



MORE THAN A LENDER



OUR MISSION

To provide lending solutions and educational services that propel the creation, development, and growth of underserved small businesses, affordable housing and sustainable communities.



Pathway Lending

A major nonprofit CDFI lender that finances businesses and strengthens communities in the Southeast region

20 years helping entrepreneurs of all stages and industries grow, succeed and access capital

More than \$115 million in loans outstanding and 70 partner institutions who invest in our mission

Serving businesses and communities across Tennessee and Alabama and in parts of Arkansas, Kentucky and Mississippi

Safe, sound and profitable options for bank partners to invest in communities they serve and meet CRA requirements

LOW-INCOME CENSUS TRACTS AND ENTREPRENEURS

CENSUS TRACTS WITH HIGH RATES OF POVERTY AND UNEMPLOYMENT

AFRICAN AMERICAN-OWNED BUSINESSES

WOMEN AND HISPANIC-OWNED BUSINESSES

VETERAN-OWNED BUSINESSES

AERIS
RATED
★★★ AA-



U.S. DEPARTMENT OF THE TREASURY
CERTIFIED CDFI
CDFI FUND
Financial Institutions Fostering Community Growth

TENNESSEE RURAL OPPORTUNITY LOAN FUND



RURAL LOANS SINCE 2007
\$39MM

55% supported firms in low-to-moderate income communities and 15% to minority-owned firms

“We originally chose Pathway for its local presence and coaching. We didn't realize we were choosing a true partner in our success

MICHELLE QUIMBY
NASHVILLE OLIVE OIL CO.
| SPRING HILL, TN



“If you have knowledge and passion for what you do, reach out to Pathway. They'll come through.

GARY EASMUNT
BRISTOL SKATEWAY | BRISTOL, TN



PERPETUAL REVOLVING LOAN FUND
FORMED IN 2007 WITH THE STATE OF TENNESSEE AND TBA MEMBER BANKS

PROVIDES CAPITAL TO SMALL, DISADVANTAGED AND EARLY-STAGE BUSINESSES LOCATED IN 92 RURAL COUNTIES

LOANS OUTSTANDING IN 51 COUNTIES

CREATED 334 NEW AND RETAINED OVER 500 JOBS

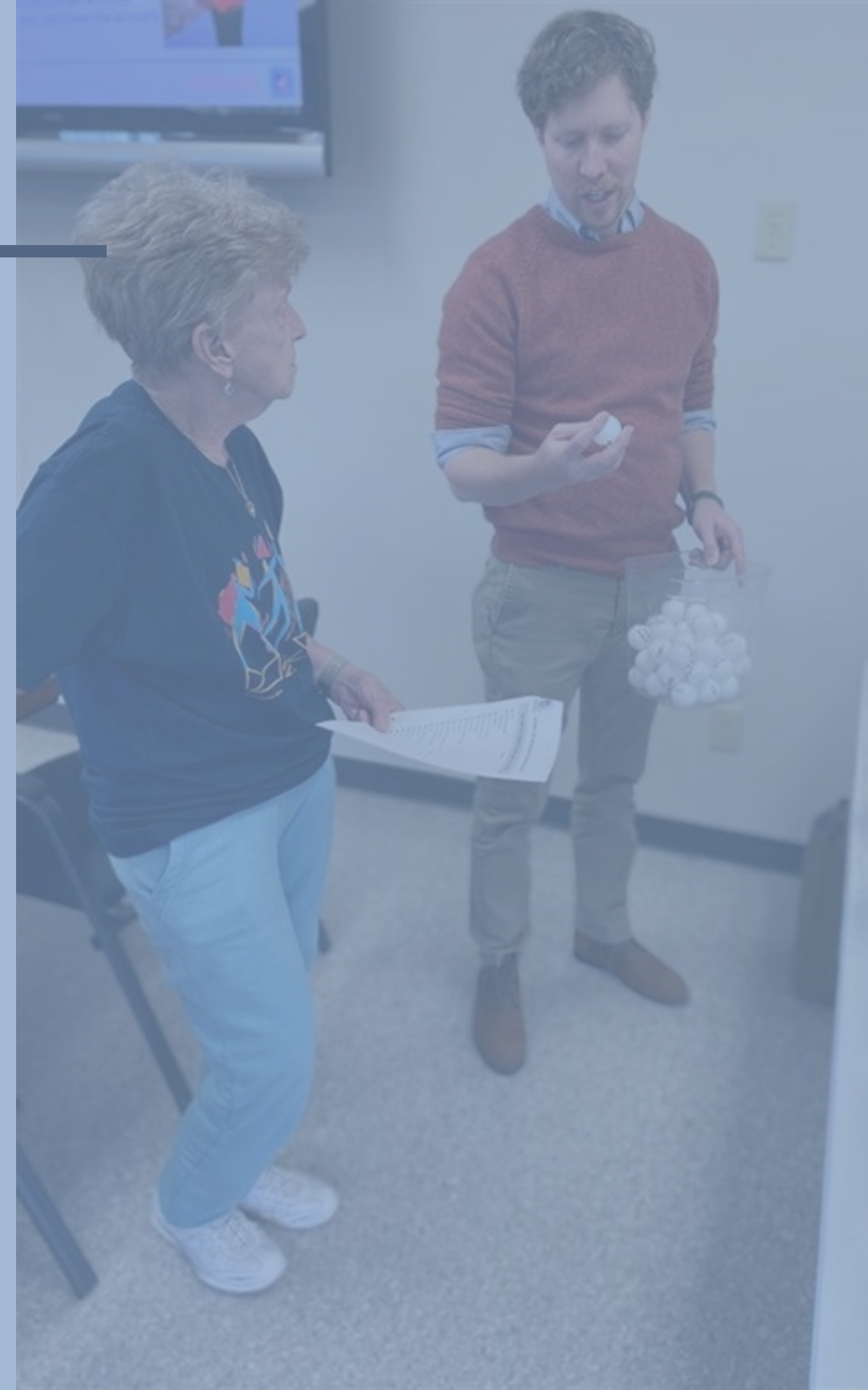
RETURNED \$3 TO THE STATE FOR EVERY \$1 LOANED IN FIRST 10 YEARS

Pathway Lending

Pathway partners with local economic development leaders to bring hands-on training to the community.

We understand each community's needs are different, so we spend time getting to know the business owners, developing and adjusting the programming to meet the needs.

Tapping into local experts and mentors helps ensure sustainability.



Pathway Lending

In 2020 Pathway began a partnership with Perry County Chamber of Commerce and Hickman County Economic & Community Development Association

Pathway worked closely with the leaders of these organizations to market and deliver trainings. When possible, the trainings have been in person.

Pathway has delivered Embark (six week financial and business planning training) QuickBooks, Business Modeling and Marketology in these markets.

The cost was underwritten by the counties who had sought funding from TNECD, USDA and other sources.



Pathway Lending

Lessons Learned

The business community needs time to get to know us before the trainings begin

- Office hours in local space
- Introductions to local small business owners from community leaders are key
- Spending time in the community, attending events, etc.



How to Buy a Business

PILOT PROGRAM FUNDED BY
TENNESSEE PLACEMAKERS IN
2020

Sustaining Local Businesses

- How to find the business to buy
- How to properly vet the business
- Financial training to manage the business
- Transitioning from Employee to Owner
- Hybrid delivery of training, instructor led and on demand components
- Intensive one on one assistance with Business Advisors

How to Buy a Business



PILOT PROGRAM FUNDED BY TENNESSEE PLACEMAKERS IN 2020

Lessons Learned

-
- The right partners in the community must be recruiters; local champions are crucial.
 - Seminar delivery model vs. 6 week
 - Utilize opportunities to leverage other local events to build a presence and awareness
 - Needed to adjust delivery model to accommodate clients who need the training, don't need to wait for the scheduled cohort, can access monthly seminar, on demand components and business advisors---more immediate and accessible

WHERE DO YOU WANT TO TAKE YOUR BUSINESS?

Pathway Lending can help you get from here to there





Mason Worthington
Director Tennessee Rural Entrepreneurship
Mason.Worthington@pathwaylending.org



Key Dawson
Senior Business Advisor – Business Development
Keyunta.Dawson@pathwaylending.org