

Economic Development

Council of Colorado

Drive Lead Succeed Conference

October 19-21, 2022

Melba Robinson-Santa

Business Navigator

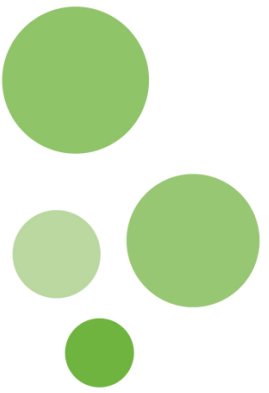
303-285-1064

[melba@coloradoenterprisefund.org](mailto:melba@coloradoenterprisefund.org)

[coloradoenterprisefund.org](http://coloradoenterprisefund.org)

The logo for the Colorado Enterprise Fund is centered within a large blue circle. It features the word "colorado" in a grey sans-serif font, followed by a graphic of four green dots of varying sizes arranged in a cluster. Below this, the word "enterprise" is written in a bold, black sans-serif font, and "fund" is in a green sans-serif font. At the bottom of the logo, the tagline "Lending with Impact" is written in a blue, italicized sans-serif font.

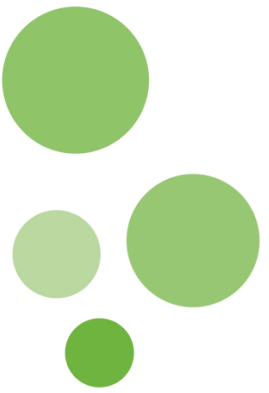
colorado  
**enterprise**  
fund  
*Lending with Impact*



# What is a CDFI?

- Community Development Financial Institution
- Certification through CDFI Fund (U.S. Treasury)
- Non-profit, mission driven
- Fill a gap in flow of capital
- 60%+ of resources to underserved communities
- Loan Funds, Banks, Credit Unions, VC Funds
- 1300 CDFIs nationwide - \$200 Billion in assets
- 17 CDFIs in Colorado (3 Bank, 6 Loan Funds, 6 Housing, 4 Other)
- Partner with banks, SBA, SBDCs, municipalities

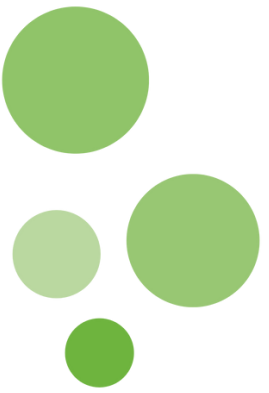




# Who is Colorado Enterprise Fund?

- CDFI Loan Fund founded in 1976
- Small business focus
- 44 years prior to Covid19 deployed ~\$100M
- 2.5yrs during Covid19 – deployed over \$100M
- Largest non-profit PPP Lender - \$52M
- Largest small business grant administrator - >\$40M
- SBA Microlender of the year - 2019



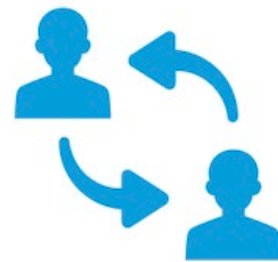


# What We Do

- Small Business Loans
- Community Impact Loans
- Grant Administration
- New Market Tax Credits
- Free Business Navigation



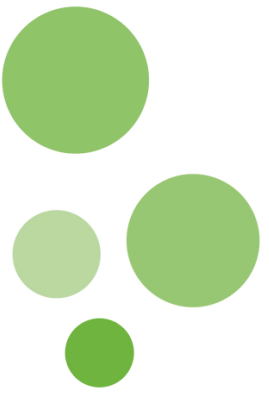
Loans \$1K up  
to \$1M



Free 1:1 business  
coaching



Flexible terms  
& underwriting



# Why CEF?

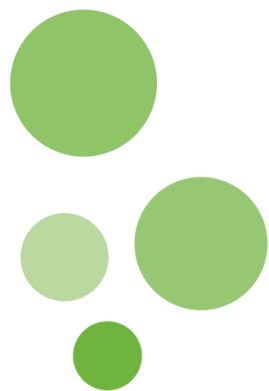
- **Business barriers to financing:**

- Lower credit score
- Limited collateral
- Tighter cash flow
- Need for longer loan terms
- Start-up

- **Community Partners**

- Deploy capital in their community
- Not setup to operate a loan fund
- Seek to leverage their dollars
- CSR and CRA





# Our Impact



**6,500+**  
**Supported**  
**Small**  
**Businesses**



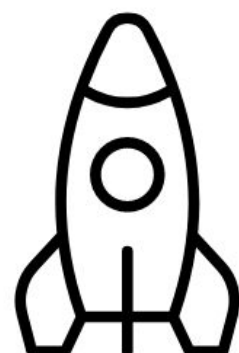
**\$167+**  
**Million in**  
**Loans**



**29,000+**  
**Jobs**  
**Created**  
**or**  
**Retained**



**Low Income**  
**52%**



**Start-ups**  
**62%**



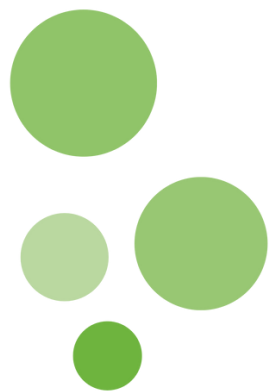
**Veteran-**  
**Owned 12%**



**Women-**  
**Owned 42%**



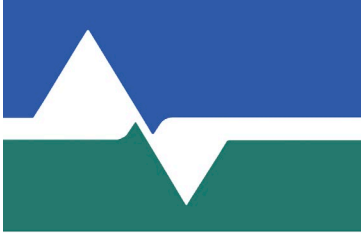
**Minority-**  
**Owned 35%**



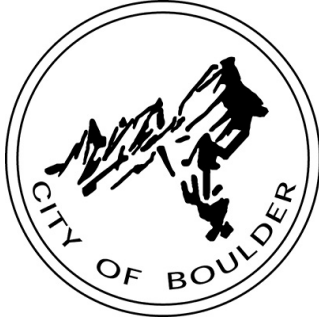
# Select Community Partnerships

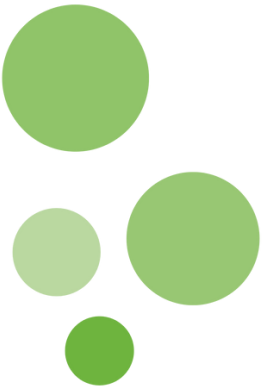


U.S. Small Business Administration



City of Loveland





# Join CEF in supporting small businesses and communities in Colorado



Becky Fuller  
Program Manager  
Direct: 719-323-6123  
[becky@coloradoenterprisefund.org](mailto:becky@coloradoenterprisefund.org)

