Presentation @ CraftNOW Roundtable Discussion
Thursday, November 7, 2019 | 3:00 p.m. to 5:00 p.m.
AGENDA (15 MINUTES)

1. What is Bridgeway Capital?
2. What is the Craft Business Accelerator?
3. What is Monmade?
4. Q&A
AGENDA

1. What is Bridgeway Capital?
MONMADE

CRAFT BUSINESS ACCELERATOR

BRIDgewAY CAPITAL
Empower Underserved Entrepreneurs with Capital and Capability

EQUITABLE ECONOMIC DEVELOPMENT

Attract and Support Economic Activity in Disinvested Areas
BRIDGEWAY CAPITAL

• Community Development Financial Institution
• Nonprofit Social Impact Investor
• Manages $100MM in capital
• Serves 15 counties of Western PA
• Deploys approx. $20MM per year
• Focuses on comm. real estate and small businesses
• Owns and operates 7800 Susquehanna Street
AGENDA

2. What is the Craft Business Accelerator?
EMPOWERED CREATIVE ECONOMY

We want capable and confident creatives to
• Achieve financial resilience
• Grow small businesses
• Revitalize main streets
• Reactivate industrial spaces
• Create and preserve jobs
• Enhance cultural and economic vitality of region
CBA IMPACT AREAS

3.5+ Years

Space: 84K+ SF provided or identified

Capital: $2.5MM+ loans and $133K grants made

Peers: 82 producers on Monmade and 180+ engaged

Markets: $1.8MM in sales with $3.7MM pipeline

Guidance: 650+ hours assistance provided

Workforce: 104 jobs created or preserved

104 jobs created or preserved
PERSONALIZED PATHWAY FOR SUCCESS

JOWDY STUDIO

• R&D grant
• Studio at 7800
• Inclusion in Google HQ
• Featured on Monmade
• Featured at Monmade’s design exhibitions
• TA for product development
• Sells at PG&H Concept Store
• Participation in FMDR
PERSONALIZED PATHWAYS FOR SUCCESS

KMJ METALWORK’S

• Working capital loan
• R&D grant
• Inclusion in three development projects
• Featured on Monmade
• Featured at Monmade’s design exhibitions
• Guidance for product development
• Connected to Protohaven makerspace for production
• Participation in FMDR
PERSONALIZED PATHWAY FOR SUCCESS

KELLY LANE DESIGN

• R&D grant for Make + Matter
• Sponsored through KIVA for working capital loan
• TA for raising capital
• Featured on Monmade
• Featured at Monmade’s design exhibitions
• Facilitated TA on partnership incorporation
CREATIVES CONTRIBUTE TO ECONOMIC DEVELOPMENT
REGIONAL ECONOMY EXPANDED AND DIVERSIFIED

TECH
MEDS
EDS
REGIONAL ECONOMY EXPANDED AND DIVERSIFIED
AGENDA

2. What is Monmade?
DEMAND ACTIVATES GROWTH

• National trade show attendance
• Regional design exhibitions
• Facilitated transactions with developments
• Design residencies and challenges
DEMAND ACTIVATES GROWTH

• Puts technical assistance to work
• Expands and enhance business skills
• Fosters creativity and competitiveness
• Builds confidence for high impact activities
Creatives that use traditional handwork processes and/or manufacturing technologies to transform raw and/or reclaimed materials into products with utility, durability, and good design.
WHO DO WE WORK WITH?

Craft Businesses
Maker Enterprises
Design-Build Shops
Entrepreneurial Artists
CRAFT BUSINESSES

Studebaker Metals
DESIGN-BUILD STUDIOS

Roost Design Build
ENTREPRENEURIAL ARTISTS

TWELVE\TWENTY STUDIO