

2019 Impact Report



Micro-Business Development is Growing in Inland Southern California

- Good for the Economy
- Good for the Community
- Good for business owners and their families

Over 90% of all businesses in Riverside and San Bernardino counties are microbusinesses (less than five employees). Though these businesses are small, they account for over 23% of all employment in the region. Helping small businesses grow means jobs for the region, more income circulating locally and a steady tax base.



What is Micro-Business Development?

Micro-Business Development includes all the programs, products and services that help small businesses start and grow. These include business counseling, training, loans geared for small business called Micro-Loans, business incubators, and entrepreneur network programs.

Success in 2018

8,250 individuals were trained in business skills such as marketing and financial management

1,835 individuals received business counseling to guide the growth and direction of their businesses

861 jobs were created from this effort



513 businesses received business loans for a total of \$15,398,000 in microlending (up from \$10M in 2017)



Parish Morris — is the owner of Document Security Solutions located in the City of Murietta. As a veteran, a start-up and a minority business owner he was struggling. He first came to AmPac Business Capital for help securing financing for his business. He had credit challenges that made his business difficult for traditional bankers to fund. AmPac worked with other small business resources to help Mr. Morris put together a business plan, his financial projections and improve his recordkeeping. After securing the loan from AmPac Business Capital, his business grew. He has been awarded over \$1M in government contracts and is growing his staffing past the current four employees. Remarkably, Mr. Morris did not stop there. He wanted to help other veterans and co-founded Veteran’s Business Action Committee, a group that works to promote entrepreneurial education, mentorship and resources to support local veterans. This effort earned him the 2018 Veteran Small Business Champion of the Year.

So far, we’re on track for 2019, but we need your help...

2019 Goals of the Microenterprise Collaborative of Inland Southern California

9,000

individuals trained
in small business
management skills

1,900

business owners
will receive business
counseling services

1,000

jobs will be created

\$19 Million

in micro-loans to
start and grow
businesses

The purpose of the Microenterprise Collaborative of Inland Southern California is to create and sustain businesses and jobs through micro-business development. We accomplish that by increasing the

- Number of referrals to micro-business resources
- Public awareness of the importance of micro-business development for the economy
- Support for the micro-business services and microlenders serving the region



Help us grow
small businesses
in Inland
Southern California



Here’s what you can do:

- Refer a business owner to the small business resources listed on the website, www.microbizinsocal.org.
- Join nearly 600 bankers, nonprofits, Chambers of Commerce, Government Agencies, and Universities and Colleges as a Partner of the Microenterprise Collaborative. Sign up on the website.
- Advocate for support of small business development and public policies that benefit small businesses.

For more information about the Microenterprise Collaborative of Inland Southern California, see the website: www.microbizinsocal.org or contact Catherine Marshall at cmarshall.microbizinsocal@gmail.com