

## About ACCION USA

ACCION USA is a private, nonprofit organization that provides microloans and other financial services to low- and moderate-income (LMI) entrepreneurs who are unable to access bank credit for their small businesses. With economic opportunity, these entrepreneurs—often minorities and women—can build assets, better provide for their families, and strengthen their communities. As a recognized leader in U.S. microfinance, we help small business owners use microloans to build their businesses.

- **AUSA has lent \$116 million since 1991**, making us one of the nation's largest microlenders serving more than 3,000 active borrowers across 40 states.
- ACCION USA offers affordable small business and credit development **loans from \$500 to \$50,000**.
- Our investment in our clients does not end with a loan—we provide **free financial education services** to set the foundation for long-term business success.
- The extended U.S. ACCION Network has supported 23,000 U.S. small businesses with \$250 million. This network of licensees serving TX, LA, NM, CO, AZ, IL, and CA and our online lending platform provides a national footprint for microloan borrowers.

## Microloan Need

Nationwide, low-to-moderate income microentrepreneurs—especially immigrants, women, and minorities—are unable to access the affordable credit needed to create sustainable businesses and attain economic self-sufficiency.

- **28 million people are unbanked** in the U.S. and 45 million people have limited access to mainstream financial institutions.
- Microenterprises (<20 employees) **represent 90% of all businesses** in the U.S. and create 900,000 new jobs per year.
- The predatory loan industry, charging average annual **interest rates over 300%**, accounted for over \$40 billion in loan volume in 2007.

## ACCION USA Impact

According to the most recent MicroTest impact study conducted in partnership with the Aspen Institute, AUSA loans empower borrowers to:

- **Create employment opportunity in LMI communities:** On average, each AUSA small business loan recipient creates 1.7 new jobs.
- **Increase family income:** Client household income increased by 48% one year after receiving a microloan.
- **Create sustainable businesses:** The business survival rate among AUSA clients is 97% for established businesses and 90% of start-up businesses.

## ACCION USA at a Glance

<b>18,600</b>	Loans Made
<b>\$116</b>	Total Amount Lent (in millions)
<b>\$6,300</b>	Average Loan Size
<b>90%</b>	Historic Repayment Rate
<b>40%</b>	Women Clients

Data since 1991 inception, as of December 31, 2008



## Success Story: Margarita Amador

Margarita Amador, owner of *Amador Home Improvements*, is dedicated to providing her clients with quality service at a fair price. Even during the economic downturn, business has been steady.

However, Margarita was experiencing cash-flow difficulties and needed a loan to keep her business on track. **Unable to borrow from the bank, Margarita approached ACCION USA**, where she qualified for the loan she needed.

**"My dream is to be able to provide for my children's education and to start another business of my own,"** says Margarita. These goals are now within her reach, thanks to the support of AUSA.

ACCION USA provides affordable microloans to low- and moderate-income entrepreneurs who are unable to access traditional bank credit for their businesses.



Lending. Supporting. Inspiring.

## Invest in ACCION USA (AUSA)

AUSA is pleased to offer a double bottom line investment opportunity for socially-motivated investors who want to earn a financial return while supporting low- and moderate-income microentrepreneurs in their community. While providing an investment return, an investment in AUSA generates social returns by directly capitalizing business loans to hardworking women and men who have no other access to credit. In turn, these microentrepreneurs create employment, increase family incomes, and grow local economies' tax base.

## The AUSA Loan Fund

The AUSA Loan Fund is currently capitalized by approximately \$17 million in long-term, low-interest lines of credit and donations from both institutional and individual investors. The AUSA Loan Fund provides the capital for microloans that AUSA disburses to microentrepreneurs in Massachusetts, New York, Florida, and Georgia, as well as nationwide via the Internet.

The AUSA Loan Fund serves as an investment vehicle for socially-motivated investors who want to strengthen small businesses and the communities in which they operate. These investments form a pool of capital from which AUSA provides the credit that low- and moderate-income microentrepreneurs need to realize their dreams.

Loan Term	Loan Amount <sup>i</sup>	
	\$25,000 - \$50,000	\$50,001 - \$100,000
2 - 3 Years	0 - 2.00%	0 - 2.25%
> 3 Years	0 - 2.25%	0 - 2.50%

To inquire about rates and terms, or to learn more about investing in AUSA, call Ashley Wessier at (646) 833-4522 or email [loanfund@accionusa.org](mailto:loanfund@accionusa.org).

**Your Gift Will Keep on Giving.** As AUSA clients pay back their loans, your investment in the Loan Fund will allow AUSA to relend to low-income business owners many times over, making a difference for years to come. Please join AUSA in building economic opportunity for small business owners in the United States.

<sup>i</sup> Interest rates as of December 31, 2008. For reference purposes only. New Loan Fund investments negotiated on an individual basis.