

## Entrepreneurship

“Social entrepreneurs are not content just to give a fish or teach how to fish. They will not rest until they have revolutionized the fishing industry.”

(Bill Drayton, CEO, chair and founder of Ashoka)

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## ACCION

Texas.Louisiana

### Microlending

- Developing Countries
- United States

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## ACCION

Texas.Louisiana

### Differences

- Cost Structure
- Regulatory Environment
- Marketing Strategy
- Market Size

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## Our Beginning

- \$50,000 grant for operations
- \$125,000 in loans for loan pool
- 3 full time employees

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## ACCION

Texas.Louisiana

- ACCION Texas has (\*):
  - 1,873 active clients
  - \$77,800,000 disbursed (since '94)
  - 9,313 loans (since '94)
  - \$21,500,000 active portfolio
  - \$11,400 average loan size



Petra Rosales  
Owner, Porcelain Dolls By Petra and Jorge

(\* As of Dec 2008

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## ACCION

Texas.Louisiana

### Offices

- San Antonio, March 1994
- El Paso, August 1996
- McAllen, March 1998
- Houston, September 1998
- Brownsville, May 1998
- Dallas/Fort Worth, January 1999
- Austin, May 1999
- Corpus Christi, August 2004
- Laredo, September 2005
- Arlington, December 2008
- Louisiana, April 2009



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## ACCION

Texas, Louisiana

### Investing in People



Juana Perez cannot read or write. She toiled for her first 16 years in the United States as a migrant farm worker. When she opened her own business, she ran it out of the kitchen of her trailer home in a colonia, one of South Texas' poorest neighborhoods. With a loan from ACCION Texas she built a store front and bought inventory to stock the shelves.

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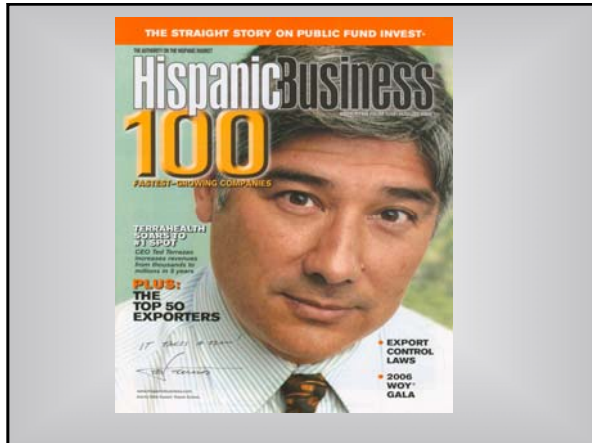
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## Conclusion

- Social and Economic Mission
- From modest beginnings to biggest and best
- Our constraint is not eligible clients. It is Capital
- Proven business practices in a non-profit world
- Be lowest cost provider of microloans nationally
- Pursue strategic partners

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