



# NEW COMMUNITY

TRANSFORMATION FUND

## DENVER





# New Community Transformation Fund

## OUR VISION

Economic development converges with minority-based entrepreneurship.

## OUR MISSION

Increase the quality and quantity of businesses owned by people of color, while providing suitable risk-adjusted returns to investors.

## OUR VALUES



Dedicated to success of the business and community



Trust and personal responsibility in all relationships



Innovation for growth – community

*Creating opportunities, creating jobs, creating wealth*





# NCTF DENVER: \$50M Venture Capital Fund



New Community Transformation Fund Denver is a venture capital fund based in Denver, Colorado with the goal of investing primarily in companies owned and/or operated by diverse business leaders, while providing suitable risk-adjusted returns to its investors.

The mission of the fund is to generate above market returns targeted at 25%+ annualized IRR over the life-time of the fund.

The fund will focus on scalable early to mid-stage businesses as well as transitioning succession companies in the industries of information technology, advanced manufacturing, food and agribusiness, biosciences, health/beauty/wellness, tourism, and aerospace. NCTF Denver will invest in both current and prospective Denver companies but will require founders and portfolio companies to locate and operate in Denver and the State of Colorado.

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# NCTF Denver Leadership Team



## Danielle Shoots

Founding Managing Partner & Managing Director  
**New Community Transformation Fund, Denver**

Danielle Shoots is the Managing Partner and Managing Director of New Community Transformation Fund Denver. A proud Colorado native, Danielle is a graduate of the University of Colorado at Denver, where she earned her B.A. in Business Administration.

Prior to launching NCTF Denver, Danielle, was the Chief Financial Officer for The Colorado Trust where she grew the foundation's endowment from \$430 million to nearly \$600 million. She launched a direct investment portfolio across the State making investments in local media companies, real estate, affordable housing, affordable supply chain, and small businesses, leveraging the endowment's balance for creative bridge financing across multiple sectors and industries.

Danielle's distinguished business acumen and tenacious work ethic have garnered her numerous awards and recognition, including one of the 2019 Top 25 Most Powerful Women in Business from the Colorado Women's Chamber of Commerce and The 2020 Emerging Leader in Philanthropy from ABFE. Danielle serves as a Trustee for the Women's Foundation, a Mayoral appointed Board member for the Prosper Denver Fund and is the Chief Economic Advisor to both Colorado State Senator, James Coleman and Colorado State Representative, Leslie Herod.

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# NCTF Denver Leadership Team



**Kevin Allen**

Managing Director  
**New Community Transformation Fund,  
Denver**

Kevin Allen has been involved in building great businesses his entire career. He started his first company right after business school in the bioinformatics space. As CEO and co-founder of New World Science and Technology, Kevin's company created an algorithm to simulate cellular signal transduction resulting in a patent for the innovative work. After selling that business and a brief stint on Capital Hill as a Business Specialist, he moved on to Grant Capital, as a Vice President financing infrastructure projects for large municipalities.

Kevin moved on to Johnson Controls doing infrastructure projects for Fortune 500 companies and discovered a passion for energy efficiency work. Kevin got back into entrepreneurship as the CEO and co-founder of tekBOA Inc – a start up focused on technology solutions to solve energy efficiency problems in the built environment. tekBOA sold to a customer in 2015 and he then moved on to become a Partner and co-founder at Energy Growth Partners working with private equity sponsors in pursuit of proprietary acquisitions. While at EGP, Kevin built a proprietary pipeline of acquisition targets with an aggregate value of over \$250M. Following his work at EGP, Kevin served as Senior Vice President of Business Development for a Canada based start-up in the building technology space in charge of launching their US operations and then co-founded venture-backed rowing technology company ROWViGOR.

Most recently, Kevin served as COO of Windpact, a venture funded technology company in the product development space. He is also co-founder of Access Mode, a nonprofit company dedicated to supporting BIPOC entrepreneurs where he is a Board Member. He has also spent time as an Investment Banker and was a cast member of NBC's "The Apprentice Season II" where he made it to the final four. He has been asked to speak about his experiences at several events and institutions ranging from Princeton University to NASA. Kevin has a BS from the University of Pennsylvania (Wharton School of Business) where he excelled as a two-time All-League varsity football player; an MBA from the Goizueta School of Business at Emory University where he was a Toigo Finance Fellow; and a JD from the Law School at the University of Chicago.

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# NCTF Special Thanks



**Jice Johnson**

Founding Member

**New Community Transformation Fund, Denver**

Jice Johnson helped to found the New Community Transformation Fund Denver. A proud U.S Army Veteran and mother of three, Jice is an accomplished real estate investor and businesswoman based in Denver, Colorado. A native of Oakland, California, Jice earned her Master's Degree Cum Laude in Organizational Management and Leadership from Amridge University.

Prior to launching NCTF Denver, Jice founded the Black Business Initiative, an impact organization dedicated to building a strong economic base in the Black Community. Playing a vital role as an advocate, she empowers Black entrepreneurs, leaders, and professionals with the information and tools needed to have an intergenerational stake in economic equity.

An economic developer with a focus on racial equity, Jice is recognized as one of Denver Business Journal's Top 40 under 40, Denver Urban Spectrum African Americans who make a Difference awardee, Colorado Black Women for Political Action emerging leader, and Urban Leadership Foundations of Colorado awardee. Her work has also been featured in Denver Business Journal, Westward, and 9 News.

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# NCTF Denver Investment Committee

More than a 100 years of combined experience



## Mark Goodman

Global Brand Development | Investor |  
Finance Advisor

Mark Goodman is a results-driven executive with experience in global brand development, capital reformulation and turnarounds within consumer-driven retail, food and financial service industries. He has held significant leadership positions, including key roles at Fortune 1 and 50 companies: Walmart/Sam's Club (EVP, Chief Marketing Officer) and McDonald's (Corp. VP, U.S. Brand & Strategy). Over the last decade, Mr. Goodman has been an active investor, operator and financial adviser to mid-cap companies in the consumer, product and financial service sectors. Mr. Goodman currently serves as Chairman of the Colorado Nut Holding Company. In addition, he serves as the Global Brand Advisor for select Fortune 200 companies.



## Jesus Salazar

CEO | Investor | Entrepreneur |  
Software Development

Jesus Salazar has spent 16 years leading and developing software for some of the largest companies in North America including Microsoft, Amgen, Yamaha and others. Shifting his career toward entrepreneurship, he is the co-founder and CEO of Prosono, a company whose mission is to accelerate the achievement of the World 2030 Sustainable Development Goals. They do this by unlocking the social impact potential of organizations throughout North America. They work with organizations such as American Diabetes Association, Walmart, Abbott, Bill and Melinda Gates Foundation, Charles Schwab and others. Among others, Prosono was awarded the 2019 Startup of the Year through the Denver Metro Chamber of Commerce.



## James Perez Foster

Independent Director | Growth Stage  
Operator | Venture Capital | Nat'l Bank  
Founder

Multi-disciplined senior executive, growth-stage operator and entrepreneur with over 30 years managing complex, scalable teams (public & private companies). Serving as Chief Operating Officer of NUE Capital, a BIPOC-focused impact investments company. Successfully founded and/or structured go-to market strategies for multiple startups focused on disrupting traditional business models. Founded Colorado-based Solera National Bancorp. with over \$650MM assets, focused on the economic viability and capital access needs of the US Hispanic Market. Currently serving on the Board of Directors of Crossroads Impact Corp, a \$3.5B assets Latino-markets financial services company, the largest publicly traded Community Development Financial Institution (CDFI) in the US.



# NCTF Holdings Leadership Team

More than a 100 years of combined experience



**Kwame Anku**

GR Board Member  
**Holdings Founder, Board Member**

- CEO, Black Star Fund
- Aspen Ascend Fellow
- Founding Member of NCTF

Mr. Anku is the CEO of Black Star Fund and the Founder and President of New Dawn Global Enterprises, an international business development and strategic growth consulting group. For over 20 years, Kwame has also worked extensively in business development and media marketing blending entrepreneurship, social impact, and corporate engagement.



**Birgit Klohs**

GR Board Member  
**Holdings Founder, Board Member**

- CEO, The Right Place, Grand Rapids, MI (Retired)
- 33 Year Tenure Economic Development Leader
- Founding Member of NCTF

Mrs. Klohs is retired President and CEO of The Right Place. The Right Place, Inc. is the regional economic development organization for the retention, expansion and attraction of businesses to the West Michigan Area. For over 40 years she has held various positions with her economic development career.



**Dale Grogan**

GR Advisor  
**Holdings Founder, Board Member**

- Managing Partner, Grand Angels and Michigan Capital Network
- Managing Director, Michigan Accelerator Fund
- CEO, NCTF Holdings, Inc.

Mr. Grogan brings 35 years of financial services, investing, and entrepreneurship to NCTF Holdings. He has started and grown several businesses, including a publicly-traded software company as well as an investment banking firm. For the past 13 years, he has been a venture fund manager, managing four funds and 13 SPEs.



**Skot Welch**

GR Board Member  
**Holdings Founder, Board Member**

- President Global Bridge Builders
- Global Diversity Management Consultant
- Founding Member of NCTF

Mr. Welch is the founder of Global Bridgebuilders (GBB), an international DEI consulting firm. Thirty-year (30+) experience in international business and diversity and inclusion consulting. He has pioneered diversity and inclusion initiatives for Fortune 500 firms in Asia, Europe, Africa and South America.



# NCTF Investment Approach

## Thesis

NCTF Denver targets founders and business leaders of color who have been overlooked, and undervalued but now, are seen as the new high-growth opportunity. We pair high-growth opportunity founders with high-growth industries that Denver/Colorado region has historically successfully cultivated.

## Early & Mid-Stage High Growth Companies

NCTF Denver will invest in scalable, high-growth, early to mid-stage companies.

## Transition/Legacy Businesses

NCTF Denver will also invest in transition/succession businesses. First, the fund will identify Denver businesses looking to be acquired. Next, the fund will identify new owner/operators to take over those businesses. Finally, the fund will assist in the financing of the purchase of the company with the new owner/operator and provide a capital investment to assist in the company's accelerated growth.

## Business Development & Support

NCTF Denver has built a robust network of mentors, advisors, and corporate partners. The fund will then actively assist in the brokering of relationships with the portfolio companies to assist in strategic customer partnerships as well as talent acquisition for senior management and board members.

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# NCTF Strategic Target Industries

NCTF Denver will make strategic investments in proven growth industries in our region

Industries	Job Growth*	Annual Sales**	# of Companies
Information Technology	39%	\$41.1B	13,400
Advanced Manufacturing	21%	\$55.6B	5,600
Food & Agribusiness	23%	\$31.6B	5,000
Biosciences	34%	\$12.3B	2,500
Health, Beauty & Wellness	31%	\$44.6B	10,000
Tourism	27%	\$25.6B	7,400
Aerospace	39%	\$12.3B	1,000

\* Year Range: 2010-2019 / \*\* For the Year 2019 Source: Colorado Economic Development and International Trade

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## NCTF Denver Founding Philanthropic Grants



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## Capital Readiness Partners

- The Latino Leadership Institute is a renowned business and team development organization that will run its Latino Entrepreneur Accelerator Program (LEAP) alongside NCTF to support capital readiness and pipeline.
- Access Mode's MVP Lab provides customized programming inclusive of access to mentoring & capital, business training, technology guidance, and a tailored experience to propel founders towards a credible MVP and funding. Access Mode was founded by entrepreneurs of color with decades of experience in tech, marketing, legal and finance, who have excelled in both startups and in the corporate environment.
- The Black Business Initiative has worked with Black business owners, founders and entrepreneurs in Colorado and will provide the back-office support and business operations connections to support NCTF's BIPOC founders and pipeline.





# NCTF – The Opportunity

## Founders of Color

- Underinvested resources
- Under capitalization gives leverage and multipliers
- Demographic realities in our economy
- Business fundamentals applied to under valued enterprises
- Lived experience to use free enterprise to meet consumer demand

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A MILE TO EVERYWHERE

