



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

# PathStone Enterprise Center, Inc

## Financial and Social Impact

- Total loans made: 679
- Total loan amount disbursed: \$15,538,232
- Total funds leveraged by loans made: \$16,745,255
- Average loan size : \$22,884
- Total jobs created & retained: 2,045

## Contact

400 East Ave.  
 Rochester, NY 14607  
 P: 585.340.3705  
 F: 585.340.3326  
 E: [pseci@pathstone.org](mailto:pseci@pathstone.org)

PathStone is a multi-state community development corporation that has been providing human, social, and development services to low-income individuals and communities since 1969. The Enterprise Center is an affiliate of PathStone, which has been operational since 1997. PathStone Enterprise Center's mission is to enhance the economic self-sufficiency and quality of life of individuals and communities through entrepreneurial training, technical assistance, and access to financing for new and expanding businesses throughout Upstate New York and Puerto Rico. It carries out its mission by making loans to small and micro businesses, and by accompanying loans with a strong program of pre- and post-loan technical assistance and training programs designed to support its clients' growth. The Enterprise Center's loans range from \$1,000 to \$500,000, although most loans are in the \$20,000—\$50,000 range.

Typical loans include: working capital; machinery & equipment; business expansion; capital improvement; business purchase; financing for start-ups; and gap financing.

## Success Story: CACR Books, Canastota, NY

In 2009, Carl Chappell started CACR Books, a Web site that purchases and resells college textbooks. After a year of personally funding the business, he ran into a financing wall. As a recent college graduate, Carl had student loan debt—a liability for a fledgling entrepreneur. After visits to local banks proved futile, he contacted the small business development center in Oswego, NY, which referred Carl to PathStone Enterprise Center. PathStone worked with Carl and after an analysis of his business plan, provided him a loan. In one year, business increased 200%, he hired a full-time employee; and Carl is on his way to realizing his dream of owning a successful business.

