Colorado Enterprise Fund
To accelerate community prosperity by financing and supporting entrepreneurs and small businesses.

**who we are**
Colorado Enterprise Fund (CEF) is a 501(c)3 nonprofit, mission-driven lender with a 40-year track record of helping disadvantaged small businesses that need access to capital to grow and thrive.

**what we do**
CEF has invested over $65 million of flexible, patient loan capital and business coaching with over 2,000 Colorado small businesses. Our ability to underwrite, service and support nontraditional lending is second to none.

**Our success outcomes include:**
- job creation and retention
- income and wealth creation for disadvantaged entrepreneurs
- entrepreneurial innovation
- inclusive economic prosperity

**why we do it**
Knotty Tie Company | Denver
- Started: 2013
- Type: manufacturer
- Loans: $112,395
- Jobs Impact: 16 FTE
- Social Impact: refugees
- Business coaching: budgeting

**our impact**

<table>
<thead>
<tr>
<th><strong>$65 million</strong></th>
<th><strong>55%</strong></th>
<th><strong>50%</strong></th>
<th><strong>25%</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>loaned to small businesses as of FY2017</td>
<td>Low-income borrowers</td>
<td>Women borrowers</td>
<td>Minority borrowers</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>2,000</strong></th>
<th><strong>18,000</strong></th>
<th><strong>15,000</strong></th>
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</thead>
<tbody>
<tr>
<td>loans to new and existing businesses</td>
<td>jobs created or retained</td>
<td>hours of business coaching</td>
</tr>
</tbody>
</table>

*as of FY17*
what you can do
Invest in the entrepreneurial energy of Colorado to enable a broader range of people to flourish and contribute to our state’s economic vitality.

• Consider a grant so that more Colorado entrepreneurs can access the social, knowledge and financial capital they need to be successful.
• Consider an impact investment (loan) that generates a measurable social and financial return, and provides CEF with no or low-cost capital to lend to small business owners who are unable to access traditional capital.

our need
CEF Annual Operating Budget FY 2018: $4,690,000

Revenue
- Earned Income: $2,375,000
- Operating Gap (grant opportunity): $1,265,000
- Government Grants: $1,050,000

<table>
<thead>
<tr>
<th>FISCAL YEAR</th>
<th>CEF Annual Operating Budget</th>
<th>CEF Loan Portfolio by 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>$4.7 million</td>
<td>$40 million</td>
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</tbody>
</table>

CEF Investment Opportunity
(Grants & Growth)

<table>
<thead>
<tr>
<th>REVENUE GAP</th>
<th>LOAN CAPITAL GAP</th>
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</thead>
<tbody>
<tr>
<td>(Grant Opportunity)</td>
<td>CEF Loan Portfolio by 2020</td>
</tr>
<tr>
<td>$1.3 million</td>
<td>$15 million</td>
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</tbody>
</table>

CEF Initiatives
Annual Operating Need | Fund Need

Invest in PEOPLE
VALOR (Veterans Loan) NEW
- $180,000
  - $2.5 million

Invest in PLACE
Diverse & Distressed Community NEW
- $250,000
  - $3 million
Various Community Loan Pools
- $100,000–250,000
  - $1 million+

Invest in PURPOSE
Healthy Food Financing (GROW)
- $300,000
  - $3 million
Business Acceleration Services (GROW)
- $170,000
  - n/a
Creative Economy (GROW)
- $160,000
  - $3.5 million

Want to learn more about investing in small business success through CEF?
Contact Carrie Hanson, Director of Development
720.473.4075 | carrie@coloradoenterprisefund.org or visit: coloradoenterprisefund.org