



The Capital Collective

The “Missing Million”

Less than 1% of businesses reach \$10 million in revenue

Less than 5% of businesses reach \$1 million in revenue

We aim to solve for “Beyond” the Missing Middle

About Us

The Capital Collective™ (“The Collective”) is a 501(c)(3) whose mission is to empower and educate overlooked and undercapitalized operating businesses based in the U.S. South. Our mission is to grow and scale more \$1 million to \$10 million revenue businesses.

Targeted at the backbone of our economy, The Collective aims to promote economic development while attracting and retaining quality jobs in a region. Our solution is to provide the necessary next-level knowledge, networks, and resources for long-term financial and business growth. **This is achieved through our Capital Intensives in select cities across the Southern region of the U.S.**

The “Beyond the Million” Capital Intensive is launching in Greater Richmond in April 2025

The “Beyond the Million” Capital Intensive

Understanding the critical importance of being capital-ready, The Collective has developed a 12-week capital intensive for 12 eligible businesses. It is designed to help determine the most suitable capital solutions based on the company’s current size, scale, and objectives. Further, we provide advisory and coaching to address gaps that may hinder the ability to secure capital.

The program is broken into 5 segments:

Inform and Engage	Capacity Building	Access to Capital	Access to Networks	Engage and Decide
<ul style="list-style-type: none">– Capital Readiness Event– Equip businesses with tools and knowledge to attract funding	<ul style="list-style-type: none">– 12 weeks of live and virtual session and coaching– Develop solid business cases for capital (operational excellence and financial preparation)	<ul style="list-style-type: none">– Develop a Capital Readiness Plan to secure funding	<ul style="list-style-type: none">– Connect participants with Capital Providers through matchmaking events– Connection to SBIC debt and equity funds, CDFIs, private equity funds, and growth and impact investors	<ul style="list-style-type: none">– Connect participants to Legal and Financial experts for management support on Capital Decision

Within and throughout the program, our pedagogy is based on 4 pillars:

1. Capital Building

Participants will use case-based learning, working with an experienced business or capital advisor to create a business and capital raise case with their own company. Each module and session will refer to the participant's business as its case study and helps to build a strong business case for investment. They will attend live virtual classes focused on helping them refine their presentation.

2. Building A Capital Readiness Package

Expert advisors will provide guidance and feedback to help participants develop a capital readiness pitch deck appealing to potential lenders and investors. Participants will also be able to practice their presentation in a virtual setting, receiving constructive feedback from their peers and advisors. A third party investment bank will work alongside each company to develop a professional investment presentation.

3. Individual Advice

Participants will be provided with a strategic advisor throughout the 12-week intensive to help navigate the complex world of funding and give the tools needed to succeed.

4. Network Connections

Participants will have access to our network of strategic partners who advise on the financial and strategic know-how to succeed through business growth hurdles. Advisors who have committed include former CFOs, supply chain management leaders, former private equity and debt providers, and growth leaders. Collectively, they build the "investment-ready" model for each selected business.

Participants receive deep instruction in which financial structures are right for their business based on short and long-term goals. They also receive legal and financial knowledge about various equity and debt investments and the development of a customized capital presentation and a compelling story which can be presented to potential investors and capital providers.

Outcomes

Participants will leave with:

- A comprehensive **understanding of the capital ecosystem**
- An **expanded network** of key industry contacts, potential investors, lenders, and a supportive network of peers and mentors
- A **tailored capital readiness package** and tools to present their business effectively
- **Enhanced financial acumen**, equipping them with the skills to manage and scale their businesses sustainably
- Increased **business growth potential**

Communities will benefit from:

- **Job creation and workforce development** since businesses with over \$10M employ 35 people on average
- **Economic growth** stemming from new products, services, and business spend within the community
- **Increased community connections** from the philanthropic giving of successful businesses
- **Enhanced financial acumen**, equipping them with the skills to manage and scale their businesses sustainably
- An **ecosystem of entrepreneurship** as business owners show others how to grow and give back

Contact Us

Emily Halpern, Co-Founder
emily@thecapitalcollective.org

Tamika Tyson, Co-Founder
tamika@thecapitalcollective.org



The Capital Collective

Appendix

Co-founders Emily Halpern and Tamika Tyson have intentionally designed The Collective to leverage their extensive networks and decades of experience in the investment sector.



Emily Halpern, Co-Founder

Emily draws on her over 25 years of experience in the investment and transaction sectors, focused on lower middle-market and small business investing. Her career spans from being the Co-Founder of TGC Impact Fund to significant roles at Brightwood Capital Advisors (SBIC), JPMorgan Asset Management, and RSM Private Equity Services, and being the founder of VUE Partners. Emily's track record includes over \$200 million in capital deployed. Her career experience ranges in funding from CDFIs to SBICs. She brings extensive investment knowledge, capital networks, and experience in capital raising and sourcing for businesses on their journey to the middle market.



Tamika Tyson, Co-Founder

Tamika has accumulated over 25 years of deep investment, risk management, strategy, and transaction experience across five different economic cycles. Tamika's career spans from being the co-founder of TGC Impact Fund to being the Global Head of Credit at Noble Energy (former Fortune 500), where she managed a \$5 billion portfolio and completed over 100 transactions, and having significant roles at Koch Industries, Exelon, and Shell. Her career is distinguished by extensive experience in underwriting, structuring, risk management, and portfolio management on the buy-side and sell-side of deals.