

# UBS Community Affairs

## *Elevating Entrepreneurs*



*Elevating Entrepreneurs* is a UBS initiative that aims to empower under-resourced, high-potential small business owners in communities across the United States. Entrepreneurs have long served as the backbone of the American economy, and UBS is committed to delivering the firm's resources, both financial and intellectual, to enable small business owners to grow their companies, create jobs and develop more enterprising local communities. Through *Elevating Entrepreneurs*, UBS provides small business owners with high-impact business mentoring, access to capital, as well as education and networking opportunities.

### Program components

**Small business mentoring:** This program connects established small business owners with a UBS Financial Advisor and a UBS client who has achieved his or her own professional success. Over six months, the team works closely to help address the entrepreneur's specific needs, including financial and growth planning. In addition to mentorship, small business owners are given a unique opportunity to leverage the broader network of UBS expertise in key business areas, such as human resources and sales/marketing. Additional program benefits include a facilitated peer advising forum and access to educational opportunities, all hosted by UBS. Mentoring programs have been held in New York, Chicago and Los Angeles, and new mentoring engagements will commence in early 2014.

**Access to capital:** Through a joint undertaking with UBS Bank USA, UBS Community Affairs & Corporate Responsibility, Americas is addressing one of the challenges most frequently cited by small business owners: access to capital. As part of a national program with the Valley Economic Development Center, a transitional small business lender and established Community Development Financial Institution, UBS has made up to \$35 million in capital available, in select markets, to small businesses owners who typically cannot obtain financing from traditional lenders. Loans ranging from \$50,000 to \$500,000 are being offered in Connecticut, New York, New Jersey, California, Illinois, Nevada and Utah. The specific VEDC lending channels include:

**Tri-State Business Opportunity Fund**—a \$20 million fund providing loans for qualified small business owners in New York, New Jersey and Connecticut.

**Los Angeles Business Opportunity Fund**—a \$10 million fund providing loans for qualified small business owners in Southern California.

**Chicagoland Business Opportunity Fund**—a \$5 million fund providing loans for qualified small business owners in the greater Chicago metropolitan area.

**Education and networking:** In select U.S. markets, UBS supports high-potential, under-resourced entrepreneurs across all phases of their companies' growth and development with education and networking opportunities. Through new and existing national partnerships and local engagements, UBS provides pro-bono financial guidance and plan development, workshop delivery and guest speaking engagements in the financial and functional business areas in which our employees and clients are subject matter experts.



## Our impact

Mentoring, access to capital, and education and networking opportunities have been transformational for participants across UBS's *Elevating Entrepreneurs* initiative. Demonstrated impact from *Elevating Entrepreneurs* includes:

\$6.4 million in  
funding for 28 small  
businesses through  
UBS-VEDC lending channels

453 new jobs  
created at the  
28 companies  
receiving UBS-VEDC loans

29 entrepreneurs  
in New York, Chicago and  
Los Angeles received high-touch  
mentoring support from UBS  
Financial Advisors and clients via  
the Small Business Mentoring  
Program

100% of small  
business owners  
surveyed from the Chicago and Los  
Angeles Small Business Mentoring  
Program cohorts agreed that their  
advisors were able to provide advice  
and guidance that addressed their  
specific business concerns

100% of small  
business owners  
who completed the New York  
mentoring program would  
recommend it to other small  
business owners

93% of small  
business owners  
in Chicago and Los Angeles  
programs felt they finished the  
program well-equipped to  
execute on the business goals  
they established and worked on  
with their advisors

## UBS Community Affairs & Corporate Responsibility, Americas

UBS Community Affairs & Corporate Responsibility, Americas is dedicated to providing under-resourced, high-potential individuals with access, advice and education to help develop more enterprising local communities. To do this, we combine direct engagement with strategic grant-making at the nexus of education and entrepreneurship. In 2012, UBS donated \$12.8 million to carefully selected nonprofit organizations and charities in the Americas to advance our mission and give back to the communities where we live and work. To that end, UBS employees volunteered more than 110,000 hours last year in coordination with our global community partners.

Numbers current as of November 2013

### Contact us

#### For more information, contact:

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