

# Opportunity Fund

## San Jose, California

Opportunity Fund is a nonprofit financial institution that advances the economic well-being of working people by helping them earn, save, and invest in the future. Opportunity Fund small business clients are predominantly made up of people that are low- to moderate-income, ethnic minorities, women, and those with little to no credit history.

Opportunity Fund provides loans of \$2,600 to \$250,000 with responsible, fixed interest rates to underserved entrepreneurs, and invest in high impact real estate projects, including health and educational centers, and other nonprofit facilities. During underwriting, Opportunity Fund addresses cash flow, credit building, and offer referrals for credit repair, and legal assistance. Post-loan support addresses marketing, financial controls, cash flow management, and diversifying a client base.

Since 1994, Opportunity Fund has invested over \$744 million, along with thousands of hours of financial and business assistance, into low- to moderate-income neighborhoods across the United States, improving lives in more than 28,000 households.

## Two Amigos Western Wear



The CDFI Fund Financial Assistance (FA) awards enable Opportunity Fund to serve clients like Adolfo Ortiz, owner of Two Amigos Western Wear. Shortly after moving to Oakley, a small Northern California town on the edge of Central Valley farmland, Adolfo saw the need for a store catering to local farmers, ranchers, and cowboys. As a state champion horse trainer, Adolfo knows what his fellow riders and ranchers need to stay in style and competition.

“Every time we needed something, like riding boots, nice hats, outfits for riding, or accessories, there were no places to shop around here.” Adolfo explained.

Adolfo started Two Amigos Western Wear in 2006 and it has grown to a one stop shop with riding gear such as saddles, hats, boots, livestock feed, and horse care supplies. “It makes me happy when my customers walk in and say, ‘Look at how much inventory you have! This is a beautiful store’,” he said.

Opportunity Fund’s microfinance programs serve a target market of low-to-moderate income and/or Hispanic people in California, like Adolfo. The CDFI Fund helps Opportunity Fund reach these vulnerable entrepreneurs who may have no other options for capital except high-cost alternative lenders. Adolfo’s first loan of \$47,000 from Opportunity Fund helped keep inventory fresh. Since then, Two Amigos Western Wear has become a 7-time repeat borrower with loans of \$40,000 each time; the most recent loan in October 2017 helped purchase stock for the holiday shopping rush. “Since working with Opportunity Fund, my cash flow has improved so much,” he said. “The loans give me the push to do more things with my business. The money is right there within 2 to 3 days.” Two Amigos Western Wear has grown so much that Adolfo had to add more staff and is looking to open a second location in the next year.

### Organization Highlights

- Timeframe/years for the organization highlights: 25 Years
- Jobs created or retained: 25,586
- Businesses assisted (unduplicated): 8,866
- Individuals provided with financial counseling and literacy training: 9,100
- Community revitalization projects (schools, social services, or health facilities) assisted FY 2018: 25
- Low-mod income housing units developed: 8,659
- Total square footage of commercial or retail space developed: 1,284,053 sq. ft.
- Total dollar amount loaned: \$744,274,406
- FY18 Clients served by community facilities: 394,654 people

### Contact

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### Project Highlights

- Median Income Compared to Area Median Income (AMI): \$89,392
- Unemployment Rate: 5.5%
- Poverty Rate: 7.5%
- Jobs created or retained: Family business with 4 employees