



The **Diversifying Ownership Pilot (DOP)** aims to facilitate the purchase of companies by African American and Hispanic/Latinx business professionals. The pilot's primary objectives are to help African American and Hispanic/Latinx entrepreneurs acquire established businesses and support these entrepreneurs as they scale these businesses into high-growth companies.

This pilot presents attractive opportunities for all stakeholders. For business owners in Cook County's South Suburbs, it provides a "liquidity event" to cash out on the value of their company. For diverse professionals, it provides a path to business ownership and an opportunity to affect real economic growth in the south suburbs sub-region. For investors, it is an opportunity to achieve market-rate investment returns while also making a positive social and economic impact in underserved communities.

The DOP is a program of the Southland Development Authority (SDA) that will foster long-term economic development.

## IDENTIFYING HIGH-GROWTH COMPANIES

**We are Seeking Owners Willing to Sell Within Six (6) Months.**

Help us identify companies that have growth potential and pinpoint businesses in industries that possess strong growth, profitability, and stability characteristics:

- **Revenue Size** – At least \$2 million in annual sales
- **Financial History, Profitability, & Cashflow** – Positive profitability and cash flow history for the past two years
- **Growth Trajectory** – Industry is emerging or mature/stable

## IDENTIFYING DIVERSE BUSINESS PROFESSIONALS

**We are Seeking African American and Hispanic/Latinx Entrepreneurs and Business Professionals Who Want to Acquire a Business.**

Help us identify individuals who are qualified and interested in this opportunity. Candidates with the following attributes are of particular interest:

- **Managerial Experience** – Mid- or upper-level manager experience at a mid- or large-size firm
- **Entrepreneurial Experience** – Experience building and sustaining a self-sufficient business
- **MBA Graduate or Business Training** – Ready to buy and manage a growing enterprise
- **Capital and Credit** – A minimum of \$50,000 in savings and a credit score of 680

**To recommend high-growth businesses or entrepreneurs for participation in the program, please contact:**

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