

SECOND FLOOR 3,806 SQ. FT.

- 201 - OPEN-SPACE CO-WORKING (59'-6" X 18'-7") 70-80 PERSONS (CHAIRS ONLY)
- 202 - COPY / LOCKERS
- 203 - DIVISIBLE CONFERENCE (17'-10" X 23'-6")
- 204 - QUIET ROOMS (UP TO FOUR PEOPLE EACH)

- 205 - KITCHEN
- 206 - STORAGE / IT (12'-4" X 7'-6")
- 207 - ELEVATOR
- 208 - ACCESSIBLE TOILET ROOMS
- 210 - OFFICES
- 211 - QUIET ROOMS (UP TO FOUR PEOPLE EACH)
- 212 - CORRIDOR

- ENTRENUITY
- 213 - COM
- 214 - BRIE
- 215 - DIVI

ENTRENUITY™
Building Strong Foundations for Future Growth

ANNUAL REPORT 2019



FIRST FLOOR 3,806 SQ. FT.

- 101 - INCOMING WATER SERVICE
- 102 - COFFEE SHOP (976 SQ. FT.)
- 103 - SERVICE BAR
- 104 - STAGE (REMOVABLE)

- 105 - STORAGE / COFFEE OFFICE (19'-3" X 9'-1")
- 106 - KITCHEN
- 107 - OFFICES
- 108 - ELEVATOR
- 109 - ACCESSIBLE TOILET ROOMS
- 110 - NOT USED

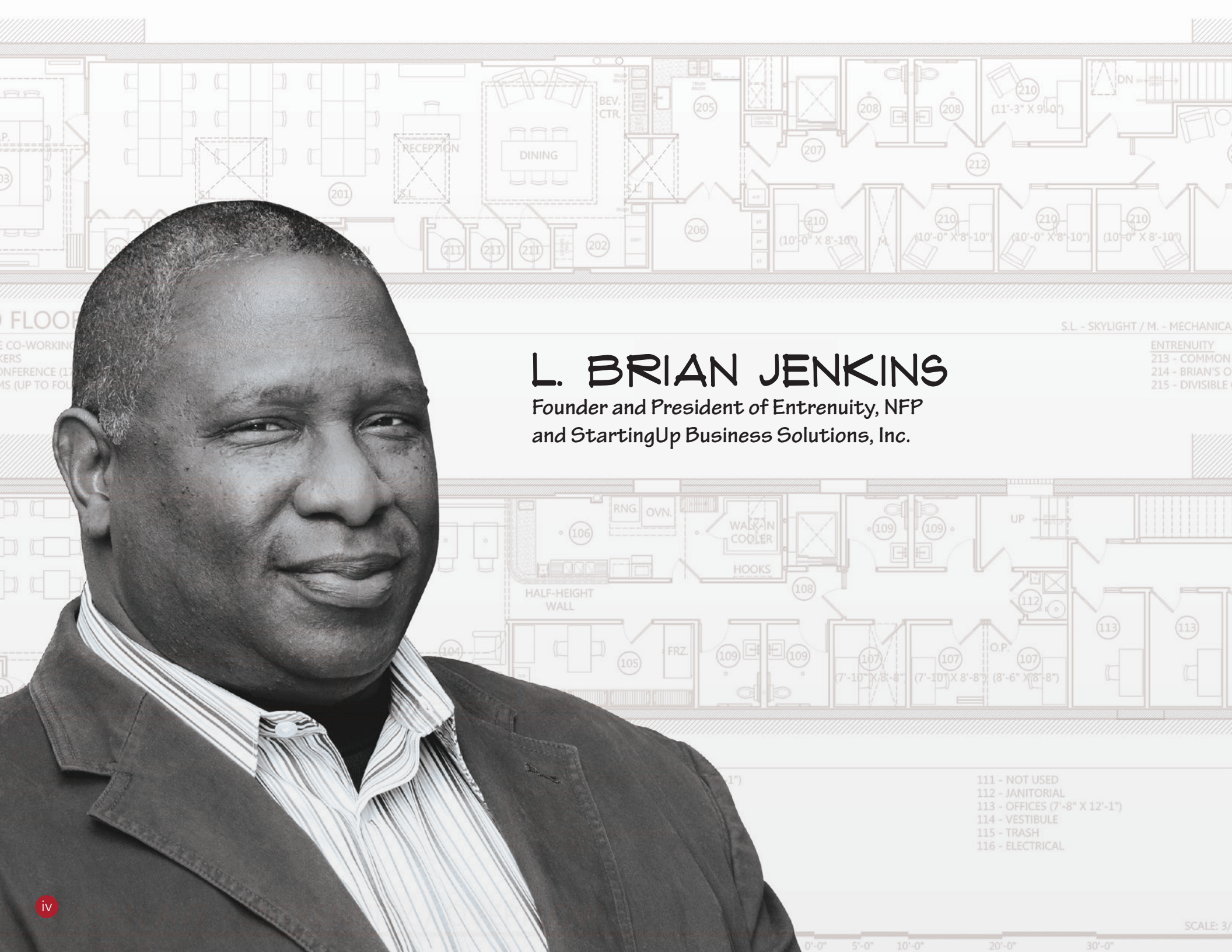
- 111 - NOT USED
- 112 - JANITORIAL
- 113 - OFFICES (7'-8" X 12'-1")
- 114 - VESTIBULE
- 115 - TRASH
- 116 - ELECTRICAL

449 S MICHIGAN AVE - ENTRENUITY / OVERFLOW



ON TO THE NEXT 20...





L. BRIAN JENKINS

Founder and President of Entrenuity, NFP
and StartingUp Business Solutions, Inc.

S.L. - SKYLIGHT / M. - MECHANICAL

ENTRENUITY
213 - COMMON
214 - BRIAN'S OFFICE
215 - DIVISIBLE OFFICE

111 - NOT USED
112 - JANITORIAL
113 - OFFICES (7'-8" X 12'-1")
114 - VESTIBULE
115 - TRASH
116 - ELECTRICAL

SCALE: 3/8"

A LETTER FROM THE PRESIDENT

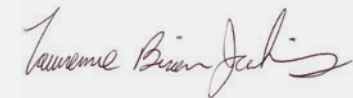
Crazy, Shocking, Awesome, Tumultuous, Blessed, Questioning, Stretching and Exciting are the adjectives that describe 2019. It reminds me of how Entrenuity launched in 1999. There was no fanfare, no great business plan, not even a BIG IDEA. It was simple—I lost my job, but not my faith. My faith was the underlying principle that kept me from quitting and kept me obedient to a veiled vision the Lord called me to and ultimately, Entrenuity was born.

2019 began with plans for Entrenuity's 20th Anniversary Celebration. We had just finished a successful year-end fundraising campaign and made our final payment on the purchase of Overflow Coffee Bar. After a few years of considerable expansion and growth, we were looking forward to a time of gratitude and strengthening. However, as with most plans, they were simply mine, not the Lord's.

On January 10, just 1-week after paying off Overflow, we were informed by our landlord that Entrenuity needed to relocate our entire operation—by April 28, 2019! This move required the suspension of Overflow and most of the staff, the closure of our training/conference rooms, and the relocation of our offices all within the next 108 days! To say this was a shock is a massive understatement. The source of my pride, Entrenuity's ability to generate its own revenue, was challenged since we had no place to operate from. I didn't understand what God was doing. When I wanted answers, there was only silence. The Lord reminded me that none of the achievement and success experienced in the past few years was about me, but rather about His purpose for my life...about me being obedient to the commitment I made 20 years

ago. It was as if He was saying, "Do Your Job!" and asking me to trust that He was with me. I was subject to Him and His will; He was not subject to my desires. As I literally got off the floor, I asked His forgiveness for cursing Him, doubting Him, and blaming Him for what I perceived as evil. I realized I was in the wrong. There was no voice, no thunder on the mountain, just a reflection on what I already knew to be true—He would never leave me or forsake me; He is with me...always.

What has occurred from January 10, 2019 to November 2019, the time of this writing, has been massively impressive. We are grateful.



IMPACT OVERVIEW 2019

- Identified 10,000 sq ft building in the heart of South Loop, two blocks from current location, to house Entrenuity headquarters, Overflow Coffee Bar, and mox.E Cowork Space
- Secured \$ 2.3M in gifts and financing to purchase and rehab the new building
- Authored *Know More Nonprofits: Moving from Dependency to Sustainability*
- Launched the mox.E Collaborative, a social network designed to introduce Black, Latinx and women business owners to Entrenuity's network of investors and resources
- Hired Adam H. Phillips, Esq., as Entrenuity's Chief of Staff
- Purchased The Common Cup, a 12-year old coffee shop in Rogers Park



TABLE OF CONTENTS

Mission Statement	8
New Location	10
Investment Opportunities	12
Financials	14
Overflow Coffee Bar	16
The Common Cup	18
mox.E	20
StartingUp Now (SUN)	24
Renew	30
20 Year History	32
Entrenuity Board	34
Our Supporters	36
Thank You	39



Today more than ever, many ethnic minorities, women and returning citizens are driven to achieve financial success for themselves and their community.

Entrenuity provides underrepresented entrepreneurs an environment to work, learn and grow.

- education and training
- small business coaching and development
- scalable business ownership opportunities
- access to capital
- coworking






NEW LOCATION

Entrenuity's new home at 1449 S. Michigan Ave. was once the former headquarters for the historic Vee-Jay Records, one of the earliest African American-owned record companies. Entrenuity will be housed in this newly renovated location, with its historic entrepreneurial past, along with the mox.E Cowork Space and Overflow Coffee Bar.

Equipped with many amenities inside and surrounding neighborhood areas, 1449 S. Michigan Ave. promises to be an amazing space for coffee, community and coworking!

- private offices
- smaller conference/meeting rooms
- phone booths
- coffee bar
- bake shop
- high-speed fiber optic Internet



Founded in the 1950s, Vee-Jay launched many well-known R&B artists, including Jimmy Reed, the Spaniels, Gene Chandler, Dee Clark, and Betty Everett. Vee-Jay was also the first label to bring the Beatles to the US. Yes—it was a Black-owned company responsible for releasing the first Beatles single in America! The Vee-Jay journey is an interesting, yet somewhat turbulent, entrepreneurial story!

Shown: Former president of Vee Jay, Randy Wood, with John Lennon.

COFFEE, COMMUNITY AND COWORKING

Your investment in Entrenuity will help us expand our capacity to serve entrepreneurs and the community with a state of the art coworking space, cafe, meeting rooms and private offices.

INVESTMENT OPTIONS

Giving to Entrenuity is easy. Go online or submit your Investment via the mail. Help us continue to build strong foundations for entrepreneurial excellence and business sustainability.



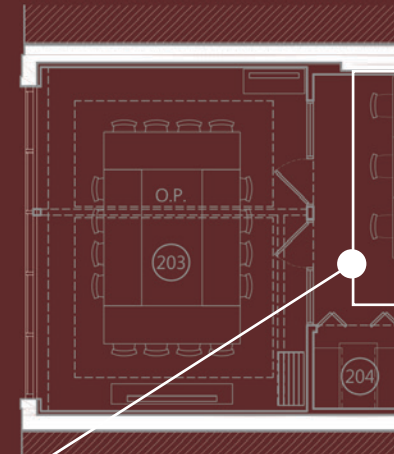
entrenuity.com/donate

ENTRENUITY

1550 S. State Street
Chicago, IL 60605

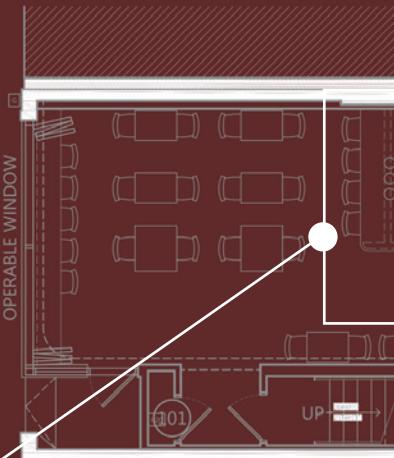
“Entrenuity is effectively serving entrepreneurs and is worthy of your philanthropic dollars!”

—Erin O’Keefe, Investor



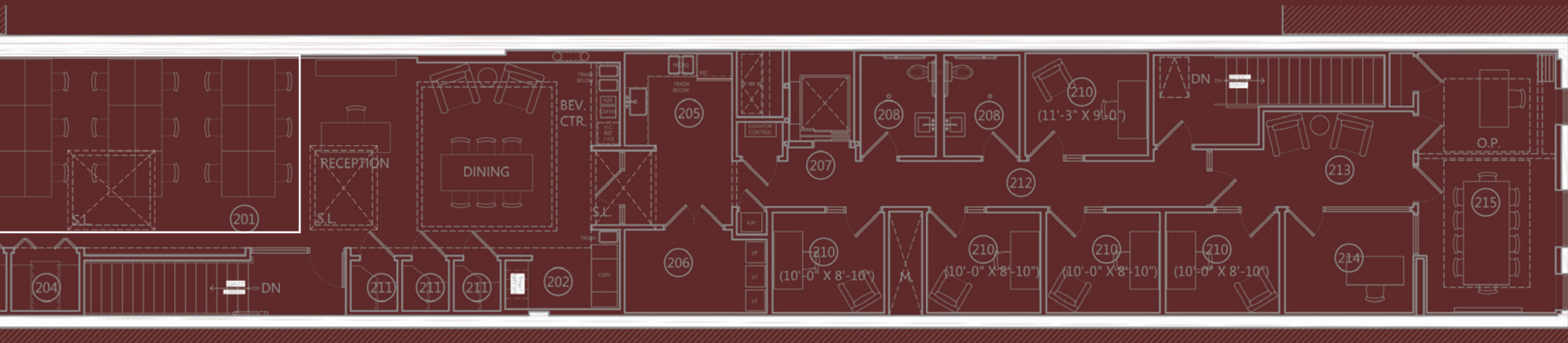
SECOND FLOOR 3,806 SQ.

- 201 - OPEN-SPACE CO-WORKING (59'-6" X 18'-0")
- 202 - COPY / LOCKERS
- 203 - DIVISIBLE CONFERENCE (17'-10" X 23'-6")
- 204 - QUIET ROOMS (UP TO FOUR PEOPLE EACH)



FIRST FLOOR 3,806 SQ. FT.

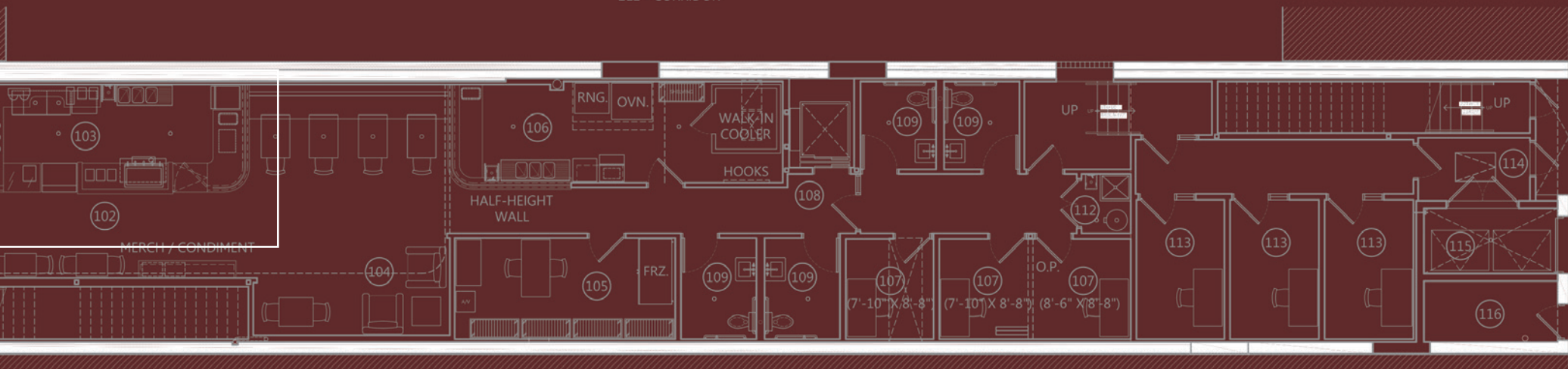
- 101 - INCOMING WATER SERVICE
- 102 - COFFEE SHOP (976 SQ. FT.)
- 103 - SERVICE BAR
- 104 - STAGE (REMOVABLE)



FT.
-7") 70-80 PERSONS (CHAIRS ONLY)

205 - KITCHEN
206 - STORAGE / I.T. (12'-4" X 7'-6")
207 - ELEVATOR
208 - ACCESSIBLE TOILET ROOMS
210 - OFFICE
211 - QUITE ROOMS (SINGLE-USER)
212 - CORRIDOR

ENTRENUITY
213 - COMMON AREA (15'-6" X 8'-6")
214 - BRIAN'S OFFICE (11'-1" X 8'-10")
215 - DIVISIBLE CONFERENCE / OFFICE (12'-0" X 23'-2")



105 - STORAGE / COFFEE OFFICE (19'-3" X 9'-1")
106 - KITCHEN
107 - OFFICES
108 - ELEVATOR
109 - ACCESSIBLE TOILET ROOMS
110 - NOT USED

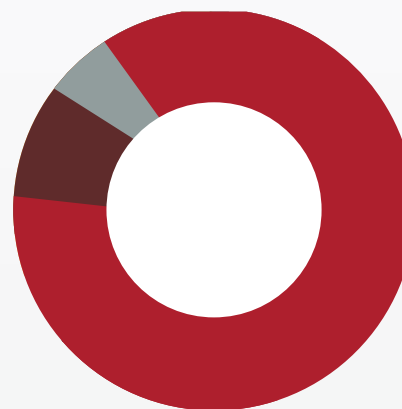
111 - NOT USED
112 - JANITORIAL
113 - OFFICES (7'-8" X 12'-1")
114 - VESTIBULE
115 - TRASH
116 - ELECTRICAL

ENTRENUITY FINANCIALS

As of Nov. 2019

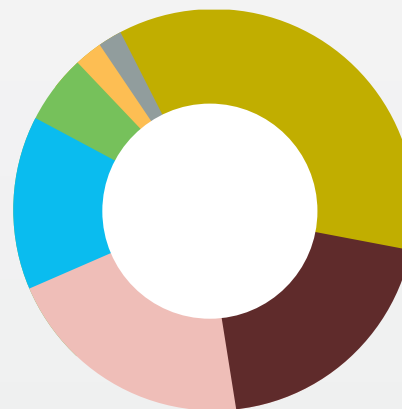
2019 REVENUE

Private Donors & Foundations	\$1,742,045	92%
Coffee Division	\$136,101	7%
Programs	\$15,000	1%
TOTAL REVENUE	\$1,893,146	



2019 EXPENSES

Salaries & Payroll Exp.	\$312,179	31%
Management & General	\$261,060	26%
Professional Fees	\$248,223	24%
Rent	\$128,905	13%
Coffee Division	\$44,370	4%
Programs	\$14,989	1%
Travel and Conferences	\$10,620	1%
TOTAL EXPENSES	\$1,020,346	



ASSETS

Current Assets	\$1,219,397
Fixed Assets	\$56,135
Other Assets	\$166,762
TOTAL ASSETS	\$1,442,294

LIABILITIES & EQUITY

Liabilities	\$458,956
Equity	\$983,338
TOTAL LIABILITIES & EQUITY	\$1,442,294

2019 CASH FLOW

Operating Activities	\$856,304
Investing Activities	\$-113,254
Financing Activities	\$400,000
Net Cash Increase for Period	\$1,143,050
Cash at Beginning of Period	\$64,706
Cash at End of Period	\$1,207,756

2019 Income	\$1,893,146
2018 Income	\$675,582

Many of the donations received in 2019 have been designated for 2020 activities for the new space.

\$800,000



- Increased sales by 16% in all major categories: pastries, coffee, food and retail
- Increased staff skills through certified coffee training and education
- Finalized design, layout and processes for relaunch on Michigan Ave. in South Loop



INVEST IN ENTRENUITY

Learn more about
Overflow and how your
investment brews fresh
new spirit.





Entrenuity expanded its coffee division to include The Common Cup—a 12 year-old staple in the Rogers Park neighborhood. Formerly owned by longtime Entrenuity friends, John and Ruth Hoekwater, The Common Cup was purchased by Entrenuity on November 1, 2019.

Entrenuity's coffee division is directed by Kari Pendleton, who will also continue to manage Overflow Coffee Bar at it's new 1449 S. Michigan Ave. location.

John Pendleton has joined the Entrenuity team as the new full-time manager for The Common Cup. We are so excited to get to know and grow our new coffee community!



INVEST IN ENTRENUITY

Learn more about The
Common Cup and how
your investment helps
grow businesses.

A close-up portrait of John Pendleton, a Black man with short, dark, curly hair and a beard. He is looking off to the side with a thoughtful expression. He is wearing a blue and white striped button-down shirt. The background is blurred, showing what appears to be an indoor setting with windows.

JOHN PENDLETON

Manager, The Common Cup

John Pendleton, an Alabama native, has spent the last 10 years in Chicago. Though the majority of his career has been in education, John joined the coffee world and soon rose to management. When the opportunity came to join his wife and help expand Entrenuity's coffee division, he couldn't resist. Passionate about coffee, leadership and people, John continues to improve the coffee experience at The Common Cup for staff and customers alike.

mox.E

During relocation, mox.E continued bringing valuable collaborative opportunities, networking and insights to entrepreneurs throughout the city.

mox.E Collaborative

- Hosted private investor-oriented pitch event for under-served founders
- Created resource map to help guide entrepreneurs to start-up support services
- Instituted referral network between organizations to help match entrepreneurs to targeted support for development
- Welcomed 15 new entrepreneurs
- Connected 4 founders with investors

mox.E Women

- Hosted 3rd Annual mox.E & Mimosas
- Continued hosting monthly support meetings for women entrepreneurs



INVEST IN ENTRENUITY

Learn more about
mox.E and how your
investment creates new
opportunities.



mox·E collaborative

The mox.E Collaborative is a Chicago-based network that connects underrepresented entrepreneurs with business resources and financial assets necessary for establishing successful ventures.



mox·E women

mox.E Women is a community of Christian women entrepreneurs and leaders who encourage and inspire women to grow personally and professionally.



mox·E podcast

The mox.E Podcast brings insight, training, and education for pre-venture and aspiring business owners.

“The Capital Matchmaker Social connected me with incredible individuals who can both infuse my business with cash and contribute invaluable networking capital — such as the opportunity to collaborate with the executive leadership of the largest physician group in the state.”

—Anthony Harris, Founder

mox·E collaborative

The mox.E Collaborative successfully kicked off expanded venture efforts to bring real capital to real founders through the first Capital Matchmaker Social. This bi-annual event connects underrepresented entrepreneurs with investment capital and resources.

In collaboration with like-minded organizations, Entrenuity recruited, screened, and awarded four Ventures the opportunity to pitch to a curated group of investors.



HFit

HFit solves the \$50 billion annual U.S. problem of exertion injuries in the workplace by offering large employers a wearable technology solution for objectively measuring worker's risk of back, shoulder, and other musculoskeletal injuries.

Dr. Anthony N. Harris,
Chief Executive Officer
and Co-Founder



Mycocycle

Mycocycle, LLC contributes to a closed loop supply chain, converting carbon waste into non-toxic materials for reuse. Their patent pending process facilitates the remediation of toxic chemicals out of landfilled waste materials: developing new, sustainable value streams, through the use of their Engineered Ecosystem.

Joanne Rodriguez
Founder



CCHero

ConnectCareHero (CCHero) is a one of a kind, social and leisure activities workflow management platform for nursing home teams. Their mission is to help communities provide person-centered care & keep families, staff and residents happy through capturing life's simple moments.

Osvaldo Montelongo
Founder



WeSolv

WeSolv is a research and data-driven platform designed to connect companies to more diverse candidates and reduce bias by measuring skills and competencies through real mini-projects, or Case Challenges.

Stella Ashaolu
Founder & CEO

"Entrenuity brings theory, research, connections and action together in a way that makes a difference!"

—Investor

"The Capital Matchmaker event was a rare opportunity for entrepreneurs to have meaningful connections with potential investors. Entrenuity is helping bring the entrepreneurial ecosystem together to have more of these conversations."

—Raul, Latinx Incubator
Collaborator



INVEST IN ENTRENUITY

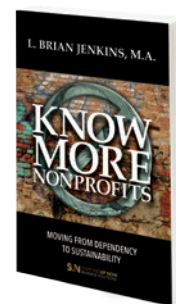
Learn more about
mox.E and how your
investment creates
lucrative inroads.



STARTINGUP NOW EXPANDED

This year, author L. Brian Jenkins released his new book, *Know More Nonprofits: Moving from Dependency to Sustainability* (KMNP), exploring:

- the history of nonprofits
- cultural, racial, and historical barriers impacting minority leaders
- solutions for sustainability
- equitable giving methodologies
- character lessons valuable to all leaders



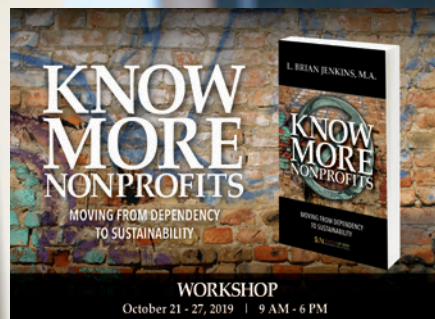


**INVEST IN
ENTRENUITY**

**Learn more about
StartingUp Now and
how your investment
helps enlighten the
future.**

SUN

STARTINGUP NOW
EXPANDED



Program Overview
Discover ways for non-profit leaders to develop ideas into effective business models to meet fundraising goals. Topics include:

The Know More Nonprofits Workshop will prepare African-American and Latinx entrepreneurs for fund raising obstacles and solutions faced by nonprofit or for profit businesses.

This Workshop will guide entrepreneurs through:

- How Wealth Works in the Nonprofit Industry
- Sustainability Attracts Donors, Not Dependency
- Strategy Builders: Gleaning & Digesting 990s
- Steps to Launching Your Own Sustainability Model
- Private Funding vs. Tax Payer Dollars
- ...and more.

Living Redemption Harlem Hub. Youth Opportunity Center
302 W 124th St
New York, NY 10027
(312) 842-3800

\$395 per person
Call for group pricing.

See back for more details or visit entrenuity.com

SUN STARTINGUP NOW Registration Deadline: Oct. 9, 2019. Space is Limited.

Know More Nonprofits Workshops

Provides insight into navigating the current nonprofit landscape, as well as, strategies and solutions for business sustainability.



Know More Nonprofits Shift Podcast

Topics cover the unseen and unspoken barriers some entrepreneurs and business leaders must overcome.



ENTRENUITY
1550 S. State Street
Chicago, IL 60605
(312) 842-3800

\$500 per person
Call for group pricing

REGISTER NOW entrenuity.com
Registration Deadline Oct. 1, 2019

Program Overview
Level Up helps foundation leaders examine their giving patterns and practices while offering valuable insights to establish fair and equitable access for all.

Workshop Topics Include:

- History of Nonprofits & Funding in the US
- The Case for Intentional Investment
- Obstacles Facing Black and Latinx Nonprofit Leaders
- How to Identify Black and Latinx-led Nonprofits Positioned for Sustainability
- How Did You Score - Your Giving Report Card based on your 990s

Level Up Workshops

Intended for foundation leaders and funders, Level UP provides solutions to establish fair and just giving practices.



BE STRONG AND OF
GOOD COURAGE, DO
NOT FEAR NOR BE
AFRAID OF THEM; FOR
THE LORD YOUR GOD,
HE IS THE ONE WHO
GOES WITH YOU. HE
WILL NOT LEAVE YOU
NOR FORSAKE YOU.



SC³ SPOTLIGHT

Kevin Taylor

Executive Director, UR Chicago Alliance

UR Chicago Alliance is a gospel-centered work force development community. Our mission is to unite and mobilize churches, community organizations and businesses to provide access to living-wage opportunities and long-term support through a network of Christ-centered relationships. We see this as an effective tool for ending poverty and violence in the world.



StartingUp Now and SC3 empowered our team to take an in-depth look at every aspect of our business plan to ensure continuity, clarity, and long-term effectiveness in mission, vision, and strategic planning. Access to this platform has had such a positive impact on our planning. Our team comes from very diverse business and ministry backgrounds and the tools and videos on the SC3 platform are invaluable.

Working through the 24 Steps as a team was wonderful and the access to professionally created videos provided helpful insight. The opportunity to reach out to seasoned moderators when we've gotten ourselves in the weeds of planning is a godsend. I would definitely recommend SC3 to anyone planning on creating a business/nonprofit!



RENEWTM

PAVEMENT SOLUTIONS, LLC.

Renew crews provided top-notch service to existing customers and earned the business of several new customers. Renew increased its reach through greater employee proficiency and expansion of equipment.

- Increased revenue by 150%
- Retained 70% of active clients from 2018
- Added 44% new clients in 2019



INVEST IN ENTRENUITY

Learn more about
RENEW and how your
investment helps the
environment.

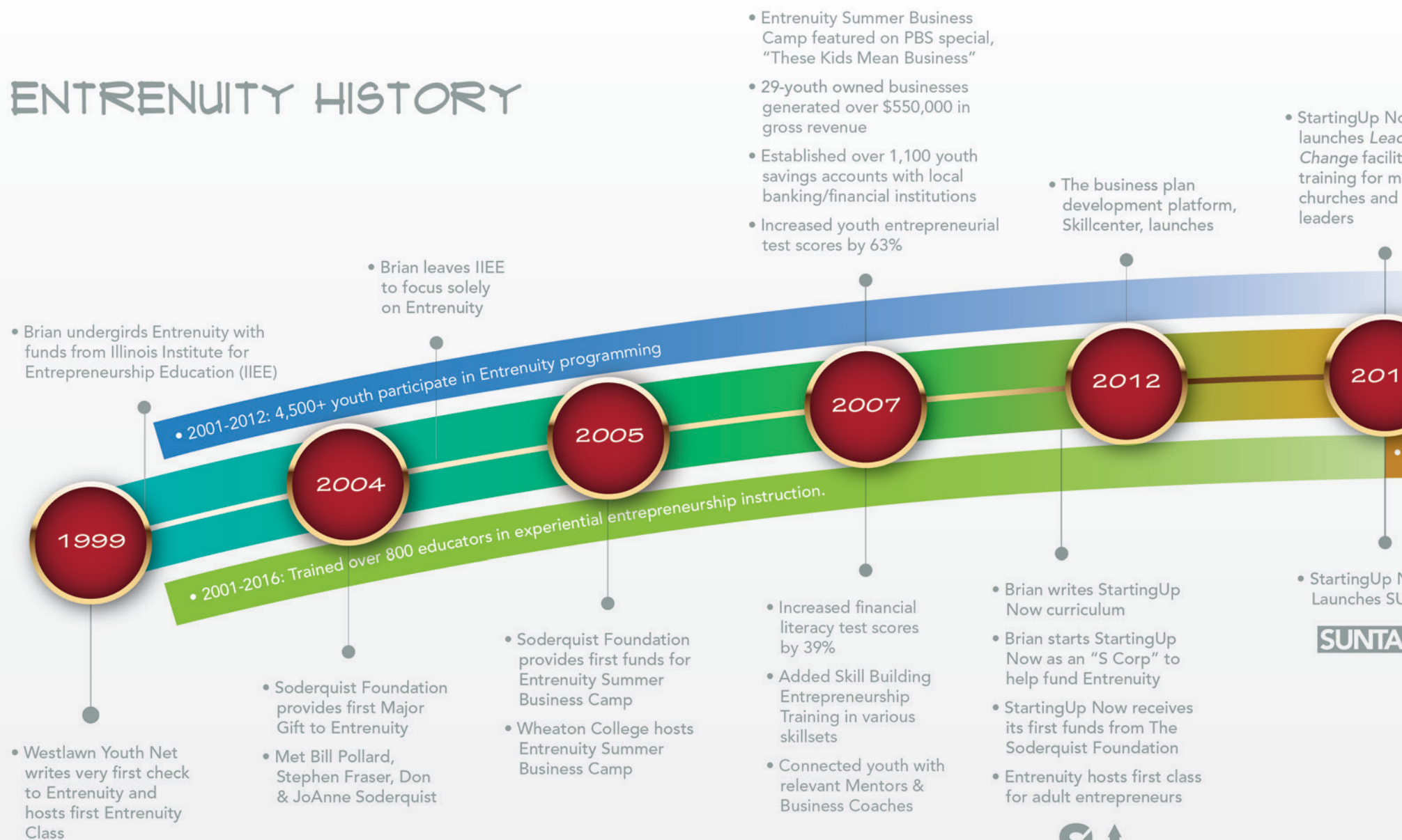
2019 Cleaned 251,015 sq. ft. of pavement

2018 Cleaned 41,954 sq. ft. of pavement

2017 Cleaned 28,975 sq. ft. of pavement



ENTRENUITY HISTORY



"Congratulations on another year of transformation economics! With all that you have accomplished, I still believe the best is yet to come!"

—Mark Soderquist, Investor

ow
/ To
ator
inisters,
community

Now
UN Talks

LKS

- *SUN: 24 Steps* reaches 5,000 books sold
- Brian receives Social Enterprise Alliance Educator Award

2016

- mox.E expands with workshops, women's meetup group, and events
- SUN expands with back office and bookkeeping services for entrepreneurs

2017



- Entrenuity expands to business development services via mox.E Accelerator
- Collaborates with OZINGA featuring Pervious Concrete applications and maintenance
- Partnered with Industrial Chemical & Environmental Company (IceCo) to create RENEW Cleaning Solutions

2018

- Secured new location for Entrenuity, Overflow, and mox.E
- Secured \$2.3M in gifts and financing to purchase and rehab new building
- Authored *Know More Nonprofits: Moving from Dependency to Sustainability*

2019

- Begin buildout for new location
- Launch new Overflow Coffee Bar
- Relaunch mox.E cowork space

2020

2013-2018: Entrepreneurial training and resources provided via Plan to Launch classes, Facilitator Trainings, SUN Talks Video series, and Skillcenter development

- Entrenuity gets a new website
- Entrenuity launches mox.E

mox.E

- mox.E Speaker Series launches
- Entrenuity offers investment class with tastytrade
- Duncan Legacy Fund is born



- \$50,000 loaned to minority and women owned startups via Duncan Legacy Fund
- Launch of SkillCenter 3.0 (SC3) to scale entrepreneurial training capacity
- Launch of Renew Pavement Solutions
- Continued entrepreneurial training via SUN classes and Facilitator Trainings
- Filmed new series of SUNTalks videos



- Purchased Overflow Coffee Bar, featuring baked goods by entrepreneur Kari Pendleton

Overflow AFTERDARK

- Launched Overflow AfterDark showcasing Chicago independent music artists
- Deployed improved Business Plan Template and User Platform via SC3
- Implemented SC3 Facilitator Dashboard for continuous progress monitoring
- *SUN: 24 Steps* reaches 10,000 books sold



- Launched mox.E Collaborative
- Hired Adam H. Phillips, Esq., as Entrenuity's Chief of Staff
- Added 6 new members to Entrenuity Board
- Purchased The Common Cup in Rogers Park and hired John Pendleton as Manager
- Entrenuity reaches 20-year milestone of God's faithfulness!

mox.E collaborative

- Secure new musical acts for Overflow AfterDark
- Continue KMNP Workshops
- Begin new Level Up Workshops



ENTRENUITY BOARD



MARTY OZINGA
Advisory Board



TOM SOSNOFF
Advisory Board



MARK SODERQUIST
Advisory Board



CALMETTA COLEMAN
Board of Directors



JAMES KING
Board of Directors



MARK KING
Board of Directors



ED GILBREATH
Board of Directors



RALPH KINDRED
Board of Directors





OUR SUPPORTERS

Entrenuity gratefully acknowledges the following individuals and organizations for their significant financial support and commitment to our mission and vision.



"I invest in Entrenuity because I believe in Brian's vision to bring sustainable growth and development to under-served and under-capitalized urban communities, like my neighborhood on the west side of Chicago. Entrenuity's willingness to speak out against the unjust systems that continue to hamper growth in these communities AND do something about it gives me hope."

—Mark Soderquist, President; Soderquist Family Foundation

Soderquist Family Foundation
Lawrence and Madelyn Jenkins

Walter and Darlene Hansen
Stephen & Elizabeth Fraser

The Ozinga Foundation
Code Family Foundation

"Entreenuity provides a safe place for us to invest. The long-term history of their many accomplishments confirms our hope to continue as life-long contributors."

—Lawrence and Madelyn Jenkins

205 - KITCHEN
205 - STORAGE / IT (12'-4" X 7'-6")
207 - ELEVATOR
208 - ACCESSIBLE TOILET ROOMS
210 - OFFICE
211 - OUTHOUSES (SINGLE-USER)
212 - CORRIDOR



"Ozinga is proud to support the work of Entreenuity. We are big believers that entrepreneurialism is a catalyst for good in our world. Entreenuity is helping young people see the world of business as a way to fulfill their calling and have a positive impact on people's lives."

*—Marty Ozinga IV
President; Ozinga*



"We invest in Entreenuity because their curriculum is successful, their team is committed to the mission and their impact on individuals, families and communities is sustainable."

—Erin O'Keefe, Executive Director; MigMir Fund

MigMir Foundation
Tom Sosnoff

**Anonymous Donors and
Foundations**



**INVEST IN
ENTRENUITY**

**Learn more about
Entreenuity and how
your investment
shapes the future.**

1449



ENTREPRENEURS THANK YOU

Thank you for your prayers and financial support that enables Entrenuity to provide a community and coworking environment for underrepresented entrepreneurs, helping them turn ideas into invoices and opportunities into reality!



1550 S. State Street | Chicago, IL 60605
PH: 312-842-3800 | FAX: 312-842-3830
www.entreunity.com

