

CENTRO PARA EL DESARROLLO  
ECONÓMICO LATINO

# LATINO ECONOMIC DEVELOPMENT CENTER

## BUSINESS DEVELOPMENT

We have been assisting, supporting, financing and launching hundreds of successful micro-entrepreneurs since 2003. LEDC has played a key role in the Lake Street commercial corridor and other areas of the Minneapolis-St. Paul area by delivering training, workshops and one-on-one consultation. LEDC organized the Latino community to develop projects such as the Mercado Central and Midtown Global Market in collaboration with other sister organizations. In 2008 LEDC expanded its services to rural areas due to demand for services in small and mid-sized communities such as Long Prairie, Willmar, Owatonna, Austin, St. Cloud, and Rochester among others.

## AGRICULTURE

Over the last 10 years, LEDC has developed multiple ways to help Latino farmers in Minnesota both start and grow their farm businesses. We provide technical assistance, business development, access to capital and markets, as well as specialize in Organic and GAP certification for your farm. We believe all of these services provide the farmers with whom we work the best possibility of long-term success. We work one-on-one with each of our clients and will often travel to meet clients in their home communities.

## LENDING

Due to the increasing need for clients that were looking for sources of finance to open a business in the twin cities, combined with the lack of opportunities for Latino entrepreneurs access to capital. In 2013, LEDC decided to address the gap to capital for businesses unable to access traditional sources of capital by launching a Loan Program. In 2014, LEDC became a CDFI (The Community Development Financial Institutions Fund) certified Lender in the state of Minnesota.

## EMPLOYMENT AND TRAINING

Our objective is to guide prospective entrepreneurs in their start-up process while introducing them with key business concepts. We want to provide an appropriate setting for group discussion and self-evaluation of business startup readiness. In addition, we offer finance, marketing, and computer workshop classes.

