



# ENTREPRENEUR WORKS

[www.myentrepreneurworks.org](http://www.myentrepreneurworks.org)

## Financial and Social Impact

- Loans made: 435, totaling \$1.5M in dollars disbursed (as of April 2016).
- More than 300 entrepreneurs served each year; 87% minority, 73% low to moderate income; 63% women in 2015.
- Average business rates: Clients experienced an average business start rate of 50% and an average business survival rate of 92% in 2013.

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Entrepreneur Works believes that anyone can start and grow their own business—provided they have the right blend of determination, resources, and opportunity. Entrepreneur Works supports low- to moderate-income entrepreneurs in the five-county greater Philadelphia region, and provides more than 300 aspiring and established microbusiness owners each year with business development training, small business loans, one-on-one guidance and technical assistance, and access to peer networks.

## Success Story: Chocolate City Hair Studio & Day Spa, Philadelphia PA

Latasha Sampson, owner of Chocolate City Hair Studio & Day Spa in Southwest Philadelphia, may be running a successful business, but commercial success has never been the most rewarding part of entrepreneurship for her. “What I really wanted was to do something for my community. I wanted to create something for minority women and employ people in my neighborhood,” she said. Latasha’s salon and spa offers a full range of beauty services catering primarily to men and women of color. In January 2012 Latasha received a small business loan from Entrepreneur Works to purchase furniture and equipment for her new retail space. Latasha also took advantage of Entrepreneur Works’ business skills course, which introduced her to critical funding opportunities and business strategies. Latasha has said that this access to loan capital and small business training has been critical to her success.

