



Capital Access for a **Thriving** Future

THRIVE COMMUNITY LENDING | Microloans for Refugees &
Immigrants Across the Southeast

Inspiritus 



WHAT WE BELIEVE:

Every individual, no matter where they are from, deserves an opportunity to **thrive**.

How We Empower Individuals to Thrive

For over 40 years, Inspiritus has promoted stability, wellness, health, and safety for **100,000+ individuals** across the Southeast. The success of our programs is based on an individual's progress in **four measurable markers of a thriving life:**



1. BASIC NEEDS

2. STABILITY/
SAFETY



3. COMMUNITY
INTEGRATION

4. SELF-SUFFICIENCY/
SELF-DETERMINATION





WALKING WITH INDIVIDUALS

Inspiritus has an extensive history of **walking with individuals** on their path from surviving to thriving and continues to **grow and adapt** its programs to **increase our impact** in the communities we serve.



WORKING TOGETHER TO EMPOWER LIVES

We have become lenders to help refugees access the capital and support needed to achieve economic self-sufficiency. **With your support, we can help more individuals and families thrive in their new community.**

Inspiritus

MEET IMAN ALHABAL

Iman was forced to **flee her home** because of the Syrian civil war. She and her husband drove for Uber, Lyft and Grubhub to support their family here in Atlanta. They were still **unable to become economically self-sufficient.**

Newly arriving refugees like Iman have dreams of better supporting their families by **starting or growing a small business.**



Unique Challenges

In spite of the hurdles Refugees face when establishing their own businesses, they share a common desire to build healthy, thriving futures for themselves and their families here in Metro Atlanta.



Financial Insecurity (arrive in debt) & No/Low Credit History



Limited Business Skills and Resources



No Knowledge of or Experience with U.S. Financial Systems



Language & Cultural Barriers

THE PROBLEM

Refugees have limited access to the capital, credit and business support needed to successfully develop or sustain a business.

OUR SOLUTION:

THRIVE COMMUNITY LENDING

We are an emerging CDFI (Community Development Financial Institution), established to help refugees grow their businesses, support their families, and contribute to their community. The foundation of our success is rooted in three core competencies:



THRIVE COMMUNITY LENDING

CULTURAL COMPETENCY & EQUITABLE ACCESS



Staff Understands and Reflects Atlanta's Diverse Refugee Community

Inspiritus' Refugee and Immigrant Services (RIS) department has been working in Refugee communities since Inspiritus' formation in 1982. Inspiritus' staff who are currently supporting our lending programs through this new arm, have extensive experience working with a linguistically and culturally diverse client base. Many staff members are former refugees themselves, and represent 14 countries of origin and more than 26 languages. The team exhibits a high level of cultural competency and expertly understands the complexities of the resettlement experience.



Clients Represent Over 16 Countries of Origin

Refugees resettled in Georgia come from 16 primary countries of origin, including Afghanistan, Burma (Myanmar), Colombia, Democratic Republic of Congo, El Salvador, Eritrea, Guatemala, India, Iran, Iraq, Rwanda, South Sudan, Sudan Uganda, Ukraine, and Venezuela.



Focused on Underserved Refugee Communities

The typical borrower for this program is a refugee or immigrant who has been in the United States 6 months - 10 years, identifies as a person of color, and faces barriers to accessing capital through mainstream financial institutions. Many also have a high level of education and professional experience attained in their home country (i.e. Banker, Doctor, Professor, etc.) that isn't recognized in the U.S.



Ensure Reach of Target Population

Inspiritus analyzes client demographical data on a quarterly basis to ensure that our economic empowerment programs and services are reaching our target population of low- to middle-income refugees and immigrants in the metro Atlanta area.

THRIVE COMMUNITY LENDING

OUR PRODUCTS: AFFORDABLE CAPITAL

We offer **two loan products** through Thrive Community Lending that helps aspiring entrepreneurs access the capital needed to start or grow a business while preparing them for traditional financial institutions.

1 Step-Up Loans

Average Size: \$3,500

Designed to increase the **credit history** and credit scores of refugees accessing this loan.

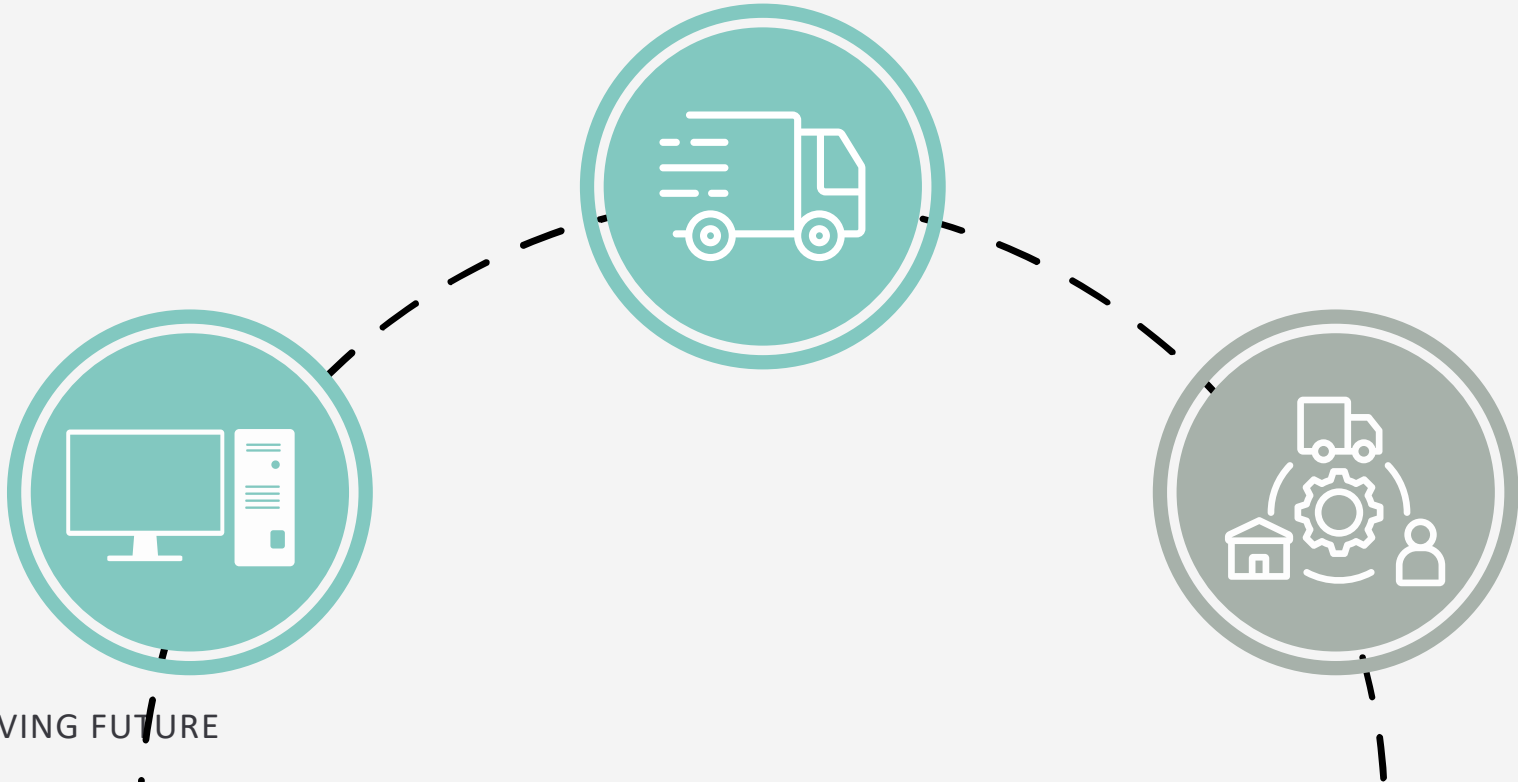
2 Microloans

Average Size: \$12,500

Designed to provide **business start up capital** to refugee entrepreneurs that will continue to build on credit history.

Traditional Loans

Average Size: \$15,000+



THRIVE COMMUNITY LENDING

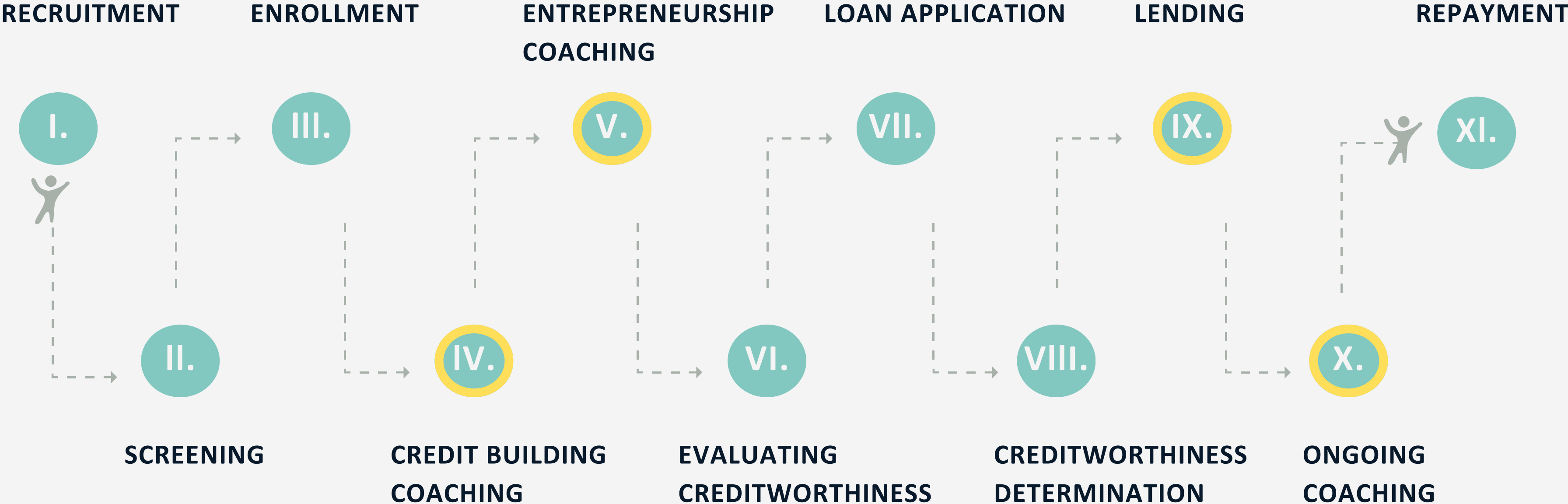
OUR SERVICES: TECHNICAL ASSISTANCE

Inspiritus has developed detailed training plans as well as partnered with experienced small business and entrepreneurship training providers to ensure participants are given the tools needed to build their credit and successful small businesses.



THRIVE COMMUNITY LENDING PROGRAM APPROACH

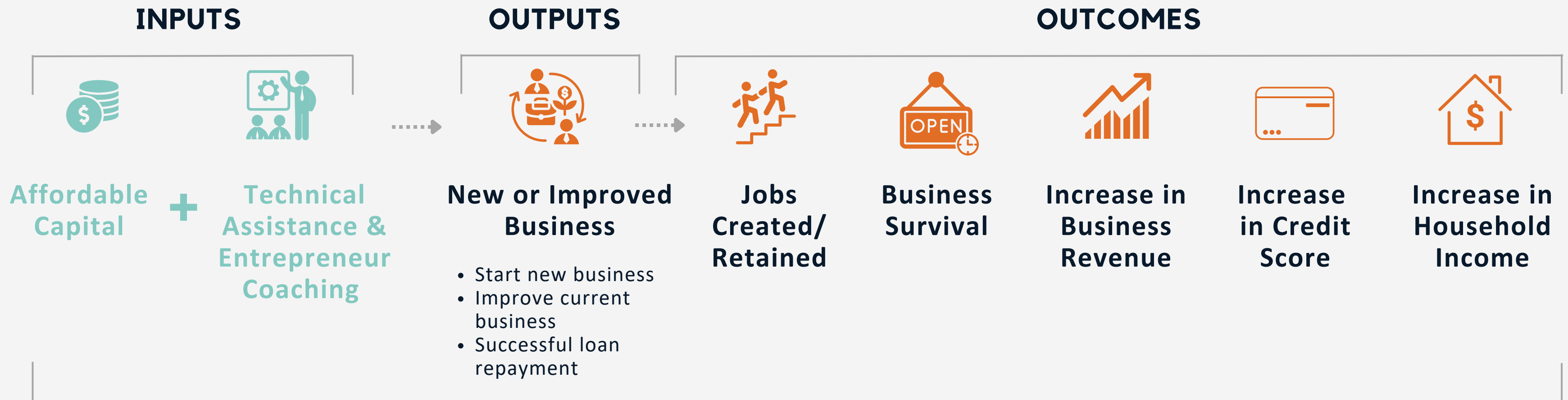
We are committed to providing a strong ecosystem that empowers refugees on their journey towards financial independence.



THRIVE COMMUNITY LENDING

HELPING INDIVIDUALS THRIVE

How, together, we will help individuals thrive - Theory of Change



Path to Financial Independence and Asset Building



IMAN ALHABAL

ENTREPRENEUR- HOME DECOR & SUPPLY STORE

- Enrolled in Inspiritus Microenterprise Development Program (MED)
- Developed a **business plan** for their emerging home décor and supply store
- **Microloan of \$15,000** to purchase merchandise, rent space to store inventory
- Seeing **\$1500 net operating income/month**
- Family operation
- Good standing with loan repayment

THRIVE COMMUNITY LENDING

MEET THE TEAM



Aimee Zangandou

Executive Director of
Refugee & Immigrant Services,
Inspiritus

[Country of Origin: Rwanda]



Rebecca Butcher

Associate Director
of Refugee Services,
Inspiritus

[Country of Origin: United States]



Spencer Clark

Economic Empowerment
Program Manager,
Inspiritus

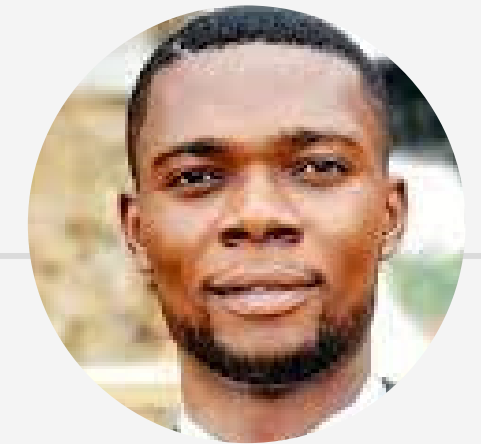
[Country of Origin: United States]



Hang Do Lian

MED Coordinator,
Inspiritus

[Country of Origin: Myanmar (Burma)]



**Enock Was
Kabwende**

MED Coach,
Inspiritus

[Country of Origin: Democratic
Republic of the Congo]

THRIVE COMMUNITY LENDING OUR PROGRESS

2021

2023

Received a **5 year commitment of seed funding** from the Department of Health and Human Services Office of Refugee Resettlement (ORR)

Currently have 65 **clients enrolled** in the MED program, **75%** express interest in loans

Pipeline of 20 applicants in the next 1-2 months

5 start-up loans deployed (totaling \$57K), **7 jobs created**

329 Training and Technical Assistance hours completed

27 Post-Loan Technical Assistance hours completed



THRIVE COMMUNITY LENDING DEPLOYMENT PLAN

FISCAL YEAR	STEP-UP LOAN	MICROLOAN	TOTAL UNITS	TOTAL DEPLOYED GOAL
2023	8	8	16	\$128,000
2024	16	16	32	\$256,000
2025	24	24	48	\$384,000
2026	25	36	73	\$576,000
2027	54	54	108	\$864,000
SUM TOTAL			276	\$2,208,000

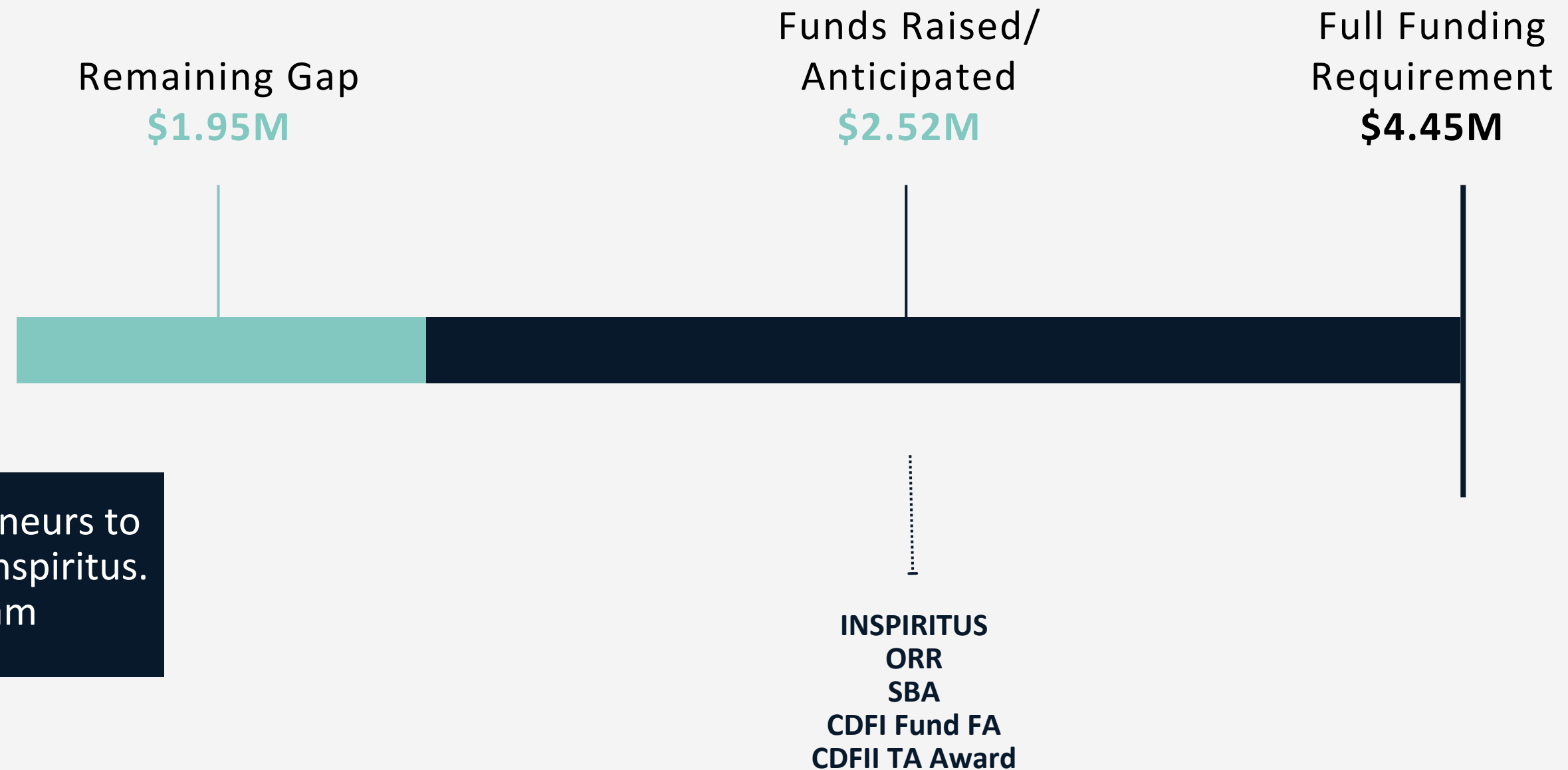
Good Underwriting + Technical Assistance = Catalytic Impact





THRIVE COMMUNITY LENDING

FULL FUNDING REQUIREMENTS: \$4.45M



\$4.45M is needed to empower entrepreneurs to thrive. 57% has already been raised by Inspiritus. \$1.9M is needed to fully fund the program

THRIVE COMMUNITY LENDING

5 YEAR CAPITALIZATION PLAN

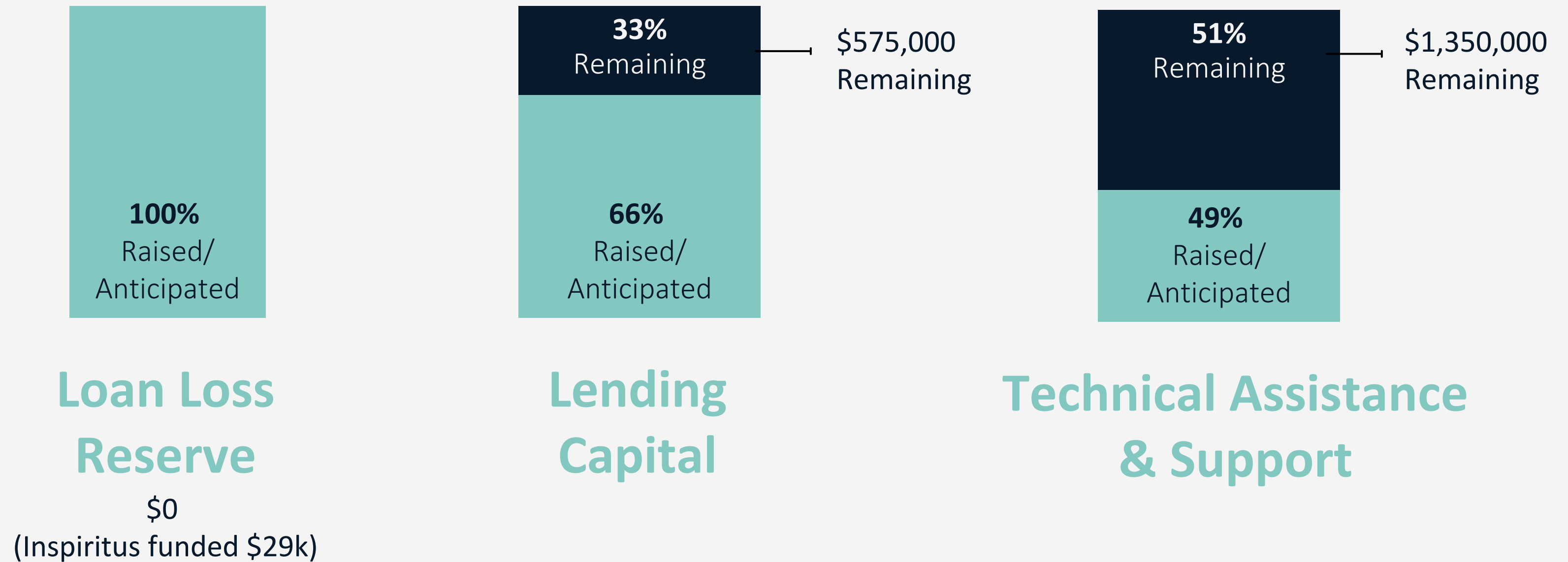
WHAT IT IS FOR	TOTAL FUNDING REQUIREMENT	CAPITAL RAISED/PLEDGED	ANTICIPATED AWARDS	FUNDING GAP
LENDING CAPITAL FY 23-FY27	\$1,750,000	\$100,000*	\$1,075,000	\$575,000
LOAN LOSS RESERVE	\$79,000	\$29,000*	\$50,000	\$0
TECHNICAL TRAINING & SUPPORT	\$2,625,000	\$900,000	\$375,000	\$1,350,000
TOTAL	\$4,454,000	\$1,029,000	\$1,500,000	\$1,925,000

*Inspiritus has gifted this entity a total of \$179K, including: \$150K in lending capital (includes a \$50K contribution in 2022) and \$29K in loan loss reserves.



THRIVE COMMUNITY LENDING

WHAT IS LEFT TO RAISE



THRIVE COMMUNITY LENDING REVOLVING ENTERPRISE

How your funding is leveraged over 3 years:

\$100,000

- 1 Helps an average of 10 businesses access affordable capital to start or grow a business
- 2 Raises additional debt capital of \$300K
- 3 Lends in perpetuity



THRIVE COMMUNITY LENDING WITH YOUR SUPPORT

We can immediately create pathways for individuals to THRIVE. Together, we can:

Empower refugees to become **economically self-sufficient**

Provide **equitable access** to **affordable capital**

Deliver accessible and culturally appropriate **training & support**

Prevent or **alleviate poverty & homelessness**

Help **bolster local economies** with new jobs, stimulate local spending, and attract future investments

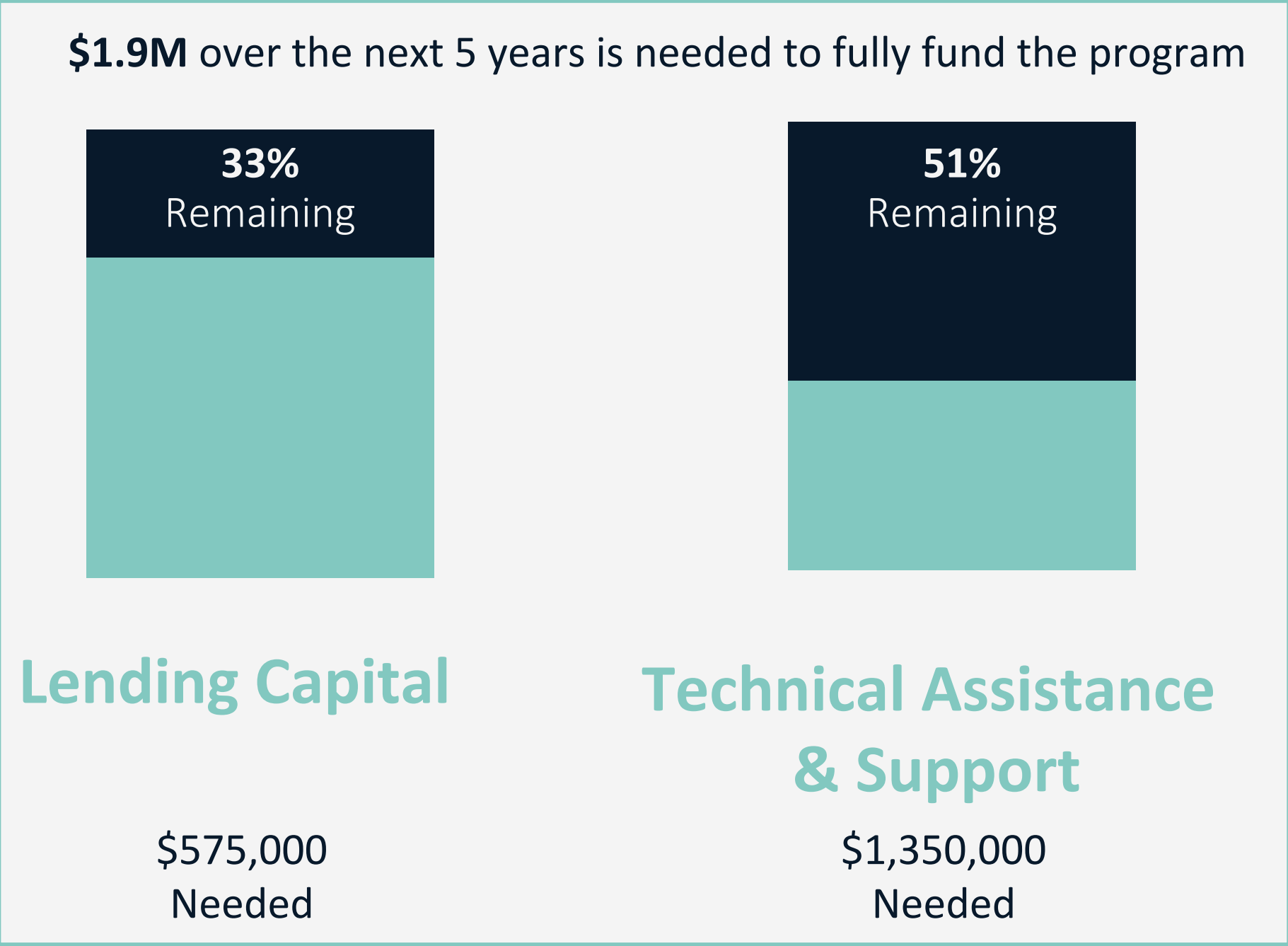
THRIVE COMMUNITY LENDING

HOW CAN YOU HELP?



Loan Loss Reserve

\$0
(Inspiritus Funded \$79k)



Lending Capital

\$575,000
Needed

Technical Assistance & Support

\$1,350,000
Needed



Thank You!

THRIVE COMMUNITY LENDING

Learn more at www.weninspirit.org/thrive lending

Contact: XYZ

TBD

THRIVE COMMUNITY LENDING

SUPPLEMENTAL SLIDES

How Inspiritus Helps

Inspiritus provides critical services to refugees, asylees, and immigrants to help them build stronger futures in their new community.



**ACCESS TO PUBLIC BENEFITS
& SOCIAL SERVICES**



**FINANCIAL COUSLEING
& EDUCATION**



**PROFESSIONAL DEVELOPMENT
& UPSKILLING**



**RESETTLEMENT & EXTENDED
CULTURAL ORIENTATION**



CULTURAL COMPETENCY & EQUITABLE ACCESS

By prioritizing cultural competency and equitable access, Thrive Lending has greater capacity to foster trust, inclusivity, and **long-term success** in supporting the **financial empowerment** and **economic development** of refugee communities.

ACCESS TO AFFORDABLE CAPITAL

Understanding the individuals and families we walk with helps us tailor financial products to meet the specific needs of each individual. Our products not only promotes **economic stability**, but helps **families** and **communities thrive**.





TECHINICAL ASSISTANCE & SUPPORT

Built from a long history of successful financial literacy outcomes, we help **position Refugees for future success** by providing group and 1-on-1 **financial and business training** throughout the process.

Inspiritus

SAMIULLAH NAQIB

ENTREPRENEUR- MOBILE AUTO REPAIR

- Skilled auto mechanic
- **Enrolled in Inspiritus Microenterprise Development Program**
- Developed a canvas **business plan** and a **financial pro forma**
- Micro loan of **\$7,500** to start mobile repair shop
- **Profitable** auto repair business, looking to **expand**
- Good standing with loan repayment



THRIVE COMMUNITY LENDING

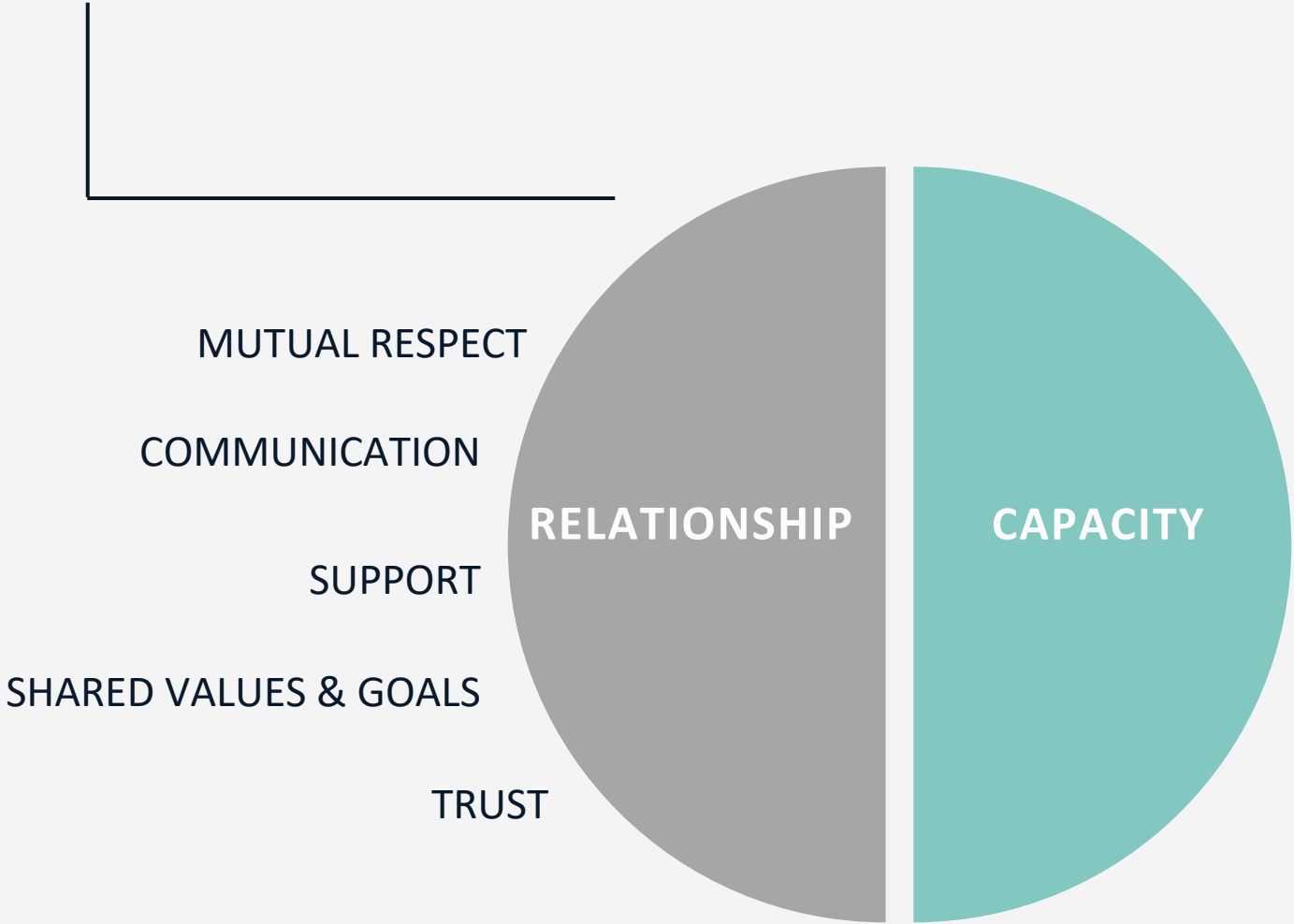
DEPLOYMENT PLAN: BUILT FOR SUCCESS

Good Underwriting + Technical Assistance = Catalytic Impact

THRIVE COMMUNITY LENDING BUILT FOR SUCCESS

Our Lending Approach:

Good Underwriting + Technical Assistance = Catalytic Impact



TYPE OF LENDING CAPITAL NEEDED

1

EQUITY

Like Capital
(grants)

60% of type of capital Inspiritus currently needs to help entrepreneurs thrive

2

DEBT

Term Loans
or Revolving Credit

Low-cost capital with flexible terms:

- Interest rates less than/equal to 2%
- No additional administrative costs
- Unsecured or subordinated, ideally both
- Longer terms so that we may revolve the funds multiple times before maturity
- Option to renew

THRIVE COMMUNITY LENDING

HELPING OUR LOCAL COMMUNITIES THRIVE



Bolster Local Economies

Helps to create new jobs, stimulate local spending, and generate tax revenue, attracting local support, further investments and business opportunities.



Revitalize Neighborhoods

Helps bring economic activity, investment, and improvements to the local infrastructure, helping investors to transform underserved areas, revitalize the community and make it more attractive for residents, businesses, and visitors.



Promote Community & Innovation

. These businesses host events, workshops, and activities that bring people together, promoting a sense of belonging and community cohesion. It also provides opportunities for business owners to collaborate and engage with local organizations, schools, and initiatives that helps to drive local development

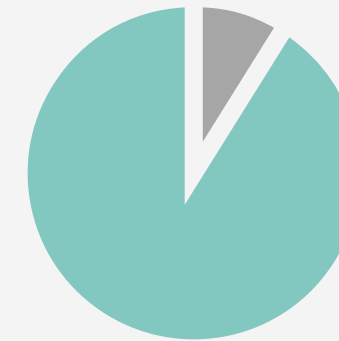
THRIVE COMMUNITY LENDING

WHY INSPIRITUS



8,000+ refugees

The number of refugees that have been resettled in Georgia in the past 5 years by Inspiritus and our collaborative resettlement partners.

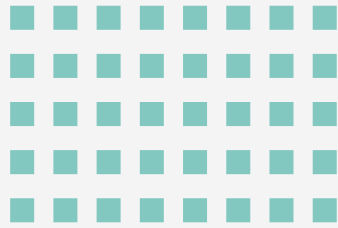


92%

The percent of refugee families resettled through Inspiritus that achieve self-sufficiency within 180 days of arrival in Georgia.

THRIVE COMMUNITY LENDING

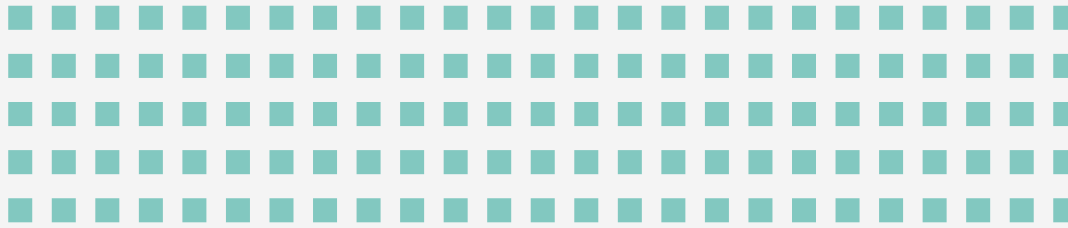
WHY HERE



40,000

REFUGEES

have come through Georgia
over the past three decades



125,000

REFUGEES

that the current U.S. administration
are committed to welcome in the U.S.
in the FY 2022 and FY 2023



THRIVE COMMUNITY LENDING

WHY NOW

With the steadily increasing rates of refugees resettling in metro Atlanta coupled with well-established refugee and immigrant communities, and Inspiritus resettlement success rates, **the time is now and Atlanta is the place.**



8,000+
Potential Loan
Participants



We will ensure the impact of our lending capital by:

THRIVE COMMUNITY LENDING

OUR PREPAREDNESS



Best in class microlending trusted advisors



State-of-the-Art program design and delivery



Balance sheet allowance for loan losses (ALLR)