



Metropolitan Consortium
of **Community** Developers



2021 Open To Business Activity Report

Natalie Mouilso

Dakota County Business Advisor

Email: nmouilso@mccdmn.org

Direct: 952-451-6390



Metropolitan Consortium
of Community Developers



Dedicated to building strong and stable communities through economic and community development

- 501c3 established 30+ years ago
- CDFI since 2009
- Open to Business
 - Direct Lending
- Credit Builder Program
- Public Policy & Field Building



Metropolitan Consortium
of Community Developers



Free support to small businesses and entrepreneurs through one-on-one advising, access to capital, and direct financing

- In partnership with counties and cities
- Active in Dakota County since 2013
- Technical assistance and lending
- Businesses in all stages
- Confidential and objective



Metropolitan Consortium
of Community Developers

Dakota County – 2021 Approach

- Outreach & Communication
- Lending Focus
- Partnership Building
- Transparency
- Accountability
- Accessibility
- Responsiveness

“We are blessed with having such great partners like MCCD.”

- Local Banker



Your Lending Partner!

As a CDFI since 2009, the Open to Business team at MCCD works with small businesses, financial institutions, and nonprofit lenders to facilitate business growth through...

- **Loan packaging/facilitation**
- **Direct loans for new and growing businesses**
- **Sharia-compliant or asset-based financing**
- **Gap/acquisition financing for real estate**

Businesses: Contact an advisor today about financing options.

Local lenders: We want to partner with you. Learn how our loan participation helps get projects approved.

Contact info@mccdmmn.org or
call **612-789-7337** to speak with our team.



Metropolitan Consortium
of Community Developers



Dakota County Outcomes 2021

- New client profiles & videos
- Expanded quarterly reports
- 10+ New bank contacts
- 181 Clients served
- 1,069 TA hours
- 1,068 Program hours
- \$5,000 Direct loans
- \$268,600 Facilitated capital
- \$133,000 Owner equity

CDFI Award

- \$1.826M grant from the US Dept. of the Treasury CDFI Rapid Response Program
- Funding for loan loss reserves
- Lower cost of capital
 - MCCD 7% interest rate cap
 - Rate reduction for 75 loans
 - 6 Dakota County loans



Metropolitan Consortium
of Community Developers



West Sint Paul Outcomes 2021

15 Clients Served

- 64% women-owned businesses
- 57% BIPOC or immigrant businesses
- 36% low-wealth owned
- 57% startup business
- 43% existing businesses
- +45 jobs impacted!
- 72 technical assistance hours
- Ongoing service & support to existing WSP loan clients

Referral Sources

- 29% Web / Other
- 36% Client / Partner / Banker
- 35% Municipality

Industries

- *Food*
- *Professional / Consulting*
- *Retail*
- *Service*
- *Wholesale / Distribution*
- *Health / Fitness*
- *Manufacturing*



Metropolitan Consortium
of Community Developers

West Saint Paul

Business Assistance Highlights

- Existing restaurant
 - Opened right before COVID, cashflow strategies, marketing
- Existing beauty business
 - HR & staffing concerns, possible expansion into adjoining space
- Existing hair salon
 - COVID relief grants, expanding business to offer products, sourcing, marketing
- Start up trucking / transportation business
 - Minority business certification, grants, business support
- Start up consulting business
 - Business registration & filing, business plan development, financing



TO BUSINESS

Free Business Counseling in Multiple Languages

MCCD's Open to Business team provides free and confidential business counseling to entrepreneurs and business owners.

Our business advisors speak:

- **English**
- **Spanish**
- **Somali**
- **Hmong**

Contact us at **612-789-7337** or **info@mccdmm.org** to be connected to an advisor who speaks your language.



Events, Partnerships, & Outreach

Dakota County Library

- Webinar Series

Inver Hills Community College

- Student Success Day

University of Minnesota Law School

- Virtual Q&As in Q1 & Q4
- Custom Tool

Lender Relationships

- PPP Forgiveness
- Lending Q&A

Non Traditional Financing Event

- Consortium Members
- Community Developers
- CDFIs & Lending Partners

MCCD's Open To Business Presents

NON-TRADITIONAL FINANCING VIRTUAL EVENT

Thursday
November 18
Virtual Workshop
2:00 – 3:00 pm

LEARN ABOUT NON-TRADITIONAL FINANCING SOURCES TO HELP YOU GET YOUR DEAL DONE FOR SMALL BUSINESS CUSTOMERS

Support Local Business

HEAR WHAT'S NEW FOR SBA 504 LOANS, MCCD LOANS, CDFI LOANS, MN DEED ELP LOANS AS WELL AS FINANCING RESOURCES FROM THE CITIES OF MINNEAPOLIS AND SOUTH ST. PAUL

RSVP: nher@mccdmn.org



Client Profile



- Claudia Gutierrez Mendez, owner of Hamburguesas El Gordo
- MCCD client since 2018
- Expanded to four metro area locations today
 - West Saint Paul
- Two new locations in 2020 & 2021
- 60 employees total
 - 9 WSP employees

“If it wasn’t for that we would have closed some doors, instead we opened two new locations.”

- Claudia



Metropolitan Consortium
of Community Developers



Client Profile



My name is Claudia Gutierrez Mendez



Program Feedback

- Chamber Representative – “Thank YOU for being such a great resource for our community!”
- Chamber Representative – “Natalie is the Director of Open to Business for Dakota County. She is amazing and I refer people to her all the time.”
- SBA Division Manager, Local Bank – “You are a great resource for us as well as our clients.”
- Apple Valley Business Owner – “Natalie and MCCD have been so helpful with our startup that one adjective couldn't describe their impact. Every step of the way Natalie provided sound advice with logical explanations. Natalie's help went beyond just concrete advice. She encouraged us to do our research.”
- Eagan Business Owner – “We had great experience working with your organization.”
- Lakeville Business Owner – “Thank you for meeting with me last week and for all of the great ideas and pointers you shared! Our meeting was so helpful!”



Program Feedback

- Eagan Business Owner – “It feels great to finally get my books in order, thank you so much!”
- Farmington Business Owner – “Thank you for sending the grant opportunity to me earlier last month. We got the grant. :)) It will help a lot.”
- Hastings Business Owner – “I would encourage any small business owner to work with Open to Business. They are totally ‘there’ for you. I truly felt that I had people coaching me who were dedicated to helping my business succeed. I’m not kidding when I say that I could NOT have done moving my businesses to where they are now without Natalie’s guidance and grace.”
- Rosemount Business Owner – “I really appreciate all that you do for Small Business.”
- Burnsville Business Owner – “HANDS DOWN Open to Business is the first place to start digging in.”



Metropolitan Consortium
of **Community** Developers



2021 Open To Business Activity Report

Natalie Mouilso

Dakota County Business Advisor

Email: nmouilso@mccdmn.org

Direct: 952-451-6390