



URBAN ENTREPRENEURSHIP AT ITS BEST

FORTUNE



Every year since 1999, ICIC has identified and celebrated 100 of the fastest-growing firms in urban, under-resourced communities. The Inner City 100 (IC100) awards are published annually in *FORTUNE* magazine and unveiled at the ICIC National Conference.

PROGRAM BENEFITS



National Recognition
in *FORTUNE*



An expansive community of successful entrepreneurs



An impactful day of executive education at the ICIC National Conference (November 19th in Los Angeles)

IC100 winners are driving inclusive prosperity across the country. They provide local residents and surrounding anchor institutions with vital services, create jobs where they're needed most, and generate wealth for the betterment of their communities. **2019 winners averaged 227% in revenue growth and created 4,299 jobs over a four-year period (2014-2018).**

Job growth is the engine of a healthy, inclusive economy. For the first time in over 20 years, IC100 winners will be selected based on revenue growth and job creation over a four-year period.

To be eligible for this award, a business must:

- Be an independently-operated company (not a subsidiary or division of another company)
- Be a privately-owned, for-profit company that is not a bank or holding company
- Be headquartered in an urban, under-resourced community*
- Have revenues of at least \$100,000 in 2015 and \$1 million in 2019

Does your business fit this profile?

APPLY today at bit.ly/IC100apply.

Do you know any businesses that fit this profile?

NOMINATE today at bit.ly/IC100nominate.

Due to the generous financial contributions of our lead sponsors, **Chevron and FedEx**, there are **no fees** associated with this award.

For questions, contact Vi Mai at <mailto:vmmai@icic.org> or (617) 238-3038.

Visit fortune.com/inner-city-100/ to meet the 2019 winners.

* ICIC defines an urban, under-resourced community to include areas of concentrated poverty within city centers and secondary/gateway cities.



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ICIC

Initiative for a Competitive Inner City



FedEx

A Strong Network, An Impactful Joint Venture

Bo Menkiti and Antwanye Ford hit it off at the 2014 IC100 Conference. As winners, they bonded over their shared passion for giving back to their communities.

“Business is a vehicle to have a great impact on people lives,” says Bo, Founder and CEO of The Menkiti Group, a double bottom line real estate company. “Many of today’s most pressing problems can actually be solved through self-sustaining and sustainable businesses opportunities.”

That sentiment resonated with Antwanye, President and CEO of Enlightened, Inc., an IT consulting firm. Two years later, these two entrepreneurs teamed up and submitted a proposal for MLK Gateway, an initiative aimed at revitalizing the historic Anacostia neighborhood in Washington DC.

Together, they proposed a project that incorporated elements of the existing historic facades and created a new dynamically programmed office building with neighborhood serving retail anchored by a new headquarters for Enlightened, Inc. as well as a Menkiti Group real estate entrepreneurship academy. The proposal also included Enlightened’s tech incubator, which will focus on grooming local residents for careers in cyber security and assist local tech firms with accessing federal procurement opportunities.

The competition was steep, but their proposal was selected. Fast forward to 2020, their joint venture is under construction on a 34,000 square foot project that will bring a vibrant tenant mix to an underserved neighborhood, activating the site and providing pathways to opportunity for local residents and small businesses.



Antwanye & Bo at the Groundbreaking Ceremony of MLK Gateway

The project is one of the first in the country to deploy a combination of both Opportunity Zone funding and New Market Tax Credits and is expected to bring over 200 jobs and over \$25 million in new tax revenue to the District over the next 15 years. And it all started with a meeting at the 2014 ICIC 100 Conference.

“Spending time together was great,” Antwanye recalls. “We discussed some of the similar challenges we face as business owners – both the shared misery and the shared opportunity.”

And **opportunity** is what Bo and Antwanye have created – not only for themselves but also for their communities. Their partnership is a testament to the power of creative collaboration that many IC100 alumni experience at the ICIC National Conference. They’re staying true to their shared vision by bringing equitable and sustainable economic development to Anacostia.



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