

Leticia "Letty" Vélez

A Business Leader



Is a relationship driven transformational leader & proven Latina Serial Entrepreneur, who believes in creating value for her Business Stakeholders & Community Partners, also known as the "Ultimate Connector & Community Navigator." She is a strong advocate for Small & Minority Owned Businesses, a voice to Legislators & Corporations on Small Business rights & needs, driven on equity justice. A driven powerful convener, changemaker, & activator, unapologetic about creating visibility for SBs in the business arena. Known by some to shake things up as a disruptor & cause a positive empowering interruption to a business world where innovation & think visionaries are hot commodities.

Selected by Stanford University for their global 2020 inaugural cohort Stanford REBUILD, as a "disruptive innovator that will help Covid 19 healing" & IC U program team project outcome. Having founded, led & managed multimillion-dollar businesses, transformed struggling procedures into successfully efficient businesses, implementing cultural transformations, consensus strategies, & strategic change management skills. Goldman Sachs 10,000 Small Business Chicago Cohort 1 Alum & Ambassador, formerly in inaugural commercials, sent to the White House to speak on behalf of small businesses, now on their 10K SB Voices Access to Capital Task Force.

Her drivers are revenue growth, amplifying the brand, Access to Capital, "grant" & recovery funding focused, & cohorts of learning. Essential execution strategy, emotional content communicator that is relational, success formula basis: consensus actions, & environmental scanning are part of her DNA. Theory of change, possibilities with collaborative & empowering think tank processes of engagement are the essence of her work. As a national speaker her message is everyone at the table, inclusivity at the forefront. The greatest reward & joy of her work-getting funding for clients, pouring respect into them & their work, her knowledge & access as a new door of opportunity like they have never seen or experienced before. Successfully mastered Federal pandemic grants for underserved businesses & nonprofits, successfully acquired over \$6m in grants & Federal funding.

2021 she applied & was interviewed by the White House & SBA Administrator Isabella Guzman to be a part of the Biden-Harris Administration to oversee 6 states in the Midwest. The experience was an honor as a passionate US Citizen, a Latina leader, & businesswoman unstoppably driven to impact the masses & who aspires to serve her country.

***Vélez Global Enterprises-** President/CEO, Is an innovative professional service consulting company that brings impact & substance back to businesses through strategic & purpose/socially driven initiatives. Our three essential foundational pillars are: Revenue Growth, Amplifying the brands & Access to Capital/Grants. Executed through passionate customer service, proven competitive strategies, & resources through affiliate alliances in Corporate, Nonprofit & Government sectors. We amplify the leader's brand with mass access to decision makers, where the company's brand is automatically elevated for revenue growth. Our innovative & disruptive emotional strategies are the critical game changers to our successes. We see & understand the client's values, & assist them in seeing their unique services & products, awakening them up to the amazing values of who they are with a new lens. Experts in training on Linked IN, & career professional development. New diverse insights, environmental scanning, for profit/social KPIs, consensus team inclusion processes, & theory of change practices. From Alumni Relations Strategies & Development, Nonprofit, or Sponsorship resources, & Corporate Affairs consultants. Grant funding & writing experts. Our vision is people, communities, & inclusiveness. A team of underdog genius visionaries & passionate action doers. Transforming the businesses from the inside out with innovative & inspirational methodologies for successful pivots. We create excitement, rejuvenating the team with consensus buy in, new business opportunities & supplier empowerment. Our relationships trust who we bring to the table & the social economic impacts.

***IC U/Latinas-** CEO & Visionary Founder, cohort of learning, from short term express cohorts, to our 1 year program support, growth support services & access. Transforming Latinas before your eyes, their businesses will accelerate with double & triple proven methodology innovative solutions. High level training, hands on solutions, tools that transform, innovative strategies, grants/access & a tribe like no other. Latina entrepreneurs are the fastest growing SBs in the US, we have stepped in to elevate & uplift their access.

***IC U Community Navigator-** CEO & Founder, Nonprofit that is driven on solutions for small businesses & underserved communities. We are transforming people inside out, bringing honor, integrity & love to the forefront. Our focused communities are: Hispanic, Veteran, Women & Small Businesses. Our high-level cohorts of learning are the best in the country bringing operational hands on proven innovative methodologies, mindset rewiring, processes, access to capital, contracting, minority certification to name a few.

***IC Genius-** former, CEO Visionary Co-Founder, Game changing Advisory Board Membership digital based technology, strategies & partnerships. Disruptive professional business Advisory Board Membership that leads beyond expectations, with live Masterful Expert interviews, trainings, a social tribe community, annual retreats, & so much more.

***Chicago Mini Bus Travel-** former, Founder, President/CEO, driven by providing clients with safe, reliable & affordable transportation. Multimillion dollar revenue, 1st Chicago Latina owned bus company, & created Walmart's first free shuttle contract in the US. Worked with the NFL, Chicago Bears, McDonalds, Chicago Cubs, Hyatt, Hilton, etc.

Board & Advisory Participation

Philanthropic & Social Enterprise Commitments

Ms. Vélez & her companies over the years has donated transportation, financial support, participated in fundraising to charitable organizations or events, donated time to causes alongside her teams & individually. She values “Sharing it Forward” thru mentorship & connecting people. She believes in & supports organizations that are innovative with progressive community strategies for sustainable & financial empowerment, economic impact that will affect today & generational legacy sustainability. She is a Community Navigator who leaves a mark of sustainable tools for growth & success. Passionate on Social Enterprise for Non-Profit & for profit businesses. Recently Founding IC U/Latinas cohorts of learning, a mission to help Latinas in their career aspirations & small business growth goals. Always sharing real life effective strategies for out of the box approaches, pivots, by a multimillion dollar annual generating leader & conceptual proof. Veteran & the ecosystem for the military family is essential to her work on bringing honor & integrity back to our Veterans & their families. Working on IC U/Vets a new cohort of learning for individuals & their family members to receive the best high level access, funding resources & support anywhere in the country. Recently incorporating IC U Community Navigator, a nonprofit, to address head on the needs of small businesses, especially in our underserved communities.

Passionate Drivers of Success

Ms. Vélez is committed to building relationships with sustainable partnership & business community impact that is duplicable. Creating solutions through socially driven community impact strategies & collective vision, where businesses will feel different from the inside out. Her drivers are: respect, integrity, responsibility, accountability, ROI on deliverables, teamwork, access to what other people know, mental health, laughter & fun. Adaptability, global vision, & thinking out of the box are essential ingredients. In 2021 she was asked by a legislator to do a 1 page summary with Small Business owners on the PPPL funding challenges, that was read in March in Congress & is now on record. In April Goldman Sachs nominated her to be in the national Senate Small Business Committee video on the Federal funding-SBA EIDL & PPPL, coming soon. Her current focus is grants, & helping Small Businesses learn how to fish, the world has changed & so have the methodologies. Emotionally & relationally driven, pivot speed, & inclusive inside out.

Board &/or Advisory Participation Ms. Vélez is a Member of many national, regional & local organizations including:

- 2016- present-State of Illinois Comptroller Susana Mendoza Collective Advisory Board Member
- 2020- present-State of IL Latinx Leadership Colectivo Advisory Member
- 2021- present-State of IL Latinx Colectivo Subcommittee Building Trust, Member
- 2021- present-State of IL Latinx Colectivo Subcommittee Funding Opportunities, Member
- 2020- present-State of IL Women’s Business Collective Advisory Member
- 2012- present-Goldman Sachs 10,000 Small Business Ambassador & Voices National Member, Captain (2020-present)
- 2021- present-Goldman Sachs 10,000 Small Business Access to Capital Task Force
- 2021- present-LULAC National Innovation & Technology Committee, Vice Chair
- 2020- present-Latinos Con Biden, outreach participant
- 2019- present-Enterprising Women Magazine Advisory Board Member
- 2021- present>Hello Alice Org National Partners, Member
- 2019- present-Homeland Security Chicago Citizen’s Academy Association, President

Previous Board or Advisory participation: Small Business Groups on Linked IN, Corp. Adviser Leader, Partnership for a New American Economy, Cook County 2nd District Economic Development Advisory Board, HACU, Chicago & Puerto Rico Confr. 2019 Host Committee, *National Urban Fellows*, *Mujeres Latinas en Accion*, *Puerto Rican Chamber of Comm*, *Illinois Hispanic Chamber of Comm*, *City of Chicago Task Force*, *Cook County Workforce Investment Board*, *NAWBO*, *Women’s President Organization*, *Women Impacting Public Policy*, *Instituto del Progreso Latino*, *Chicagoland Chamber of Comm Small Business Advisor*, *World Business Chicago: Strategy 10 Initiative Committee*, *Women with a Purpose Global Summit Advisor*, *The Aspen Institute*, *Chicago Confr.* 2018 Host Committee, *Latinos for Rahm*, *Campaign for Rahm Emanuel 2015*, *Commissioner Richard Boykin Small Business 1st District & Hispanic Advisory Board*, *Enterprising Women Magazine*, *Congresswoman Robin Kelly Small Business Advisor*, 2nd District , *Small Business Access to Capital Advisor City of Chicago*, *NLBWA*, *Homeland Security Citizen’s Academy*, *Chicago Advisory Board President*. **Alum of:** *SBA Emerging Leaders*, *Walmart America’s Leaders of Change*, & *Goldman Sachs 10,000 Small Businesses*, *FBI Citizen’s Academy 2018 Alum*, *Congresswoman Robin Kelly Latino Advisory Group*, *Stanford University Inaugural Cohort Participant*-Stanford REBUILD, **“IC U”** Covid 19 Recovery Project, *Wells Fargo National Women STEM Connector Mentor*, *LUV Institute*, *Board Member*, *LULAC Natl Military & Vets Comm*, *LULAC #5238 & DLN Advisor*

Linked In Information

<https://www.linkedin.com/in/lettyvelez/>

Ms. Vélez credits the relationships she has built through these organizations for contributing to & supporting her success & growth: Walmart/Sam’s Club America’s Leaders of Change Program, Goldman Sachs 10,000 Small Business Program, SBA Emerging Leaders Program, & Stanford REBUILD. She was honored to help create Walmart’s 1st free shuttle program. She was in the original commercials for Goldman Sachs 10,000 Small Business Chicago & sent to the White House on behalf of small businesses, during President Obama’s Administration. Linked IN Corporate Headquarters in 2019 invited her to be 1 of 4 leaders to help them on small business offerings & processes, due to her successful work as a small business, outreach & growth in her own Linked IN page.

Featured in: *SBA EIDL & PPPL FOX News Small Business* <https://www.fox32chicago.com/video/673333>

Goldman Sachs 10,000 Small Business Prog, original Chicago commercial <https://www.youtube.com/watch?v=LgZZ3u2vNqc>
https://yourstoryourway.com/wp-content/uploads/2018/09/CMBR_April2013CabreraCover.pdf

Linked IN “Walking with Giants & the Behemoths” <https://www.linkedin.com/pulse/walking-giants-behemoths-letty-velez/>

Honorable Awards & Accomplishments

2009 Panelist for the Latina Style Business Series

*Panelist for NCLR, Sam's Club Global Holiday Conference Guest Speaker, Panelist for WIPP in Washington DC, Featured in the New York Times "One in Four Businesses Calls the Owner Ma'am", Negocios Now "Cuando el éxito llega en guagua", & Honoree of Chicago Latino Network's Latina Entrepreneur of the Year

2010 Honoree Enterprising Women Magazine 'Woman of the Year', Chicago Latino Network Schmooze Fest Speaker, Negocios Now, "Terremoto de Hati se sintió en Chicago", Hoy's "Una Flotilla de Minibuses en Pleno Crecimiento", Appearance on 'To the Contrary' (A PBS Program), Featured in Crain's "Info Junkie", IL State Treasury "Woman on the Rise" Award Honoree, Honoree of Latina Social Magazines "Six Latina Entrepreneurs of the Year Who Make a Difference", & Sam's Club USHCC Bizfest speaker

2011 "Delicate Balance" Robin Kelly Foundation, Cristo Rey "Career Day" Panelists, Featured in Walmart's Global Sustainability Report, LULAC "Agents of Change", "America's Leaders of Change" National Urban Fellows Alum Sponsored by Walmart, Illinois Latino Caucus Foundation award recipient "Service Award", Featured on Univision "Lideres en Accion", Negocios NOW "Las Guguas de Walmart", Panelist for Sam's Club YBM Meeting, Walmart Chicago Supplier Diversity Speaker, & La Raza "Mujeres Destacadas Awards" Honoree

2012 Graduate of Chicago's 1st Cohort of Goldman Sachs "10,000 Small Businesses Program", Enterprising Women Magazine Cover Story & Speaker, Panelist for the United States Chamber of Commerce Conference for Goldman Sachs, Panelist for the Federal Reserve Bank, Negocios NOW Inaugural Honoree "Entrepreneur of the Year", & Alum of the Goldman Sachs "10,000 Small Businesses Program" selected for Global Commercial Recognition

2013 "Women of Promise Tea Party" for Lake Park HS in Roselle, Comptroller Judy Baar Topinka's Women's History Month Honoree, Chicago MSDC, CBOF issue of Chicago Minority Business Report the "Letty Vélez Promise", "Access to Capital, look at who's really lending" Moderated & Created by Vélez Global Enterprises, Top 500 Emerging Businesses in the US by DiversityBusiness.com, Walmart "Women in Leadership" Panelist, Chicagoland Chamber of Commerce "How to make the most of your membership & Find money for your growth plan Opportunities" Speaker, Verizon Business Honoree category "Nueva Latina Award", Office Max "Inspire Great Work" panelist, Itasca Bank "Secrets of Successful Women Entrepreneurs" Panelist, Illinois Legislative Latino Caucus "Leadership & Empowerment for Latinos" Panelist & Honoree, SBAC & Sam's Club Speaker, & Chicagoland Chamber of Commerce Small Business Advisory group

2014 National Hispanic Sales Network panelist, World Business Chicago: Strategy 10 Initiative Committee, LaRaza "Mujeres Destacadas" Key Note Speaker, ALPHA "Ingredientes para el Éxito," Sponsored by Dominoes Pizza, SBA "Emerging Leaders Program" Graduate, United States Chamber of Commerce Blue Ribbon Award Winner, Featured in the Chicagoland Chamber of Commerce, "Chicago-Style Small Business Success stories", WGN Chicago Radio Speaker

"Access to Capital, look at who's really lending" Moderated & hosted by Vélez Enterprises, American Express "Open Forum, CEO Boot Camp" Speaker/Mentor, Walmart Regional "Women in Leadership" Speaker, & Crain's "Small business owners weigh in on challenges"

2015 IC Latina's "New Year, New You, be your own Jefa", Speaker "1st District: State of Emergency: Our Public Safety Crisis", Negocios NOW: La Paella "Verizon Nueva Latina" Speaker, Verizon Nueva Latina "Today's Inspired Latina" Speaker, Macy's celebrates Hispanic Heritage Month "Los Influyentes" Host/MC, & "Cooking with Trout" Susana Mendoza, Chicago City Clerk, MC

2016 *Verizon Nueva Latina "Business Blogger" Contributor, Mujer Latina Today "Speak-Up Latina" featured Speaker, Featured with the Chicago Community Trust "On the Table" stories, Featured on Partnership For A New American Economy "Video for a New American Economy", "US Minority Contractors Assn: Entrepreneur Training I Program" Speaker, "US Minority Contractors Assn: Entrepreneur Shark Tank" Panelist judge

2017 Prospanica Summer Enrichment Program", guest Speaker, "HB40, JB Pritzker Women's Event" Co-Host & Speaker, & Walmart "America's Leaders of Change, ALOC," Panelist

2018 Tired of Hearing No, Access to Capital event" Chicagoland Black Chamber of Comm. Moderator & Created by Vélez Global Enterprises, Culture Impact Radio, Jennifer Sanchez Creator Interviewing Latina Leaders, Interviewee/Speaker, "Unstoppable Women Disruptors" Hosted & Created by Letty Vélez & IC Latinas, Sponsored at Morning Star Headquarters, Mujer Renace "A Mother & Sisterhood Celebration" Panelist, GS10k ZOOM, by Elin Barton "Disruptor" Speaker & Moderator, Global Girl Media Speaker for the Day, Summer Program, "Nonprofit Collaboration & Coalition Building Within The Context of The Racial Wealth Divide" hosted by Prosperity NOW Panelist, "IC Genius, Retreat, Amplifying YOUR Br&" Trainer, "Kennedy King College Entrepreneur Class" Speaker, Inaugural Class, "Truth & Logic" interviewed Speaker, out of Kennedy King College Roosevelt University Entrepreneurship Class Speaker, & FBI Citizen's Academy Cohort Graduate

2019 University of Chicago Booth "Purpose not Profit" Speaker, Enterprising Women Magazine "Wells Fargo STEM Connector" Panelist, Glow UP Summit, Panelist, "Minority Business Owner Panel Discussion", City Colleges of Chicago, Featured in "Students Succeed at Every Day at CCC, get inspired, Letty Velez", LaRaza Newspaper/Impremedia "Mujeres Destacadas" Awards MC, Susie Carder, The Profit Coach, "Wealth Summit" Speaker, Homeland Security (HSI) Chicago's 1st Cohort Graduate & Alumni President, & Homeland Security(HSI) 1st Chicago Cohort Graduation Speaker

2020 Featured Speaker on FOX NEWS "Helpful Resources for small businesses amid coronavirus financial instability", Speaker "Chicago Marketing in a Box: Utilizing Independent, Local Media Channels, LinkedIn & Social Media" The Chicago Reader, State of Illinois Dept of Economic & Commerce "Marketing in a BOX" Speaker, "Social Justice & Public Policy" at UCLA Speaker hosted by Luskin School of Public Affairs, "Goldman Sachs 10,000 Small Business Program, virtual Capital Hill Week" Captain for Illinois & Speaker, State of IL DCEO & OMEG Speaker "The Br& of U" sponsored by Groupon, Latina Entrepreneurs NOW "The Brand of U on Camera, taught by Anita Padilla" Moderator, PSA Speaker "The Covid 19 Pivot, & revenue increase at it's best", & Latina Entrepreneurs NOW "Leading with a Lioness heart for Access"

2021 Captain & Speaker "Goldman Sachs 10,000 Small Business Capital Hill" Virtual Meeting, "Mujer Latina Today" Podcast featured Speaker, Featured Speaker on FOX NEWS "International Women's Month", "Media as a Social Institution: It's growth, change and impact on Latino's" Speaker, Hosted by the State of Illinois-DCEO Hispanic Small Business office "Acceso a la Capital para Empresas Latinx" Moderator

2022 Founder of" IC U/Latinas" a cohort of learning, launched Feb. 2022 by a grant from The Coca Cola Foundation & LULAC National

Current Companies, Past, & Alliances

