D & J Motors	\$ 25,000.00	22-Sep	0	Closed	41
The SunShine Salon	\$ 10,000.00	22-Sep	1	Unreported	40
R & R Creations	\$ 15,000.00	22-Aug	1	153.9% Increase	39
Dscover Ur Dzine	\$ 10,000.00	22-Aug	0	2% Increase	38
Fill 'Em UP	\$ 10,000.00	22-Jul	2	667.16% Increase	37
Patrice's Culinary Collective	\$ 50,000.00	22-Jul	2	929.45% Increase	36
Blueprint KC	\$ 40,000.00	22-Apr	3	44.8% Increase	35
T&T shop & Go	\$ 20,000.00	22-Apr	0	Unreported	34
Tresses Au Naturelle LLC	\$ 25,000.00	22-Mar	1	84.6% Increase	33
Perks trucking llc	\$ 25,000.00	22-Feb	2	87.24% Increase	32
Soy Bella LLC	\$ 10,000.00	22-Feb	1	421.2% Increase	31
TurkeyLeggMan	\$ 20,000.00	22-Jan	2	1094.6 Increase	30
Prospect KC	\$ 20,000.00	22-Jan	11	94.2% Increase	29
This & That Eatery	\$ 15,000.00	22-Jan	0	Closed	28
Sweet Peaches Cobblers	\$ 25,000.00	21-Dec	12	48.5% Increase	27
CoffeeFreshAF	\$ 10,000.00	21-Dec	2	146% Increase	26

# GRANT RECIPIENTS

continued...

Business Name	Grant Amount	Month Awarded	Jobs Created	Revenue Growth	Grant #
1st Priority Heating & Cooling and Construction, LLC	\$ 25,000.00	21-Nov	2	73.86% Increase	25
Goddess Fitness	\$ 10,000.00	21-Nov	0	Closed	24
Pink Lipps Cosmetics	\$ 50,000.00	21-Oct	3	110.5% Increase	23
Noble Academy / Lil Smarties Preschool	\$ 10,000.00	21-Oct	0	Closed	22
Nature Made Me	\$ 10,000.00	21-Oct	3	64.63% Increase	21
Dash Delivery And Trucking Services LLC	\$ 25,000.00	21-Sep	2	628.5% Increase	20
Just A Girl from KC	\$ 10,000.00	21-Sep	2	87.8% Increase	19
unLESHed+	\$ 25,000.00	21-Aug	0	Closed	18
One Pair	\$ 10,000.00	21-Aug	0	Closed	17
Dream Palace Education Center, LLC	\$ 50,000.00	21-Jul	0	Closed	16
Fearless Chix LLC	\$ 20,000.00	21-Jul	0	Closed	15
The Next Paige LLC	\$ 50,000.00	21-Apr	4	321% Increase	14
the happy apple cafe llc	\$ 5,000.00	21-Mar	0	Closed	13
Material Opulence LLC	\$ 5,000.00	21-Mar	0	56% Increase	12
Lavish Luxé Beautique LLC	\$ 5,000.00	21-Mar	2	475% Increase	11
2923 Comics	\$ 5,000.00	21-Mar	0	Merged	10
BareNine Holistics LLC.	\$ 5,000.00	21-Mar	0	Unreported	9



# GRANT RECIPIENTS

continued...

Business Name	Grant Amount	Month Awarded	Jobs Created	Revenue Growth	Grant #
Black Hawk Security & Neighborhood Watch	\$ 25,000.00	21-Mar	0	Closed	8
Ophillia's Blue Vine Urban Farm	\$ 25,000.00	21-Feb	3	314% Increase	7
KC Cajun LLC	\$ 22,000.00	21-Jan	4	84.5% Increase	6
Haul Pros LLC	\$ 25,000.00	21-Jan	18	1311% Increase	5
Soulcentricitea LLC	\$ 25,000.00	20-Dec	0	Closed	4
Kc Maintenanceand Remodel	\$ 10,000.00	20-Nov	0	Deceased	3
We got it covered catering services llc	\$ 10,000.00	20-Oct	4	64.2% Increase	2
Ruby Jeans Juicery	\$ 10,000.00	20-Aug	3	97% Increase	1
			135	208.99%	

# GRANT RECIPIENTS

In this year we provided 2nd grants to some of our previous grant recipients to further drive impact. You will see that reflected in a special section below.

Deluxe Transportation	\$ 7,000.00	24-Apr
Play Event Co	\$ 25,000.00	24-Apr
The Guys Next Door	\$ 15,000.00	24-Apr
Hydro Dips/Custom Whips	\$ 25,000.00	24-Feb
Patisserie Patrice	\$ 25,000.00	24-Feb
Mirror Mirror Books	\$ 20,000.00	23-Dec
Pink Lipps	\$ 10,000.00	23-Dec
Haul Pros	\$ 25,000.00	23-Nov
The Prospect	\$ 25,000.00	23-Nov
Blueprint KC	\$ 15,000.00	23-Sep
Nature Made Me	\$ 15,000.00	23-Sep
Ruby Jeans	\$ 15,000.00	23-Sep
Sweet Peaches	\$ 15,000.00	23-Sep
The Next Paige	\$ 25,000.00	23-Aug
1st Priority Heating	\$ 25,000.00	23-Aug
Total	\$ 1,704,000.00	



# BUSINESS CENTER

Our business center has provided 4,879 technical assistance appointments to 1,510 businesses in the 2 years that it has been in existence. Resulting in 40 new jobs being created, 150 new businesses registered, 100 bookkeeping systems set up, and much more, all on 50th & Prospect.

## 1st Year Usage Stats Revealed

### Free Classes

QuickBooks-Class: 37  
Financial Coaching: 24  
Business Basics Class: 158  
G.I.F.T. Grant  
Application Class: 383  
Marketing – Class: 135  
Non-Profit Coaching: 33  
Business Credit- Class: 14  
Accounting Basics Class: 68

### Free Services

Headshots: 175  
Legal Total: 118  
1-on 1 Marketing: 291  
Banking: 138  
Accounting 1 on 1: 79  
1-on-1  
Business Coaching: 683

### Creative Space

Co-working space: 222  
Studio Space: 183

**Unique Businesses: 971**  
**Cancellations/No Shows: 472**

**Total Appointments Booked: 2,741**

## 2nd Year Usage Stats Revealed

### Free Classes

Web Development:175  
Marketing – Class: 173  
Financial Coaching: 32  
Non-Profit Class:109  
Business Basics – Class: 106  
Accounting Basics -Class: 70  
G.I.F.T. Grant  
Application Class: 207  
Business Credit- Class: 14

### Free Services

Headshots: 180  
Legal Total: 111  
1-on 1 Marketing: 150  
Banking: 57  
1-on-1  
Business Coaching: 439  
Accounting 1 on 1: 79

### Creative Space

Co-working space: 184  
Studio Space: 134

**Unique Businesses: 933**  
**Cancellations/No Shows: 373**

**Total Appointments Booked: 2,138**

# BUSINESS CENTER

**To assess the outcomes of this utilization, we conducted a survey of all 1,510 businesses. Here are the outcomes as reported by survey respondents.**

**10.6%**

Of clients have registered their business with the state at the Business Center

**27.3%**

Of clients have created a website or marketing plan at the Business Center

**8.5%**

Of clients have opened a business bank account at the Business Center

**32.9%**

Of clients have created a business plan at the Business Center

**16.3%**

Of clients have created an accounting system at the Business Center

**12.7%**

Of clients have been applied for loans since consulting at the Business Center

**33.3%**

Of those who applied for loans have been approved for loans since consulting at the Business Center

**10.6%**

Of clients have seen an increase in sales since consulting at the Business Center

**14.9%**

Of survey respondents have hired new employees since consulting at the Business Center

## **“WE HAVE RECEIVED GRANT FUNDING FROM ANOTHER SOURCE THANKS TO GIFT.”**

### **➔ A Space for Growth: Business Support That Matters**



“I really appreciate the services you offer to businesses for free. You will never know how impactful it has been to utilize your space to hold meetings and work on projects. It’s been a place of productivity and stability for me, especially since we’re waiting to move into our offices. THANK YOU!!!! Your service to the community is invaluable.”



### **➔ A Blessing for Startups: Professional Space, No Cost**



“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, AccessAble Living

### **➔ Inspired to Achieve: A Vision Realized**



“I appreciate everything you do to help the vision become a reality. I left feeling inspired to achieve my goals of

becoming my own boss as well as being a part of history taking place for people who look like me in my community.”

## **TRANSFORMING DREAMS INTO REALITY: TESTIMONIALS FROM OUR COMMUNITY**

“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*



# Impact: By the Numbers

## FY4 Financial Reporting

### Money Raised \$2,094,129.75



*Foundation Grants \$707,800*



*Capital Campaign \$500,000*



*Individual \$441,729.75*



*Corporate Donations \$262,600*



*Fiscal Sponsorship \$186,000*

### Money Spent \$1,684,981.95



Grants Given  
\$394,000



TA  
\$155,000



Business Center  
\$288,360.02



Black Owned Businesses  
Products & Services  
\$50,251.27



Sponsorship For Black  
Led Events \$23,000



Fiscal Sponsorship  
Distribution: \$186,000



Capital Campaign  
\$26,000



Admin  
\$562,370.66

# ***SUPPORTERS***

## ***Foundations/Government Grants***

Hadley Project  
Sunderland Foundation  
Health Forward Foundation  
Kauffman Foundation  
Baum Family Foundation  
United Way of Greater Kansas City  
Sisters of Charity of Leavenworth

Kevin & Gretta Warren Fam Foundation  
Francis Family Foundation  
Menorah Heritage Foundation  
Peterson Family Foundation  
Schumaker Family Foundation  
Schier Products Foundation

# ***CORPORATE***

UMB  
Centric  
C2FO  
BOK Financial  
Lead Bank  
Husch Blackwell  
JE Dunn  
Boulevard Brewing  
Spire  
Blue Cross Blue Shield  
Commerce Bank  
Country Club Bank  
Travois  
Capitol Federal

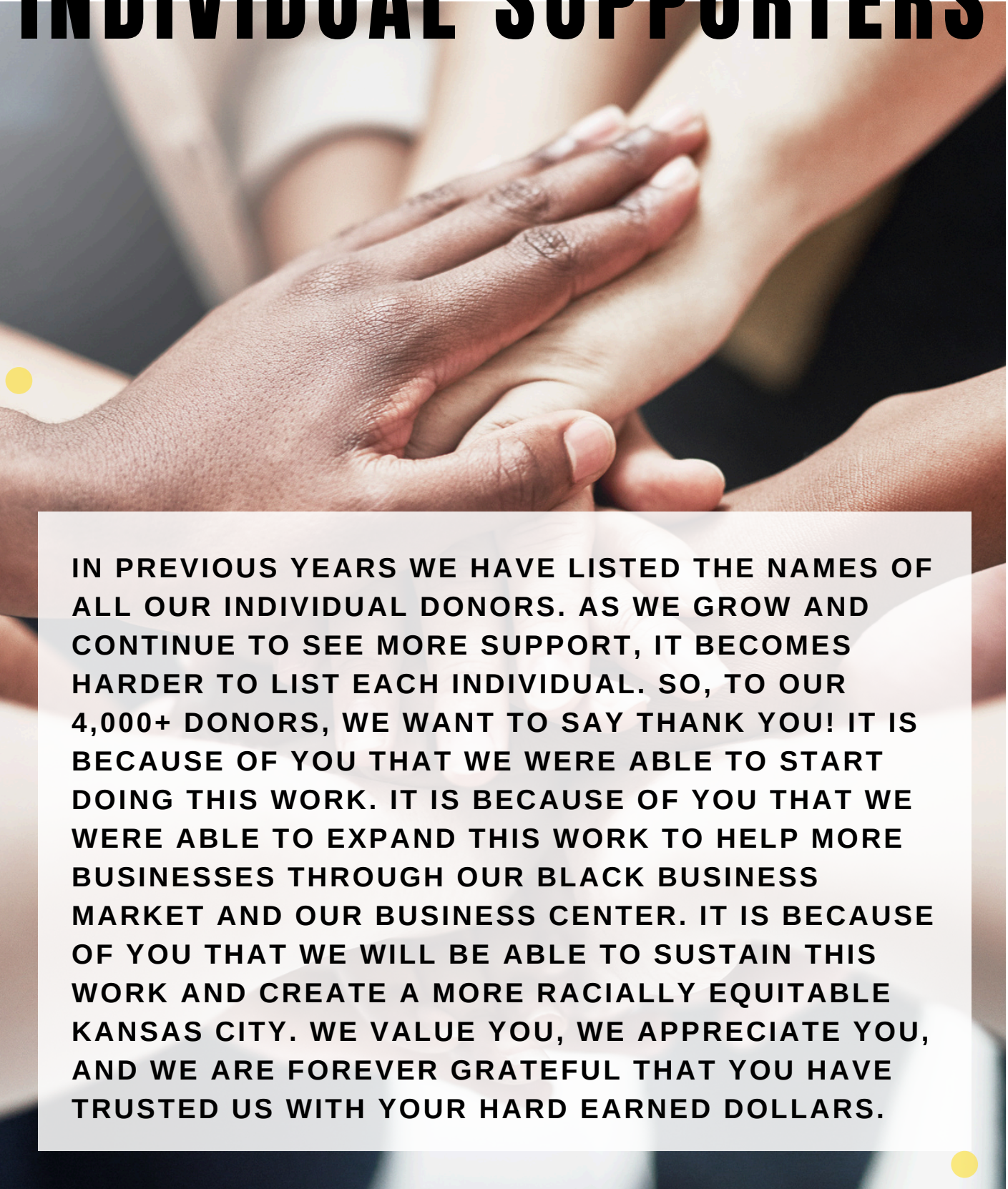
Equitable Development Partners  
Dynamic Logistics  
Credo Philanthropy Advisors  
Slattery Designs  
Kansas City Royals  
NBKC Bank  
PNC Bank  
LISC of Greater Kansas City  
Black Chamber of Greater Kansas City  
City of Kansas City



## **United in Purpose:**

*Our Circle of Supporters*

# **TO OUR INDIVIDUAL SUPPORTERS**



**IN PREVIOUS YEARS WE HAVE LISTED THE NAMES OF ALL OUR INDIVIDUAL DONORS. AS WE GROW AND CONTINUE TO SEE MORE SUPPORT, IT BECOMES HARDER TO LIST EACH INDIVIDUAL. SO, TO OUR 4,000+ DONORS, WE WANT TO SAY THANK YOU! IT IS BECAUSE OF YOU THAT WE WERE ABLE TO START DOING THIS WORK. IT IS BECAUSE OF YOU THAT WE WERE ABLE TO EXPAND THIS WORK TO HELP MORE BUSINESSES THROUGH OUR BLACK BUSINESS MARKET AND OUR BUSINESS CENTER. IT IS BECAUSE OF YOU THAT WE WILL BE ABLE TO SUSTAIN THIS WORK AND CREATE A MORE RACIALLY EQUITABLE KANSAS CITY. WE VALUE YOU, WE APPRECIATE YOU, AND WE ARE FOREVER GRATEFUL THAT YOU HAVE TRUSTED US WITH YOUR HARD EARNED DOLLARS.**



# Partners

*We are fortunate to have a wide range of partners that help us make an impact in various ways.*



**Black Chamber of Commerce of Greater Kansas City** partners with G.I.F.T. to provide higher level technical assistance to our grant recipients after they have received their 1st year of technical assistance from our grant program. This includes coaching, mentoring, accounting services, and legal support.



**UMKC Bloch School** partners with G.I.F.T. to provide higher level technical assistance to our grant recipients after they have received their 1st year of technical assistance from our grant program. This includes a group of students and staff that conduct a full business analysis and work toward a set of clearly defined goals.



**Lead Bank** partners with G.I.F.T. to provide banking services in our business center located on 50th and Prospect. They hold office hours at the business center, open bank accounts for as little as \$1, and work with businesses to become loan ready.



**Husch Blackwell** partners with G.I.F.T. to provide pro bono legal services to G.I.F.T. and our grant recipients, as well as holding office hours in our business center on 50th and Prospect to provide basic legal consulting to small business owners. They have provided a total of 577.80 pro bono hours, amounting up to a monetary value of \$284,410.00.



**C2FO** partners with G.I.F.T. by encouraging their staff to sign up as professional volunteers at our business center on 50th and Prospect. These volunteers provide 1-on-1 coaching in the areas of business coaching, accounting, and marketing to small business owners.



**BMG Advisors** partners with G.I.F.T. by providing financial wellness coaching to all G.I.F.T. grant recipients, as well as providing financial wellness classes at our business center on 50th and Prospect.



**Troost 39 & G.I.F.T.** are partnered on a unique initiative to provide funding to Black artists on the east side of Kansas City, MO. Troost 39 provides a monthly grant to this population, and G.I.F.T. handles the application process, assists in the interview process, and provides technical assistance to the artists, in conjunction with the technical support they receive from Troost 39. As of August 2023, Troost 39 has given out \$30,000 total, to 10 different Black artist on Kansas City's east side.



# DONATE TODAY



Back in 2020, we set out with a mission: to take action and enact real change. We believed that by fostering Black businesses in Black communities, we could create jobs and spark an economic engine in one of the most disenfranchised areas of Kansas City. Now, after three years in operation, we can definitively proclaim, "IT'S WORKING!" We've witnessed businesses launch, grow, and generate jobs within the Black Community.

However, maintaining this momentum requires sustained community support. Our operating philosophy hinges on the idea: "If 15,000 people donated \$10 a month." Thousands have already heeded that call, but we still need many more to bridge the remaining gap. Individual donors comprise the lion's share of our funding, with over 3,300 individuals currently backing our cause. We urge more residents of Kansas City, regardless of race, to join that 15,000-strong collective and help create a brighter, more equitable K.C. for all.

**Your \$10 Can Change Lives:  
Support Self-Reliance & End  
Systemic Racism**



*To learn more about our mission visit our website*

**[www.kansascitygift.org](http://www.kansascitygift.org)**





# Kansas City

## THANK YOU!

