

2011

ANNUAL REPORT

Increasing Success across the State



**African
Development
Center**
of Minnesota

Dear Friends,

When the African Development Center was just a notion back in 2002, we never would have guessed that 10 short years later it would evolve to the level of reach, impact, and recognition that it holds today. We are extremely grateful for the countless supporters, funders, and partners that helped us reach these levels and, more importantly, helped ADC continue to provide the education, consultations, and resources necessary for the economic and financial success of the growing new American communities of African immigrants and refugees throughout Minnesota.

We cherish the opportunity this Annual Report gives us to update you on the accomplishments of ADC in 2011, as well as the potential created for the future of this organization and the community it serves. 2011 was a truly a year of growth, partnerships, and impact, as we:

- Opened a satellite office in Rochester, Minnesota to serve the growing community of African entrepreneurs in that region of the state;
- Purchased and renovated an office building in downtown Willmar, Minnesota to serve as the ADC Central Minnesota satellite location;
- Joined with the Rochester Area Chamber of Commerce to conduct the first-ever survey of African-owned businesses in the region;
- Collaborated with 5 other public and private institutions in Willmar to conduct the first community meeting focused on building cultural awareness discussions related to the growing African community in that region;
- Named as an official Micro-Lender by the Small Business Administration of the United States;
- Completed the process necessary to be successfully approved by the Charities Review Council to assist potential funders and contributors to ADC;
- Celebrated the 1st Anniversary of the Afro Deli and Coffee - our social venture and delicious restaurant located within our Main Office building;
- Transformed our Business Breakfast Roundtable into a consistent and impressive monthly meeting of the area's most influential decision makers;
- Partnered with the Wilder Foundation to conduct an economic impact analysis of the work of ADC - the impressive results of which are available on our website

We are truly proud of all of the strides of ADC, but the economic impact report is uniquely special. ADC can go through the motions of activities and create hundreds of partnerships, but unless our actions have a direct impact on the clients and communities we serve, it means nothing.

Please enjoy the stories in this report on some of 2011's biggest accomplishments, but be sure to visit our website and social media to review the many other write-ups and stunning pictures and videos that did not make it into this limited space. Thank you all for your support to make these successes possible, and we welcome your continued friendship in the years to come.

Sincerely,



Hussein Samatar

Hussein Samatar
ADC Executive Director



Bamson Fadipe

Bamson Fadipe
ADC Board President

ADC Program Impact

Business Development

- 79 graduates from our entrepreneur training workshops throughout the year
 - 47% of businesses financed by ADC have graduated from these classes
- \$583,800 in loans given to 19 African-owned businesses in the Twin Cities
 - 5 of these businesses were start-ups and 12 were existing
 - 100% of loans placed in low income areas of need
 - Gender breakdown of 2011 loan recipients was 53% female & 47% male
- Delinquency Rate of ADC portfolio at year-end was an astonishing 3%
- Equity injected into economy by ADC business clients was \$471,500 in 2011

Housing Education and Counseling

- 27 first-time homebuyer workshops held with 255 graduating families
 - 12 held in Minneapolis and 15 held in Greater Minnesota
 - 46% of all graduates successfully purchased homes (117 families)
 - Avg home price: \$125,000 = \$14,625,000 total injected into market
 - Avg down-payment & closing assistance: \$6500 = \$760,500 in total
- 112 families received one-on-one counseling state-wide
 - 18% successfully purchased homes (20 families)
 - Avg home price: \$125,000 = \$2,500,000 total injected into market
 - Avg down-payment & closing assistance: \$6500 = \$130,000 in total

Financial Literacy Education

- 7 financial literacy education workshops held state-wide
 - 2 held in Minneapolis and 5 held in Greater Minnesota
 - 82 households attended and successfully completed these workshops

ADC Financial Information

Statement of Financial Position

Assets

	2011	2010
Total Current Assets	\$1,225,515	\$1,061,921
Long-Term Assets	\$5,190,067	\$4,805,239
Total Assets	\$6,415,582	\$5,867,160

Liabilities and Net Assets

Total Current Liabilities	\$ 685,539	\$ 757,881
Long-Term Liabilities	\$4,055,599	\$3,565,439
Total Liabilities	\$4,741,138	\$4,323,320
Unrestricted Net Assets	\$ 419,094	\$ 701,940
Temporary Restricted Net Assets	\$1,255,350	\$ 841,900
Total Net Assets	\$1,674,444	\$1,543,840
Total Liabilities and Net Assets	\$6,415,582	\$5,867,160

Statement of Activities

Total Support and Revenue	\$1,335,653	\$1,303,432
Total Expenses	\$1,205,049	\$1,137,941
Change in Net Assets - Operating	\$ 130,604	\$ 165,491

Meeting the Demands of Greater Minnesota

Almost 13% of Minnesota's foreign-born residents are from Africa: a percentage higher than any other state in the nation. Most African immigrants are from Somalia, Liberia, and Sudan, but there's an increasing influx from Nigeria, Ethiopia, and Eritrea as well. The African Development Center was born to plug in the holes left by mainstream development institutions when it comes to the complex needs of this community of new Americans.

Against historical trends of settlement, the newest African communities have moved beyond urban pockets and cities, and into various regions of Greater Minnesota. According to Executive Director, Hussein Samatar, "The pattern of movement of immigrants is changing. Gradually, they have started moving outside the metro in search of better jobs and spacious housing opportunities."

To meet the growing demands of this expanding community, ADC has spent the last few years developing strategies, systems, and tools to reach these new Americans state-wide.

Offering workshops, seminars, and services in more than seven Minnesota cities, ADC has worked diligently to create relationships and networks with partners in various regions of the state that are proving to be crucial components of success.

2011 saw the opening of two new ADC satellite offices in the cities of **Rochester** and **Willmar**. Each of these cities has their own unique set of opportunities and challenges, and ADC is excited to bring change and prosperity to these regions of Minnesota.



Rochester, MN: Growing Opportunities

The area within and around Rochester, Minnesota continues to experience a tremendous amount of population growth, which has historically included a substantial percentage of immigrants from across the globe. Of the most recent arrivals, includes a substantial and growing number of African immigrants and refugees.

ADC expanded its operations and services to this region a few years ago to offer its culturally-competent economic development products and services to this emerging community of Southeastern Minnesota. Now, with a generous donation of office space from the **Rochester Math and Science Academy**, ADC has increased its commitment and capacity to this city and region, and begun to develop important partnerships with crucial public and private institutions.

One such partner is the **Rochester Area Chamber of Commerce**, with whom ADC recently released the first-ever report on African-owned businesses in the region. Available on the ADC website, this project



illustrates the understanding that is growing throughout the region, regarding the positive economic impact this new group of American entrepreneurs can have on the entire community and economy of Southeastern Minnesota.

*Left: Ribbon Cutting - ADC Rochester
Below Left: John Wade - RACC President
Right: ADC Willmar Office Building
Mid Right: Bremer Bank St. Cloud
Bottom Right: Ribbon Cutting - Willmar*

Willmar, MN: Educate and Empower

Another historic area for immigrant growth, the Central Minnesota region around the city of Willmar has been a location of ADC activity since 2007. In 2011, the African Development Center substantially increased its commitment and investment in the area, with the purchase and full renovation of a beautiful downtown office building. Once the Willmar Chamber of Commerce headquarters, this location is now serving as the regional ADC satellite office for the Central Minnesota cities of Willmar, St. Cloud, and Marshall.

The Grand Opening event in September brought a large crowd to the facility - newly glowing in a fresh paint of ADC green - on Litchfield Avenue. From community members to local officials and business owners, this crowd represented precisely the incorporation of diverse groups called for by those who spoke that day.

The needs of this region are both substantial and quite diverse, but rely on an increased level of community education and discussion. Increasing this level of shared engagement was an envisioned and deliberate purpose of ADC purchasing this building. With this functional and symbolic move to Central



Minnesota, ADC is now better able to initiate and facilitate the conversations and partnerships necessary to not only bring financial success to the growing African communities of the area but also greater economic prosperity to the region.

In addition to providing counseling and training to its clients on financial issues, ADC facilitated a number of discussions in



the region on some of the cultural topics impacting the financial process and perception of many within this new community of

Americans. ADC was also proud co-lead the first public discussion in Willmar on these exact topics, which brought more than 650 participants.

Like Rochester, ADC is proud to partner with **Willmar Area Chamber of Commerce** in much of its work in the region, and invites you to read the joint survey report on the African-owned businesses within the city, when it is released in the summer of 2012.



International Recognition

The economic development model of ADC continues to attract attention not just at the state level, but nationally, as well as across the globe. In addition to the recent support from national foundations and federal programs, ADC has acquired a number of new international partners over the last few years. One of the most prominent years of international activity and relationships for ADC, 2011 was a milestone year due to the following events:

- In the spring, ADC co-hosted, with the Minnesota International Center, a group of 10 Somali delegates from the Nordic countries of Sweden, Norway, Finland, and Denmark, as they examined the integration of Somali immigrants into American society.

Being from European countries feeling a similar growth of Somali immigrants and refugees, these delegates were most interested in the visits to Somali businesses in the city, and looked forward to ways of duplicating this entrepreneurial drive in their Nordic countries.

- Around the same time, Executive Director, Hussein Samatar, travelled to Sweden as part of an invitation to speak at a national conference on integration, as well as meet and discuss these issues with many local officials across the country. With visits to nearly a dozen cities, seminars and meetings with academics, Ministers, and Ambassadors, this was a fascinating experience, with much learned by all involved. We invite you to read more about this trip in Hussein's blog within the ADC website (www.adcminnesota.org).



- As part of her visit in the Twin Cities, U.S. Ambassador to Denmark, Laurie S. Fulton, made a point to meet with ADC staff and discuss the issues of integration and entrepreneurship in hopes of bringing proven strategies and suggestions to the current and future discussions within her host country. As mentioned, Denmark is one of the Nordic countries grappling with an influx of East African immigrants and refugees.



- As a direct result of this meeting with Ambassador Fulton, ADC hosted a delegation from Denmark in the fall. This group, from the city of Aarhus, toured a number of African-owned businesses, as well as the Wells Fargo Metro South Branch, which is led and largely staffed by members of the East African community. This, like the previous activities, was a wonderful opportunity to showcase the positive economic impact this community of new and driven entrepreneurs can have on a region and state.



ADC is proud of these new relationships, and excited to contribute to this important international discussion.

Funding and Support - 2011

Organizations

Over \$100,000

Surdna Foundation

\$50,000 - \$100,000

Blandin Foundation
Otto Bremer Foundation
Twin Cities LISC

\$20,000 - \$45,000

Carolyn Foundation
Comcast Foundation
HECAT
Minneapolis Foundation
Wells Fargo

\$5000 - \$15,000

Marbrook Foundation
Willmar Area Community
Fund

\$1000 - \$2500

Associated Bank
Augsburg College
Fidelity National Information
Services

Smith Partners, PLLP
Triangle Park Creative
U.S. Bank
Western Bank

\$100 - \$1000

A-Z Merchandise
Brabbit & Salita, PA
Flannery Construction
Food Facilities Design
Jeylani Transportation
Lotts Tax & Accounting
Royal Transportation
Twin Cities Airport Taxi
University Halal

Felicia Ravelomanantsoa
Joe Selvaggio
Jo Ann Vano
Steve & Marilyn Wellman

Key Volunteers & In-Kind

Nimo Ali
Mary Barghout
Brandon Baumbach
Hodan Bile
Rose Carr
Leo Ekpee
Emily Green
Barbara Lightsey
Ward Monroe
Sylvester Ndhlovu
Aziz Osman
Kim Quayson
Henry Rucker
Al Smith
Brea Turner
Jeff Washburne

Individuals

Donors

Nelson & Charisse Adamson
Lanora Brooks
Nancy & Jim Hendrickson
Gary Hesser & Nancy Homans
Karen Kelly-Ariwoola
Jeri Nelson

How to Get Involved

The work of ADC would not have been possible in 2011 without the support of those listed above. Further, there are countless others who gave their time and support to the African Development Center in a variety of other ways. As ADC expands to serve the growing number of African communities throughout the entire state of Minnesota, so does the need for continued support from organizations and individuals such as yourself.

There are many opportunities for you to get involved with the efforts and impact of ADC. Please consider a *financial contribution*, or one of the following activities:

Events - from the *Annual Gala* to our monthly *Business Breakfast Roundtables*, these are wonderful occasions of discussion, education, and celebration.

Visit Us - Stop by anytime to visit our beautiful public art gallery, *AfroUniversal*, or enjoy a delicious meal from our social venture, *Afro Deli & Coffee*, at our Main Office.

Spread the Word - Keep abreast of ADC activities through its website, social media accounts, and newsletter, and share the developments and impact with others.



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www.adcminnesota.org



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ADC offers services statewide, including the eleven-county metro area of the Twin Cities, as well as seven Greater Minnesota sites: Faribault, Mankato, Marshall, Owatonna, Rochester, St. Cloud, and Willmar.

ADC Rochester

415 16th Street SW
Rochester, MN 55902
507-282-7333

ADC Willmar

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