



## TURNING DREAMS INTO PLANS

**OUR MISSION** is to empower Iowans with the potential to succeed as they pursue opportunities for financial success.

### OUR PURPOSE

It is our belief that to be successful in small business, entrepreneurs need support in three core areas: education, capital, and networking. We have built key programs that support these core areas and empower individuals to succeed, families to prosper, and communities to thrive. Success to us is people supporting themselves and their families through the execution of their own ideas. The Iowa Center is committed to empowering people to strengthen and stabilize their financial futures through business ownership and investment.

### HOW WE DO IT

Education  
Capital  
Networking

### EDUCATION

- Skills-based business education
- Flexible class schedules
- General business and industry-specific courses, one-on-one coaching and business counseling, small business resources, and referrals

### CAPITAL

- Loans of up to \$50,000 for Iowa for-profit businesses
- Business support during the application process and after loan disbursement.
- Loans can be used for most business purposes, including working capital, but excluding real estate purchases
- Pre-loan credit education
- Free year-round tax prep and planning through Volunteer Income Tax Assistance and EITC Program (VITA)

### NETWORKING

- Networking opportunities with Iowa professionals
- Introductions to niche small business specialists
- Programs designed to help small business owners build personal, professional, and social relationships

**Iowa Center for Economic Success**

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## Fiscal Year 2020 Outcomes

- \$1,169,352 annual budget funded through:
  - SBA, IRS, DHS, IEDA, foundations, corporations, individual donors, program fees
- Staff of eleven full-time employees, 3 contract employees, 77 volunteers
- 641 small business clients served -- 79% women
- 97 jobs created
- 13 business starts
- More than 785 hours in 1:1 coaching sessions
- 1,983 in-kind volunteer hours valued at \$76,715
- \$744,205 in loans disbursed
- 22 loans disbursed
  - 14 (64%) to women
  - 7 (32%) to minorities
  - 3 (14%) to people who fell at or below the HUD Low Income level threshold
  - 7 (32%) to people who lived in rural areas
- Twelve angel investments – for a total of \$1,125,650 - made by accredited female Iowans
- With state-wide partners: 17,913 tax returns prepared and filed for 2018 tax year by more than 533 volunteers