



**Dakota County 06.30.2017**

**Open to Business**

3137 Chicago Ave  
 Minneapolis, MN 55407  
 612-789-7337

**Clients Served:**

Pre-Start Planning	26
Start-up	8
Existing Business- Opportunity	16
Existing Business- Challenged	18
<b>Total Clients:</b>	<b>68</b>

**Financing:**

Approved:

Number	4
Amount	\$115,500
Leveraged	\$1,953,196

**Program Hours:**

1 <sup>st</sup> QTR-	282.0
2 <sup>nd</sup> QTR-	199.0
3 <sup>rd</sup> QTR-	
4 <sup>th</sup> QTR-	
<b>Total Contract:</b>	<b>481.0</b>

**Industry Segment:**

Retail	4
Service	37
Food	17
Health/Fitness	1
Manufacturing	4
Construction/Real Estate	2
Technology	2
Unknown	1

**Referral Source:**

Municipality	39
Other Entrepreneur	6
Bank Referral	8
Family/Friend	4
Other	11

**City:**

	<b>Bus.</b>	<b>Res.</b>
Apple Valley	4	6
Burnsville	11	8
Eagan	6	5
Farmington	7	9
Hastings	7	6
Inver Grove Heights	7	7
Lakeville	7	7
Mendota Heights	1	1
Rosemount	5	3
S. St. Paul	1	2
W. St. Paul	4	2

## Quarter 2, 2017 at a Glance

<i>MCCD Direct Loans – Total</i>			
	Quarter 1	Quarter 2	Total
How many direct loans did we make in the first two quarters?	9	14	23
How much of our own funds did we lend out?	\$312,000	\$526,200	\$838,200
How much other money did our loan fund leverage?	\$62,750	\$7,486,887	\$7,569,637
How many jobs will these small businesses create or retain?	61	147.5	208.5
<i>Direct Loans to new and emerging businesses (generally \$25,000 or less)</i>			
How many micro-loans did we make in the first two quarters?	6	6	12
How much of our own funds did we lend out as micro-loans?	\$77,000	\$83,200	\$160,200
How much other money did our micro-loan program leverage?	\$11,525	\$64,334	\$75,859
How many jobs will our micro-loan borrowers create or retain?	20	40	60
<i>Direct Loans to second stage and growing businesses (generally more than \$25,000)</i>			
How many second stage business loans did we make in the first two quarters?	3	8	11
How much of our own funds did we lend out as second stage loans?	\$235,000	\$443,000	\$648,000
How much other money did our second stage loan program leverage?	\$51,225	\$7,422,553	\$7,473,167
How many jobs will our second stage borrowers create or retain?	41	107.5	148.5
<i>Credit Builder Loans</i>			
How many credit builder loans did MCCD make in the first two quarters of 2017?	32	19	51

<b>What share of our credit builder loans went to minorities?</b>	94%	95%	94%
	<b>Quarter 1</b>	<b>Quarter 2</b>	<b>Total</b>
<i>Total Loan Volume (Direct Loans, Credit Builder Loans, and Administered Loans)</i>			
<b>In all, how many loans did we close in the first two quarters of 2017?</b>	41	45	85
<b>In all, how much money did we lend out?</b>	\$332,300	\$658,885	\$991,185

<b>Credit Builder Loans</b>	
26 Credit Builder Borrowers	<b>\$6,840</b>

## Quarter 1, 2017 at a Glance

<b>MCCD Direct Loans – Total</b>		
<b>How many direct loans did we make in the first quarter?</b>	9	
<b>How much of our own funds did we lend out in the first quarter?</b>	\$312,000	The total amount lent in the first quarter of 2017 is over 69% higher than the amount MCCD lent in the first quarter of 2016.
<b>How much other money did our loan fund leverage in the first quarter?</b>	\$62,750	
<b>How many jobs will our 9 small businesses create or retain?</b>	61	The number of jobs our first quarter borrowers expect to create or retain is also 69% greater than in those in the first quarter of 2016.
<b>Direct Loans of \$25,000 or less (to new and emerging businesses)</b>		
<b>How many micro-loans did we make in the first quarter?</b>	6	
<b>How much of our own funds did we lend out as microloans?</b>	\$77,000	

How much other money did our micro-loan program leverage?	\$11,525	
How many jobs will our 6 micro-loan borrowers create or retain?	20	
<i>Direct Loans greater than \$25,000 (to second stage and growing businesses)</i>		
How many second stage business loans did we make in the first quarter?	3	
How much of our own funds did we lend out as second stage loans?	\$235,000	
How much other money did our second stage loan program leverage?	\$51,225	
How many jobs will our 3 second stage borrowers create or retain?	41	
<i>Credit Builder Loans</i>		
How many credit builder loans did MCCD make in the first quarter of 2017?	32	
What share of our credit builder loans went to minorities?	94%	The largest share (53%) was to African Americans followed by Latinos (31%).
<i>Total Loan Volume (Direct Loans, Credit Builder Loans, and Administered Loans)</i>		
In all, how many loans did we close in the first quarter of 2017?	41	
In all, how much money did we lend out?	\$332,300	

<b>Credit Builder Loans</b>	
30 Credit Builder Borrowers	<b>\$7,660.00</b>

