

Office of Economic Development



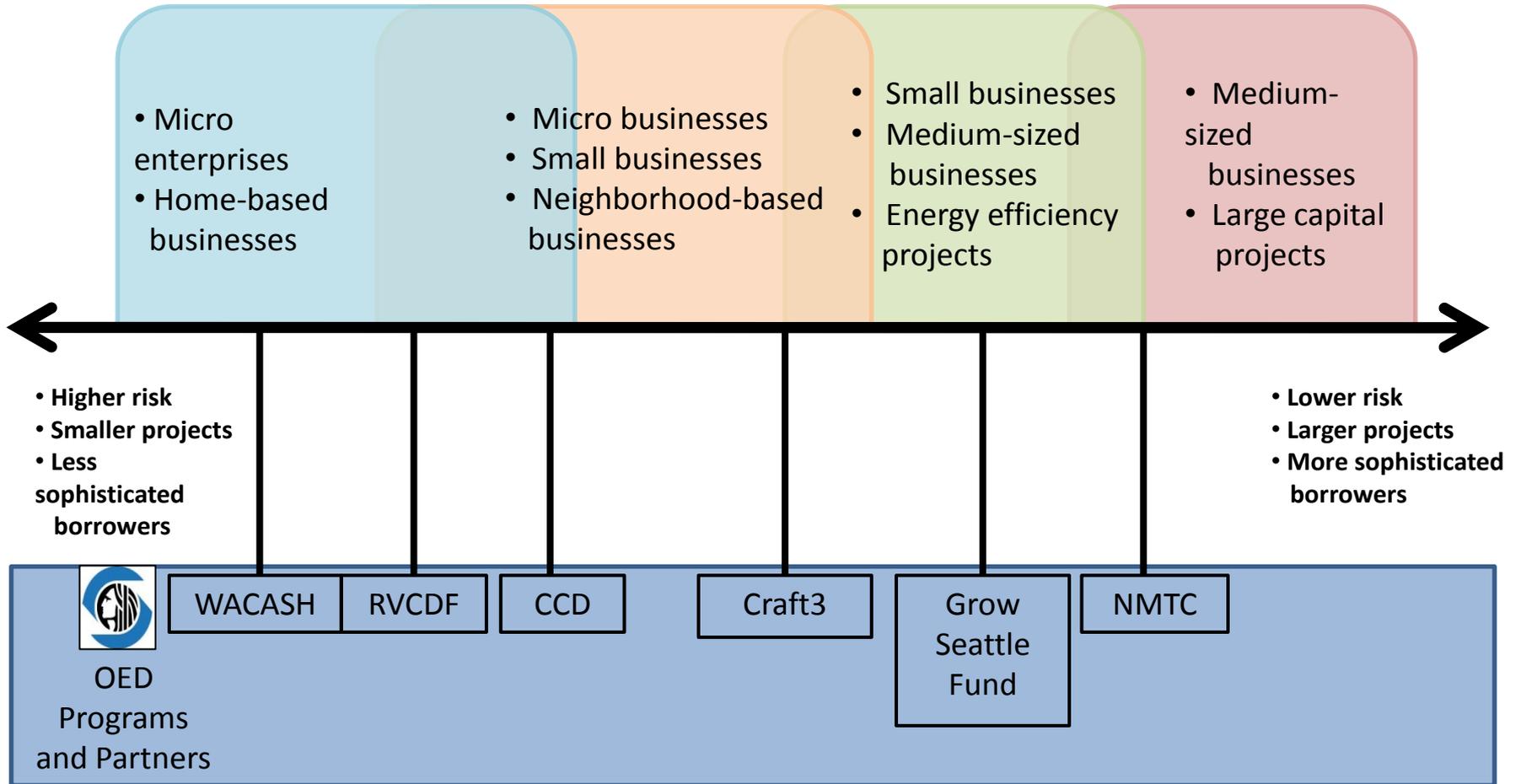
SLI 121-1-A-1

Report on the Outcomes of OED's Entrepreneurial Training and Micro-Lending Programs

Tina Vlasaty and Andres Mantilla, Office of Economic Development
Gylan Green, Washington CASH and Alice Davis, Community Capital
Development

Committee on Economic Resiliency and Regional Relations

September 12, 2013



OED provides an array of services and products that serve a broad range of businesses, from micro-enterprises to Fortune 500 companies

Immigrant Entrepreneurial Training

- Training topics: marketing, financing, operations, customer service, legal issues
- Translated written materials
- Bilingual instructor
- Partnerships with community-based East African organizations



WASHINGTON CASH ENTREPRENEURIAL TRAINING PROGRAM



ELI ALLISON, OWNER, REPAIR REVOLUTION

Microenterprise Lending

- Typical loan size \$15,000 - \$150,000
- Serving low-income entrepreneurs or communities
- Focused on job creation and retention

Businesses Started or Expanded	70
People Served	223
Business Workshops Facilitated	22



KING'S CAFE



PHO VIET ANH

85% of program participants surveyed are currently operating their businesses



Doolie's Hot Sauce

"It's amazing how much my business has grown in a short time. When I started, West Seattle Produce Company was the only location selling Doolie's Hot Sauce, and now I am selling in 22 locations. The staff at Washington C.A.S.H. are like team members, there to give me feedback and help, and they are rooting for my success. I am excited to keep growing my business and continuing to explore new opportunities, like participating in the Bite of Seattle this year."

**- Abdul "Doolie" Mohamud, Founder
Doolie's Hot Sauce**

\$1.4 million in loan capital

Three partner organizations:

- Community Capital Development
- Craft3
- Rainier Valley Community Development Fund

22 loans with an average size of about \$60,000

46 jobs were created or retained



KAFFEEKLATSCH



MEYER WELLS

Plum Bistro

“With this loan we have been able to grow and provide our unique service to the community, as well as provide much needed jobs to our neighborhood.”

- Makini Howell, Owner and Executive Chef, Plum Bistro



Entrepreneurial Training

\$75,000 in CDBG funding to continue existing immigrant entrepreneurial training program

Immigrant Entrepreneurial Training	
Metric	Targeted Annual Outcome
# of Businesses Started or Expanded	30
# of People Served	60
# of Business Workshops Facilitated	8
% of Businesses Sustained (1 year+)	85%

Microenterprise Lending

\$375,000 in CDBG available for lending in 2014

RFQ to be issued in October of 2013

Lending partner selected and under contract by January 2014

Microenterprise Lending	
Metric	Targeted Annual Outcome
# of Business Loans	7 - 10
Total \$ Lent	\$375,000
# of Jobs Created and Retained	10

City of Seattle's Office of Economic Development

www.seattle.gov/economicdevelopment

www.growseattle.com

www.onlyinseattle.org

www.seattleinvestmentfund.com

START
your business

GROW
your business

GREEN
your business