



IMPACT REPORT

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YEAR IN REVIEW:

Last year, we lent **\$2,135,000** through **65** loans to **62** small businesses across **18** counties.



OUR MISSION:

TMC Community Capital is a non-profit microlender committed to providing fast and affordable online financing, to fostering financial stability, and to encouraging entrepreneurship among women-owned, low-income and under-resourced small businesses in California.

As an organization, we added **4** full-time positions, opened a Los Angeles office, introduced the Microloan Lite program and launched our Beyond the Hustle education series.

LOAN PRODUCTS:

MICROLOAN LITE

- \$5,000-\$15,000
- 6-7% interest rate
- 1-3 years

MICROLOAN

- \$15,001-\$50,000
- 6-9% interest rate
- 2-5 years

RECOVERY

- \$5,000 -\$50,000
- 4-6% interest rate
- 2-5 years
- Deferment of principal or principal & interest for the first 6-12 months

PORTFOLIO SUMMARY:

62 SMALL BUSINESSES

94% BIPOC-OWNED

54% WOMEN-OWNED

85% LMI-OWNED

18 COUNTIES

PROGRAM OUTCOMES:

Repayment Rate	100%
Jobs Supported*:	267
Average Savings**:	86%
Business Survival Rate:	100%

*TXP Inc, Ripple Effect

**Average APR Savings compared to other online lenders

WHERE WE FUNDED:



62% NORCAL

14% CENTRAL

24% SOCAL

COUNTIES SERVED:

- Alameda
- Contra Costa
- Fresno
- Kern
- Los Angeles
- Marin
- Merced
- Riverside
- Sacramento
- San Francisco
- San Joaquin
- Santa Barbara
- Santa Clara
- Santa Cruz
- Sonoma
- Yolo

We increased our dollars deployed to rural businesses by **128%**

WHO WE FUNDED:

BIPOC **94%**

Female **54%**

LMI **85%**

Time in Business
(Years):



1-5
67% 5+
33%

Size
(Revenue)

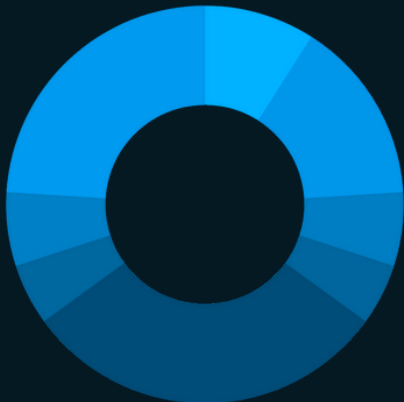


<\$500k
68% >\$500k
32%

Avg. #
Employees



3



INDUSTRY BREAKDOWN:

Restaurant & Food Services	30%
Contract & Consulting Services	24%
Retail	15%
Manufacturing & Wholesale	9%
Education & childcare	6%
Machine & Auto	6%
Health & Fitness	5%

Auto Repair, Baked goods, Barber & Beauty Salons, Canvas Supplier, Child Care, Coffee, Commercial Equipment, Education, Electronics, Entertainment, Fitness, Food and Beverage, Freight, Industrial Design & Services, Janitorial, Jeweler, Landscaping, Machine Shop, Mobile Food Services, Painting, Plumbing, Restaurant, Retail, Specialty Foods, Sporting Goods, Tax Services, Wine wholesaler

For every **\$1** lent, about **\$0.56** in additional wage earnings are created annually through downstream activity*.

68% of our investment in small businesses flowed back into the community. That's... **\$1,451,800**

MULTIPLYING IMPACT

Community development goes farther and wider than just lending. Our work to fund, educate, and create community among small business owners has impacts beyond the individual. Small business is a tool for community wealth-building.

*TXP Inc, Ripple Effect

**Average APR Savings compared to other online lenders





BUSINESS SUPPORT PROGRAMS:

- **DreamBuilder:** Free online courses for entrepreneurs, offered in English and Spanish
- **Application Process**
- **Webinars & Workshops**
- **Educational Videos**

We understand that financial inclusion and wellbeing involves more than just capital.

We pair our financing with education and resources to ensure sustainable success.

186

INDIVIDUALS

3

LANGUAGES SUPPORTED

23

**COMMUNITY PARTNER
COLLABORATORS**

EDUCATIONAL VIDEOS:

Education and access have always been central to the work we do at TMC Community Capital. By knocking down barriers and increasing access to financial education content, we can closer align our work and impact with our mission: empowering underserved entrepreneurs. We know that small business owners are busy so we created videos that are under 20 minutes

- **Business Planning**
- **Credit Basics**
- **Risk Management**
- **Cashflow Management**
- **Retirement**
- **Credit Scores**
- **Digital Marketing**



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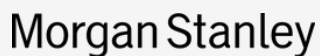
VIDEOS RELEASED

373

VIEWS

WE'D LIKE TO SAY

THANK YOU TO OUR FUNDING PARTNERS



LOOKING AHEAD

2023



Formalizing
Partnerships



Financial
Education
Content



Piloting new racially
just underwriting
models



New products

It's been an incredible year of growth and building for us at TMC Community Capital. This year we hired our first full-time CEO, added a second office location, almost doubled our team, and more than quadrupled our loan volume. We're growing our diverse network of partners, improving our products and programs and developing new ones. We're so grateful for all of our partners, donors, and community members who make all of our work possible. We have so much in store for 2023, we can't wait!

