# MUSLIM ENTREPRENEURS FOR SOCIAL GOOD IN NORTH AMERICA

Organized by:



DinarStandard GROWTH STRATEGY RESEARCH & ADVISORY



A STRATEGIC AGENDA-SETTING MEETING: The Cornell Club in NYC on Thursday June 27th, 2019

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# A STRATEGIC AGENDA-SETTING NEW YORK CITY GATHERING

### AN INSPIRING GATHERING OF MUSLIM ENTREPRENEURS

"Muslim Entrepreneurs for Social Good", a Strategy-Setting Roundtable, was held at The Cornell Club in NYC on Thursday June 27th, 2019.

Over 80 social entrepreneurs were bought together from around the nation and world. The participants included key industry leaders, entrepreneurs, and practitioners from the halal economy sectors, including representatives from **Saffron Road, Guidance Residential, Crescent Foods, LaunchGood, CAIR, Saturna Capital, Islamic Relief, Noor Pharmaceuticals, Wahed Invest, Noor Kids** and many more.



# DESIGNED AROUND FOCUSED SECTORS

# The focus sectors covered at the gathering included:

- Food
- Finance
- Fashion & Cosmetics
- Media / Digital / Tech
- Travel
- Healthcare / Pharma
- Education
- Other: Lifestyle, Real Estate



# Expert Inputs & Working Sessions

The gathering was segmented to cover seven key sectors, moderated by the organizing team with attendees participating both as speakers and advisors. Breakout sessions captured structured inputs and then joint review sessions were conducted.

#### **Speakers included**

Adnan Durrani- American Halal Co./Saffron Road, Arshiya Kerani- Sukoon Active, Farrukh Siddiqui-Defynance/RedPerit, Chris Blauvelt- LaunchGood, Ruia Ahmadzada- NARI Skincare, Rushdi Siddiqui-Quest Ventures, Peter Gould- Studio Zileej, Nabeel Sharif- Serendipity Tailormade, Mustafa Patel-Clearoute, Inc., Khaled Elsayed- Guidance Residential, Ahmad Adam- Crescent Foods, and Arshe Ahmed-Medina Community Clinic, Sabiha Ansari- AMCC, Rafi-uddin Shikoh and Haroon U. Latif-DinarStandard.



FOR MANY ISLAM: "WAY OF LIFE"	TOUCHES MANY SECTORS	VALUES WITH UNIVERSAL APPEAL		
God consciousness Family values Modesty Dietary law/healthy Just and equitable financing Education Spirituality Social responsibility	Food and food services House financing Recreation Clothing Service Education Service/Charity Personal care Business to business infrastructure	Just and equitable business Zakat - charity Family values Fasting/self-countrol Wholesome food Education		

Source: State of the Global Islamic Economy 2013 Produced by Thomson Reuters/DinarStandard

# SETTING THE CONTEXT: TAKING MUSLIM ENTREPRENEURSHIP TO THE NEXT LEVEL



#### SETTING THE CONTEXT



AMCC and DinarStandard have been at the forefront of driving the conversation and agenda around American Muslim entrepreneurship forward.



We believe now is the time to shift the conversation from "what we need" to "what we can offer", on Muslims being significant contributors to the wider economy and how we can work collectively with mainstream companies to promote an ethical market economy. It's a key opportunity to direct our own narrative.



#### SETTING THE CONTEXT

#### AMERICAN MUSLIM ENTREPRENEURS ALREADY DRIVING A STRONG HALAL ECONOMY

In the last decade, we have come to understand and serve the American Muslim consumer market, and have gone from virtually seeing no awareness of Halal to Halal being available in mainstream contexts, including a playing major role in Halal product exports.



Sources: The Muslim Green: American Muslim Market Study 2014-15 produced by DinarStandard in partnership with the American Muslim Consumer Consortium (AMCC), and other DinarStandard Reports



*"Muslim entrepreneurs in North America can be a force of good for their communities, while providing economic benefits to the company and its employees.* 

It's well overdue for the leaders in this space to sit together and draw their own roadmap for what our collective future will hold."

Sabiha Ansari - Co-Founder AMCC

### THE WIDER NEED AND OPPORTUNITY

The thriving 'Halal' economy is now poised to contribute to not only Muslim consumers' unique needs but address the wider ethical and sustainable economy needs worldwide

HALAL SECTOR	WIDER ETHICAL MARKET OPPORTUNITY	SUSTAINABLE DEVELOPMENT GOALS MAPPING
Halal Products (Halal food, pharma and cosmetics ingredients)	<ul> <li>An additional \$648 billion (2015) Healthy &amp; Ethical Food market</li> <li>One third of food produced globally (\$1 trillion) is wasted.</li> <li>Halal and Healthy Food 69% pay extra for fresh, natural, and organic products.<sup>1</sup></li> </ul>	8 priority SDG Goals: #2 No Hunger; #3 Good Health; #5 Gender Equality; #8 Good Jobs & Economic Growth; #12 Responsible Consumption; #13 Climate Action; #14 Life Below Water; #15 Life on Land;
Islamic Finance	\$22 Trillion (2015) SRI, Impact Investment, and Microfinance assets • 2 billion adults worldwide don't have access to formal financial services. <sup>2</sup> • Of 400 million MSMEs in developing countries, only 15% have access to credit	11 priority SDG Goals: #1 No Poverty (Microfinance); #2 No Hunger; #3 Good Health; #4 Quality Education; #5 Gender Equality; #7 Clean Energy; #8 Good Jobs & Economic Growth; #9 Innovation & Infrastructure; #10 Reduced Inequality; #12 Responsible Consumption; #13 Climate Action
Halal Lifestyle (travel, modest fashion, media/ recreation)	<ul> <li>\$31 billion (2016) estimated sustainable/ethical clothing market</li> <li>5% of global CO2 emissions linked to tourism • 2,700 liters of water—what one person drinks in 2.5 years — is required to make one cotton shirt.<sup>3</sup></li> </ul>	7 SDG Goals: #5 Gender Equality; #8 Good Jobs & Economic Growth; #9 Innovation & Infrastructure; #10 Reduce Inequalities; #11 Sustainable Cities; #12 Responsible Consumption; #13 Climate Action

DinarStandard analysis

Nielsen, 2015; UN; FAO, 2016
 IFC; NEPC; World Bank, 2016; GIIN, 2017
 World Resources Institute; UNWTO

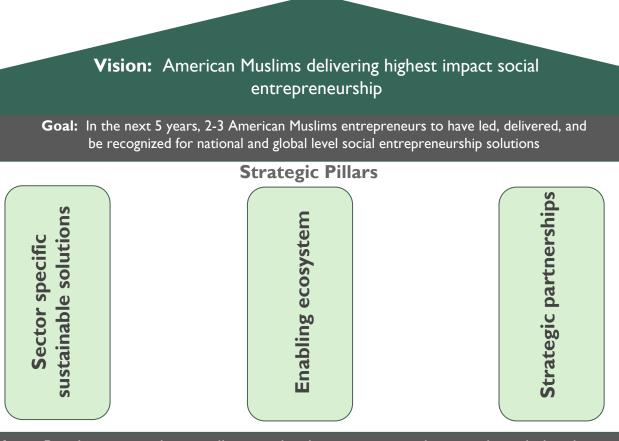


# **STRATEGIC AGENDA IDENTIFIED:** MUSLIM ENTREPRENEURSHIP FOR SOCIAL GOOD



#### MUSLIM ENTREPRENEURSHIP FOR SOCIAL GOOD

#### **PROPOSED VISION & STRATEGIC PILLARS**

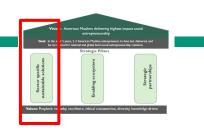


Values: Prophetic empathy, excellence, ethical consumerism, diversity, knowledge-driven



Note: Above is a synthesis by the organizing team from the gatherings identified priorities and discussions.

### SECTOR SPECIFIC SUSTAINABLE SOLUTION THEMES IDENTIFIED

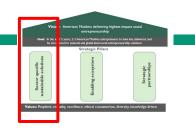


FOOD Transparency & traceability • Clean halal standards • Halal education • Ethical guidelines for all stakeholders • Academic paper on 'Halal as Humane'	FINANCE Financial and gender equality, or wealth gap • Education/finance literacy • Eliminating debt literacy	TRAVEL Carbon footprint • Balance diet while traveling • Food wastage • Islamic/spiritual tips
FASHION & COSMETICS Customer education to slow living & minimalism • Fair trade & transparency • Eco-friendly products & process	MEDIA/DIGITAL TECH/LIFESTYLE Data privacy • Fake news (education & verifying) • Diversity of Muslim voices & identifying the market	HEALTHCARE/PHARMA Higher best standards (not just halal) • Using Islamic principles to solve broader healthcare dilemmas • Differentiate consumables vs services

#### **EDUCATION**

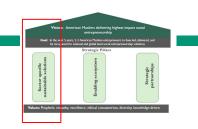
Promote a global ethical citizen • Life skills • Mindfulness

### SECTOR SPECIFIC TARGET AUDIENCES MAPPED



	Gen Z	Millennials	Gen X	Baby Boomers	People who are/have:	Notes
FOOD	☑ Muslim & Non-Muslim	☑ Older millennials, Income \$50K+			Health conscious • Active lifestyle	Honorable mentions: Latino Muslims, African American Muslims
FINANCE	Income \$10-30K	☑ Income \$40K+			Concern for environment • health conscious • concern for animal welfare	Products: home financing, saving for retirement, college planning for kids, elderly care
TRAVEL	☑ Non-Muslim Lower household income	Muslim, Income \$50K+	☑ Muslim, Income \$50K+		Muslim customer: tech savvy, Islamic values, concern for the environment, health conscious, active, concern for zabihah halal, education. Non-Muslim customer: not adherent to religion, influenced by social media, educational priorities, socially awkward	
MEDIA/DIGITAL/ TECH/ LIFESTYLE	Muslim, Household income < \$100,000	<ul> <li>Ist and 2<sup>nd</sup> Gen with</li> <li>income and time</li> <li>Non-Muslim, Household</li> <li>income &lt; \$80,000</li> </ul>	☑ 1st and 2 <sup>nd</sup> Gen with income and time		<ul> <li>Gen Z: moderately adherent, Islamic apps, tech savvy, active lifestyle, social media, phone addict</li> <li>Millennial: corporate life, culturally aware, socially conscious, active lifestyle, ethical &amp; universal values</li> </ul>	Note: Baby Boomers for funding, corporate, NFP funds
HEALTHCARE/ PHARMA					Who have access to quality affordable healthcare • Who have no/limited access to quality affordable healthcare	
EDUCATION		Muslims & Non-Muslim, Income \$80K+ , Educated, Faith/Value Based			Muslim: Global urban, online user, social justice, socially responsible, non-exclusion, • Non-Muslim: Allies, grant providers, online user, culturally aware	15

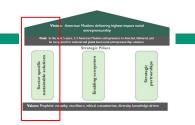
### FOOD SECTOR SOCIAL ENTREPRENEURSHIP AGENDA



- Goals: Complete transparency to avoid food fraud, with a focus on food security.
- Critical to achieve goals: Create Halal and humane standards that will help unify the Halal sector and improve the negative impressions people have about Halal slaughter.
- Obstacles: personal interest, lack of education, lack of interest in investing in tech to create the necessary data needed to incorporate blockchain, lack of agreement between Halal certifiers to create a basic standard to agree on.



### FINANCE SECTOR SOCIAL ENTREPRENEURSHIP AGENDA



- Goals: Have at least 1-2 viable choices in each major financial sector (insurance, banking etc.)
- Build an ecosystem of debt-free financial products and services to transition people towards wealth creation.
- In 15 years, can Muslim businesses make up 1% of the overall market.
- Branding be inclusive of all, be true to the market. If you say ethical, show it first with social responsibility. Be authentic.
- Critical to achieve goals: 1. Education: build an ecosystem of financial literacy programs that leverage tech specifically to help prevent getting into debt. 2. Discipline: teach people how to be responsible, and how to be smart about their money.
- **Obstacles:** Banks love to promote debt (e.g. easy access to credit).



### FASHION/ COSMETICS SECTOR SOCIAL ENTREPRENEURSHIP AGENDA

- **Fashion Goal:** 
  - Modest = Ethical
  - Leading mindset shift to slow fashion
  - Intentional prioritization of values
- **Cosmetics Goal:** 
  - Education awareness
  - Blockchain
  - Regulation



### MEDIA/ TECH SECTOR SOCIAL ENTREPRENEURSHIP AGENDA

- Growth Goal: Halal micro loan platform for Muslim entrepreneurs.
- Steps: formation of investigatory committee and building of tech for platform infrastructure.
- Accountability Goal: more positive sentiment of Muslims (more Muslim orgs/corporations in non-Muslim spaces)
- Steps: identify existing sources we must divest from, make it easy to switch to halal and ethical sources by providing a list of alternatives.
- Extra: formation of formal association of Muslims in the media, external sharing of controls/methods (?), creation of database of positive story-based resources



### HEALTHCARE/PHARMA SECTOR SOCIAL ENTREPRENEURSHIP AGENDA

- Goal 1: Bring access to affordable healthcare to all
- Critical to achieve goal: increase number of Muslim free clinics open to public, partnership of pharma (meds), Partnership of lab (testing).
- **Goal 2:** Education and outreach
- Critical to achieve goal: set up team to hold workshops at mosques and community centers to connect navigators (msr: number of enrollees in health insurance plans)



### EDUCATION SECTOR SOCIAL ENTREPRENEURSHIP AGENDA

- "Muslims for American Education": Focus, Education, Talent
- Step 1: Produce one research-based paper per year on faith-based personal development.
- Create a value-based after-school program that is tech-based and results driven.
- Step 2: Define topics, programs and timeline/commitment.
- Values is the root of the tree, and programs, results, ecosystem and testimonials are the branches.













STRATEGY ROADMAP: NEW YORK GATHERING 2019



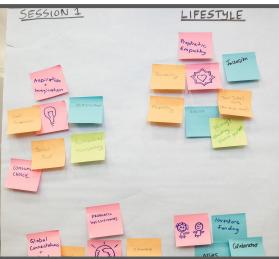








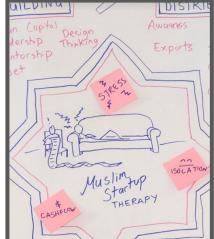






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# **ENABLING THE STRATEGIC AGENDA:** REQUIRED ECOSYSTEM & PARTNERSHIPS

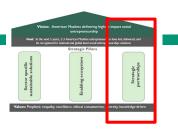


### REQUIRED ECOSYSTEM FOR SOCIAL ENTREPRENEURSHIP IDENTIFIED

FUNDING	•
TEAM	•
SERVICES	•
ECOSYSTEM	
SUPPORT	•

- Investors
- Grants
- Sponsors
- Pool of entrepreneurs seeking co-founders
- Entrepreneurship attributes
- Internships; Researchers
- Legal; Marketing; PR; IT
- Access to data
- IP co-opetition and competition
- Influencers development/ engagement
- Mentorship/ network & relationships
- Entrepreneurship training/workshops /retreats
- Think tanks/ conferences
- Online platforms for startups
- Government and corporate relations engagement

### **REQUIRED PARTNERSHIPS FOR** SOCIAL ENTREPRENEURSHIP IDENTIFIED



	Certified Bodies	Supply Chain Partners	Investors	Corporations	NGOs	Government	Media	Muslim Institutions
FOOD						Political partners		
FINANCE				Corp. aligning with CSR	SBA for loans • Crowdfunding; • Bootcamps • After school programs			
TRAVEL	$\checkmark$							
FASHION & COSMETICS	V	I						V
HEALTHCARE/ PHARMA		✓         Hospital & health         systems • labs •         pharma			Advocacy/policy and social service organizations • Free clinics • Foundations			
EDUCATION				☑ Entrepreneurs	☑ Financial and educational institutions			
MEDIA/LIFESTYLE							✓ Influencers	<del>ک</del> 27

# THANK YOU TO OUR SPONSORS



# APPENDIX



#### NYC ROUNDTABLE REGISTERED PARTICIPANTS

Sumiyyah Rasheed, CEO SWH Apparel Adnan Durrani, Chief Halal Officer, American Halal/ Saffron Road, saffronroadfood.com Peter Gould, Founder, Studio Zileej, studio.zileej.com Professor Hatem Bazian, Co-Founder and Professor, Zaytuna College, zaytunacollege.edu Ameenah Muhammad-Diggins, Author Sameer S. Sarmast, Regional Manager & Financial Planner, Saturna Capital, saturna.com Fateh Ali, Founder & CEO, CollabDeen, collabdeen.com Salama Evans, Managing Editor, HalalFocus, halalfocus.com Tarig Farid, CEO & Founder, Edible Brands

Chris Blauvelt, CEO & Pounder, Edible Brands Chris Blauvelt, CEO, LaunchGood, launchgood.com Khadija Fajry, Founder & CEO, KENZA International Beauty LLC, kenza-international-beauty.com Farrukh Siddiqui, President & CEO, Defynance, defynance.com

**Wesam Berjaoui**, Director of Sales, UIF Corporation, MYUIF.COM

Wadud Hassan, Founder, Define 360, define360.online Mohamad Nasir, General Manager, Allied Asset Advisors Salman Ravala, Attorney & Founder, Criscione Ravala LLP, lawcrt.com

**Arshe Ahmed**, Executive Director, Medina Community Clinic, medinahealthcare.org

**Mohammed Ghouri**, Managing Partner, Andalus Capital, andalus.capital

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#### 8:00 – 9:00 AM - REGISTRATION, NETWORKING, & BREAKFAST

#### 9:00 – 9:10 AM - WELCOME ADDRESS

Sabiha Ansari, Co-Founder, AMCC

#### 9:15 – 9:30 AM - KEYNOTE ADDRESS

Global Ethical Economy Priorities for American Muslim Entrepreneurs: Halal, Ethical, and America's SDG (UN Social Development Goal) Priorities Rafi-uddin Shikoh, CEO & Managing Director, DinarStandard Haroon U. Latif, Director, Strategy, DinarStandard

Social entrepreneurship is becoming a major force in addressing the 30-year UN SDG goals--- a strong platform to address some of the most chronic global social needs: poverty, health, education, social harmony, and good governance. In this keynote, prime suggested areas for American Muslim social entrepreneurship will be identified.

#### 9:35 – 11:00 AM SESSION 1: THE ROLE OF MUSLIM BUSINESSES IN NORTH AMERICA AND THE ETHICAL ECONOMY- MAKING THE CONNECTION

Adnan Durrani, Founder & CEO, American Halal Co./Saffron Road - Arshiya Kherani, Founder & CEO, Sukoon Active - Farrukh Siddiqui, President & CEO, Defynance/RedPerit

Each of the Halal Economy sectors are underpinned by universal ethical values. Halal products and services (food, pharma, fashion, finance, tourism) are intrinsically tied to needing to be Tayyab (pure, good). Connecting Halal with the wider Ethical ecosystem begins to address its wider social impact and identify opportunities for social entrepreneurship. In this interactive session, the panelists will share data on social entrepreneurship needs in the US, followed by breakout groups, grouped by sector - food (Halal, sustainable, healthy), fashion & cosmetics (modest, ethical, sustainable), finance (Halal, ethical, impact driven), travel (Halal, sustainable), media/digital/technology (ethical, values/impact driven), healthcare/pharma (sustainable, ethical, impact driven, Halal), education (Islamic, values/impact driven), lifestyle (Halal, family-friendly, impact/values driven) - to discuss and determine an action plan of how each sector can specifically address social entrepreneurship priorities for American Muslims.

#### 11:00 – 11:15 AM - **BREAK**

#### 11:20 - 12:45 PM SESSION 2: CREATING AN ECOSYSTEM FOR MUSLIM ENTREPRENEURS

Chris Blauvelt, Founder & CEO, LaunchGood -Ruia Ahmadzada, Founder & CEO, NARI Skincare -Rushdi Siddiqui, Quest Ventures

American Muslim Entrepreneurs are at the heart of emerging successes in North America. How can we create an environment that supports them and fosters their growth and encourages social impact? How can we facilitate mentorship, investment opportunities and connectivity? In this session, both successful as well as emerging entrepreneurs will share their learnings as well as their top needs. The breakout groups will develop a plan of action to support entrepreneurs in each of the sectors. AMCC will announce an innovative virtual platform, on which businesses and entrepreneurs can get support and education. Goodforce Labs, a social impact incubator launched by DinarStandard, will also be introduced.

#### 12:45 – 1:45 PM LUNCH AND PRAYERS

#### 1:45 – 3:00 PM SESSION 3: MARKETING TO MUSLIM & ETHICAL CONSUMERS

Peter Gould, Founder, Studio Zileej - Nabeel Sharif, CEO, Serendipity Tailormade - Mustafa Patel, Partner, Clearoute, Inc.

Muslim entrepreneurs can achieve greater success by targeting the wider ethical market. But how do they market to both sets of consumers? In this session we will hear from marketing experts, as well as break into groups to develop a high-level marketing strategy for each of the sectors.

#### 3:00 – 3:15 PM **BREAK**

#### 3:20 – 4:45 PM SESSION 4: WHAT THE FUTURE HOLDS FOR MUSLIM ENTREPRENEURS IN NORTH AMERICA?

Khaled Elsayed, President & CEO, Guidance Residential - Ahmad Adam, President & CEO, Crescent Foods - Arshe Ahmed, Executive Director, Medina Community Clinic

In this session we will hear from thought leaders on how current ethical trends will influence Halal Economy businesses and where they see them in the next 5-10 years. They will also share their vision of the future of social entrepreneurship for Muslim business in North America. In the breakout sessions, each group will sketch a 5-year roadmap for their sector, using a pre-designed template with specific questions to stimulate discussion.

#### 4:50 – 5:00 PM CLOSING REMARKS

#### 5:00 – 5:30 PM **NETWORKING**

# MUSLIM ENTREPRENEURS FOR SOCIAL GOOD IN NORTH AMERICA

STRATEGIC ROADMAP



DinarStandard

