



2024-25 IMPACT REPORT

LETTER FROM THE PRESIDENT



DEAR MEMBERS, SPONSORS, AND PARTNERS,

Today marks an exciting new chapter for the organization. I'm proud to share we continue to reach unprecedented milestones—proof of our collective dedication to empowering small businesses and building a thriving entrepreneurial community.

Despite economic uncertainties, my optimism for the MBL's future has never been stronger. Through our MBL Foundation, we are delivering high-quality programs and resources that not only respond to today's challenges but also position our members for long-term success. Our shared work is driving innovation, fueling growth, and laying the foundation for a vibrant and sustainable business environment.

Over the past year, our impact across Virginia has grown significantly. The MBL Foundation proudly serves as a cornerstone of the Commonwealth's entrepreneurial ecosystem. A major highlight has been our partnership with the 1717 Collective Group, which strengthens our capacity to serve and expands our statewide reach.

As we begin a new fiscal year, we remain grounded in the three foundational pillars that drive small business success: Education, Procurement Opportunities & Access to Capital.

Thank you for being an essential part of the MBL family. Your unwavering support drives our success, and I'm energized by what lies ahead. Together, we are building a bold, inclusive, and prosperous future.

With gratitude,

A handwritten signature in blue ink that reads "Floyd E. Miller II".

Floyd E. Miller II, M.Ed.
President & CEO
MBL Foundation, Inc.



WHO WE ARE

ABOUT THE MBL FOUNDATION

The MBL Foundation has always been the catalyst for providing quality training, programs, and resources for small businesses throughout Virginia. We do this by focusing on three primary pillars:

1. Education & Training
2. Procurement Opportunities
3. Access to Capital

At our core, we are devoted to providing the connections and resources that small, women-,

and minority-owned businesses need to thrive and be sustainable. We continue to deepen our commitment to delivering professional, impactful programming, expanding our services, and forging strategic partnerships that amplify our mission.

OUR MISSION

We empower businesses and professionals to be successful.

SIGNATURE EVENTS

Remarkable Women's Luncheon

QUARTERLY luncheons | **300+** women attended

The luncheon acts as a catalyst for personal and professional growth, fostering a community of empowered women who continue to support and uplift each other long after the event concludes.



RVA Link Up (Procurement Fair)

200+ attendees | **25** vendors



Women in Construction Summit

237 total participants

The goal is to bring together women in construction and women interested in careers in construction, to provide opportunities for growth personally and professionally through education and networking.

MBL Sam Young, Sr. Golf Tournament

20 teams

80 total players



MBL Awards Dinner & Reception

332 total in attendance | **70+** award nominations
13 business awards

This unforgettable event honors outstanding individuals and organizations whose impact has transcended time, shaping industries, communities, and the future.

Incredible Men's Breakfast

75 total in attendance



"I had a call from a prospect who said the MBL is where they learned about me. I thank the MBL for being a great referral source."

— Jolinda Smithson-Anderson,
CEO, Shapes & Colors

Women Who Mean Business Summit

377 total women attended

Success indicators:

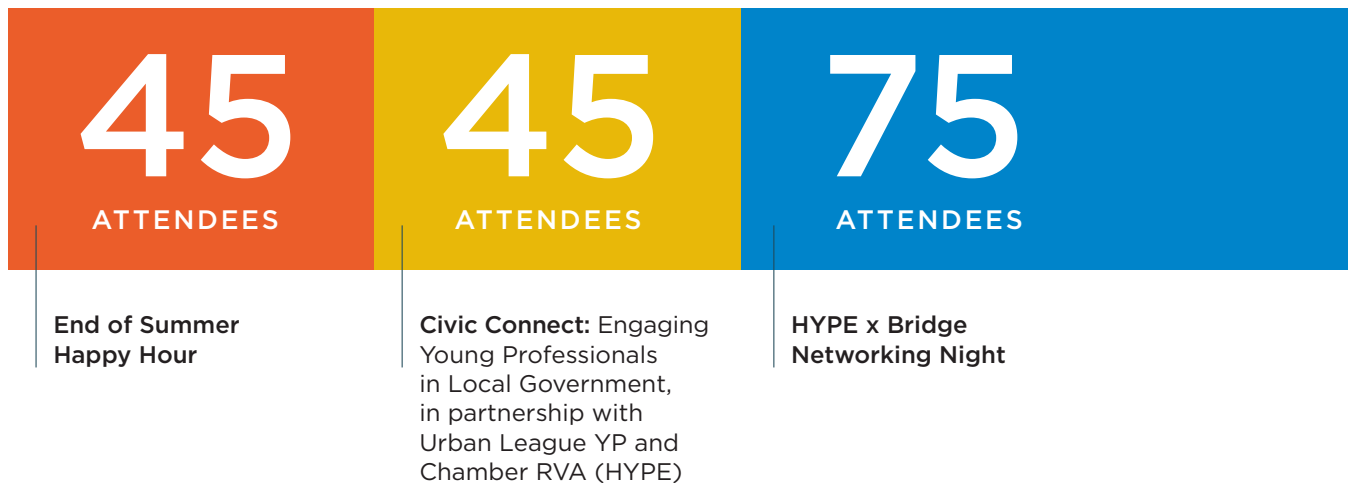
- Enhanced leadership skills
- Stronger business network
- Empowerment and inspiration
- Practical business strategies
- Professional and personal development
- Investment readiness
- Expanded knowledge on industry trends
- Increased confidence in negotiation and decision-making

OTHER EVENTS & TRAININGS

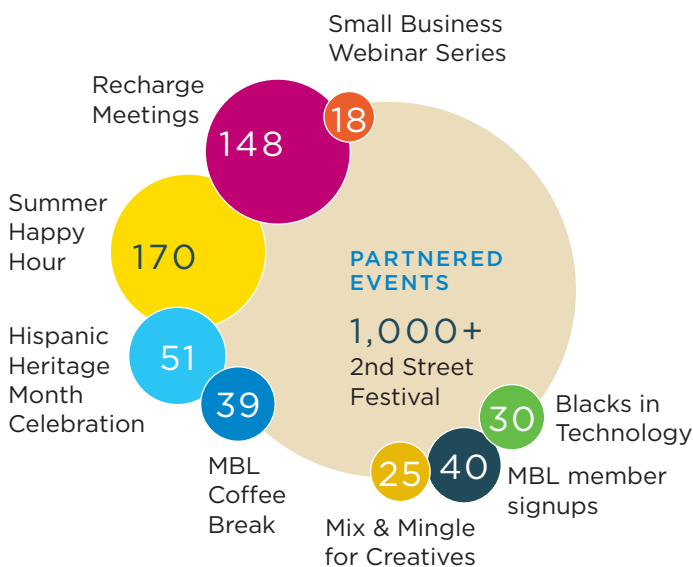
BRIDGE (Young Professional Board)

Participated in 2 community service events

A coalition of eager young professionals and entrepreneurs (ages 24-34) who seek to advocate and support "Entrepreneurship" particularly with the millennial population.



RICHMOND

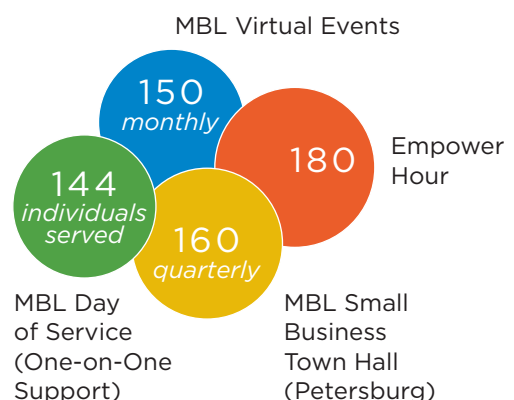


HAMPTON ROADS

86 businesses

Capital Gainz (Access to Capital & Financial Training)

SOUTHERN VIRGINIA (PETERSBURG & BRUNSWICK)



I-GAVE
CAMPAIGN

\$40,000+
TOTAL INDIVIDUAL DONOR GIVING

EDUCATION

KAUFFMAN FASTTRAC PROGRAM

Kauffman FastTrac® is an 8-12 week entrepreneurship program that helps aspiring and early stage business owners develop and launch their business ideas. Participants gain practical tools, resources, and mentorship to build a viable business plan. The program supports entrepreneurs in turning concepts into sustainable ventures.

RICHMOND

15 participants joined and graduated (Spring 2025)

10+ guest speakers

20+

volunteers

\$4,500

awarded to businesses

“As a graduate of the Petersburg MBL FastTrac program and the DHCD CBL Storefront Grant, Cool Beanz Café is thriving! We’re now fully staffed and contributing to the economy of historic Old Towne Petersburg.”

— Nikki Harris, Co-Owner of Cool Beanz Café



PETERSBURG

20 total participants

75% increase in knowledge and skills

6 cohort participants received

\$10,000

(Community Business Launch Storefront Grant)

YOUTH ENTREPRENEURSHIP PROGRAM

YEP AWARDS



2025 Community Impact Award from Richmond Public Schools

Virginia School Board Exemplary Award from Petersburg Public Schools

700+

total participants in 2 or more initiatives

95%

improved school attendance

14 EVENTS + PROGRAMS (GRADES 6-12)

Partners:

Dominion Energy, C&F Bank, ColonialWebb, Capital One, Virginia State University, Youth Business Exchange

117

graduating seniors

92%

participants increased in knowledge of entrepreneurship

ENTREPRENEUR CERTIFICATE COURSE

Richmond: **47**

Petersburg: **15**

Hampton Roads: **57**

Brunswick/Lawrenceville: **1**



VETERANS ENTREPRENEURSHIP TRAINING (VET)

The MBL hosted the **6th annual Veterans Entrepreneurship Training Program** in June 2024 with a cohort of **7 veterans** with existing and startup businesses.



PARTNERSHIPS & COLLABORATIONS

1717 COLLECTIVE ENTREPRENEURIAL ECOSYSTEMS

The “1717 Collective” is a group of Richmond-based nonprofits who support small and independent businesses and founders: Bridging Virginia, the Capital Region Small Business Development Center (SBDC), The JWC Foundation, Lighthouse Labs, the MBL Foundation, Startup Virginia, the Women’s Business Center of Central Virginia, and LISC Virginia through the Capital Access Hub.

150

stakeholders +
strategy meetings

50+

ecosystem
events

10

product demos focused
on improving navigation

RICHRVA RESOURCE INFORMATION CONNECTION HUB

The RICHRVA (Resource Information Connection Hub) platform aims to connect the general public with a selection of various businesses in Richmond, Virginia, and help foster a thriving and inclusive entrepreneurial ecosystem.



113

organizations

62

entrepreneur
support
organizations

28

mentorship
services

16

business training
and technical
assistance providers

43

capital access
opportunities

86

entrepreneurial
programs

13

workspaces



“As the Entrepreneurial Ecosystems Director, my goal is to strengthen, expand, and sustain the small and microbusiness community in the Greater Richmond region. I act as a guide and resource hub for entrepreneur support organizations and community members — helping them learn about and access the tools they need to start and grow their businesses.”

— Heather Lyne, Entrepreneurial Ecosystems Director for the 1717 Collective

ACCESS TO CAPITAL & CONTRACTS



Our mission is to educate, empower, and elevate disadvantaged business owners and entrepreneurs, by augmenting technical expertise, increasing access to capital, and stimulating business growth throughout Richmond.

\$2.5M+ in grants and micro loans



"I had an outstanding fundraising experience with Kiva. The process was smooth and easy and I couldn't believe it when I reached my funding goal in 48 hours. I cannot wait to use the funds to help grow my business and would highly recommend Kiva to any small business entrepreneurs looking for a quick infusion of capital at no cost!"

— Dan Manning

\$150K+ in loans last year



A six-month executive level training and support to help participants improve operations, boost competitiveness, and secure corporate and municipal contracts.

\$500K+ in secured contracts

MARKETING

TOTAL SOCIAL MEDIA FOLLOWERS »»»»

10,716 +15.5% INCREASE

	4,183 ↑ followers +7.7%	66.5K reach	9.5K interactions
	3,961 ↑ followers +17.6%	20.2K reach	3.5K interactions
	2,572 ↑ followers +27.2%	25K+ reach	44K impressions
	22K impressions		

WEBSITE

Total users **40K**

Total sessions **63K**

Total pageviews **134K**

Total impressions **1.03M**

43,273
VISITORS
+24% INCREASE

THANK YOU TO OUR SPONSORS

DIAMOND



JPMorganChase



PLATINUM



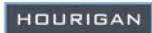
GOLD



SILVER



BRONZE



THANK YOU

Board of Directors | Advisory Board | Bridge Board | Staff

Your commitment, leadership, and support make it possible for us to empower businesses, strengthen communities, and create lasting impact. Together, we are building a stronger future.



For more information on the MBL Foundation, visit us online at www.theMBL.org or call (804) 649-7473.



Guide. Connect. Succeed.

