



**BECMA**  
BLACK ECONOMIC COUNCIL  
*of MASSACHUSETTS*

# 2022 IMPACT REPORT: BUILDING BLACK WEALTH

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*Advocate. Empower. Convene*

WWW.BECMA.ORG  
BECMAINC



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# Greetings!



A handwritten signature in dark ink, appearing to read 'Nicole Obi', written in a fluid, cursive style.

**Nicole Obi**

**President & CEO | BECMA**

The origin story of the Black Economic Council of Massachusetts (BECMA) is based upon the reaction to the 2015 Federal Reserve Bank of Boston’s Color of Wealth study which found that the average net worth of Black Boston households was \$8 compared to White Boston households at \$247,000. Since then, BECMA has served to advocate for access, equity and opportunity, gaining prominence as a leader during the COVID-19 crisis and the racial awakening following the murder of George Floyd. However, despite the initial reaction and support for racial equity causes, many commitments made by allies have gone unfulfilled and the Black Lives Matters signs have disappeared. Nevertheless, BECMA remains steadfast in our mission to close the racial wealth gap in Massachusetts through policy and programming initiatives focused on Entrepreneurship, Ownership, Commerce, and Placement.

The Mass Taxpayer Foundation estimated that closing the MA racial wealth gap will grow the economy by \$25B in only five years. Clearly, there is an abundance of untapped potential within the Black community. BECMA has realized both policy and business “wins”, some of which have taken years to come to fruition. For example, in 2022, the City of Boston changed policies and boosted spending with Black businesses resulting in a total of \$20M in non-construction contracts. Billions more in developments led by Black firms are underway across the state. And, for a few Black entrepreneurs, access to affordable and adequate capital has enabled the launch and expansion of firms. While our progress towards closing the Massachusetts racial wealth gap is proceeding in “fits and starts”, BECMA’s path forward is clear and our impact is growing.

Thank you to our dedicated BECMA staff and board of directors, as well as to our members, allies, partners and supporters. Together, we’re creating a more equitable and productive Massachusetts.

**BECMA**



# WHAT IS OUR APPROACH FOR CREATING IMPACT?

[WWW.BECMA.ORG](http://WWW.BECMA.ORG)

**BECMA**



# OUR PILLARS

Our goal is to help close Massachusetts' racial wealth gaps through our advocacy and programming, across four pillars



## ENTREPRENEURSHIP

Provide founders with the capital needed to launch and scale their ventures.



## COMMERCE

Bolster the ecosystem needed for buyers and sellers to effectively engage in the sale of goods and services.



## OWNERSHIP

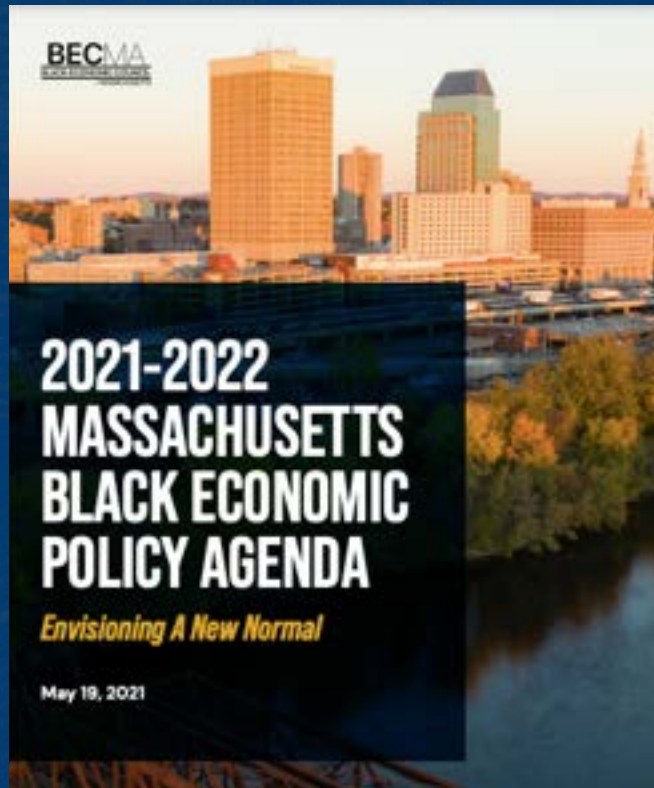
Drive support for the purchase and retention of homes, as well as strengthen business equity stakes.



## PLACEMENT

Place residents into a highly skilled workforce and in decision-making roles on boards and commissions.





Scan the QR Code to view the full 2021- 2022 Massachusetts Black Economic Policy Agenda

Below are the three state bills, the amendment, and their key highlights:

### **H.4800/S.3096: An Act relative to equity in the cannabis industry.**

- BECMA advocated successfully at the State House for a five percent increase in the allocation of funding for Social Equity Trust Fund.
- Established Cannabis Social Equity Advisory Board.

### **H.5060: An Act driving clean energy and offshore wind.**

- Increases rebate amount from \$2500 to \$3500 for zero emissions vehicle purchases. Provides an additional \$1500 rebate for low income individuals. Qualifies federally and state recognized tribes for EV rebates.
- Establishes a Massachusetts Offshore Wind Industry Investment Program and Trust Fund, administered by the Massachusetts Clean Energy Center (MassCEC), to promote offshore wind turbine manufacturing and assembly within the state through tax incentives, grants, loans, and workforce training programs for underrepresented and environmental justice communities

### **H.4515: An Act environmental justice economic opportunity. (An amendment)**

- This amendment would create a fund to train people for careers in offshore wind and give funds to public and private educational institutions so they can prepare people for green jobs.
- Created a regional employment board that would publish the industry's hiring practices and breakdown how many people are hired from economically disadvantaged communities.

### **H5374: An Act related to economic growth and relief for the Commonwealth.**

- We advocated for funds to increase money for the Equitable Developers' Financing program, a program that seeks to revitalize Gateway Cities.
- Advocated for \$45M in minority, women, and veteran-owned and immigrants-owned businesses.
- Pushed for \$300M in housing development..



# OUR PROGRAMMING

We also execute our four pillars strategy through our key initiatives



## BACK OFFICE SUPPORT SERVICES

Addresses a fundamental lack of working capital and operational capabilities needed to launch and scale small firms, in an effective and compliant manner. *KPI: % change in operational capacity.*



## VENDOR ADVISORY COUNCIL

Shifts from a reactive to a proactive, collaborative model for realizing substantial gains in driving improved contracting outcomes for Ma based Black providers of goods & services. *KPI: %change in revenue.*



## ELECTRIC VEHICLE KICKSTARTER & SUPPORT

Raises awareness and guides experienced entrepreneurs' expansion into MA Electric Vehicle charging industry as resellers, owner-operators, installers or maintenance providers. *KPI: % increase entry in EV charging markets.*



## BOARDS & COMMISSIONS

Places BECMA staff & members in decision making roles on state and local boards and commissions to exert influence on matters affecting Black communities. *KPI: % increase in placements.*



# WHO DO WE SUPPORT & EMPOWER?

**BECMA**



# EMPOWERMENT

The Black led businesses we supported in 2022 via our Back Office Support and other initiatives

1636 North   

1854 Cycling Co 

2 Curls 1 Mission 

360 Girls and Women 

4 Corners Yoga + Wellness 

7Seventeen Media, LLC  

Aarons Group 

Affectus Strategies Inc  

Aframerican Culture Initiative,  
Inc. 

Ally Integrated Healthcare,  
PC   

Amie 

Art For the Soul Gallery   

Auntie Andrienne's 

B. Royal Boutique   

Beaute Within Salon & Spa   

Best Basketball School  

Black Dollar Enterprise 

Black Owned Boston LLC 

Black ppl Unite LLC   

Black Reign Graphics LLC    

Body, Stone and Soul    

Boston CandleLux 

Brands to Profits 

Brockton Beer Company  

Brotherhood On The Move  

Brown and Coconut  

Bumpy's Natural and Organic  
Foods   

Caked, LLC  

Calloway Graphix 

Cambridge Retail Advisors -  
Economic Development  

Canadian Park Training 

Charlenes Boutique LLC  

Cheffn & Eetinn 

Chellypic Photography LLC  

Chocolate Therapy  

Clarke's Cakes & Cookies, LLC  

Consciously Exposed 

Cupcake Therapy 

Destiny African Market &  
Variety Store  

Devin Davon  

Discover Vegans, LLC  

DMV Consult 

DNG Management  

Down Home Delivery & Catering 

Dwayne James & Co, LLC  

EH Electric    

Exotic Scentsations 

Exotic's Incense 

Fraser Polyengineering Services 

Fresh Food Generation  

Gogobytes LLC  

Gourmet Kreyol   

H&HS Consulting Group 

HAPI AFRICAN GOURMET, LLC.  

Healthy Energy Actively Living  

Heart 2 Heartbeat 

Heart2Heart Lactation & Wellness  


Hillside Harvest   

\$ - Received grant up to \$5k

\$\$ - Received grant \$5k+

 - Highlights on social

 - Received a service

 - Received a digital device  
and/or subscription



# EMPOWERMENT

The Black led businesses we supported in 2022 via our Back Office Support and other initiatives

Hip Baby Gear \$  

Hot Oven Cookies LLC  

I Got Your Back Massage  
Therapy LLC  

IK ECO Jewelry 

InnoPsych  

Institute for Human  
Centered Design  

Intriguing Hair 

Ivy Ziporah 

Ivyees Everything Honey 



JafraJoy  

Jamaica Mi Hungry \$\$  

Jets Homes &  
Developments  

JJR Enterprise Inc  

Jon E. Dyer \$\$ 

Judy Cazeau, LLC DBA JC  
PowerConnect  

Khi & Eli's \$\$ 

Kornegay Kapital Group 

Kozki Rides \$

L&G Signs & Designs Corp  

LCG Brands Consulting  

Leadership Brainerly 

Leading Light Behavioral  
Health Inc   

Letisha Brown \$

Lifebloom, LLC  

Little Cocoa Bean Company \$  

Lobzter King 

Lord Dawgz Entertainment LLC  

Lost Art Cultured Foods  


Luxury Belle Cosmetics 

LXC Engineering Group 

MadeInCubator, Inc   

Make It Personal Design 

Maman Myrthe's Pantry  

Manifest Our Desires  
Everyday, LLC  

Metro Record \$\$ 

MMRS  

Moms Hierachy of Needs 

Music Mania Television  

MUVA MUNECA BEAUTY  

Naturel Juicing, LLC  

Neurologic Optimal Wellness  
Physical Therapy LLC \$\$  

New Chapter HI Services 

Newbury Yarn  

Northern Soul Café 

NSBE Boston Professional \$ 

Nussli118  

Nzuko Restaurant  

ObySauce  

Patience Noah Insurance 

PlayBook Scholars LLC  

Pope Productions, Inc. 

Postively Suzanne 

Professional Meats of  
New England 

Pudding Stone Bath Co. 

R&S Jamaican Restaurant  


Reggae Food  

\$ - Received grant up to \$5k

\$\$ - Received grant \$5k+

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and/or subscription



# EMPOWERMENT

The Black led businesses we supported in 2022 via our Back Office Support and other initiatives

Rock City Pizza   

Rozki Rides \$\$  

S. Davis Tax \$

S.S Cleaning Services  

Sly's Barbershop 

Soleil Restaurant \$   

Soulao'd Kitchen 

Souper Sweet/Granny's  
Baking Table 

Spectrum Broadcasting  
Corp 

SPICEGROVE  

Springfield 413 Elite LLC 

Springfield Ballers Athletic  
Development \$\$  

Studio 24 Graphix &  
Printing \$

Sweet Teez \$\$   

Tafari Wraps  



Tayla Made LLC   

Tedesca Cleaning, LLC 

The Black Improper  

The Bone Sauce   

The Centerpiece Flower  
Shop  

The Ethnic Study CoWork  
Café and Bookstore  

The Exodus Experience 

The Heritage Club 

The Social Butterflies 

The Te Spa  

The White Lion Brewing  
Company  

The Williams Agency  

TNT GUTTER PROS LLC  

TonyaHallJafra  

Try Me Too 

U\*Realized 

Uncut Lab 

Upscale Socks \$\$   

Upwards N Onwards  
LLC  

Urban Impact Project  
MA LLC 

Vermaje Tea Co 

Vibrant Beauty Salon 

Virtuously Made  

Visionary Acts, LLC  

Western Mass Moving  
Crew, LLC  

Yamacu  

Youth Social Educational  
Training Inc. (YSET)  


Zaz Restaurant and Catering  
Corporation   

\$ - Received grant up to \$5k

\$\$ - Received grant \$5k+

 - Highlights on social

 - Received a service

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and/or subscription



# WHAT ARE OUR MEMBERS' ACCOMPLISHMENTS?

[WWW.BECMA.ORG](http://WWW.BECMA.ORG)

**BECMA**



# SPOTLIGHT OF MEMBERS' SUCCESSES

## ENTREPRENEURSHIP

Our start-up founders and experienced entrepreneurs received **Capital** to launch and expand their businesses.





# SPOTLIGHT OF MEMBERS' SUCCESSES

## OWNERSHIP

Many of our entrepreneurs celebrated **Grand Openings**.



LITTLE  
**COCOA**  
BEAN CO.



black owned  
**bos.**



**EH**  
ELECTRIC & HVAC



**PN**  
PATIENCE NOAH  
INSURANCE



CHEF DAVE'S  
CHESTNUT HILL



# SPOTLIGHT OF MEMBERS' SUCCESSES

## PLACEMENT

Focused on placing decision-making roles in management, **Boards and Commissions.**



Massachusetts Bay  
Transportation Authority



Unemployment Insurance  
Trust Fund



City of Boston Black Men and  
Boys Commission



MA'S Federal Funds Equity & Accountability Review Panel  
Community Empowerment & Reinvestment Grant Program  
Holyoke Soldiers Home Reconstruction



# COMMERCE

Prioritized support for Black business owners in **selling** their goods & services with public or private buyers.



## SPOTLIGHT OF MEMBERS' SUCCESSES



### Parcel P3 - Nubian Square Roxbury

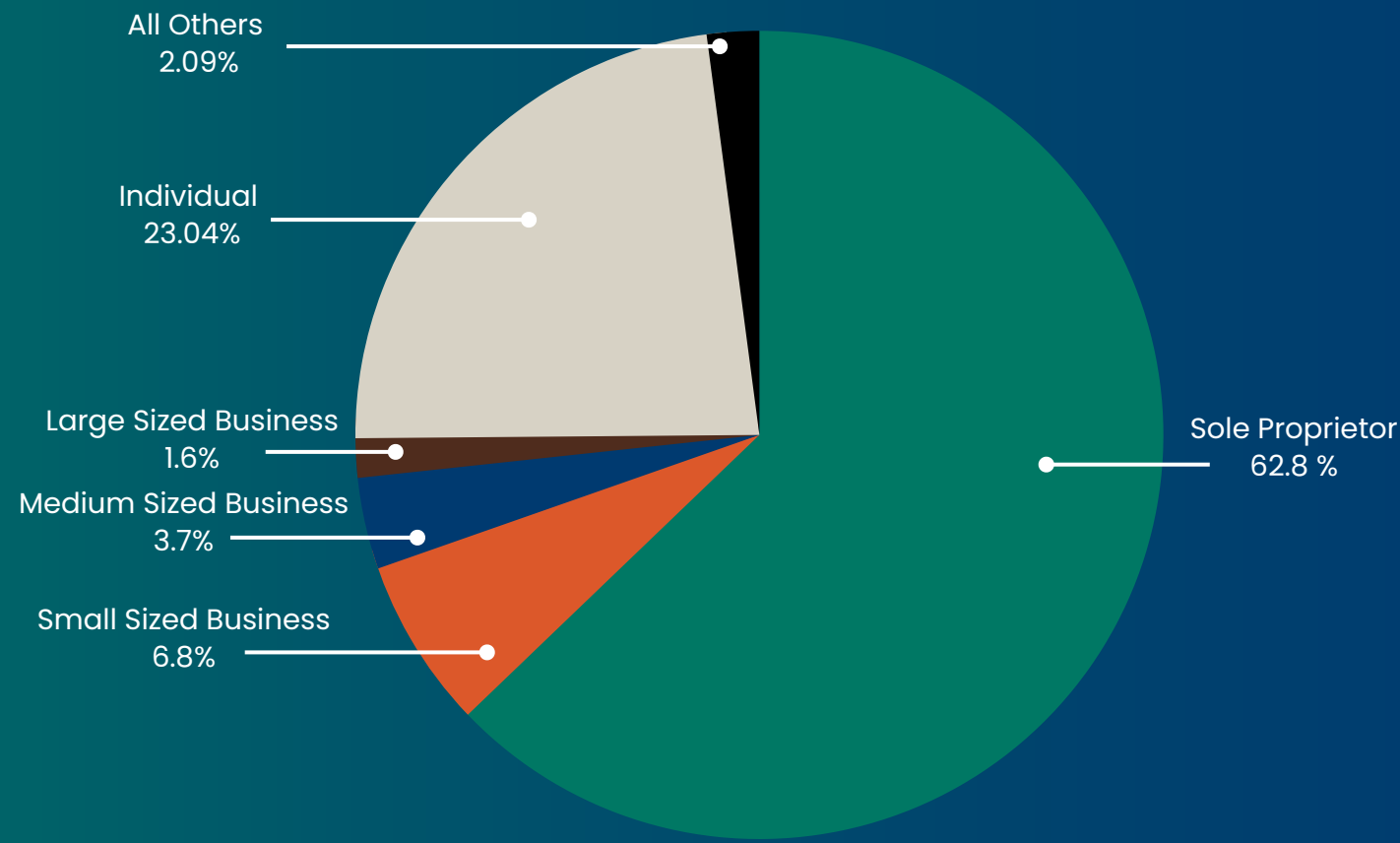




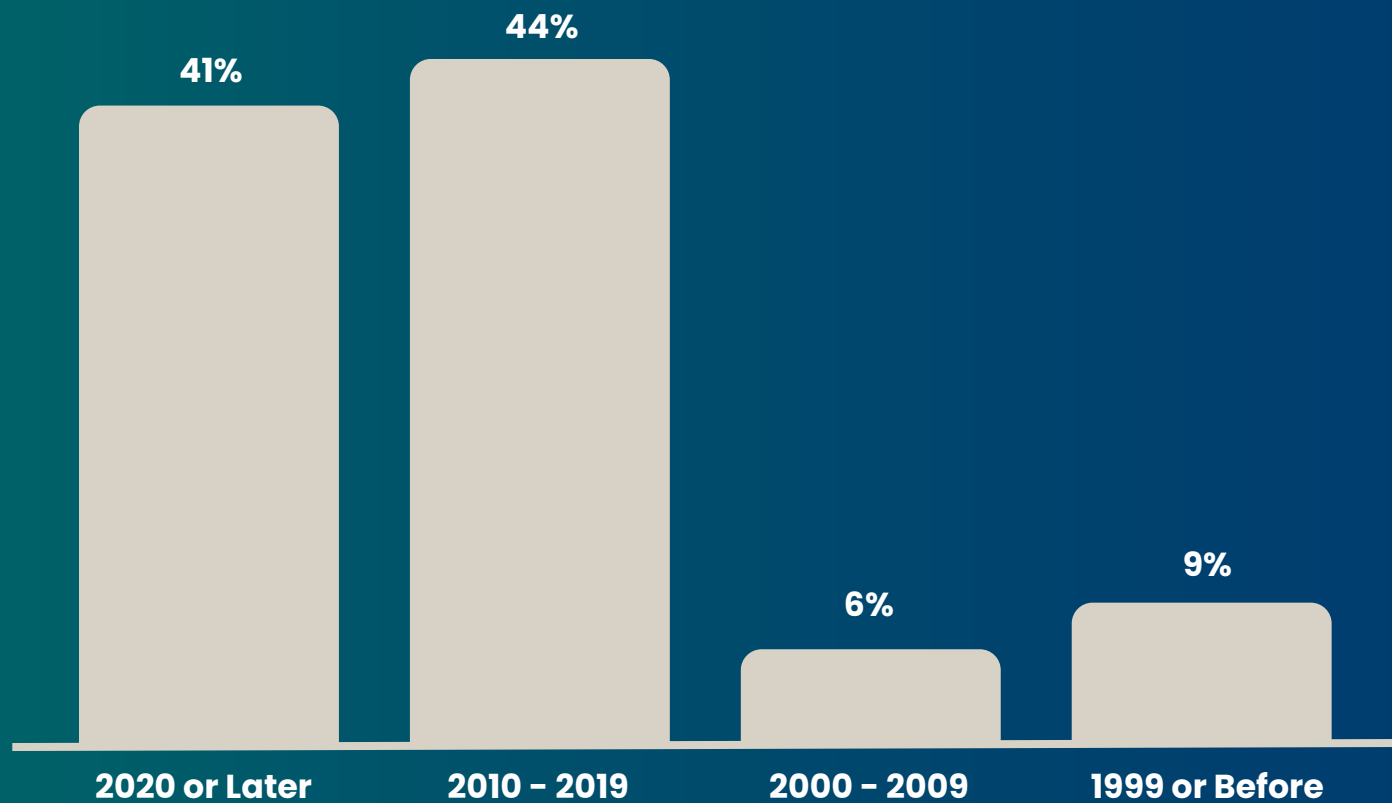
# WHAT IMPACT DID BECMA CREATE IN 2022?



# Membership Type



# Years In Operation

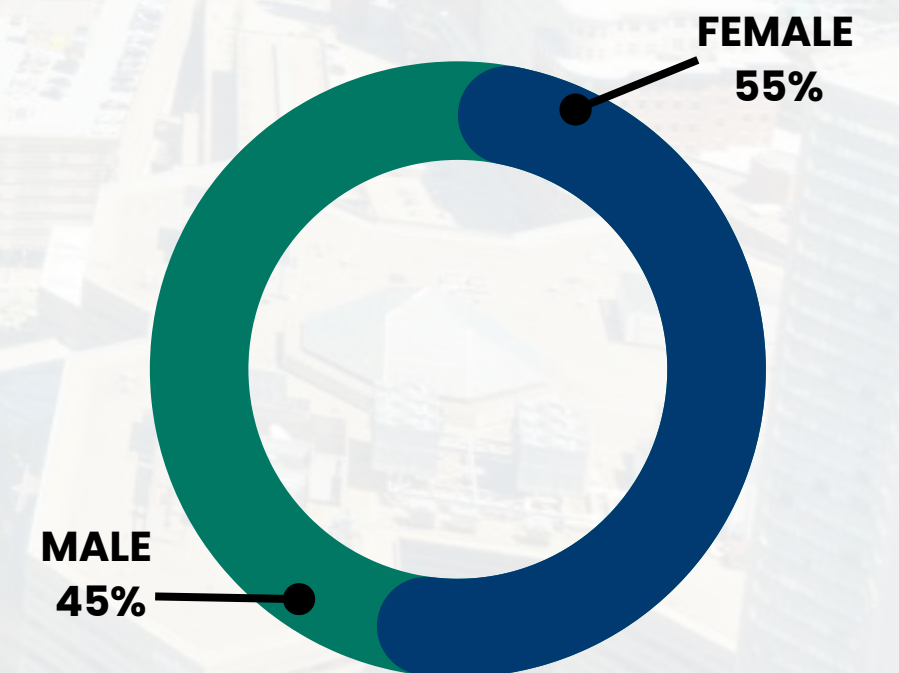
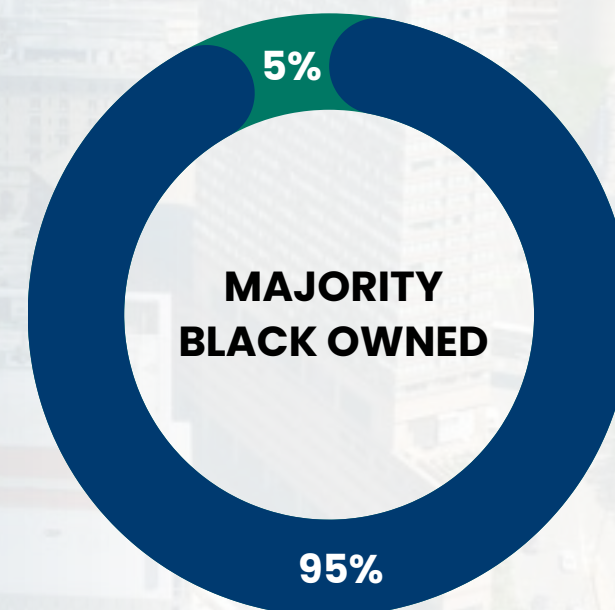
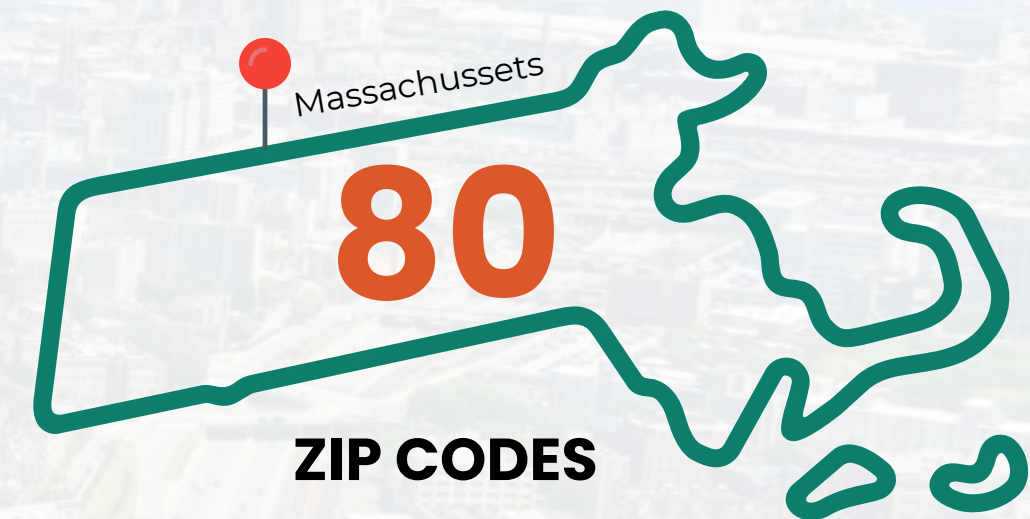


# OUR MEMBERS

Statewide and diverse

# 51 INDUSTRIES

- CONSTRUCTION
- ENTERTAINMENT & EVENT SERVICES
- HEALTHCARE, WELLNESS, FITNESS
- MANAGEMENT CONSULTING
- RESTAURANTS, FOOD & BEVERAGE
- RETAIL
- TRANSPORTATION





# OUR IMPACT IS COMPOUNDED

We also support MA's Black economy by sponsoring scholars and hiring providers for goods and services

BECMA spent over 33% of its budget supporting Black entrepreneurs and students.



**\$507K**

CONTRACTORS + CONSULTANTS



**\$281K**

GRANTS TO BUSINESSES



**\$65K**

TA & PROFESSIONAL SERVICES



**\$102K**

GOODS & SERVICES



**\$76K**

SCHOLARSHIPS



# TESTIMONIALS

Words of appreciation and support from our valued members.



BECMA just existing and being a resource speaks volumes and being in company with intentionality is an unspoken superpower. Eternally grateful!

**DANIEL LAURENT**

CEO & FOUNDER | BLACK DOLLAR LLC

BECMA has supported us financially through grant-making, facilitated introductions to their partners that are aligned with our vision, and helped share our story and mission with other stakeholders in the Commonwealth.

**DAVID DWUMAH**

FOUNDER & CEO | OurBanc



BECMA is well positioned as a new generation of sophisticated professionals with tools to facilitate business transactions. I have truly appreciated the insightful business opportunities that may otherwise be hidden behind 'smoke and mirror.' I am particularly appreciative for the financial assistant I've received and used for improving my credit score. Thank you BECMA!

**MICHAEL THOMAS**

THE URBAN GARDNER LANDSCAPE SERVICES



Overall, I'm so grateful for the experiences I've had with BECMA, and I look forward to continuing to work with them in the future to help uplift our community and create a better future for us all.

**TAYLA ANDRÉ**

SPEAKER | AUTHOR | HOST | TAYLA MADE LLC

BECMA has helped my business in so many ways. I received a grant that took care of my electricity bill for two months. I also received a free photoshoot that was pivotal for one of my marketing campaigns. That was easily \$2000 or more worth of services.

**SOLA AJAO**

FOUNDER/OWNER DESTINY AFRICAN MARKET & VARIETY STORE





# HOW DID WE ENGAGE WITH THE COMMUNITY?

[WWW.BECMA.ORG](http://WWW.BECMA.ORG)

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# KEY EVENTS

Other milestone moments and memorable events we convened in 2022.

## Get Out to Vote

📍 *Dorchester, MA*



## Meet The Team Mixer

📍 *Springfield, MA*



## New Member Orientation

📍 *Hyde Park, MA*



## Attorney General Forum

📍 *Lawrence, MA*



## Student Loan Debt Roundtable

📍 *Roxbury, MA*



## State of Race: Equity In Business Ownership

📍 *Boston, MA*



## Dearborn STEM Academy

📍 *Roxbury, MA*



## Black Bowl

📍 *Hyde Park, MA*







# MBE & ANNUAL MEETING

The Mass Black Expo convened over 2,000 attendees and featured 100 exhibitors & 40 workshops, while at our Annual Meeting, we focused on our members and BECMA's impact.





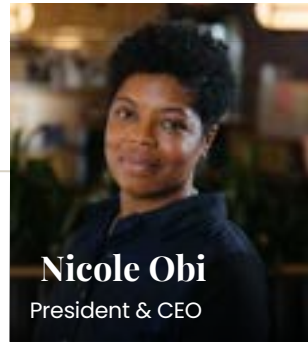
# WHO ARE THE DRIVERS OF OUR IMPACT?



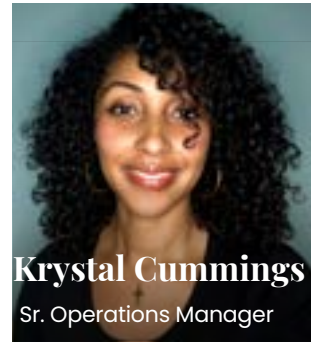
# OUR TEAM

The dedicated and passionate people behind BECMA's success

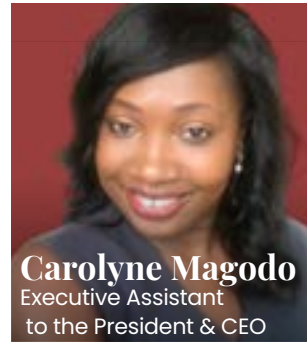
## Executive



**Nicole Obi**  
President & CEO



**Krystal Cummings**  
Sr. Operations Manager



**Carlyne Magodo**  
Executive Assistant to the President & CEO

## Policy

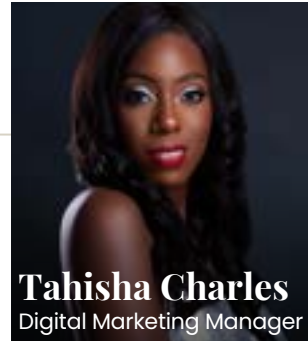


**Darien Johnson**  
Policy and Advocacy Lead

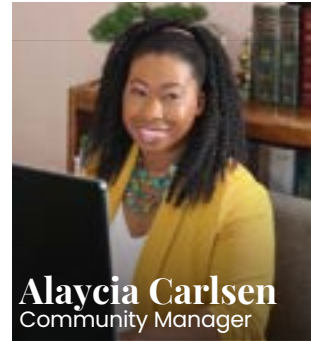


**Saynab Maalin**  
Policy and Advocacy Fellow

## Marketing

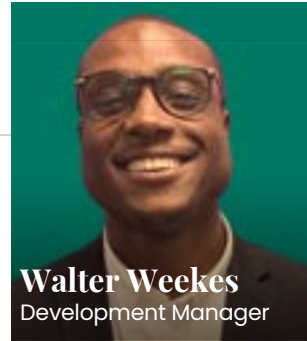


**Tahisha Charles**  
Digital Marketing Manager

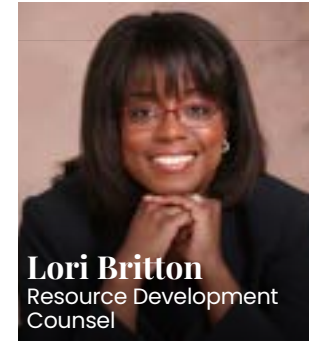


**Alaycia Carlsen**  
Community Manager

## Development

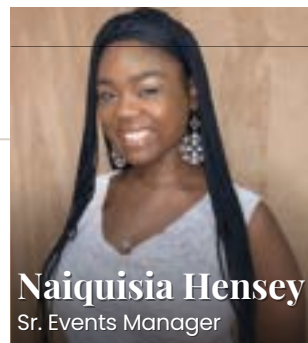


**Walter Weekes**  
Development Manager



**Lori Britton**  
Resource Development Counsel

## Events



**Naiquisia Hensey**  
Sr. Events Manager



**Juakin Cruz**  
Events Production Assistant

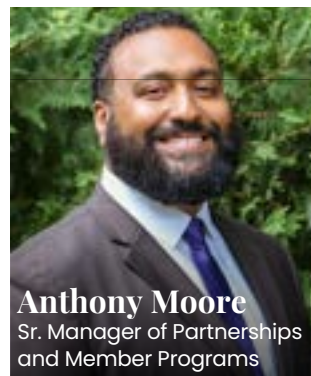


**Judith Ngari**  
Events Manager

## Membership



**Mackenson Charles**  
Chief of Member Engagement & Experience



**Anthony Moore**  
Sr. Manager of Partnerships and Member Programs



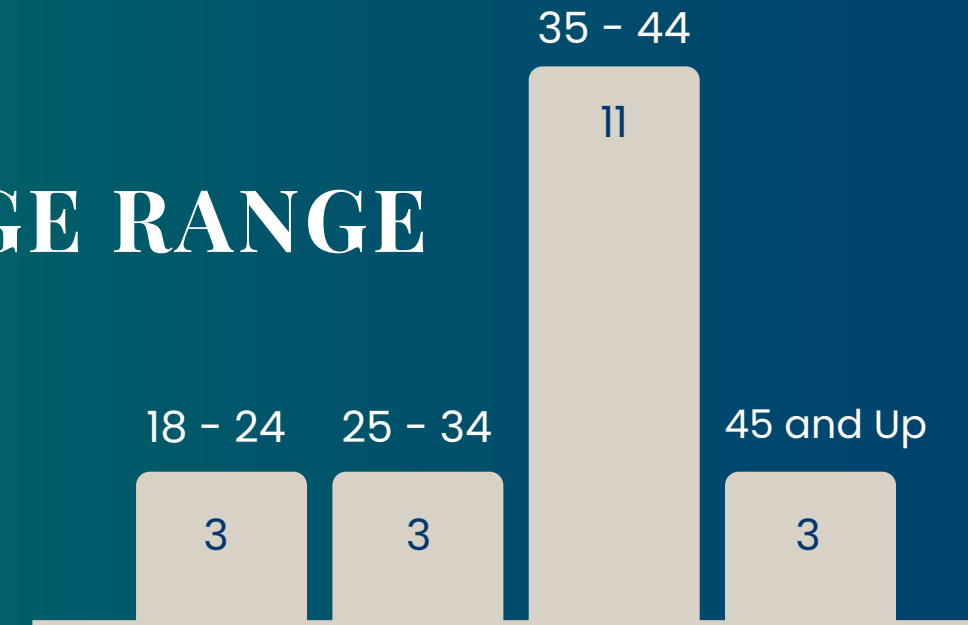
**Christopher Sonnie Jr.**  
Membership Coordinator

## Team Members

21\*

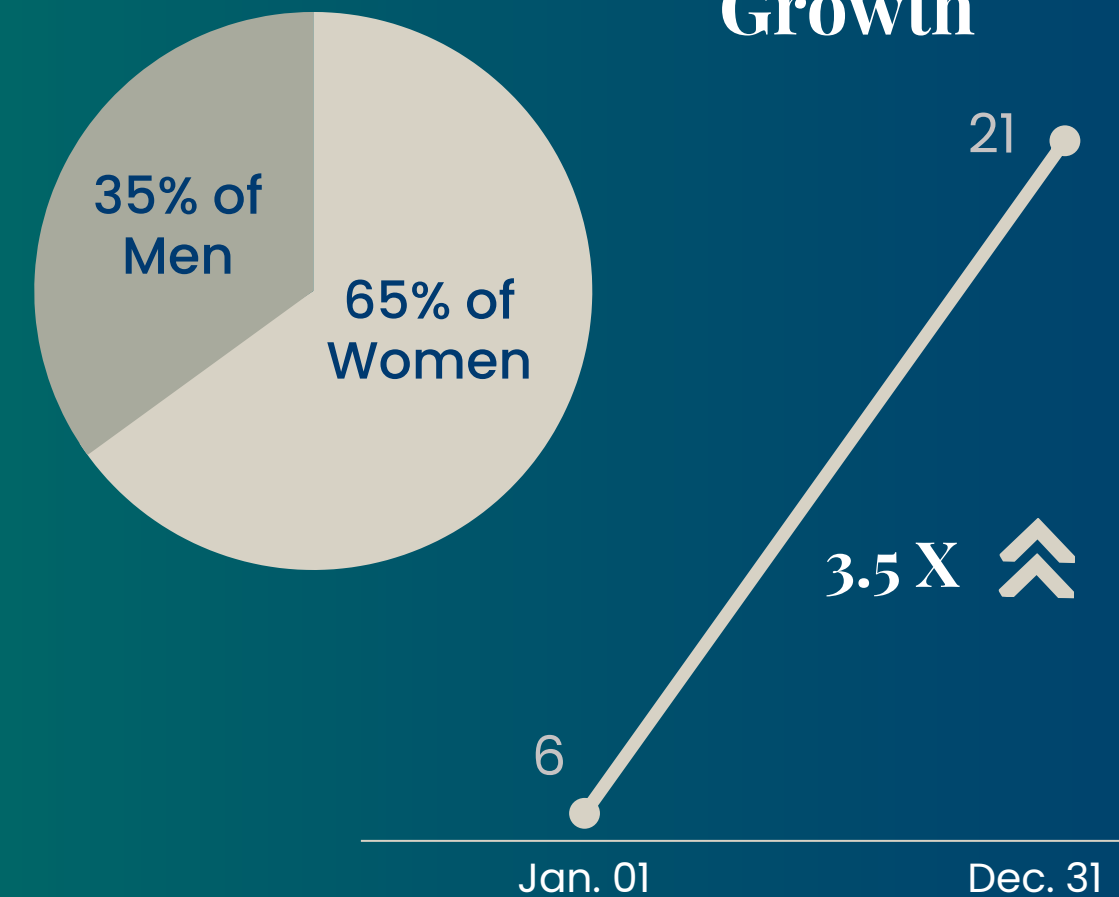
# Our Team Statistics

## AGE RANGE



## Identify

## Growth

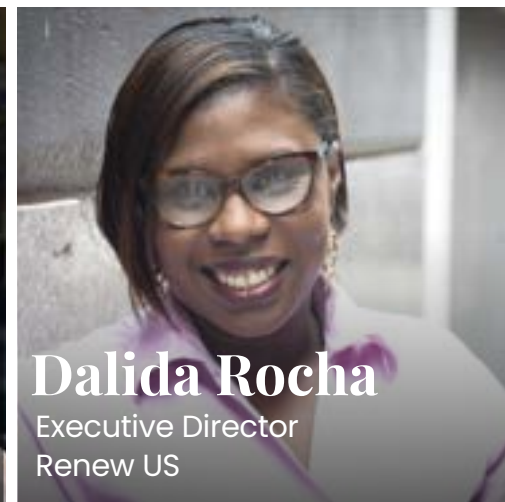
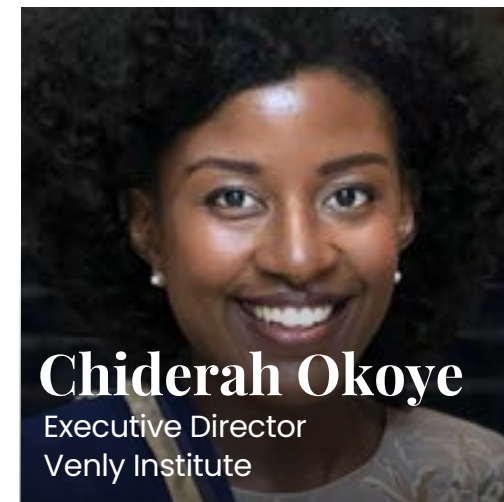
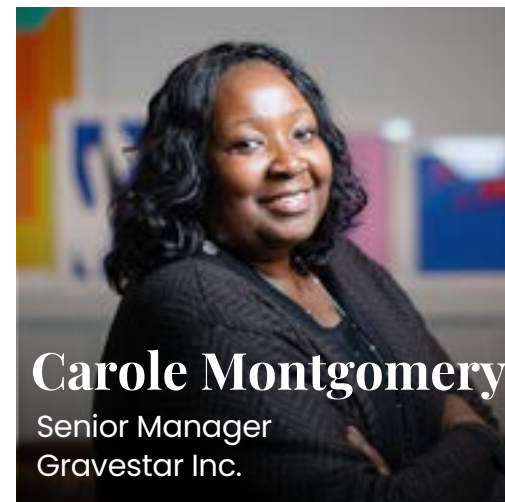
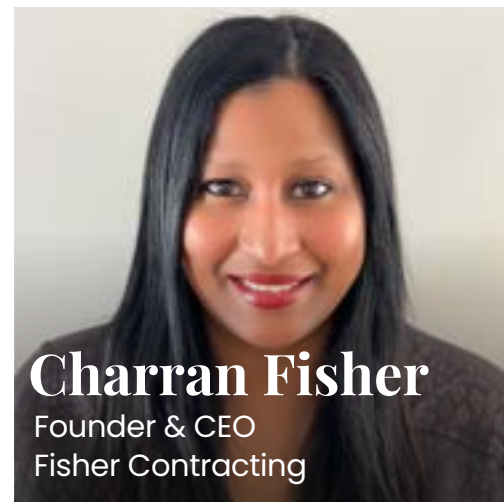
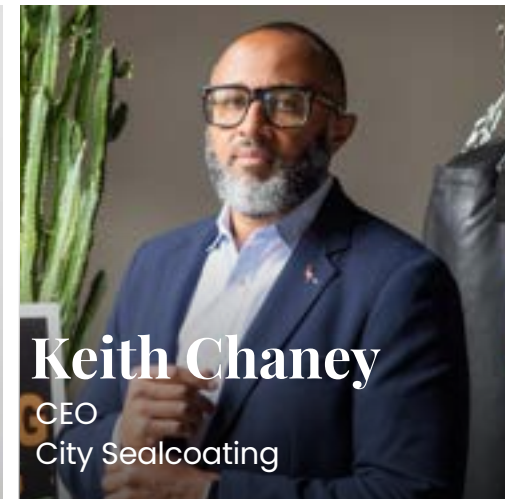
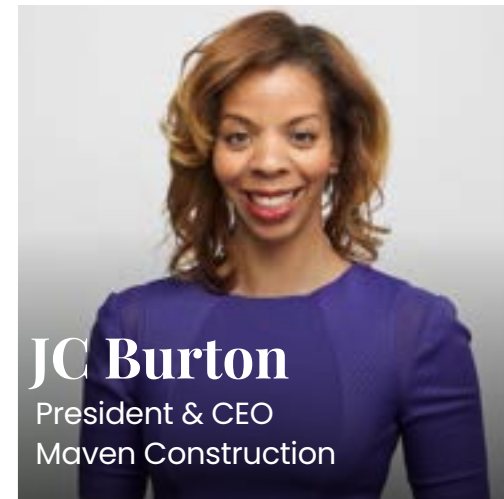
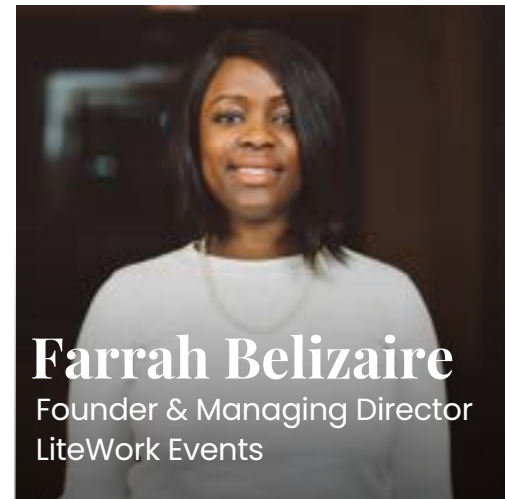
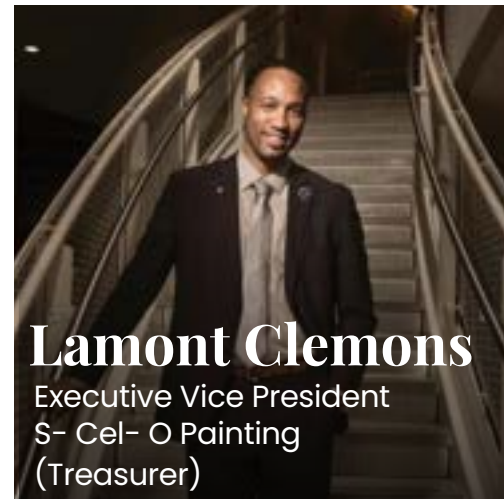


\*The team pictured reflects the BECMA Team as of 4/15/23.

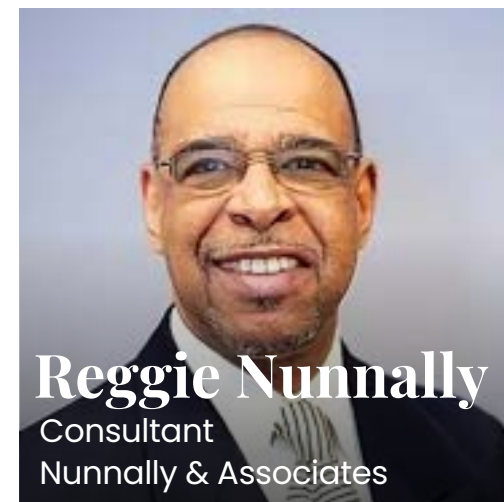
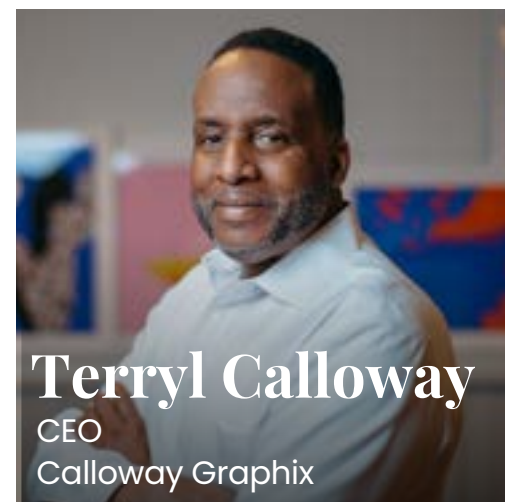


# OUR BOARD

Guiding BECMA towards a more Inclusive and empowered future



## Emeritus





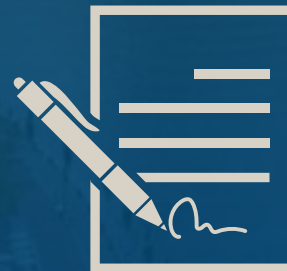
# HOW CAN YOU SUPPORT US?



**MAKE A CONTRIBUTION** to our general operating fund to help us further increase our staffing capacity and increase our ability to provide emergency financial support to businesses in need.



**BECOME A MEMBER** to work with our team and partners to close the Massachusetts racial wealth gap.



**MAKE A COMMITMENT** to be the change you want to see in Massachusetts by engaging in allyship with BECMA and our partners.