



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?





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





SAPLING PRESS + BRIDGEWAY CAPITAL

PERSONALIZED PATHWAY FOR SUCCESS

JOWDY STUDIO

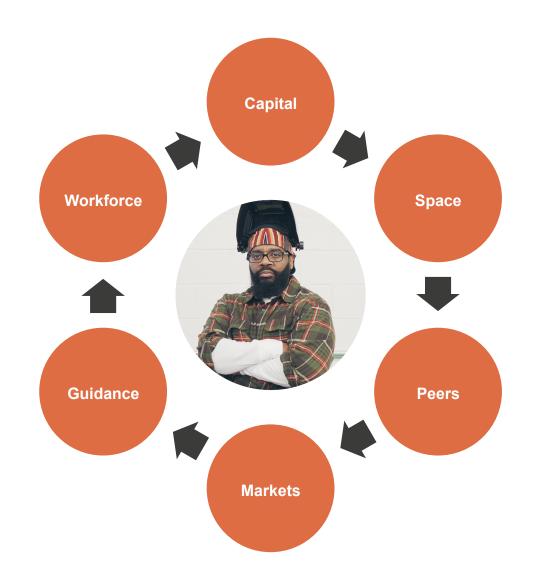
- R&D grant
- Studio at 7800
- Inclusion in Google HQ
- · Featured on Monmade
- Featured at Monmade's design exhibitions
- TA for product development
- Sells at PG&H Concept Store
- Participation in FMDR



PERSONALIZED PATHWAYS FOR SUCCESS

KMJ METALWORK'S

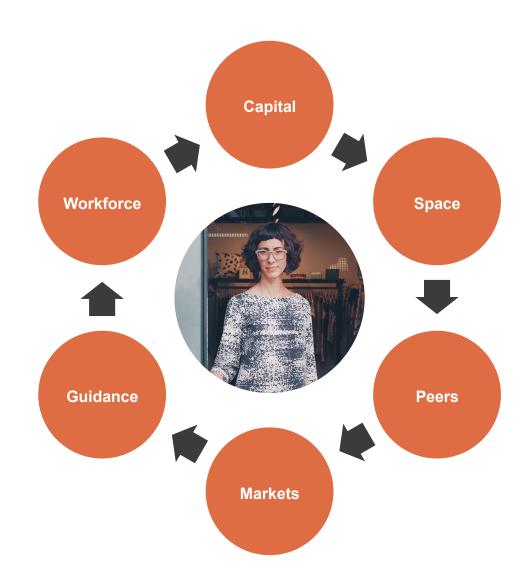
- Working capital loan
- R&D grant
- Inclusion in three development projects
- Featured on Monmade
- Featured at Monmade's design exhibitions
- Guidance for product development
- Connected to Protohaven makerspace for production
- Participation in FMDR



PERSONALIZED PATHWAY FOR SUCCESS

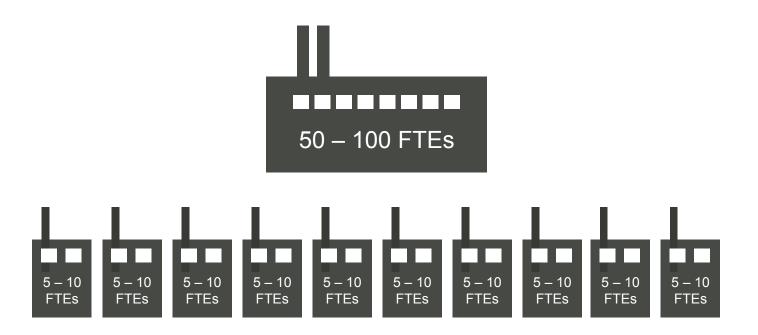
KELLY LANE DESIGN

- 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

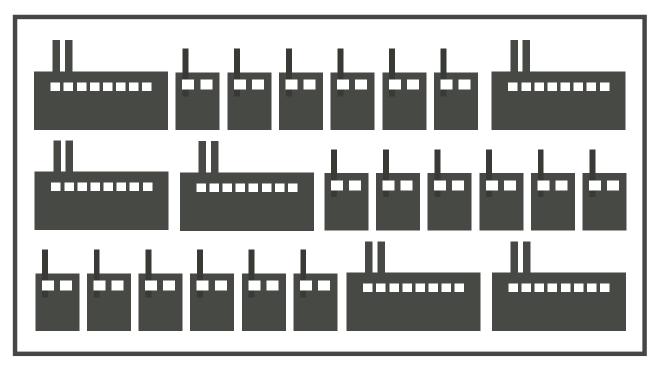






REGIONAL ECONOMY EXPANDED AND DIVERSIFIED





AGENDA

2. What is Monmade?







TRYP HOTEL + 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

WHO DO WE WORK WITH?



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



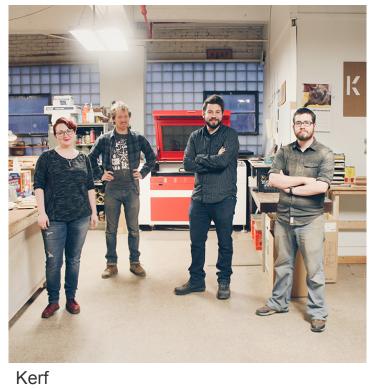


Studebaker Metals



MAKER ENTERPRISES







DESIGN-BUILD STUDIOS



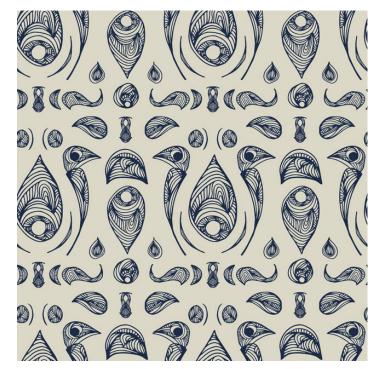


Roost Design Build

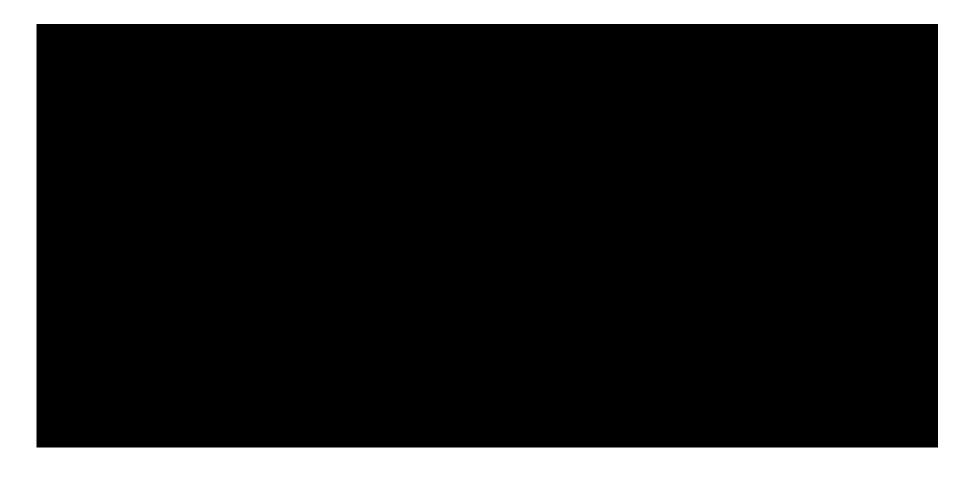
ENTREPRENEURIAL ARTISTS







TWELVE\TWENTY STUDIO



FALLINGWATER + MONMADE





QUESTIONS?