



# Latino Economic Development Center

*Centro para el Desarrollo Económico Latino*

ANNUAL  
REPORT  
2020



## LEDC Overview



Since its inception in 2003, LEDC has earned its place as a trusted partner for Minnesota's Latino and immigrant communities, providing education, lending, and technical assistance to small businesses in the Twin Cities, Greater Minnesota, and beyond. We are a Latino led, fully bilingual organization, rich in lived experience and nuanced understanding of our members, their cultural backgrounds, and their specific economic and business needs. As the only Latino-focused CDFI in the upper Midwest, we work to bridge the region's enormous gap in culturally and linguistically appropriate business development services, often going above and beyond traditional services to act as interpreters and intermediaries when members face language barriers in working with government agencies or commercial entities.

At LEDC, we have long recognized that the impact of our work goes far beyond the individual small businesses we support. These businesses are woven into the very fabric of Minnesota's rich and diverse Latino community, providing employment opportunities for immigrants and meeting important social and cultural needs in our community. All of our efforts are focused on maintaining the integrity of this fabric and working to strengthen it, so that our culture itself can continue to thrive.

### Our Vision

A thriving multicultural community enriched with Latino leadership, culture, and economic influence.

### Our Mission

To transform our community by creating economic opportunity for Latinos.

We are an ethnic, membership-based Community Development Financial Institution (CDFI) certified by the US Department of Treasury, by The MN State Council of OICs, and OIC America as an Opportunities Industrialization Center (OIC).

**In 2020, LEDC's initiatives are grouped in the following five categories:**



**Agriculture**

Investing in local food systems and BIPOC-owned farms



**Business Development**

Supporting aspiring entrepreneurs and business owners with a Startup Readiness Program and Specialized Technical Assistance



**Employment and Training**

Providing employment guidance, English classes, Spanish-language GED classes, Business classes, Personal Coaching, ServSafe® certification, and more.



**Lending**

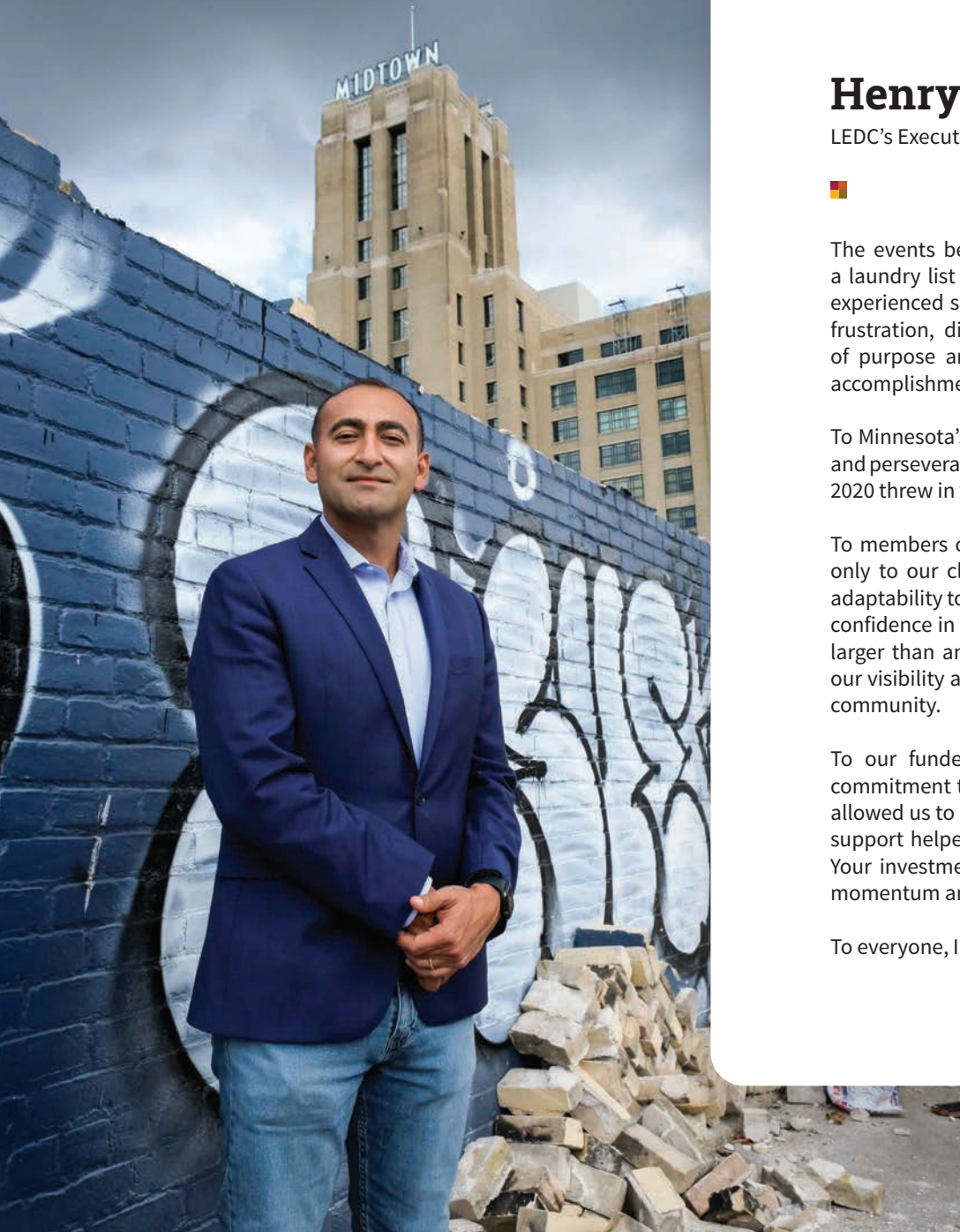
Providing access to capital for traditionally underserved entrepreneurs.

**COVID-19 response\***

Serving our state and communities in a time of crisis, including

1. Pandemic-related technical assistance, emergency loans and grants for small businesses
2. Basic needs and past due housing expenses for struggling households





## Henry Jimenez

LEDC's Executive Director



The events beginning in March of 2020 led many of us—myself included—through a laundry list of emotions, both personally and professionally. To varying degrees, I experienced shock, disbelief, uncertainty, fear, gratitude, compassion, concern, grief, frustration, disgust, anger, devastation, community, solidarity, hope, and a sense of purpose and responsibility. But when I think of our organization's efforts and accomplishments amid the turmoil, one emotion overshadows the rest: PRIDE.

To Minnesota's Latino families and small business owners, I'm proud of the resilience and perseverance you showed in the face of all the seemingly insurmountable obstacles 2020 threw in your paths.

To members of the LEDC staff family, I'm proud of your unmatched dedication, not only to our clients but to the wider small business community in Minnesota. Your adaptability to new roles, programs, and technology in times of crisis inspired me; your confidence in our ability to deliver results led me to reach for contracts exponentially larger than anything we'd considered before. Thanks to you, we grew our capacity, our visibility and reputation, and most importantly, our impact on Minnesota's Latino community.

To our funders, sponsors, and partners, I'm proud to count on your steadfast commitment to LEDC and the communities we serve. Your investment pre-pandemic allowed us to step up to the unprecedented challenges of this past year. Your ongoing support helped us dig deeper and head into 2021 even stronger as an organization. Your investment moving forward will ensure that we can continue building on this momentum and delivering on our mission.

To everyone, I wish you peace, health, and happiness in 2021 and beyond.



## Christopher Romano

LEDC Chairman, Board of Directors 2020



Small businesses need our support more than ever. Small businesses were vulnerable prior to 2020, but the pandemic (as well as the unrest following George Floyd’s murder) has shown just how much the entrepreneurs in our community have at stake.

No small business owner faces greater barriers than those of color. Racism, discrimination, and xenophobia keep people oppressed and prevent economic growth. Latino and other BIPOC businesses are less likely to be approved for loans than their white counterparts. And these same BIPOC businesses were less likely to receive pandemic-related emergency support than their white counterparts. It doesn’t have to be this bleak. You are giving me hope.

By supporting LEDC as a member, partner, funder, friend, or all of the above, you are directly investing in the dynamic and vibrant Latino small business community in Minnesota. You helped LEDC disburse more than \$17 million in emergency support to 700+ small businesses and 4,700+ individuals. Those are thousands of lives – and livelihoods – that you touched.

I’m writing these words as I reflect on my 15+ years as a board member at LEDC. This month marks my last as the Chair of the LEDC Board of Directors, and I have made the bittersweet decision to step off the board.

I am thrilled to step aside for the next group of leaders to guide the organization during this time of incredible transition and growth. I can’t wait to see what next year holds for LEDC and this tremendous community of champions and advocates.

# LEDC at a Glance

18 staff, 3 consultants, 12 contractors—through CARES dollars, public and private funding, community fundraising, and in collaboration with community partners across the state—achieved the following in 2020:



\$560,000 in market access for Latino and BIPOC grown produce



2 new sources of funding our lending program, totaling \$350,000



1 new strategic investment property acquired



1 new Latino-owned farm registered and loans to 2 existing Latino-owned farms



176 Latino agricultural producers and workers received \$340,000 in COVID-19 relief mini grants



53 farms received a total of 1200 hours of technical assistance



27 small business borrowers benefited from our COVID-19 lending relief program, receiving deferments averaging 4.3 months on their loans



500+ small businesses impacted by the pandemic and civil unrest received nearly \$5 million in grant relief and \$2 million in emergency loans



1500+ households and individuals received nearly \$5 million in COVID-19 relief rent payments, mini-grants, food, and clothing



205 Spanish-speaking community members received 9,269 total hours of classes, training and coaching



8 Spanish-speaking students earned their GED



7 entrepreneurs launched new Food Truck businesses



12 aspiring food service entrepreneurs earned ServSafe Food Handler or Food Manager certifications



## Agriculture

LEDC's Agricultural Program is a leader in the support of Latino agricultural entrepreneurs in the Twin Cities and across greater Minnesota. LEDC continued to be a comprehensive one-stop agricultural business program for all our clients, providing technical assistance, business development, access to capital and markets, as well as specialized organic and food safety certifications. In 2020, LEDC's Agricultural team provided over 1200 hours of technical assistance to 53 farms in Minnesota and Western Wisconsin.

Some highlights throughout the year include the following:

- Collaboration with Shared Ground Farmers' Cooperative, leading to the sale of over \$140,000 worth of Latino grown vegetables.
- Registration of 1 new Latino farm enterprise and provided loans to 2 Latino farms for a total of \$65,000.
- Efforts with partners in Michigan to bring \$20,000 of Latino grown blueberries into the Twin Cities marketplace.
- Creation of the LEAFF Program (Local Emergency Assistance Farmer Fund) in partnership with The Good Acre, Hmong American Partnership, Lakewinds Coop, and Mill City Farmers' Market, which, as of September 31st, 2020, had raised over \$400,000 to distribute to BIPOC farmers. The program buys produce from local BIPOC farmers and then distributes all of the product for free to communities in need. As of September 31st, the program had registered 47 farmers into the program. Each farmer has been able to bring up to \$7,500 worth of produce of their choice to the Good Acre each Wednesday, which is then distributed for free to over 15 sites around St. Paul and Minneapolis.

With our eyes on 2021 and beyond, we continued to lay important groundwork for exciting initiatives such as:

### **Regenerative Farm Poultry Production Project**

We brought together 24 Latino growers in our network for a day long tour and discussion on integrating poultry production onto excess land on their agricultural farms. LEDC is committed to creating a financial and logistical pathway for Latino growers to participate in this unique holistic model of meat bird production.

### **Co-operative Land Acquisition Project**

Through a series of steering committee meetings, research, and discussions with potential agricultural partners, we laid important groundwork to position ourselves to meet the 2021 milestones that will be necessary in order to meet our goal of farming to ultimately begin in 2022.

### **COVID**

*At the request of the Minnesota Department of Agriculture, we helped disburse CARES ACT funding in the form of small grants to BIPOC Agricultural Producers and Workers in Minnesota. More details on page 10*





# Business Development

LEDC's Business Development Department supports business owners and aspiring entrepreneurs throughout the state, providing essential services to ensure that our Latino business community continues to grow and thrive. Our coaches and consultants take clients through the steps they need to successfully start or expand their businesses, including evaluation of business ideas, business development training, specialized technical assistance, and access to capital.

The challenges of 2020 hit Latino business owners especially hard, and our Business Development team stepped up to the challenge, showing incredible flexibility and dedication by shifting nearly all efforts and operations to helping Latino business owners access grants and loans related to COVID-19 closures and damages sustained as a result of civil unrest.

In 2020, we provided technical assistance to upwards of 500 business owners, resulting in nearly \$5 million in grant relief and nearly \$2 million in emergency loans to small businesses across the state. More specifics on these grants and loans, as well as information about other collaborative efforts that arose as a result of the crises can be found in the COVID-19 section of this report.



In the meantime, work continued on our strategic initiatives. The four properties LEDC has acquired over the past several years each serve important purposes beyond the rental income they provide. Rico Durán, our Strategic Initiatives Associate, worked tirelessly in 2020, not only managing the various buildings but also providing technical assistance and guidance to our business tenants, many of whom are LEDC clients themselves. The following are brief updates on the meaningful work and business growth happening as a result of some of these initiatives.

### Mi Cocina (Kitchen on the Bluff)

Through our incubator program, we rented commercial kitchen space regularly to 12 members and provided technical assistance to another 10 non-members. Beyond simply providing space and equipment, we developed a business startup guide that walks aspiring food industry entrepreneurs through the regulatory and business-readiness steps necessary to successfully launch a new restaurant or food truck. In 2020, our incubator program resulted in the opening of 7 new Latino- and/or BIPOC-owned food trucks.

### Plaza del Sol

LEDC acquired this two-level cultural mall in August of 2020 and have been building relationships with the existing Latino-owned business tenants as well as developing new businesses as potential tenants. Plans are underway for a remodel and elaboration of sales and marketing strategies.

### East Side Enterprise Center

Aside from serving as LEDC's primary headquarters, ESEC houses a range of other organizations dedicated to the East Side community. We also rent walk-in cooler space to a Latino-owned food distributor and our garage is home to a Latino-owned mechanic shop available to our emerging food truck businesses when they're in need of repairs.



# Employment and Training



Latino small business owners are the fastest growing group of entrepreneurs in the United States and the Twin Cities are no exception. We are proud to serve as a hub for Spanish-language adult education in the metro area. Our mission is to provide technical assistance and business instruction through a set of curricula that focus on the actual needs of competitive business owners while centering linguistic and cultural needs of our community.

## Business Classes

Our business classes and workshops, offered in both Spanish and English, guide prospective entrepreneurs through instruction in key business concepts including finance, marketing, Microsoft Excel and Quickbooks training. In 2020, we provided 60 hours of business training to 99 aspiring entrepreneurs in Spanish and 88 hours of training to 11 participants in English.

## Employment Guidance

Our employment guidance program offers a variety of one-on-one services aimed to help community members find and maintain gainful employment, make a change to their career path, and navigate the resources available during times of unemployment. In 2020, we were able to assist 15 individuals with employment related tasks like updating professional documents, preparing for job interviews, planning for a job change, and finding the specific certification or training programs they need to reach their employment goals. In addition, we assisted 12 people through the process of securing unemployment insurance.

## Spanish-language GED classes

Our GED classes offer instruction in Mathematics, Sciences, Social Studies, and Language Arts in three-month periods over the course of one year. Including instruction and preparation, in 2020 we dedicated 941 hours of service to 29 students, with 8 graduating and 21 advancing to within one or two classes of completing the program.

## English Classes

Our English classes focus on everyday vocabulary, placing an emphasis on improving listening and conversation skills, and gaining grammatical knowledge through reading and writing. In 2020, our ten-week sessions served 29 students for a total of 1160 hours of instruction.

## Personal Coaching

Our personal coaching initiative launched in February of 2020 allows us to walk alongside community members and organizations as they discover, and learn to reach, their full potential. In 2020, individual and group personal coaching sessions served 72 individuals in the areas of leadership development, communication strategies, personal and business skills assessment, and business model design and planning.

## ServeSafe classes

ServSafe® Food Handler and Food Manager are national credentials awarded by the National Restaurant Association and the Minnesota Department of Health that provide food service industry personnel with the training they need to take on higher responsibility roles in commercial kitchens. In 2020, we provided 256 hours of training to 16 individuals, 12 of whom completed their certification by year's end.

## COVID

*Through our participation as a state contracted agency for the COVID-19 Housing Assistance Program, we were able to help thousands of families across the state catch up on past due rent, mortgage, and utility payments. More details on page 10*





## Lending

2020 marked our loan program's 7th year as a Community Development Financial Institution (CDFI) certified lender. We are the only Latino-focused organization in the Midwest with that designation and remain steadfast in our goal to provide Latino entrepreneurs and business owners access to capital they are often unable to obtain through traditional sources.

The compounding crises in the first half of 2020 made for a fast-paced, unpredictable year. With collaboration and flexibility, we worked hard to achieve the following outcomes: meeting the changing financial needs of existing borrowers, disbursing COVID-19 related emergency loans and grants, procuring additional funding sources, securing extensions for defaulted loans, and improving the quality and efficiency of operational and administrative aspects of the program.

### Existing borrowers

Many of our borrowers were severely impacted by extraordinary measures implemented by local and state authorities to mitigate the impacts of the COVID-19 pandemic and civil unrest, which forced businesses to close for several months. Despite the economic pressures, five borrowers were able to repay their loans in full. Another four borrowers underwent loan modification and 27 benefitted from our newly implemented COVID-19 Lending Relief Program, receiving deferments averaging 4.3 months.

### Loan and grant disbursement

We approved and closed a total of 53 loan applications totaling \$1.4 million in 2020, forty-nine (\$1.32 million) of which were COVID-19 related Small Business Emergency Loans (SBEL) closed in the three-month period between

April and mid-July. By way of these loans, LEDC contributed to opening of two new businesses, the expansion of one business, and the retention of 214 full-time and 181 part-time jobs in Minnesota.

In coordination with the Business Development and Accounting teams, the Loan Program was able to coordinate and disburse \$3 million in grants of \$10,000 each to support businesses impacted by the pandemic. These grant funds came from MN DEED's Small Business Relief Grant (SBRG) Program.

### Procurement of additional funding sources/ Extensions for current loans

In 2020, LEDC added two new sources of funds to the Lending Program totaling \$350,000.

After several months of negotiations, we were able

to obtain extensions for two loans (\$500,000 each) that were coming due in October.

### Operational/Administrative successes and improvements

In 2020, LEDC added three new members to our External Lending Committee and was recertified by the U.S. Treasury Department as a CDFI certified lender. We continue to serve as a certified lender under DEED's Emerging Entrepreneur Loan Program (ELP). We also completed an upgrade of the LEDC Lending Policy and Loan Procedures Manual in order to simplify, strengthen, and improve the performance of our loan portfolio.

With the economy almost fully reopened and many businesses recovering from the crises of 2020, we look forward to the opportunity to refocus our efforts on capital access for new and existing businesses in 2021.





# Stepping up to the unprecedented challenges of 2020



Nothing could have prepared us for the tumultuous times Minnesota’s small Latino- and immigrant-owned businesses would face beginning in March of 2020 due to the COVID-19 pandemic. Just as we started to find our way in the COVID era, civil unrest and opportunism in the wake of the murder of George Floyd further devastated Latino and immigrant businesses in the Lake Street and Midway corridors, among other area of the Twin Cities. In the midst of compounding crises, our LEDC staff and consultants showed tremendous dedication, solidarity and flexibility. This, along with our nearly two decades of relationship- and reputation-building with community and partners, allowed us to spring into action and meet the unprecedented challenges of 2020 head on.

The realities of the pandemic and civil unrest affected every aspect of our work. It was clear that much of our client base—largely concentrated in the industries impacted by mandated closures—would not only suffer devastating revenue losses, but also face barriers accessing the various forms of emergency assistance emerging to ameliorate the effects of both crises. We were also aware of the impact these closures would have on the Latino community in general; thousands of people would lose their jobs, some of whom would not be eligible to collect unemployment or stimulus payments. Whether homeowners or renters, families were bound to fall behind on payments and face eviction or foreclosure.

Internally, we wrestled with finding the most effective approach to balancing our staff and clients’ safety with our need to provide in-person consultation to best meet the needs of our clients who face language or technology barriers. Finally, our communications team was tasked with the huge responsibility of ensuring that critical information related to COVID-19—both in terms of personal/community safety and economic relief—could reach Latino business owners and residents with limited English proficiency.



## Small Business Response

We provided specialized services to Latino business owners related to COVID-19 preparedness plans, contingency planning in case of illness, compliance with COVID-19 safety measures and reconfigurations, and adapting to the technology upgrades needed for online transactions and contactless delivery.

In the wake of the damage caused by civil unrest, we were on the ground helping small business owners assess damage, listening to their needs, and finding critical resources to repair, restock, and restart their business operations. We partnered with a large construction firm who provided pro bono expertise to assess structural damage sustained during the civil unrest. We also helped small businesses work with insurance companies, providing technical assistance and advocating on their behalf in order to secure just compensation for their losses.

Perhaps most importantly, over the course of the year we administered upwards of \$5 million in grants and nearly \$2 million in emergency loans to approximately 500 businesses. Among other things, these funds were used for payment of commercial rents and mortgages, meeting short-term payroll gaps, purchasing safety equipment, reimagining products and services to adapt to COVID-19 restrictions, making critical repairs, and replacing inventory.

Below is a summary of disaster-related small business relief facilitated, coordinated, and/or disbursed by LEDC in 2020:

### **MN DEED Small Business Relief Grants (SBRG)**

300 small businesses received grants in the amount of \$10,000 each, for a total of \$3 million.

### **SBA Small Business Emergency Loans (SBEL)**

49 small businesses received loans totaling \$1.32 million.

### **Minnesota Council on Foundations Mini Grant**

142 small businesses received small grants totaling \$300,000.

### **Rebuild & Heal Minnesota**

26 small businesses affected by the unrest after George Floyd's murder received grants totaling \$280,000.

### **East Side Funders Group Business Recovery**

33 St. Paul small businesses received grants in the amount of approximately \$3,000 each, for a total of \$108,000.

### **Ramsey County Small Business Relief**

46 small businesses received technical assistance with their applications to access these funds.

### **We Love Lake Street**

21 small businesses affected by the unrest after George Floyd's murder received grants totaling \$317,000.

### **Hennepin County Small Business Fund (SBRF)**

71 small businesses received technical assistance with their applications to access these funds.

### **MN DEED Cultural Mall grants**

41 small businesses located in Midtown Global Market and Plaza Lake/Plaza México received grants totaling \$344,000.

### **Rebuild the Future Fund (Greater Twin Cities United Way)**

44 small businesses received a total of \$79,000 in mini grants of \$1,000 or \$2,000.

### **Paycheck Protection Program (PPP)**

33 small businesses received technical assistance with their PPP applications, 16 of which were approved and funded for a total of over \$500,000 in forgivable loans.

### **Minnesota Department of Agriculture Mini Grants**

Dozens of Agricultural Producers in Minnesota received grants of up to \$5,000, for a total of \$210,000 disbursed.



## Community Response

To help ameliorate housing instability in our communities, LEDC took on its largest contract to date with the COVID-19 Housing Assistance Program (CHAP). Initially, we joined the CHAP effort with the understanding that we would be serving Latino Minnesotans primarily. By the end of the program, we were the program's primary agency statewide and had absorbed thousands of unprocessed and unpaid applications from households assigned to other organizations. To deliver on this responsibility, we increased our capacity by hiring a team of temporary contractors and subcontracting a private firm. This 6+ month program tested our limits as an organization, and we entered 2021 stronger, more confident, and eager to commit to new projects to meet the needs of our Latino community.

Meanwhile, St. Cloud-based Business Development Associate Mónica Segura Schwartz worked on bringing relief resources to Central Minnesotans. Under contract with LEDC and the Initiative Foundation and with grant funding from the Center for Disaster Philanthropy (CDP), Mónica used her networks to provide basic necessities to hundreds of rural Latino families.

## COVID-19 Housing Assistance Program (CHAP)

1,300 Minnesota households across 61 counties (49% of whom identified as Hispanic/Latinx) received over \$4 million in rent, mortgage, and utility payments. By the time the program officially terminated in 2021, we had tripled amount of assistance delivered and number of households served.

## LEDC/Initiative Foundation: aid to communities in Central Minnesota

- In partnership with Lutheran Social Service of Minnesota (LSS), we distributed 120 frozen meals to Latino families in the cities of Melrose and Cold Spring.
- Through a grant collaboration with Melrose Food Shelf, we provided 100 baskets of culturally appropriate food to Latino Families in the city of Melrose.
- With grant funding from Greater Minneapolis Community Connections (GMCC) and in collaboration with Fleet Farm St. Cloud and Alexandria, we distributed warm, high quality outerwear to 66 agricultural workers in Central Minnesota.
- We secured grant funding to provide free clothing to Latino children in Long Prairie.
- At the request of the Department of Agriculture, we disbursed \$130,000 in mini grants of \$1,000 to 130 agricultural workers in Minnesota.



## Statement of Financial Position

### Assets

Cash and cash equivalents	\$	7,185,460
Accounts and grants receivable	\$	1,171,489
Contributions receivable	\$	494,501
Other assets	\$	58,793
Loans receivable, net	\$	2,899,981
Property and equipment, net	\$	2,588,879
	<b>\$</b>	<b>14,399,103</b>

### Liabilities







Accounts payable / Accrued expenses	\$	974,614
Due to State of Minnesota	\$	1,656,897
Refundable deposits	\$	3,914,574
Paycheck Protection Program loan payable	\$	105,500
Notes Payable	\$	4,094,782
	<b>\$</b>	<b>10,746,367</b>

### Net Assets




Net assets without donor restrictions	\$	2,129,305
Net assets with donor restrictions	\$	1,523,431
	<b>\$</b>	<b>3,652,736</b>

## Statement of Activities

### Revenue

Contributions & in-kind	\$	3,201,079	
Government grants *	\$	8,396,082	
Program fees	\$	10,010	
Rental revenue	\$	344,822	
Interest income	\$	123,714	
Other income	\$	21,701	
	<b>\$</b>	<b>12,097,408</b>	

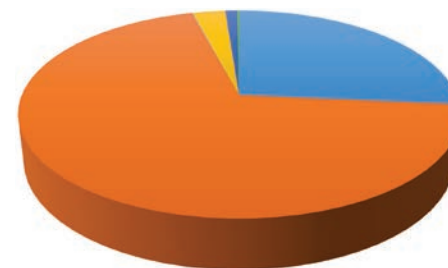
### Expenses

Program services *	\$	9,902,247	
Management and general	\$	523,011	
Fundraising	\$	95,491	
	<b>\$</b>	<b>10,520,749</b>	

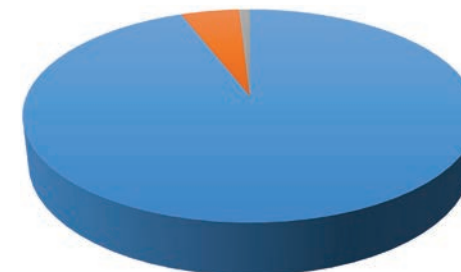
**Change in Net Assets** **\$ 1,576,659**

*\* Includes approx \$7.5 million of pass-through funds.*

Revenue by Sources



Expenses by uses



## Funders and Sponsors

### Latino Scholarship Fund

- Minnesota Twins Baseball Club

### Grant & Individual Contributions

- Greater Twin Cities United Way
- Pohlad Foundation
- US Bank Foundation
- NW Area Foundation
- Mpls Foundation
- Bush Foundation
- Ally Financial
- Target Foundation
- Saint Paul & MN Foundation

- Otto Bremer Foundation
- McKnight Foundation
- CK Blandin Foundation
- Community Reinvestment Fund
- Opportunity Finance Network
- TCF National Bank
- Thrivent Financial Foundation
- Initiative Foundation
- McNeely Foundation
- PayPal Giving Fund
- 3M Foundation
- NALCAB
- JP Morgan Chase
- James M Stanton Foundation

- Women's Venture
- Greater Mpls Community Connections
- Lake Street Council
- East Side Funders Group
- Greater Horizons
- The 1610 Foundation
- LISC
- Good Acre
- Elizabeth Jarrett Andrew
- Compeer Financial
- iheartmedia





## LEDC Team Members 2020

Name	Role	Department
Henry Jiménez	Executive Director	
Aaron Blyth	Agricultural Program Manager	Agriculture
Jaime Villalaz	Business Development Director	Business Development
Luis Rodríguez	Accounting Staff, Grants and Loans	Business Development
Heidi Jiménez	Business Development Associate	Business Development
Luis Mendoza	Business Development Associate	Business Development
Mercedes Jaime	Business Development Associate	Business Development
Mónica Segura-Schwartz	Business Development Associate	Business Development
Vicky González	Business Development Associate	Business Development
Rico Durán	Strategic Initiatives Associate	Strategic Initiatives
John Ramírez	Employment and Training Director	Employment and Training
Tamy Hernández Pérez	Employment and Training Counselor	Employment and Training
Noah Heil	Employment Navigator- MN Opportunity Corps	Employment and Training
Becca Buse	Emergency Response Initiative Member, Americorps	Employment and Training
Andrés Salinas Sánchez	Lending Program Director	Lending
Alondra Rodríguez Aceitón	Communications Manager	Communications
Agustina Caferri	Communications and Social Media Specialist	Communications
Enrique Blanco	Director of Operations	Operations

## LEDC Contractors 2020

Name	Role	Department
Stephanie Gil	General Project Assistance	COVID-19 Relief, Business Development, Lending, Operations
Puerta Abierta Bilingual Services	Translation and Editing	Communications
Amerigo Visual Design	Web Development / Visual Design	Communications
Alberto Peroza	Personal Coaching	Employment and Training
Aliusha Morales	GED Instructor	Employment and Training
Mara O'Neill	Consultant	Lending
CLA Team (Jennie, Kyle, Mike)	Finance	Finance
Riahl O'malley	Consultant	Operations
Wilber de La Rosa	Agricultural Trainer	Agriculture
Rodrigo Cala	Agricultural Trainer	Agriculture
Yolanda Cotterall	Business Development Consultant	Business Development

### LEDC Board Members 2020

Name	Role
Chris Romano	Chair
Maria Boyle	Vice Chair
Uri Camarena	Secretary / Lending committee chair
Christina Jennings	Finance Committee Chair
Aileen Rosa Sanchez	Advancement Committee Chair
Eduardo Mozqueda	Lending Comittee
John Pacheco	Finance Committee
Tony Vannicola	Advancement Committee
Ambar Hanson	Advancement Committee / Latino Scholarship Fund
Miguel Garate	Latino Scholarship Fund Committee
Victoria Blanco	Board member

### CHAP Contractors

- Edith Handsuch
- Jesús Mendoza
- Rony Szleifer
- Sugey Martin
- Viviana Ortelli

### Thank You

- Erin Jerabek Heelan, *East Side Funders Group*
- Mary Matze, *Hennepin County*
- Marcq Sung and Anisha Murphy, *Community Reinvestment Fund*
- Riahl O'Malley, *Learning to Transform*
- Ernesto Palestino and Bob Fisher, *AZ-Tech*
- Mara O'Neill



**This is our time**  
**This is our voice**  
**This is our impact**





**Credits:**  
 Text and Translation: *Puerta Abierta Bilingual Services, LLC*  
 Design: *Amerigo Visual Design*  
 Photography: *Alondra Rodríguez, Jorge Amerigo, LEDC Team*





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