

IMPACT FOCUS



www.Impact-Focus.com

INTRODUCTION



**SERVING THE LEADERS OF
Mission-Driven Companies
Who Leverage
Technology & Capital
to Create Value
and Social Impact**



WHO WE SERVE



- Emerging Growth Companies
- Incubators & Accelerators
- National Trade Organizations
- Chambers of Commerce
- Nonprofit Organizations
- Workforce Agencies
- Housing Developers
- Healthcare Providers
- Fintech
- Edtech
- Govtech
- Cleantech
- Telecom & Utilities
- Transportation
- MWBEs
- Government Contractors

WHAT WE DELIVER



Growth Strategy

Strategic Alliances

Funding Strategy

Staff Augmentation

Go-To-Market

OUR LEADERSHIP



J. DENISE HUGGINNIE

- Forbes Next 2021 Honoree
- MBA, Finance – Stanford Graduate School of Business
- BS, Industrial Engineering – Stanford University
- Founder, The Nonprofit Capacity Building Institute
- Past Chair, Middle Market Advisors Network
- Senior Advisor, Angel Resource Institute

CLIENT TESTIMONIALS



ANGEL RESOURCE INSTITUTE



IMPACT FOCUS

“Impact Focus has been a trusted advisor and invaluable resource.”

**-Gwen Edwards, Chair
Angel Resource Institute**

“I simply won’t go into a battle without Impact Focus. No way, it’s an essential.”

**-Peter C. Goodwin,
Chairman & CEO
of Circle GX**



CLIENT TESTIMONIALS

“Impact Focus is our secret weapon”

Joseph Akintolayo
Founder & CEO

Daniel Paramo
Co-Founder & COO

WWW.DEPOSITS.INC

Deposits.Inc Raises \$5M
for Its Plug-and-Play
Financial Services Platform



CLIENT TESTIMONIALS

\$3M in new funding



\$2M in new funding



“My staff knows how much I rely on the insights of Impact Focus for the growth of our organization’s reach.”

**- Renee Sattiewhite, CEO
African-American Credit Union Coaliton**

“Denise and her team brought us a major opportunity within a few weeks.”

**-Jennifer Leney, CEO
6Stones**

CLIENT TESTIMONIALS

\$7.5M in new funding

Social Determinants of Health



CRANDELLS ENTERPRISES, INC.



“Our family has been working with Denise for many years in the senior healthcare arena and other new ventures. She is always the “go to” resource for our most important expansions.”

-Sandra Mayo
CFO, Crandell’s Enterprises

CLIENT TESTIMONIALS



**“Thank you for accelerating
our growth both locally and nationally.”**

**-Keith R. Thode
CEO & Chief Scientist
AdvanceNet Labs**

WWW.ADVANCENETLABS.ORG

WWW.WORKREADYMOBILE.COM



CLIENT TESTIMONIALS

Community Food Bank
provides more than 20 million
pounds of food to needy
families each year

Community Food Bank



Feeding Families

Feeding Hope

Good morning,
I wanted to take the opportunity to express my appreciation to you for your expertise and professional assistance in assisting the Board of The Community Food Bank in this development of our strategic plan update. With your assistance we will be in a good place moving forward for continued success.

Gwen Morrison, PhD

Board Chair

CLIENT TESTIMONIALS



“Denise has been one of the guiding lights and technical experts keeping us on track and helping us to get funding from national foundations such as the Gates Policy Initiative.”

-Debra Hurston

Executive Director

ASSOCIATION FOR BLACK ECONOMIC POWER

WWW.ABEPMPLS.ORG

ABEP is launching the Arise Community Credit Union in North Minneapolis - - in the same community where Philando Castile and George Floyd were both killed by police.

CLIENT TESTIMONIALS



“Impact Focus is definitely my preferred business planning and business strategy partner mainly because Denise understands both valuation and M&A dynamics.”



Betty Schnauffer
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www.schnauffer-murphy.com

 Certified Value Builder™

 **Murphy**
BUSINESS SALES
Excellence in Business Transactions

The bottom right section features a white background with a blue diagonal stripe. It contains a photograph of two hands shaking, representing a business agreement. Below the photo is the name "Betty Schnauffer" in blue, followed by her phone number, email address, and website. At the bottom are two logos: "Certified Value Builder" with a bar chart icon and the "Murphy Business Sales" logo with the tagline "Excellence in Business Transactions".

CLIENT TESTIMONIALS



“Impact Focus is like E.F. Hutton, when they call you - - it’s time to listen.”



**Vincent James, Founder
of Impact Change CDC
(formerly COGUM Global)**

WWW.IMPACTCHANGE.GLOBAL



CONTACT US



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