

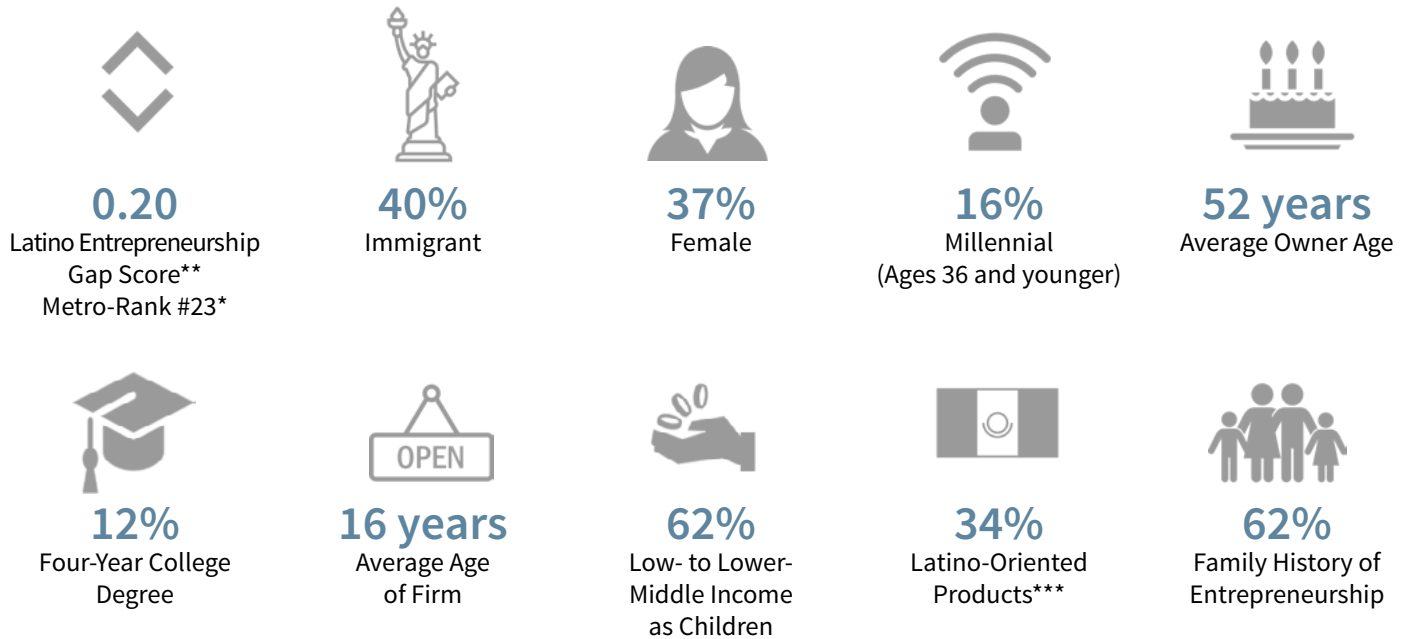
2018 RESEARCH FINDINGS

STATE OF LATINO ENTREPRENEURSHIP



REGIONAL INSIGHTS: DALLAS

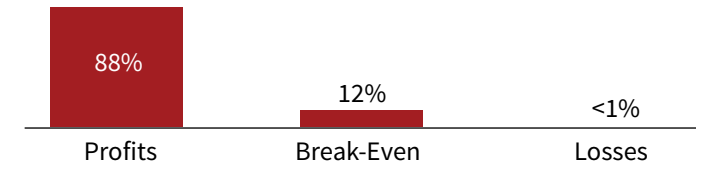
PROFILES OF DALLAS METROPOLITAN AREA-BASED LATINO ENTREPRENEURS



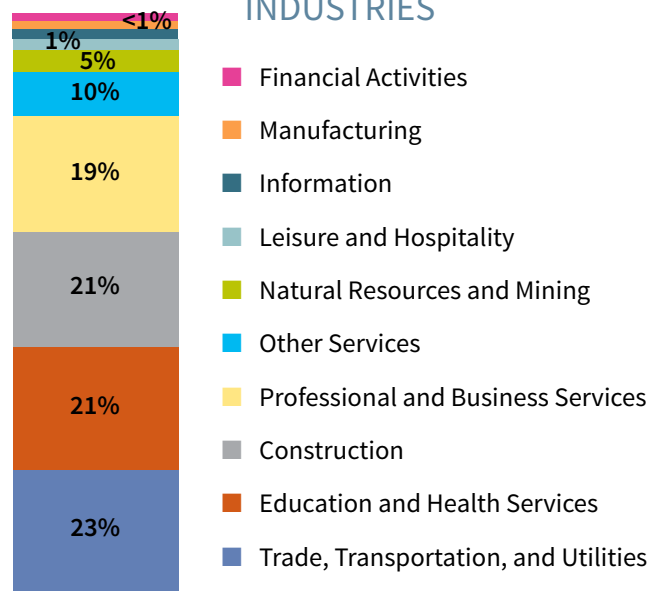
SOURCES OF CAPITAL FOR GROWTH

	Dallas	TX	U.S.
Line of Credit	5%	8%	8%
Local Bank Loan	11%	6%	5%
National Bank Loan	5%	3%	3%
Gov't Loan	1%	2%	1%
Venture Cap.	<1%	1%	1%
Angel Investment	2%	2%	5%
Private Equity	2%	2%	3%
Hard Money	2%	4%	3%

PROFITABILITY, PREVIOUS 12 MONTHS



INDUSTRIES



CHALLENGES TO GROWTH



* Ranking based on the 50 largest U.S. metropolitan areas

** Difference in rate of Latino and non-Latino business owners (1 = rate is the same)

*** Latino-oriented products/services are targeted specifically to Latinos or stem from Latino influences.

Report based on data from 105 Dallas Metropolitan Area Latino firms and 666 Texas Latino firms. Source: SLEI 2018 Survey of U.S. Latino Business Owners