



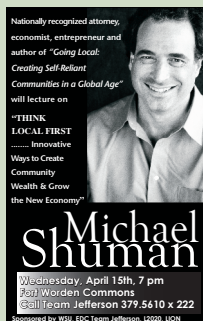
Increasing Access to Capital—Encouraging Local Community Reinvestment

Sometimes a low-interest loan, or a microloan of \$2000 makes all the difference. Our community has a long tradition of creative solutions to financing local projects. Local independent movie house the Rose Theatre received financing through pre-sale of movie tickets. The Port Townsend Food Coop financed their store expansion with low interest membership loans. And Aldrich's, the oldest grocery in the State, was rebuilt after a devastating fire with pre-purchase of groceries. This fine tradition of creative financing continues as Team Jefferson works with local investors, banks, and venture capitalists to foster local access to capital.

Local Investment Opportunities Network (LION)

LION is a Jefferson County-based group of angel investors committed to keeping a portion of their investments local. With the support and guidance of a certified Financial Advisor, LION members review applications for both debt and equity investment, form relationships with local businesses seeking access to capital, and may invest privately and individually in opportunities that match their goals and profiles.

These investors recognize that one way to save the unique character of our small businesses and to avoid speculation is to keep our businesses locally owned and funded. Team Jefferson works in partnership with LION to connect qualified businesses to this valuable community resource.



THINK LOCAL FIRST

2008 research shows that during the winter market crash local independent retailers in communities with "buy local" campaigns continued to grow at 6% while large box stores were losing almost 30% of sales. In April 2009, Team Jefferson brought Michael Shuman of the Business Alliance for Local Living Economies to help launch a campaign to "Think Local First," encouraging support of local, independent businesses.



Small Business Incubator

Case Study: Port Townsend's Farmers Market is one of the most successful in Washington. In 2008, a community of 8000 people supported market sales of close to \$1 million. In addition to showcasing world-class locally grown meat, veggies, and produce, the Farmer's Market also functions as a low-overhead business incubator for value-added food businesses selling cheese, jams, cider and baked goods, as well as artisans, craftspeople, and musicians. Team Jefferson provides critical mentoring, coaching, and marketing to the start-up businesses who use the Farmer's Market as a place to launch, grow, and thrive.

