

**PRIME GRANT AWARDEES – FISCAL YEAR 2018**

<b>Grantee Name</b>	<b>State</b>	<b>Track #</b>	<b>Award Amount</b>
CALIFORNIA FARMLINK	CA	1	\$150,000.00
HEDCO, INC.	CT	1	\$150,000.00
LIFE ASSET, INC.	DC	1	\$150,000.00
CREDIT BUILDERS ALLIANCE, INC.	DC	2	\$250,000.00
BLACK ECONOMIC DEVELOPMENT COALITION, INC.	FL	1	\$150,000.00
SOUTHWEST GEORGIA UNITED EMPOWERMENT ZONE	GA	1	\$150,000.00
ACCION/CHICAGO, INC.	IL	1	\$150,000.00
NEIGHBORHOOD SELF EMPLOYMENT INITIATIVE d/b/a Business Ownership Initiative of Indiana	IN	1	\$150,000.00
KENTUCKY HIGHLANDS INVESTMENT CORPORATION	KY	1	\$150,000.00
SOCIAL ENTREPRENEURS OF NEW ORLEANS, INC.	LA	1	\$150,000.00
LOCAL ENTERPRISE ASSISTANCE FUND, INC.	MA	1	\$150,000.00
GRAND RAPIDS OPPORTUNITIES FOR WOMEN	MI	1	\$150,000.00
NORTHEAST ENTREPRENEUR FUND, INC.	MN	1	\$150,000.00
JUSTINE PETERSEN HOUSING & REINVESTMENT CORPORATION	MO	1	\$150,000.00
NATIVE AMERICAN DEVELOPMENT CORP.	MT	1	\$150,000.00
MOUNTAIN BIZCAPITAL, INC.	NC	1	\$75,000.00
GROW NEBRASKA	NE	1	\$150,000.00
UNION COUNTY ECONOMIC DEVELOPMENT CORPORATION	NJ	1	\$150,000.00
WOMEN'S ECONOMIC SELF-SUFFICIENCY TEAM, CORP.	NM	1	\$150,000.00
THE GLOBAL CENTER FOR CULTURAL ENTREPRENEURSHIP	NM	2	\$246,355.00
NUSEDA FEDERAL CREDIT UNION	NM	2	\$250,000.00
BUSINESS OUTREACH CENTER NETWORK, INC.	NY	1	\$150,000.00
ECONOMIC AND COMMUNITY DEVELOPMENT INSTITUTE, INC.	OH	1	\$150,000.00
THE CHEROKEE NATION	OK	1	\$150,000.00
RURAL ENTERPRISES OF OKLAHOMA, INC.	OK	1	\$150,000.00
MERCY CORPS	OR	1	\$150,000.00
COMMUNITY FIRST FUND	PA	1	\$150,000.00
THE ENTERPRISE CENTER, INC.	PA	1	\$150,000.00
ENTREPRENEUR WORKS FUND	PA	1	\$150,000.00
LIFTFUND, INC.	TX	1	\$150,000.00
ADVOCAP INC.	WI	1	\$125,000.00
WISCONSIN WOMEN'S BUSINESS INITIATIVE CORPORATION	WI	1	\$150,000.00

Track 1 - Technical Assistance Grants (13 CFR 119.4(a)) / Track 2 - Capacity Building Grants (13 CFR 119.4(b))

## **Awardee Profiles**

### **CALIFORNIA, (APTOS) – CALIFORNIA FARMLINK**

California FarmLink’s mission is to link small, independent farmers and ranchers with the land and financing they need for a sustainable future. As a Community Development Financial Institution (CDFI) and approved SBA Community Advantage lender and Microlender, FarmLink serves primarily low-income, disadvantaged beginning and small farmers throughout rural California who lack access to financing due to limited business management experience, traditional collateral and credit history, and cultural and language barriers.

With its PRIME award of \$150,000, California FarmLink’s will continue to support its ongoing partnership with El Pájaro Community Development Corporation to enhance opportunities for disadvantaged microentrepreneurs to scale new rural businesses. This project will target approximately 250 disadvantaged rural microentrepreneurs across 15 counties in low income areas of the North Coast, Central Valley and the central coast of California. California Farmlink will tailor their training and technical assistance to serve emerging, Latino small farmers as well as low-income and very low-income microentrepreneurs.

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Phone:	831 425 0303
Email:	<a href="mailto:reggie@cafarmlink.org">reggie@cafarmlink.org</a>
Web Address:	<a href="http://www.californiafarmlink.org">www.californiafarmlink.org</a>
Community Advantage Lender:	Yes
Rural Component:	Yes
Hub Zone:	No
Grant Type:	Track 1

### **CONNECTICUT, (HARTFORD) – HEDCO**

HEDCO works to stimulate economic development by collaborating with concerned public and private organizations to help start, finance, retain, and recruit small businesses. Since its inception, HEDCO has been a leader in the provision of services to Minority and Woman-owned Small Business Enterprises.

With its PRIME award of \$150,000, HEDCO will work with its core partners to offer technical assistance to economically disadvantaged microentrepreneurs doing business or seeking to business in the Federal North Hartford Promise Zone; (2) HEDCO and its partners will offer technical assistance to economically disadvantaged microentrepreneurs in at least seven Hub Zones in the State's major cities (Hartford, New Haven, Waterbury, Bridgeport and New Britain), and (3) HEDCO and its collaborators will establish working relationships with regional economic and community development organizations to provide technical assistance to microentrepreneurs in small rural towns in Eastern Connecticut.

Contact: Fernando Rosa, CEO  
Phone: 860-527-1301  
Email: [fernandor@hedcoinc.com](mailto:fernandor@hedcoinc.com)  
Web Address: <http://www.hedcoinc.com>  
Community Advantage Lender: No  
Rural Component: Yes  
Hub Zone: Yes  
Grant Type: Track 1

**DISTRICT OF COLUMBIA, (WASHINGTON) – CREDIT BUILDERS ALLIANCE, INC.**

Credit Builder Alliance (CBA)'s mission is to help non-profit organizations move people from poverty to prosperity through credit building. CBA is a national non-profit that develops specific educational resources focused on connecting credit building with financial literacy.

With its PRIME award of \$250,000 CBA will continue its current Rapid Response Team (RRT) program which provides in person technical assistance, as well as helping nonprofit organizations overcome barriers to reporting their loans to the major credit bureaus at no cost to the organization.

Contact: Dara Duguay, Executive Director  
Phone: 202-888-7588  
Email: [dara@creditbuildersalliance.org](mailto:dara@creditbuildersalliance.org)  
Web Address: [www.creditbuildersalliance.org](http://www.creditbuildersalliance.org)  
Community Advantage Lender: No  
Rural Component: No  
Hub Zone: No  
Grant Type: Track 2

**DISTRICT OF COLUMBIA, (WASHINGTON) – LIFE ASSET, INC.**

Life Asset's mission is to provide microloans coupled with business training, technical assistance and support to low-income microentrepreneurs in the Washington DC metro area. Services include: 1) Microloans; 2) pre- and post-loan training and coaching; 3) networking and peer support opportunities; and 4) business incubator and retail space. Together, these services contribute to Life Asset's organization-wide goal of creating jobs, self-sufficiency, and economic opportunity through small business ownership.

With its PRIME award of \$150,000 Life Asset will start/expand 800 microbusinesses by issuing 800 microloans coupled with training and ongoing technical assistance, which will help retain/create over 1600 jobs in low-income communities in the Washington DC metro area.

Contact: Jan Markus Larsson, Executive Director  
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Email: [mlarsson@lifeasset.org](mailto:mlarsson@lifeasset.org)  
Web Address: [www.lifeasset.org](http://www.lifeasset.org)  
Community Advantage Lender: No  
Rural Component: No  
Hub Zone: No  
Grant Type: Track 1

**FLORIDA, (MIAMI) – BLACK ECONOMIC DEVELOPMENT COALITION, INC.**

The Black Economic Development Coalition, Inc., which does business as Tools for Change (TFC) is a non-profit Community Development Financial Institution (CDFI) that provides technical assistance, development services and small business loans to disadvantaged microentrepreneurs. TFC is a "one-stop shop" for small business owners, offering a combination of technical assistance, small business services, micro-loans, and business education.

With its PRIME award of \$150,000 Black Economic Development Coalition, Inc. will provide entrepreneur workshops, direct business assistance, legal technical assistance and microloans for select disadvantaged microentrepreneurs.

Contact: William C. Young, Director  
Phone: 305-756-0605  
Email: [william@tfciami.org](mailto:william@tfciami.org)  
Web Address: None Available  
Community Advantage Lender: No  
Rural Component: No  
Hub Zone: Yes  
Grant Type: Track 1

**GEORGIA, (CORDELE) – SOUTHWEST GEORGIA UNITED EMPOWERMENT ZONE**

Located in Cordele, GA and serving rural Georgia, Southwest Georgia United Empowerment Zone's (Southwest Georgia United) mission is to work with the community in a cooperative spirit to reduce poverty and improve the quality of life. Southwest Georgia United provides low-income entrepreneurs with microloans, small business loans, housing development and repair loans, and Technical Assistance counseling.

With its PRIME award of \$150,000, Southwest Georgia United will serve residents in persistent high poverty areas by assisting low income persons to become entrepreneurs and improve their economic status. It plans to use more than 50% of its PRIME resources in support of entrepreneurship rural areas in GA.

Contact: Robert Cooke, Executive Director  
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Email: [robert.cooke@swgau.org](mailto:robert.cooke@swgau.org)  
Web Address: <https://swgau.org>  
Community Advantage Lender: No  
Rural Component: Yes  
Hub Zone: No  
Grant Type: Track 1

**ILLINOIS, (CHICAGO) – ACCION CHICAGO, INC.**

Accion Chicago is a nonprofit that provides the coaching, capital, and connections small business owners need to create jobs and wealth throughout Illinois and Indiana. As a certified Community Development Financial Institution (CDFI), Accion focuses on African American, Hispanic, and low-income individuals who address the economic distress of communities by generating jobs and economic growth. Accion is an SBA Microloan Intermediary and an SBA 7(a) Community Advantage Lender in Illinois and Indiana.

With its PRIME award of \$150,000, Accion Chicago will provide capital, coaching, and connections to 200 low-income and disadvantaged microentrepreneurs in 17 targeted counties throughout Illinois and Indiana, with a focus on rural underserved areas.

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Web Address: <https://us.accion.org/>  
Community Advantage Lender: Yes  
Rural Component: Yes  
Hub Zone: No  
Grant Type: Track 1

**INDIANA (INDIANAPOLIS) – NEIGHBORHOOD SELF EMPLOYMENT INITIATIVE DBA BUSINESS OWNERSHIP INITIATIVE OF INDIANA**

Business Ownership Initiative of Indiana's (BOI) mission is to help people start and grow businesses and provide access to financing. BOI succeeds in meeting its mission by helping entrepreneurs, largely socially and economically disadvantaged, at every stage of business development, by providing outcome oriented business services.

With its PRIME award of \$150,000, BOI will continue the development of its ReEntry Entrepreneurship Development Initiative (REDi). REDi provides recently and/or soon-to-be released offenders with small business technical assistance through workshop, coaching and microlending opportunities.

Contact: Carrie Henderson, President  
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Email: [chenderson@businessownership.org](mailto:chenderson@businessownership.org)  
Web Address: [www.businessownership.org](http://www.businessownership.org)  
Community Advantage Lender: Yes  
Rural Component: No  
Hub Zone: No  
Grant Type: Track 1

**KENTUCKY (LONDON) – KENTUCKY HIGHLANDS INVESTMENT CORPORATION**

Kentucky Highlands Investment Corporation's (KHIC) mission is to provide and retain employment opportunities for low-income residents in Southeastern Kentucky through sound investments, training and management assistance. Headquartered in London, Kentucky, KHIC serves residents of economically distressed rural counties as a source of business capital, entrepreneurial technical assistance and affordable housing development.

With its PRIME award of \$150,000, Kentucky Highlands Investment Corporation's (KHIC) will offer a pilot program comprised of a curriculum of discreet business management tools that build the capacity of startup and existing businesses. The curriculum will have two tracks (general business and construction) and three parts: a core curriculum with 5 main components and two specialized parts comprised of 1) content of interest to businesses in general and 2) content of interest to construction trades entrepreneurs.

Contact: Brenda McDaniel, Executive VP/CFO  
Phone: 606-864-5175  
Email: [bmcdaniel@khic.org](mailto:bmcdaniel@khic.org)  
Web Address: [www.khic.org](http://www.khic.org)  
Community Advantage Lender: Yes  
Rural Component: No  
Hub Zone: No  
Grant Type: Track 1

**LOUISIANA (NEW ORLEANS) – SOCIAL ENTREPRENEURS OF NEW ORLEANS, INC. D/B/APROPELLER**

Propeller grows and supports entrepreneurs to tackle social and environmental disparities. They envision a powerful community of diverse entrepreneurs and stakeholders working together for a more equitable future where everyone can lead healthy, fulfilling lives free of racism, poverty, and other systems of oppression.

With its PRIME award of \$150,000, Propeller will support the provision of training and technical assistance to disadvantaged microentrepreneurs in New Orleans. They will provide technical support and mentorship to 30+ disadvantaged microentrepreneurs that they

anticipate will create 10+ permanent jobs and earn \$500,000+ in earned revenue at the end of the grant period.

Contact: Sydney Gray, Director  
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Email: [sgray@gopropeller.org](mailto:sgray@gopropeller.org)  
Web Address: [gopropeller.org](http://gopropeller.org)  
Community Advantage Lender: No  
Rural Component: No  
Hub Zone: No  
Grant Type: Track 1

**MASSACHUSETTS, (BOSTON) – LOCAL ENTERPRISE ASSISTANCE FUND (LEAF), INC.**

LEAF is a nonprofit 501(c)(3) organization whose mission is to promote human and economic development by providing financing and development assistance to cooperatives and social purpose ventures that create and save jobs for low-income people. Since its founding 30+ years ago, LEAF has invested and leveraged over \$110 million, resulting in the creation or retention of 10,000+ jobs.

With its PRIME award of \$150,000, LEAF will support its growing Technical Assistance Program (L-TAP), which provides one-on-one counselling and group workshops to disadvantaged microentrepreneurs, with the goal of starting, stabilizing, and growing businesses. This application's focus on HubZones and rural areas is particularly aligned with the work L-TAP has done in Massachusetts; over 90% of LEAF's microentrepreneurs served have been in HubZone-designated census tracts, particularly in Boston's poorest neighborhoods.

Contact: Amine Benali, Managing Director  
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Web Address: [leaffund.org](http://leaffund.org)  
Community Advantage Lender: No  
Rural Component: Yes  
Hub Zone: Yes  
Grant Type: Track 1

**MICHIGAN, (GRAND RAPIDS) – GRAND RAPIDS OPPORTUNITIES FOR WOMEN.**

Grand Rapids Opportunities for Women (GROW) is a non-profit organization focused on women at various stages of business ownership. They empower women entrepreneurs to launch, advance, and sustain their businesses.

With its PRIME award of \$150,000, GROW will create new online training modules and platform with the help of a contracted instructional designer to better serve low-income rural clients on the Lakeshore and in Battle Creek who don't have access to in-person services.

Contact: Trevor Sisk, Financial Administrator  
Phone: 616-458-3404  
Email: [tsisk@growbusiness.org](mailto:tsisk@growbusiness.org)  
Web Address: [www.growbusiness.org](http://www.growbusiness.org)  
Community Advantage Lender: No  
Rural Component: Yes  
Hub Zone: Yes  
Grant Type: Track 1

**MINNESOTA, (DULUTH) – NORTHEAST ENTREPRENEUR FUND, INC.**

The Entrepreneur Fund (EF) actively partners with entrepreneurs to grow successful businesses and create thriving communities. EF is a CDFI that serves 18 rural counties in northern Minnesota and northwest Wisconsin by providing services and small business financing.

With its PRIME award of \$150,000, EF will provide services to 250 disadvantaged microentrepreneurs to improve key business skills, develop entrepreneur networks, and access small business capital. The Entrepreneur Fund will specifically target services to four rural counties and 1 distressed urban area to provide extensive services that will result in the growth of business revenues, personal incomes of the owner, and access to small business financing.

Contact: Carla Tichy, CFO  
Phone: 218-735-6021  
Email: [carlat@entrepreneurfund.org](mailto:carlat@entrepreneurfund.org)  
Web Address: [www.entrepreneurfund.org](http://www.entrepreneurfund.org)  
Community Advantage Lender: No  
Rural Component: Yes  
Hub Zone: No  
Grant Type: Track 1

**MISSOURI, (ST. LOUIS) – JUSTINE PETERSEN HOUSING AND REINVESTMENT CORPORATION**

Justine Petersen Housing and Reinvestment Corp. (Justine Petersen) is a St. Louis based non-profit that assists low-wealth individuals and families to develop, maintain and increase financial assets. Their mission is to connect institutional resources with the needs of low- and moderate-income families in order to build assets and create enduring change.



With its PRIME award of \$150,000, Justine Petersen will provide financial capability and microenterprise training to 450 disadvantaged microentrepreneurs in the St. Louis City and County Promise Zone. Through their partnership with the St. Louis County Choices Program, over 50% of people served will be ex-offenders on parole, probation or currently incarcerated. Justine Petersen will build the capacity of these disadvantaged microentrepreneurs through business training, financial training and assistance, and a new self-employment and credit building lecture.

Contact: Sheri Flanigan-Vasquez, COO  
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Email: [sflanigan@justinepetersen.org](mailto:sflanigan@justinepetersen.org)  
Web Address: [www.justinepetersen.org](http://www.justinepetersen.org)  
Community Advantage Lender: Yes  
Rural Component: Yes  
Hub Zone: No  
Grant Type: Track 1

**MONTANA, (BILLINGS) – NATIVE AMERICAN DEVELOPMENT CORPORATION**

The Native American Development Corporation (NADC) was established in 1996 to act as a liaison for state, regional, national and international economic development organizations and agencies for American Indian owned businesses in Montana, Wyoming, North and South Dakota.

With its PRIME award of \$150,000, NADC will be providing training and technical assistance to at least 40 disadvantaged Native American Microentrepreneurs. NADC will also provide training to assist those businesses that are ready to grow and need assistance in areas of management, profitability, and competing successfully in their industry areas. In addition, through this project NADC would create 4 co-working spaces for microentrepreneurs to utilize for business purposes.

Contact: Leonard Smith, Executive Director  
Phone: 406-259-3804  
Email: [lsmith@nadc-nabn.org](mailto:lsmith@nadc-nabn.org)  
Web Address: [www.nadc-nabn.org](http://www.nadc-nabn.org)  
Community Advantage Lender: No  
Rural Component: Yes  
Hub Zone: Yes  
Grant Type: Track 1

**NORTH CAROLINA, (ASHEVILLE) – MOUNTAIN BIZCAPITAL, INC DBA MOUNTAIN BIZWORKS.**

Mountain BizWorks's (MBW) mission is to generate jobs and ensure economic resiliency in rural Western North Carolina by helping small businesses start, thrive, and grow. MBW has a particular focus on serving underrepresented or economically disadvantaged groups including low-income, minority, women, veteran, and ex-offender entrepreneurs.

With its PRIME award of \$75,000, MBW will be able to address rising regional demand for cooperative enterprise development and lending services. The project will build wealth in low-income communities by developing and supporting a diverse portfolio of employee-owned businesses in Western North Carolina.

Contact:	Patrick Fitzsimmons, Director
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Email:	<a href="mailto:fitzsimmons@mountainbizworks.org">fitzsimmons@mountainbizworks.org</a>
Web Address:	<a href="http://www.mountainbizworks.org">www.mountainbizworks.org</a>
Community Advantage Lender:	Yes
Rural Component:	Yes
Hub Zone:	No
Grant Type:	Track 1

**NEBRASKA, (OXFORD) – GROW NEBRASKA (FKA CENTRAL PLAINS FOUNDATION INC.)**

GROW Nebraska's mission is to create sustainable economic development through business training, technical assistance, promotion, and access to markets. GROW Nebraska assists small businesses and entrepreneurs develop and improve their products, access local and global markets, and move into wholesale and export markets. GROW Nebraska provides 18 business-building services that are open to all entrepreneurs/small business owners with a special emphasis on underserved, low-income and rural individuals. Their members provide approximately 1,600 full-time jobs and 1,400 part-time jobs in Nebraska.

With its PRIME award of \$150,000, GROW Nebraska will continue providing entrepreneurial training to members of the Lakota Crafters from the Pine Ridge Reservation where the poverty rate is calculated at over 49% and unemployment is over 80%. They will provide technology, marketing and business-building training, one-on-one technical assistance, and loan financing to approximately 150 clients.

Contact:	Janell Anderson Ehrke, CEO
Phone:	308-962-6767
Email:	<a href="mailto:Janell@grownebraska.org">Janell@grownebraska.org</a>
Web Address:	<a href="http://grownebraska.org">grownebraska.org</a>
Community Advantage Lender:	No

Rural Component: Yes  
HUB Zone: No  
Grant Type: Track 1

**NEW JERSEY, (CRANFORD) – UNION COUNTY ECONOMIC DEVELOPMENT CORPORATION**

Union County Economic Development Corporation's (UCEDC) mission is to promote community economic development by helping entrepreneurs throughout the State better understand their business needs, expand into new markets, and finance those activities by providing a unique mix of business support programs and services.

With its PRIME award of \$150,000, UCEDC will be able to expand their current level of mentoring activity, develop new training curriculum, further target their services to Low-to-Middle Income (LMI) areas, and reach more LMI clients. UCEDC will also put a special focus on supporting entrepreneurship in rural areas and Hub Zones.

Contact: Greg Fabijanczuk CPA, Controller  
Phone: 908-527-1166  
Email: [gfabijanczuk@ucedc.com](mailto:gfabijanczuk@ucedc.com)  
Web Address: [www.ucedc.com](http://www.ucedc.com)  
Community Advantage Lender: Yes  
Rural Component: No  
HUB Zone: No  
Grant Type: Track 1

**NEW MEXICO, (SANTA FE) – GLOBAL CENTER FOR CULTURAL ENTREPRENEURSHIP (GCCE) D/B/A CREATIVE STARTUPS**

Since 2007, the Global Center for Creative Entrepreneurship (GCCE) has been delivering training and capacity building services to MDOs in low-income areas in New Mexico, Maryland, North Carolina, and Minnesota.

With its PRIME award of \$246,355, GCCE will be able to support its existing capacity building program "Libraries as Launchpads", which provides entrepreneurship education services in public libraries. A comprehensive train-the-trainer program, Libraries as Launchpads equips community-based local MDOs with the pedagogical skills, knowledge, content, and confidence to deliver entrepreneurship education in public libraries across five Southern New Mexico counties.

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Email: [alice@creativestartups.org](mailto:alice@creativestartups.org)  
Web Address: [www.creativestartups.org/](http://www.creativestartups.org/)

Community Advantage Lender: No  
Rural Component: Yes  
HUB Zone: No  
Grant Type: Track 2

**NEW MEXICO, (ALBUQUERQUE) – NUSENDA CREDIT UNION (CDFI)**

Nusenda Credit Union (formerly known as New Mexico Educators Federal Credit Union) was established in 1936. Nusenda Credit Union provides personal and commercial accounts, loans, investment services, education, and other products and benefits targeted to low-income individuals in central New Mexico.

With its PRIME award of \$250,000, Nusenda Credit Union will provide capacity support and technical assistance for seven partner Microenterprise Development Organizations that serve business owners located in low-income, minority, Immigrant, and Native American communities in and around Albuquerque, New Mexico; as well as the rural Navajo and Hopi Sovereign Nations.

Contact: Robin Brule, CEO  
Phone: 505-889-2527  
Email: [rbrule@nusenda.org](mailto:rbrule@nusenda.org)  
Web Address: [www.nusenda.org](http://www.nusenda.org)  
Community Advantage Lender: No  
Rural Component: Yes  
HUB Zone: No  
Grant Type: Track 2

**NEW MEXICO, (ALBUQUERQUE) – WOMEN’S ECONOMIC SELF-SUFFICIENCY TEAM CORP (WESST)**

The Women’s Economic Self-Sufficiency Team dba WESST is a statewide small business development and training organization committed to growing New Mexico’s economy by cultivating entrepreneurship. WESST has a 29-year history of targeting the needs of economically disadvantaged populations in the most impoverished state of the country. By offering self-employment as a viable route out of poverty for low and very low income New Mexicans of all ethnic backgrounds, WESST has developed expertise in designing and implementing programs that meet the specific needs of underserved

With its PRIME award of \$150,000, WESST will serve 120 low and very low-income individuals located in four rural counties in Northern New Mexico, each of which is also a HubZone county. The overall project goal is to enhance the income earning capacity of rural microentrepreneurs in these four counties as a means of fostering business growth and creating local jobs.

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Email: [anoonan@wesst.org](mailto:anoonan@wesst.org)  
Web Address: [www.wesst.org](http://www.wesst.org)  
Community Advantage Lender: No  
Rural Component: Yes  
HUB Zone: Yes  
Grant Type: Track 1

**NEW YORK, (BROOKLYN) – BUSINESS OUTREACH CENTER NETWORK, INC. (BOCN)**

The Business Outreach Center Network, Inc. (BOCN), a 501(c)3 and microenterprise and small Business development organization is joining BOC Capital Corp. CDFI, a 501(c)3 SBA Microloan Intermediary and Community Advantage Lender, to deliver the Microenterprise Collaborative Project. Business Outreach Center Network’s mission is to improve the economic prospects of traditionally underserved groups, with a focus on low- and moderate-income entrepreneurs and their communities.

With its PRIME award of \$150,000, BOCN will address the needs of disadvantaged micro entrepreneurs by 1) providing business counseling, training and technical assistance concerning the practical aspects of operating a business; and, 2) introducing innovative business management tools and resources in group and individual sessions at BOC locations within low-income neighborhoods/HUB Zones (two Persistent Poverty Counties) and at client sites and community facilities i.e. libraries, YWCA.

Contact: Nancy Carin, Executive Director  
Phone: 718-624-9115  
Email: [ncarin@bocnet.org](mailto:ncarin@bocnet.org)  
Web Address: [www.bocnet.org](http://www.bocnet.org)  
Community Advantage Lender: Yes  
Rural Component: No  
HUB Zone: Yes  
Grant Type: Track 1

**OHIO, (COLUMBUS) – ECONOMIC AND COMMUNITY DEVELOPMENT INSTITUTE, INC. (ECDI)**

The Economic and Community Development Institute (ECDI) is a 501(c)3 non-profit economic development organization headquartered in Columbus, Ohio, with satellite offices in Cleveland, Akron, and Cincinnati, Ohio; and a Field Office in Toledo. ECDI’s mission is to invest in people to create measurable and enduring social and economic change. As the third largest SBA Microloan Intermediary in the United States with an SBA service footprint in all 88 counties of Ohio, ECDI addresses the needs of low-to-moderate income small business owners in the creation and expansion of microenterprises.

With its PRIME award of \$150,000, ECDI will launch the MBE Construction Technical Assistance and Training Program. The program is designed to ensure that local minority contractors can achieve market sustainability, and that General Contractors can maintain capable and skilled minority subcontractors. Proposed program offerings will help a total of 289 unique MBE construction clients increase contracts and revenue, expand their businesses, and create and retain jobs for low-income individuals.

Contact: Inna Kinney, Founder and CEO  
Phone: 614-559-0115  
Email: [ikinney@ecdi.org](mailto:ikinney@ecdi.org)  
Web Address: [www.ecdi.org](http://www.ecdi.org)  
Community Advantage Lender: Yes  
Rural Component: No  
HUB Zone: Yes  
Grant Type: Track 1

**OKLAHOMA, (TAHLEQUAH) – CHEROKEE NATION, THE**

The Cherokee Nation, headquartered in Tahlequah, OK is the federally recognized government of the Cherokee people and is committed to preserving and promoting Cherokee culture, language and values and improving the quality of life for the next seven generations of Cherokee citizens.

The Cherokee Nation will use its \$150,000 PRIME award to continue the Kawi Café project, which offers hands-on experience in business planning, payroll, and everything else microentrepreneurs need to run a business effectively. In addition, Cherokee Nation will provide one-on-one as well as classroom style entrepreneurial training for disadvantaged Native Americans within their footprint.

Contact: Kimberly Shay Smith, SBAC Director  
Phone: 918-453-5534  
Email: [shay-smith@cherokee.org](mailto:shay-smith@cherokee.org)  
Web Address: [www.cherokee.org](http://www.cherokee.org)  
Community Advantage Lender: No  
Rural Component: Yes  
HUB Zone: Yes  
Grant Type: Track 1

**OKLAHOMA, (DURANT) – RURAL ENTERPRISES OF OKLAHOMA, INC.**

Rural Enterprises of Oklahoma, Inc. (REI Oklahoma)'s mission is to expand economic opportunities for Oklahomans by providing flexible financing and development services to individuals, businesses and entrepreneurs with limited access to resources.

With its PRIME award of \$150,000, REI Oklahoma will provide technical assistance, training and guidance to support Native American and Women-Owned disadvantaged micro entrepreneurs in their development of online marketing and internet presence, as well as other critical practices needed to ensure their success.

Contact: Sherry Harlin, Senior VP, Development  
Phone: 580-924-5094  
Email: [sharlin@reiook.org](mailto:sharlin@reiook.org)  
Web Address: [www.reiook.org](http://www.reiook.org)  
Community Advantage Lender: No  
Rural Component: Yes  
HUB Zone: Yes  
Grant Type: Track 1

**OREGON, (PORTLAND) – MERCY CORPS NORTHWEST.**

Mercy Corps Northwest (MCNW) works to create equitable access to the resources necessary for all people to thrive, particularly in regions that experience inequities related to economic growth. MCNW serves low income and asset poor entrepreneurs through our offices in Portland, OR and Seattle, WA with the interest to establish a full business development office in Walla Walla, offering business education and seminars, small business loans, technical assistance, and 1:1 counseling.

With its PRIME award of \$150,000, MCNW will provide technical assistance, training and guidance to 105 new or existing business owners provide 300 hours of technical assistance and 25 microloans, as well as two business seminars.

Contact: Laura Locker, Program Director  
Phone: 503-896-5000  
Email: [llocker@mercycorpsnw.org](mailto:llocker@mercycorpsnw.org)  
Web Address: [www.mercycorpsnw.org](http://www.mercycorpsnw.org)  
Community Advantage Lender: No  
Rural Component: Yes  
HUB Zone: No  
Grant Type: Track 1

**PENNSYLVANIA, (LANCASTER) – COMMUNITY FIRST FUND.**

Community First Fund is a private, independent non-profit Community Development Financial Institution (CDFI) whose mission is to provide capital in places where it is not usually available.

With its PRIME award of \$150,000, Community First Fund will provide technical assistance, training and guidance to 105 new or existing business owners provide 300 hours of technical assistance and 25 microloans, as well as host two business seminars.

Contact: Lydia Walker, Development Director  
Phone: 717-393-2351, ext. 123  
Email: [lwalker@communityfirstfund.org](mailto:lwalker@communityfirstfund.org)  
Web Address: [communityfirstfund.org](http://communityfirstfund.org)  
Community Advantage Lender: Yes  
Rural Component: No  
HUB Zone: Yes  
Grant Type: Track 1

**PENNSYLVANIA, (PHILADELPHIA) – THE ENTERPRISE CENTER (TEC).**

The Enterprise Center (TEC)'s mission is to cultivate and invest in minority entrepreneurs to inspire working together for economic growth in communities. TEC approaches its mission by accelerating the capacity of minority enterprises to compete in any marketplace through business education, access to capital, management support, and connections; by providing debt and equity capital that businesses need to start, grow, and succeed; and by catalyzing benefits for businesses and residents that spark community revitalization.

With its PRIME award of \$150,000, TEC will provide highly specialized technical assistance, training and guidance to low and very low income business owners within the food industry; and assist in scaling their businesses to compete as local and regional small batch wholesale producers.

Contact: Della Clark, President and CEO  
Phone: 215-895-4005  
Email: [dclark@theenterprisecenter.com](mailto:dclark@theenterprisecenter.com)  
Web Address: [www.theenterprisecenter.com](http://www.theenterprisecenter.com)  
Community Advantage Lender: Yes  
Rural Component: No  
HUB Zone: Yes  
Grant Type: Track 1

**PENNSYLVANIA, (PHILADELPHIA) – ENTREPRENEUR WORKS FUND (EWF)**

Entrepreneur Works Fund (EWF) creates pathways of opportunity for talented entrepreneurs, with a focus on serving disadvantaged individuals. EWF offers access to affordable loans, business training, and one-on-one guidance to hundreds of entrepreneurs each year.

With its PRIME award of \$150,000, EWF will support its existing Technical Assistance Program “Next Steps for Entrepreneurs”. This program provides business guidance and technical



assistance to low-income individuals, soon-to-be released ex-offenders, and otherwise disadvantaged small business owners in the Philadelphia region.

Contact: Leslie Benoliel, President and CEO  
Phone: 215-545-3100 Ext. 223  
Email: [lbenoliel@entre-works.org](mailto:lbenoliel@entre-works.org)  
Web Address: [www.myentrepreneurworks.org](http://www.myentrepreneurworks.org)  
Community Advantage Lender: No  
Rural Component: No  
HUB Zone: Yes  
Grant Type: Track 1

**TEXAS, (SAN ANTONIO) – LIFTFUND**

LiftFund is a nonprofit organization headquartered in San Antonio, Texas, with the mission of providing credit and services to small businesses and entrepreneurs who do not have access to loans from commercial sources and to provide leadership in the microlending industry.

With its PRIME award of \$150,000, LiftFund will expand their reach to disadvantaged and low-income microentrepreneurs in HUBZones in El Paso, McAllen, San Antonio, Houston and Dallas, Texas; Birmingham, Alabama; New Orleans, Louisiana through business accelerators, networking opportunities, expert consultation and capital to grow business and improve economic status as well as create jobs in these communities.

Contact: Janie Barrera, President and CEO  
Phone: 210-226-3664 Ext. 1111  
Email: [jbarrera@liftfund.com](mailto:jbarrera@liftfund.com)  
Web Address: [www.liftfund.com](http://www.liftfund.com)  
Community Advantage Lender: Yes  
Rural Component: No  
HUB Zone: Yes  
Grant Type: Track 1

**WISCONSIN, (FOND DU LAC) – ADVOCAP**

ADVOCAP, Inc. is a Community Action Agency with a fifty-year history of serving low income individuals and families in central Wisconsin. The Agency's Mission is "to create opportunities for people and communities to reduce poverty and increase self-sufficiency." Since 1986, a major effort toward fulfilling the Agency Mission has been entrepreneurship for low- and very-low- income people.

With its PRIME award of \$125,000, Advocap will focus on the rural poor with an array of training and technical assistance services provided by ADVOCAP and partner agencies who have collaborated over many years. Specifically, this SBA-PRIME Project will assist 65 rural

low- and very-low income people to receive training, 1:1 support, and financing to be successful entrepreneurs, whereby 25 will start and/or expand their businesses.

Contact: Michael S. Bonertz, Executive Director  
Phone: 920-922-7760  
Email: [mikeb@advocap.org](mailto:mikeb@advocap.org)  
Web Address: [www.advocap.org](http://www.advocap.org)  
Community Advantage Lender: No  
Rural Component: Yes  
HUB Zone: Yes  
Grant Type: Track 1

**WISCONSIN, (MILWAUKEE) - WISCONSIN WOMEN'S BUSINESS INITIATIVE CORPORATION**

The Wisconsin Women's Business Initiative Corporation (WWBIC) is a leading innovative statewide economic development corporation "Putting Dreams to Work" since 1987. They open opportunities for the pursuit of dreams and economic well-being with business education, one-on-one business assistance, financial capability programming, and access to fair capital.

With its PRIME award of \$150,000, WWBIC will continue to provide business education, training, and counseling for 220 disadvantaged microentrepreneurs through their "Job Creation through Enhancing Opportunities for Disadvantaged Entrepreneurs" program, projected to result in 20 new business starts and 90 new full-time jobs. More than 100% of those served will be located in Hub Zones, or rural areas.

Contact: Wendy Baumann  
Phone: 414-263-5450  
Email: [wendy.baumann@wwbic.com](mailto:wendy.baumann@wwbic.com)  
Web Address: [www.wwbic.com](http://www.wwbic.com)  
Community Advantage Lender: Yes  
Rural Component: Yes  
Hub Zone: Yes  
Grant Type: Track 1