

# 2013 – 2017

## Building a Sustainable Mountain BizWorks



# Mountain BizWorks by the Numbers

- Total Assets \$5mm
- Loan Capital \$3mm
- Loans O/S \$2.5mm
- 2012 Loan production \$2MM
- Net Assets \$1.3mm
- Staffing 17.5 FTE



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# Vision

Mountain BizWorks envisions the mountains and foothills of North Carolina as a diverse region where economic abundance and social equity generate an exceptional quality of life for all.

# Mission

Mountain BizWorks creates economic opportunity for the people of the mountains and foothills of North Carolina. We help small businesses start, grow and create jobs through lending and learning.



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# Achieving Scale and Impact

## MBW's Strategy

- *Training-led becomes credit-led*

# Outcome

**Build a permanent,  
stable middle class in WNC**

# Simple strategy

**We provide capital to small  
businesses and training to  
entrepreneurs**



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# How we talk about what middle class means...



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# Who we target and the impact we want to have...

# Core Lending

**\$25,000 - \$150,000 +**

**JOBS**

# Micro Lending

\$1,000 - \$25,000

# LMI Entrepreneurs

# Target Markets



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# Target Markets

- Unbankable growing businesses
- Latino-owned businesses
- Food, agriculture, and rural enterprises (FARE)
- LMI entrepreneurs

# Emerging Target Markets

- Childcare
- Family care homes
- Assisted living
- Nonprofits
- Funds under management (FUM)

# Capital needed to support these strategies

# Increase net assets to raise loan capital



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# Sources of Net Assets

Grants from:

- CDFI Fund
- Banks
- Foundations
- And others

# New Sources of Liquidity Emerging for CDFIs

- SBA guarantees & the secondary market
- US Treasury CDFI Bond Guarantee

**Increased liquidity will allow us to  
meet loan demand**

**By 2017:**

**3 core lenders and  
\$3-5 million annual loan  
production**



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# Rationalize delivery of micro loans and risk management of the micro portfolio

# Stabilize Training Products and Delivery

- Foundations Express
- Coaching
- Consulting
- Post-loan TA

Partner

Partner

Partner



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# Current & Emerging Partners



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# Current & Emerging Partners

- Eagle Market Streets Dev. Corp.
- United Services Credit Union
- ASAP
- NCIF
- WNC AgriVentures (LOS)
- CEC & Advantage West
- CommunityWorks Carolina
- Heifer International

# Challenges

***“It’s the balance sheet,  
stupid.”***

# Outcomes



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**MBW capital and TA placed  
strategically in businesses and places  
to strengthen people and families**