

PROJECT

AMPLIFY

DALLAS IMPACT 2021

# IMPACT SUMMARY: IMPACT VENTURES

## OUR PARTNERSHIP

### Partnered

in various aspects of Impact Venture's Spring and Fall 2021 cohorts of LEAP (Local Entrepreneurs in Accelerator Program)

### Served As Mentors

to founders participating in LEAP, including Advisor Mentors; conducting weekly mentoring sessions with a founder throughout the 10-week accelerator program, Subject Matter Expert (SME) Advisors; mentoring multiple mentors in area of expertise

### Judged Founder Pitches

live on a panel and as non-speaking evaluators

### Selected And Awarded Grants

to seven founders ranging in amounts of \$500 - \$15,000, totaling \$28,000

### Spring Showcase Sponsor

at the Advocate level (\$5,000)

## SUPPORT PROVIDED

- ✓ Micro Grants
- ✓ Coaching / Mentorship
- ✓ Leadership Development
- ✓ Grant Evaluation
- ✓ Customer Experience
- ✓ Strategic Planning
- ✓ Change Management
- ✓ Operations Improvement



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## BY THE NUMBERS

\$33k

in funding, with \$28,000 awarded directly to founders and \$5,000 awarded in sponsorship for Impact Ventures Spring Showcase event

6

founders received Jabian Advisor mentorship, with additional founders receiving subject matter expertise from Jabian on multiple business topics

14

Jabian Dallas office volunteers (100% office participation)

7

founders that participated in the Impact Ventures accelerator program received Project Amplify grants

250+








hours committed by Jabian Dallas volunteers



# OUR IMPACT ON IV ENTREPRENEURS



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Entrepreneur	Company Overview	Grant Award	Growth since award
 <p><b>Quentin Crawford</b> The Good Jerky</p>	Line of fish jerky with sales on Amazon and in Central Market, Royal Blue Grocers	<b>\$15,000</b> grant to be used to make operational enhancements to scale production to meet sales/demand	<ul style="list-style-type: none"> <li>• Purchased a new smoker, which significantly increases throughput of inventory, and set up at a new kitchen facility</li> <li>• Sales grown from \$10k to \$12k per month, improved COGS to 50%</li> <li>• Left full-time job to commit time 100% to the Good Jerky</li> </ul>
 <p><b>Amber Williams</b> Le Rouge Cuisine</p>	Creole catering and private event company	<b>\$5,000</b> grant to be used to start up inventory accompanying standing up a ghost kitchen in South Dallas	<ul style="list-style-type: none"> <li>• Hired 2 employees, including a production manager to increase capacity to serve more events</li> <li>• Sales grown from \$9k to \$13k per month</li> <li>• Starting to focus more on high volume corporate clients</li> </ul>
 <p><b>Kelli Mumfrey</b> Milkspace</p>	Breastfeeding solutions for outside the home, including public mobile locations and on-the-go products	<b>\$2,500</b> grant to be used to continue prototyping mobile location offering at 5 additional events	<ul style="list-style-type: none"> <li>• Launched pop-up service for events</li> <li>• Purchased and branded new tent and first trailer to provide services</li> <li>• Finalizing internal modifications and working on trademark</li> <li>• Granted \$20,000 through additional pitch competitions</li> </ul>
 <p><b>Brianna Martin</b> BCM Engineered Solutions</p>	Consulting firm focused on continuous improvement solutions for small- and mid-cap market companies	<b>\$500</b> grant to be used to set up LLC	<ul style="list-style-type: none"> <li>• Continuing to seek guidance on company initiation, with plans to file for LLC this year</li> </ul>
 <p><b>Delisa &amp; Zach Harper</b> Funky Mello</p>	Plant-based marshmallow crème, free of top 8 allergens	<b>\$2,000</b> grant to be used for working capital, equipment, supplies, and operations	<ul style="list-style-type: none"> <li>• Launched in Whole Foods in Jan., completely sold out on demo day</li> <li>• Products in 6 Austin, TX stores, 4 North Carolina, and 1 in Canada, with increasing purchases; continued focus on growing distribution</li> <li>• Focusing on new product development and increasing throughput</li> </ul>
 <p><b>Mia Francis-Poulin</b> The Copy Haus</p>	One-stop, flat-rate custom copywriting subscription for online businesses	<b>\$2,000</b> grant to be used for development/launch of subscription MVP and additional features	<ul style="list-style-type: none"> <li>• Launched subscription product platform</li> <li>• Converted existing customers to subscription model</li> <li>• Revenue of ~\$20k per month</li> </ul>
 <p><b>Kimberly Daly</b> Mama Love</p>	Plant-based protein for moms who want to maximize workout gains without sacrificing breast milk supply	<b>\$1,000</b> grant to be used for customer acquisition and product development	<ul style="list-style-type: none"> <li>• Showcased product at 4 trade shows, conventions, and pop-ups</li> <li>• Focusing on making connections and getting to know customers</li> <li>• Partnering with fitness studio to feature/sell product</li> <li>• Donated excess inventory to Ukraine relief efforts</li> </ul>

# OUR IMPACT ON IV ENTREPRENEURS



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**Quentin Crawford**

**The Good Jerky**



## **Company Overview**

Line of fish jerky with sales on Amazon and in Central Market, Royal Blue Grocers

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## **Grant Award**

\$15,000 grant to be used to make operational enhancements to scale production to meet sales/demand

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## **Growth Since Award**

- Purchased a new smoker, which significantly increases throughput of inventory, and set up at a new kitchen facility
- Sales grown from \$10k to \$12k per month, improved COGS to 50%
- Left full-time job to commit time 100% to the Good Jerky



# OUR IMPACT ON IV ENTREPRENEURS



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**Amber Williams**  
Le Rouge Cuisine



## Company Overview

Creole catering and private event company

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## Grant Award

\$5,000 grant to be used to start up inventory accompanying standing up a ghost kitchen in South Dallas

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## Growth Since Award

- Hired 2 employees, including a production manager to increase capacity to serve more events
- Sales grown from \$9k to \$13k per month
- Starting to focus more on high volume corporate clients

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**Kelli Mumphrey**  
Milkspace



## Company Overview

Breastfeeding solutions for outside the home, including public mobile locations and on-the-go products

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## Grant Award

\$2,500 grant to be used to continue prototyping mobile location offering at 5 additional events

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## Growth Since Award

- Launched pop-up service for events
- Purchased and branded new tent and first trailer to provide services
- Finalizing internal modifications and working on trademark
- Granted \$20,000 through additional pitch competitions

# OUR IMPACT ON IV ENTREPRENEURS



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**Brianne Martin**

BCM Engineered Solutions



## Company Overview

Consulting firm focused on continuous improvement solutions for small- and mid-cap market companies

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## Grant Award

\$500 grant to be used to set up LLC

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## Growth Since Award

- Continuing to seek guidance on company initiation, with plans to file for LLC this year

# OUR IMPACT ON IV ENTREPRENEURS



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**Delisa & Zach Harper**  
Funky Mello



## Company Overview

Plant-based marshmallow crème, free of top 8 allergens

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## Grant Award

\$2,000 grant to be used for working capital, equipment, supplies, and operations

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## Growth Since Award

- Launched in Whole Foods in Jan., completely sold out on demo day
- Products in 6 Austin, TX stores, 4 North Carolina, and 1 in Canada, with increasing purchases; continued focus on growing distribution
- Focusing on new product development and increasing throughput



# OUR IMPACT ON IV ENTREPRENEURS



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**Mia Francis-Poulin**

The Copy Haus



## Company Overview

One-stop, flat-rate custom copywriting subscription for online businesses

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## Grant Award

\$2,000 grant to be used for development/launch of subscription MVP and additional features

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## Growth Since Award

- Launched subscription product platform
- Converted existing customers to subscription model
- Revenue of ~\$20k per month

# OUR IMPACT ON IV ENTREPRENEURS



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**Kimberly Daly**  
Mama Love



## Company Overview

Plant-based protein for moms who want to maximize workout gains without sacrificing breast milk supply

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## Grant Award

\$1,000 grant to be used for customer acquisition and product development

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## Growth Since Award

- Showcased product at 4 trade shows, conventions, and pop-ups
- Focusing on making connections and getting to know customers
- Partnering with fitness studio to feature/sell product
- Donated excess inventory to Ukraine relief efforts