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Accion Texas BY THE NUMBERS

(2012)

→JOBS CREATED OR RETAINED:
3,508

→BUSINESS SURVIVAL RATE:
74%

→ACCION TEXAS FINANCING
INCREASED BUSINESS
SURVIVAL BY 44%

→ACCION TEXAS CLIENTS
INCREASED SALES BY 73%

→BETWEEN 1994 AND 2009,
AT CREATED \$174M IN
ECONOMIC ACTIVITY

CDFI
COALITION
WWW.CDFI.ORG

ACCION TEXAS

SAN ANTONIO, TEXAS

Accion Texas is a nonprofit, multi-state, micro- and small business lender that helps new and existing entrepreneurs successfully grow their businesses. Through affordable lending and business development services, Accion Texas is committed to empowering individuals and small businesses that have limited access to traditional sources of capital.

Accion Texas was founded in 1994 by current President and Chief Executive Officer, Ms. Janie Barrera. Since that time, it has made more than 14,000 loans, totaling nearly \$160 million. It is now the nation's largest nonprofit microlender and the largest member of the Accion U.S. Network, serving eight states including Texas, Louisiana, Arkansas, Missouri, Kentucky, Tennessee, Alabama, and Mississippi. Accion Texas will celebrate its 20th anniversary in 2014.

Since its certification as a Community Development Financial Institution (CDFI) in 1996, Accion Texas has been awarded nearly \$10.5 million in awards from the CDFI Fund. These awards have been of enormous help to Accion Texas and its mission, enabling it to lend and invest in low-income and economically distressed areas throughout its eight-state footprint, helping hardworking entrepreneurs support their families, grow their businesses, and contribute to their communities.

Most Accion Texas clients have lower-than-average incomes and many have received more than one loan from the CDFI. Of all Accion Texas clients, 61 percent identify themselves as Hispanic, 17 percent identify as African-American, and 16 percent identify as white. Women comprise 40 percent of borrowers.

In addition to microloans and other small business loans, Accion Texas offers technical assistance, mostly through free workshops on topics including accounting and bookkeeping, creating business plans, tax education, marketing and social media training, website development, and other key training and education that small businesses need to start, grow, and thrive.



Ed's Smok-N-Q

Throughout his life and career, Mr. Edward Ashford has been passionate about serving others and cooking barbecue. As a medic for nearly 30 years and a veteran, Mr. Ashford enjoyed barbecuing for friends while volunteering at hospital-organized community events. His love of food and community prompted him and his wife, Waldean, to use their retirement savings to finance a barbecue trailer.

Ed's Smok-N-Q opened in 2007 in San Antonio, Texas, offering brisket, ribs, and turkey legs. The restaurant soon attracted a devoted following. As demand grew and the Ashfords' children began helping out, a true family business was born.

To meet growing demand, the bustling mobile restaurant required more space, but a lack of access to capital threatened to dash their hopes of expansion. Fortunately, Ms. Ashford discovered Accion Texas.

In 2008, Accion Texas provided the Ashfords with an \$8,000 loan to buy equipment for their newly purchased store front restaurant and to start paying their children's salaries. They have received several Accion loans since that time, and the business has continued

to grow. The Ashfords now serve between 70 and 160 customers daily, have hired two more employees, and will soon expand further by purchasing a new mobile unit.