

# Mission-Focused Investments

Community-focused companies often face barriers to securing the growth capital they need to scale. This is especially true for companies run by entrepreneurs of color or who serve traditionally disinvested communities. Options are often limited to taking on debt or turning to capital that benefits the investor more than the business. Momentus Capital is changing that paradigm by providing the non-dilutive capital needed to grow at a pace that aligns with the strategy of the company.



Are you looking for an investor partner to support your growth without giving up control of your business? **We deliver a new approach.**

**Our Investment Offerings:** Momentus Capital utilizes a flexible, non-dilutive investment approach that targets for-profit, growth-stage companies owned by entrepreneurs of color or who have a strong community presence.

## Non-Dilutive Preferred Equity

Flexible investment options that allow cash flow positive businesses to pay a fixed payment and dividend

### Criteria

- **Minimum revenue:** \$2 million
- Profitable with a minimum \$1 million of EBITDA or net profits

### Terms

- **Investment Amount Range:** \$1-\$5 million
- **Tenure:** 3-5 years
- No asset requirements
- Return of preferred equity to business as business makes fixed and dividend payments

## Mezzanine Debt

Non-dilutive debt financing that helps companies bridge between rounds of equity

### Criteria

- **Minimum revenue:** \$2 million+

### Terms

- **Loan Amount Range:** \$1-\$5 million
- **Use of Proceeds:** Growth and working capital to bridge to an equity raise
- **Tenure:** 12-24 months
- No asset requirements
- No personal guarantees
- Low Warrant Coverage

## Revenue/Profit Sharing Structures

We offer these options in combination with our other approaches through investments that do not require assets

### Criteria

- **Minimum revenue:** \$2 million
- EBITDA or cash flow positive or clear path to profitability

### Terms

- **Investment Amount Range:** \$1-\$5 million
- **Tenure:** 3-5 years; no long-term entrenchment in the business
- No asset requirements
- No personal guarantees

Learn more on our [website](https://www.momentuscap.org) or contact us directly at [investments@momentuscap.org](mailto:investments@momentuscap.org).

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# We help build inclusive & equitable communities by providing people access to the capital & opportunities they deserve.

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## Our Unique Approach

We aim to support the growth of companies in service of driving meaningful and measurable outcomes in the communities they operate. Through this work, we partner with mission-focused companies to create a virtuous cycle of economic prosperity that aims to grow the company, create impact, and ensure wealth remains within the community. This includes:

- Helping investees scale, create jobs, and address social determinants of health
- Bringing institutional capital to disinvested businesses and communities
- Addressing systemic issues of inequality and closing the racial wealth gap

## Sectors Served

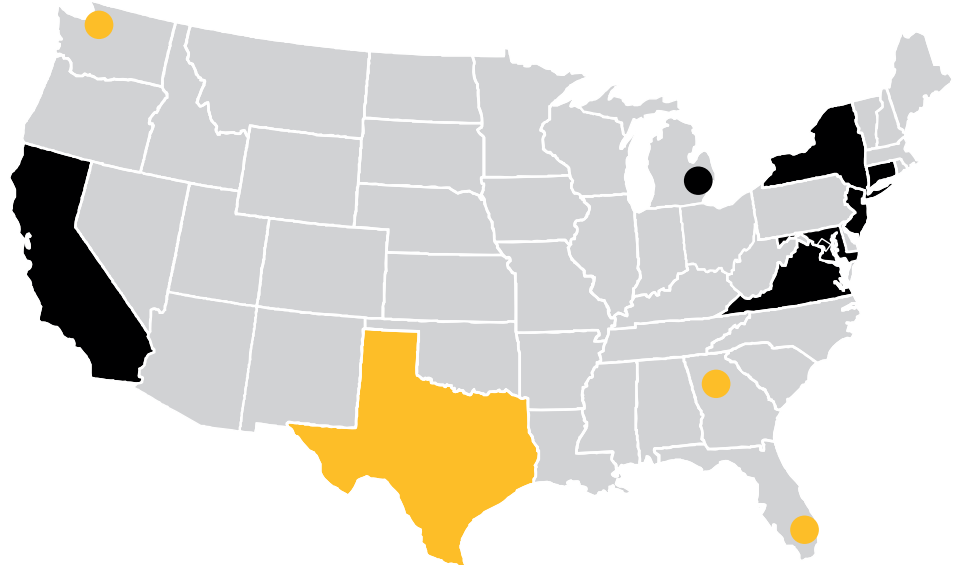
We provide impact investments to a broad range of companies who are focused on driving solutions that support the following outcomes in their communities:

- Increasing access to health care or insurance
- Increasing access to affordable, healthy food
- Increasing cooperatives or worker/community-owned businesses
- Growing positive impacts for small businesses and community development
- Creating generational wealth

## Geographic Focus

We realize the importance of fostering deep connections with communities to understand their needs and work with them to create tailored solutions. To that end, we cluster our investments in places where we can maximize our impact including:

- **Core markets:** California, New York, New Jersey, Connecticut, Washington DC, Maryland, Virginia, Detroit metro
- **Growing markets:** Texas (Dallas-Ft. Worth, Austin, Houston), Seattle, Miami, and Atlanta
- Companies outside of these geographic areas will be considered on a case-by-case basis.



Learn more on our website: [momentuscap.org](https://momentuscap.org)  
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## The Momentum Capital Family of Organizations

The Momentum Capital branded family of organizations is dedicated to ensuring local leaders have equitable access to the capital and opportunities they deserve. Rooted in social mission, we support locally led solutions through our continuum of lending, impact investments, training

programs, technology platforms, investment banking, and transaction advisory services.\* Leveraging 80+ years of combined experience, we are transforming how the financial sector can help communities build health & generational wealth. Learn more at [momentuscap.org](https://momentuscap.org)

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CAPITAL IMPACT  
PARTNERS

**Ventures**  
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**CDC**  
Small Business Finance

**MOMENTUS**  
**SECURITIES**

\*Investment banking and transaction advisory services provided by Momentum Securities, a Finra-member broker/dealer.