About El Paso-Based Latino Entrepreneurs

**47 years**
Average Owner Age

**42%**
Immigrant

**50%**
4 Yr. College Degree

**14 years**
Average Firm Age

Sources of Capital for Growth

<table>
<thead>
<tr>
<th></th>
<th>El Paso</th>
<th>TX</th>
<th>U.S.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Local/Regional Bank Loan</td>
<td>30%</td>
<td>17%</td>
<td>16%</td>
</tr>
<tr>
<td>National Bank Loan</td>
<td>5%</td>
<td>15%</td>
<td>13%</td>
</tr>
<tr>
<td>Government Loan</td>
<td>5%</td>
<td>3%</td>
<td>3%</td>
</tr>
<tr>
<td>Savings, Family, Friends</td>
<td>37%</td>
<td>57%</td>
<td>54%</td>
</tr>
</tbody>
</table>

Organization Membership

<table>
<thead>
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</thead>
<tbody>
<tr>
<td>General Chamber of Commerce</td>
<td>45%</td>
<td>26%</td>
<td>17%</td>
</tr>
<tr>
<td>Hispanic Chamber of Commerce</td>
<td>52%</td>
<td>33%</td>
<td>23%</td>
</tr>
<tr>
<td>Trade Association</td>
<td>61%</td>
<td>24%</td>
<td>17%</td>
</tr>
<tr>
<td>Nonprofit Board</td>
<td>32%</td>
<td>16%</td>
<td>11%</td>
</tr>
<tr>
<td>Hispanic Nonprofit Board</td>
<td>11%</td>
<td>13%</td>
<td>14%</td>
</tr>
</tbody>
</table>

Biggest Challenges to Growth for El Paso-Based Latino Entrepreneurs

- Economy: 60%
- Employees: 56%
- Customers: 49%

About Latino-Owned Firms

**Annual Revenue**

- <50K
- 50K-99K
- 100K-499K
- 500K-999K
- >1M

**Employee Count**

- 0
- 1 to 9
- 10 to 49
- 50+

Proportion of Latino-Owned Firms That:

- Employ Mostly Non-Latino Workers
  - El Paso: 44%
  - Texas: 64%

- Serve Mostly Non-Latino Customers
  - El Paso: 13%
  - Texas: 69%

- Sell a Technology or Software Product
  - El Paso: 5%
  - Texas: 64%

Based on data from 40 El Paso and 486 Texas Latino firms. Source: SLEI 2016 Survey of Latino Business Owners

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