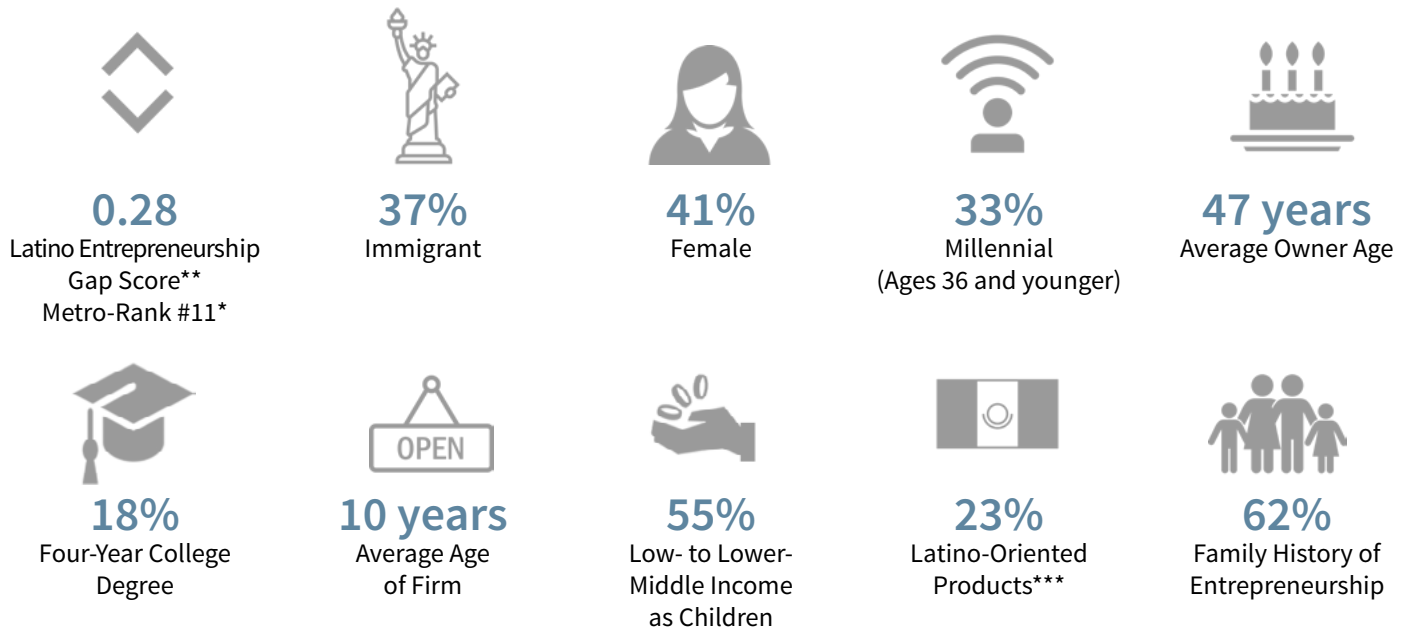


# STATE OF LATINO ENTREPRENEURSHIP



## REGIONAL INSIGHTS: SAN FRANCISCO

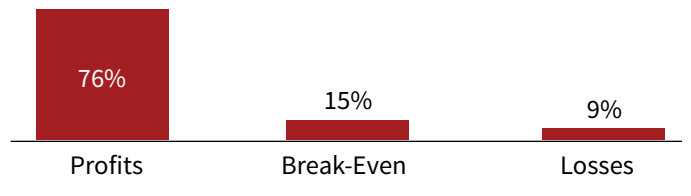
PROFILES OF SAN FRANCISCO BAY AREA-BASED LATINO ENTREPRENEURS



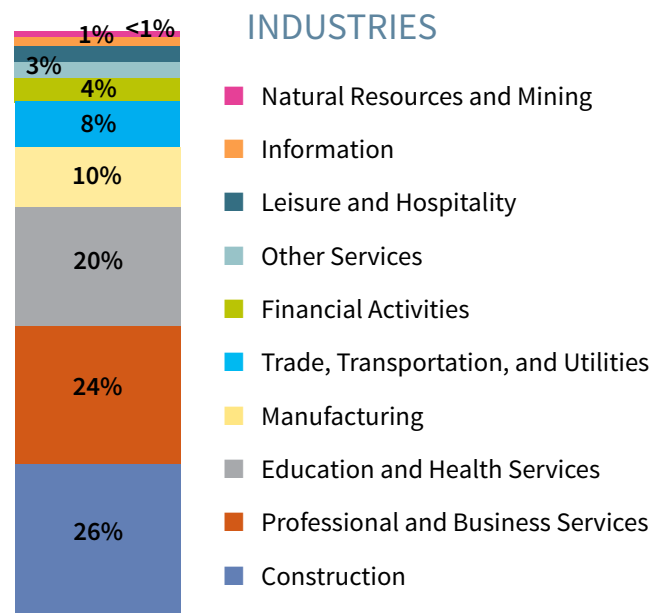
### SOURCES OF CAPITAL FOR GROWTH

	San Francisco Bay Area	CA	U.S.
Line of Credit	9%	8%	8%
Local Bank Loan	4%	3%	5%
National Bank Loan	5%	2%	3%
Gov't Loan	1%	1%	1%
Venture Cap.	<1%	<1%	1%
Angel Investment	1%	7%	5%
Private Equity	<1%	5%	3%
Hard Money	9%	4%	3%

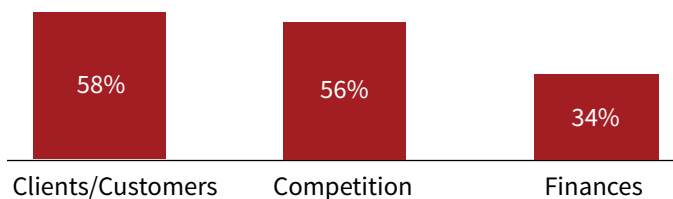
### PROFITABILITY, PREVIOUS 12 MONTHS



### 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 145 San Francisco Bay Area Latino firms and 940 California Latino firms.  
 Source: SLEI 2018 Survey of U.S. Latino Business Owners