



NEW COMMUNITY
TRANSFORMATION FUND

Presentation to City of Grand Rapids



The Foundation of our Fund

OUR VISION

Economic development converges with underrepresented entrepreneurship.

OUR MISSION

Investing in overlooked founders, investors and companies in Michigan while creating strong, risk-adjusted returns for investors.

OUR VALUES



Dedicated to success for the business and community



Trust and personal responsibility in all relationships



Innovation for growth – community

***Success Metric: Creating Opportunities, Creating Jobs,
Creating Wealth for Overlooked Founders***

New Community Transformation Fund

Last 12 months

Our deal funnel:

1,200+ opportunities were reviewed

247 deals were tracked

30 deals went to deep due diligence

120 will be reviewed again in < 6 months

... and we invested in 8 or 0.7%

Of our 8 new portfolio companies

Total of \$3.3M+ deployed in the last 12 months.

With an average of \$421,879 per company

\$4.8M deployed from Fund I

80% funds allocated from Fund I



Driving Change: Portfolio Impact Stories



Fin-Tech Crowdfunding for Main Street

Loan crowdfunding platform helping small businesses access growth capital from their own communities.

Impact:

- Partnership to fund \$150K over 18 months in GR main street.
- Free Quarterly training to SMB owners on good-practices.
- YTD Businesses Funded: 3 (Daddy Dough, Skin Studio, and NoodlePig)



Marketplace for Musicians

Tech platform that connects independent musicians with concert organizers, streamlining the process of discovering and booking opening acts.

Impact:

- NCTF investment unlocked additional \$350K in funding.
- Hired two new employees.
- First revenue generating quarter.
- 11K+ Artists found new opportunities to perform.



Direct to Consumer Footwear Brand

Founded in 2020 HOLO Footwear is a Latino-owned brand focused on creating sustainable, affordable, and high-performance shoes.

Impact:

- Strengthening the regional economy while expanding nationwide distribution.
- Retailers: Dick's Sporting Goods, Nordstrom, REI, and Meijer.
- Team Expansion: 3 New Employees
- FY 2025 revenue is projected at ~\$23M, supported by a strategic.



Driving Change: Portfolio Impact Stories

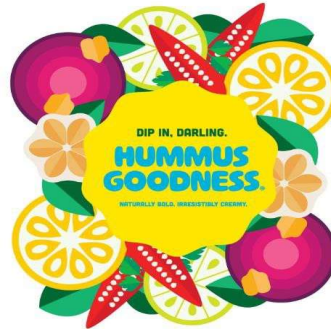


AI Software for Utilities & Banks

AI-powered customer intelligence platform delivering predictive insights to optimize engagement and growth for utilities, credit unions, and banks.

Impact:

- Latina woman founder with rare venture funding access.
- Michigan economic growth by helping utilities upgrade grids, cut defaults, and boost sales
- DTE as a key customer and Consumers Energy in pilot.



Direct to Consumer CPG Brand

Fresh, all-natural hummus and Mediterranean dips made with simple, plant-based ingredients.

Impact:

- Middle-eastern woman founder
- A bootstrapped company grew from home deliveries to 200+ stores,
- Customers: Meijers and Delta.
- NCTF's investment unlocked \$50K–\$200K in additional capital and guidance to scale toward ~\$2.5M revenue in 2025.



Economic Mobility Through Hiring

Uniting employers, community partners, and underrepresented job seekers on a digital platform that streamlines hiring and reduces barriers to employment.

Impact:

- Advancing Grand Rapids expansion with support from the Frey and Jandernoa Foundations.
- Regional needs assessment showing demand for workforce technology.
- Launching a pilot cohort of community organizations in early 2026.



New Community Transformation Fund

Our Legacy

West-Michigan's go-to fund for underrepresented founders.

100+ high paying jobs created

11 portfolio companies

\$4.8M deployed from Fund I

4,000+ companies reviewed

1,000 deals tracked

70 deals went in due-diligence

Our Future

Fund II: Only fund in West Michigan to receive a \$9.8M commitment from Michigan Strategic Fund ("MSF")

Building upon Fund I investment thesis leaning into our **strengths**

Investing in early-stage "**underrepresented founders**"

\$10.2M in private capital + **\$9.8M** from MSF



MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION



Investment Thesis – SSBCI Fund II

Geographic Focus:	Michigan Only
Industry Focus:	<ul style="list-style-type: none">• Advanced Manufacturing• Life Sciences• Software / Technology• Other (B2C and CPG)
Investment Stage:	Pre-Seed, Seed, Series A
Check Size	<ul style="list-style-type: none">• Pre-Seed: \$75K - \$200K• Seed: \$200K - \$1M• Series A: \$750K - \$1M
Investment Pace:	<ul style="list-style-type: none">• 13 – 15 total portfolio companies• 3 – 5 new companies per year

NCTF Team



Birgit Klohs
Partner & Co-Founder

Areas of Expertise: strategy, fundraising, human behavior evaluation, industry connections, and leadership development.



Skot Welch
Partner & Co-Founder

Areas of Expertise: strategy, leadership & workforce development, cultural transformation, and fundraising..



Dale Grogan
Managing Partner NCTF & MCN Ventures

Areas of Expertise: deal structure, exit strategy (M&A, IPOs, secondary), fundraising, business development, industry connections



Abid Ali
Managing Director & Principal MCN Ventures

Areas of Expertise: valuation, leverage buyouts, IPOs via traditional and reverse mergers, fundraising, and business strategy



Jake Standerfer
Accounting Associate NCTF and MCN Ventures

Areas of Expertise: financial management and accounting, fund management, investor relations



Michael Bender
Controller NCTF and MCN Ventures

Areas of Expertise: financial management and accounting, compliance, fund management

Fund I - Investment Committee



STEVE JANDERNOA, Chair
Partner
42 NORTH INVESTMENTS, LLC



DALE GROGAN,
Managing Partner
GRAND ANGELS & MICHIGAN
CAPITAL NETWORK



HAROLD BURRELL
Partner, SVP
LIGHTHOUSE INSURANCE



RACHEL SCOTT
Real Estate Investment Consultant
SPARC INVESTMENTS LLC



TIM LIANG
Managing Director
ALPHAMAX ADVISORS



DOUG HOLTROP
SVP, Corporate Banking
MERCANTILE BANK OF MICHIGAN



CHRISTIAN RICHE
Managing Director
CORWELL HEALTH VENTURES



SIMON WHITELOCKE
President
ITC MICHIGAN



BRAD MATHIS
Senior Vice President
ROCKFORD

Supported by Michigan Capital Network Ventures



Paul D'Amato
CEO & Managing Partner

Areas of Expertise: technical review (all industries), intellectual property & regulatory strategy, financial modeling, computer science, fund management



Abid Ali
Principal

Areas of Expertise: valuation, leverage buyouts, IPOs via traditional and reverse mergers, fundraising, and business strategy



Emily Gilbert
Engagement Manager

Areas of Expertise: investor relations, administrative support, event planning and communications



Jody Vanderwel
Managing Director

Areas of Expertise: legal & governance strategy, human behavior evaluation, industry connections, fund management



Sapna Patel
Principal

Areas of Expertise: technical review (engineering & technology, advanced manufacturing), performance improvement / turnaround strategy



Jake Standerfer
Accounting Associate

Areas of Expertise: financial management and accounting, fund management, investor relations



Dale Grogan
Managing Director

Areas of Expertise: deal structure, exit strategy (M&A, IPO¹, secondary), fundraising, business development, industry connections



Jenni Li, PhD
Principal

Areas of Expertise: technical review (biotechnology, medical devices, deep tech), intellectual property, regulatory strategy, scientific commercialization



Kalina Foster
Platform Manager

Areas of Expertise: fundraising, project management, operations, and strategic communications



Meagan Malm
Senior Principal & Director of Operations

Areas of Expertise: deal structure & terms, legal review, fundraising, management & operations, relationship building



Michael Bender
Controller

Areas of Expertise: financial management and accounting, compliance, fund management



Roshan Atluri
Data Analyst

Areas of Expertise: Computer Science, Information & Technology, and Internal Technology Development





Q&A





Appendix



NCTF SSBCI FUND II

Fund Size: \$20M (Up to \$9.8M Matching Commitment from Michigan Strategic Fund)

Minimum Commitment	\$250,000 25% draw per year for 4 years
Management Fees	2.0%,80/20 carry split
Target Allocation (Michigan Only)	2/3 invested in Pre-Seed to Seed companies 1/3 invested in Series A companies 15 portfolio companies
Industries	B2B SaaS, Advanced Manufacturing, Life Sciences, and others.
Term	5-year investment period 10-year fund
Target return	15-25%+ IRR 2-3x+ Cash on Cash



MCN Fund Performance

MCN has a successful track record, built over 14 years

	Fund I ¹ 2011	Fund II 2015	Fund III 2019	Fund IV 2022	Projected Fund V ³
Committed Capital	\$1,886,000	\$6,874,222	\$11,722,500	\$37,740,000	\$150,000,000
Distributed Capital	\$3,324,855	\$17,211,492	\$7,008,042	\$8,993,116	-
Residual Value	\$568,317	\$3,100,587	\$19,794,530	\$25,335,238	-
DPI	1.76x	2.51x	0.62x	0.37x	-
RVPI	0.30x	0.47x	1.77x	1.07x	-
TVPI	2.06x	2.98x	2.39x	1.44x	-
IRR (Gross/Net)²	12% / 11%	25% / 17%	30% / 22%	41% / 22%	42% / 32%

1) Fund I was a co-investment fund, MCN was the administrator

2) IRRs based on average present value of investments

3) Data in this column is projected based on past fund data. There can be no assurance Fund V will achieve comparable results.

Past performance described herein is not indicative of future investment results. There can be no assurance that NCTF Fund II or its investments will achieve comparable results.



Investment Focus

We invest in areas true to Michigan



Life Sciences

Medical Devices
Drug Discovery
Synthetic Biology
Biomanufacturing



Advanced Manufacturing

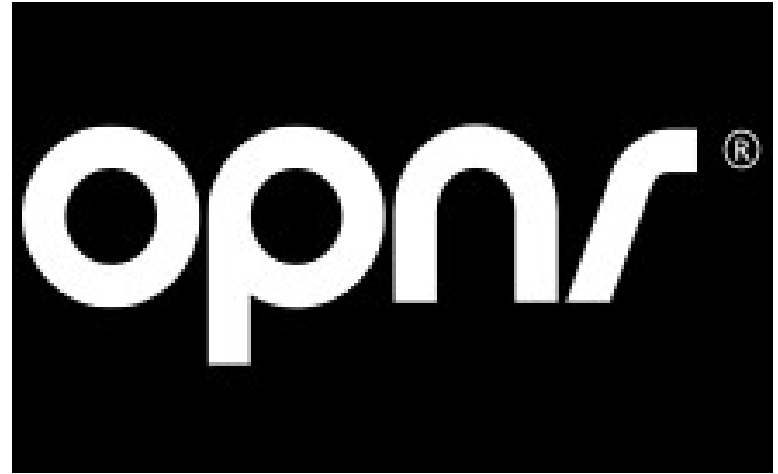
Robotics
Advanced Materials
Microelectronics
Additive Manufacturing



Software & Technology

B2B SaaS
Advanced Computing &
Software
Space Technology

Platform connecting independent musicians with concert organizers for booking opening acts.



Biotech company that develops advanced blood assays to measure red blood cell health and function for improving patient care and therapy development.



 **FUNCTIONAL
FLUIDICS**

Sustainable, performance-ready sneakers accessible to all. Featuring Isaac Okoro's and Jacy Sheldon's signature basketball collections.



HOLO FOOTWEAR

Fresh, all-natural hummus and Mediterranean dips made with simple, plant-based ingredients.



AI-powered customer intelligence platform delivering predictive insights to optimize engagement and growth for utilities, credit unions, and banks.

Customer Intelligence Platform



 **Blast**Point

Precision medicine by pinpointing cancerous cells, and effectively treating them with more accuracy and precision than traditional methods.

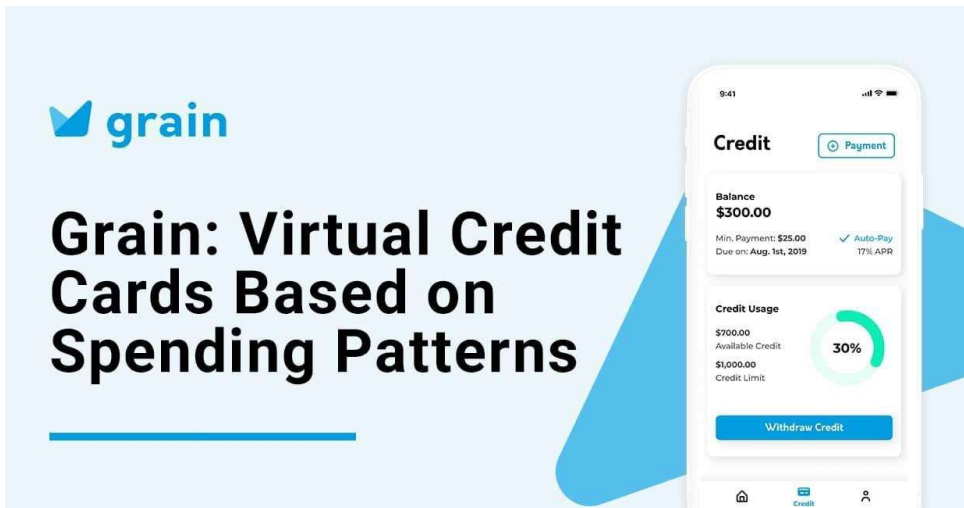


All-in-one payment platform and account payable solution designed for SMEs.

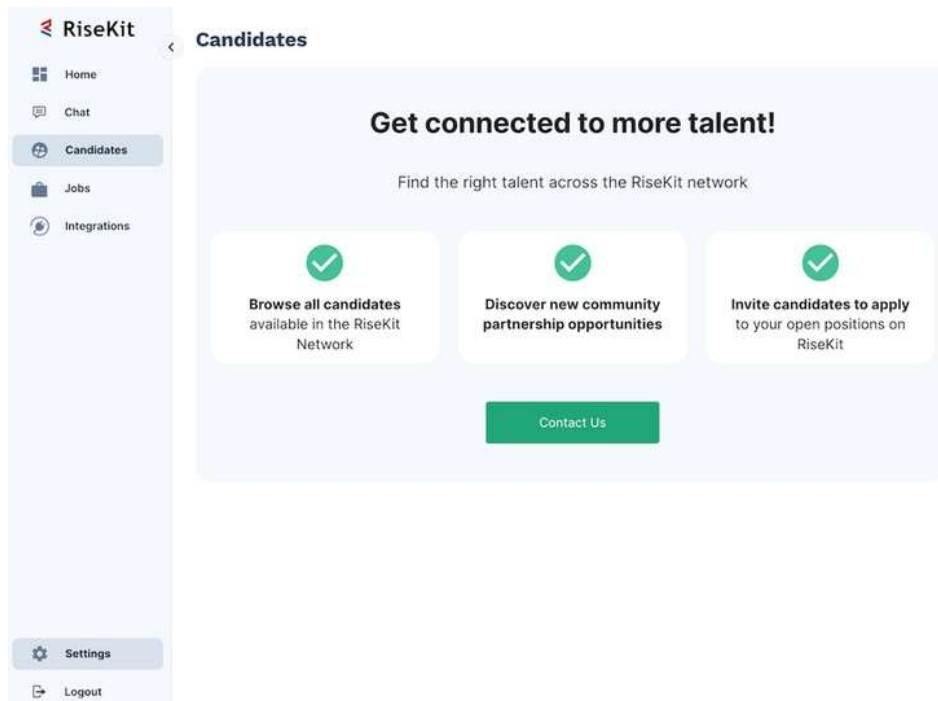


 **ZIL MONEY**

Helps underserved and underbanked customers build their financial credit scores using cash flows and debit payments.



Workforce development platform connecting overlooked job seekers with employers, training programs, and community resources.



On-demand jewelry manufacturing platform that empowers brands to design, produce, and fulfill custom pieces at scale.



GILDFORM

Loan crowdfunding platform helping small businesses access growth capital from their own communities.

