

Friday, June 6, 2003

## Stanley Tucker

Baltimore Business Journal - by [Kate Milani](#) Staff

Stanley Tucker is a "good works" investor.

The president of **Meridian Capital Management Group Inc.** has spent more than 20 years building the wealth of underserved communities.

While doing graduate research in the 1970s at Carnegie Mellon University in Pittsburgh, Tucker, whose grandparents and parents were entrepreneurs, saw that one of the major challenges of minority entrepreneurs was access to capital, not having less talent or expertise.

"There is this perception that you can't get competitive returns from minority firms," Tucker said. "Well that's never been quantified, but perception is reality. That's a hard reality."

After working for several years as executive director of the Maryland Small Business Development Financing Authority (MSBDF), Tucker co-founded MMG Inc. ([www.mmgroup.com](http://www.mmgroup.com)) in 1995. The company invests in socially and economically disadvantaged small businesses and is one of the few firms focused on providing venture capital to minority businesses in Maryland.

"It's an exciting way to create wealth and at the same time strengthen minority communities," he said.

But Tucker isn't a venture capitalist just out to do good.

"It made sense to focus on a market that was growing tremendously, instead of jumping out where everybody else was," he said.

MMG Inc. provides consulting services and manages three funds: the MSBDF fund, which closed at about \$6 million invested in 22 deals last year; the Community Development venture capital fund, which has about \$1 million invested; and MMG Ventures LP, which has 18 companies in its portfolio.

In order to attract venture capital, Tucker said minority business owners should prepare by devising a business plan and then get themselves in front of venture capitalists.

"Venture capital is a very closed industry so to get in, you have to be networked," he said.

And, he said, they need to show they can grow at a rate where there is an exit for a venture capitalist -- very important in a time when even the venture capital market is hurting for investors.

"We need the help of limited partners and investors to invest in minority businesses," he said.

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