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 600 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.

Entrepreneur Works

www.myentrepreneurworks.org

Financial and Social Impact

- Loans made: 451, totaling $1.6M in dollars disbursed (as of April 2016).
- More than 600 entrepreneurs served each year; 83% minority, 68% low to moderate income; 60% women in 2016.
- Average business rates: Clients experienced an average business start rate of 52% and an average business survival rate of 81% in 2015.

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Success Story: Romano’s Grocery II, Philadelphia, PA

When Juan Carlos Romano and his wife Jessica re-opened their North Philadelphia grocery store in 2008, their goal was to offer their customers fresh fruits and vegetables in addition to regular grocery items. After extensive renovations, they used a small business loan from Entrepreneur Works to stock their store with produce and other healthy foods. The store quickly became a lifeline for neighborhood residents, many of whom formerly had no local access to affordable, quality produce. The Romanos’ business has been thriving ever since. In 2010, Entrepreneur Works approved another small business loan so that the Romanos could expand their store to display fruits and vegetables outdoors, serve deli meats, and begin offering halal products. Since coming to Entrepreneur Works, the Romanos have nearly doubled their household income, and they continue to provide their community with a much-needed resource.