

Building

Community
Opportunity
The New West Side Bazaar

Campaign Leadership

Betsy & Jock Mitchell (Founder & Community Leaders)

Tina Grant-Holt & Dale Holt

(WEDI Entrepreneurs, Owners Manna @ Northland)

Stephen Zenger (WEDI Board President, CEO of Zenger Group)

Vision: WEDI's vision is that all residents of Western New York can succeed and thrive in a culturally inclusive community.

Mission: WEDI strengthens communities through a continuum of educational and financial resources, removing systemic barriers to economic equity for all Western New Yorkers.



Dale Holt, Tina Grant-Holt, and Reginald Ingram

Manna Culinary Group, 683 Northland Avenue
2023 WEDI Entrepreneurs of the Year

Manna @ Northland is where "soul" is at the root of healthy eating. Featuring eat-in and grab-and-go breakfast, lunch and dinner services..

Each year the employees of WEDI chose a microloan client to be Entrepreneur of the Year. The 2022 awardee was Novi Paluch of Sasmita Boutique



WEST SIDE BAZAAR
BY WEDI

3,200 sq. ft. to **16,500 sq. ft.**

16 businesses to **24+ businesses**

35 seats to **82+ seats in Community Cafe**

80,000 visitors to **120,000+ visitors** (projected)

- **Diversified businesses:**
including accountants, special event planners, health and beauty
- **Dedicated spaces:**
for community, family and social events, workforce training, technology and test kitchen
- **On-site programming:**
speaker series, tastings, cooking classes for all ages

Niagara Street is Resurgent.

Neighbors of the new Bazaar include: 6 apartment buildings + other residential homes, 20 manufacturing and retail operations with more planned

WEDI Education.
Entrepreneurship.
Equity.



Building WEDi

2006 \$400,000 Seed Funding

- Founded by Westminster Presbyterian Church
- 1st full-time employee hired

2009 Annual Budget \$110,438

- Launches microloan program

2011 Annual Budget \$96,478

- 1st West Side Bazaar opens with 6 businesses

2012 Annual Budget \$108,838

- West Side Bazaar opens at 25 Grant Street, more than doubling capacity

2016 Annual Budget \$718,606

- Becomes a microloan intermediary authorized to issue Small Business Association (SBA) loans
- Becomes a certified Community Development Financial Institution (CDFI) with lowest lending threshold (\$500)

2017 Annual Budget \$998,000

- 15 full-time employees, 16 Americorps
- Community Stakeholder Focus Groups (through 2019)
- Board & Community Committee formed to test expansion strategies
- 19 foundation, corporate, government grants funded

2018 Annual Budget \$1,360,000

- 15 full-time, 8 Americorps
- Purchase of 1432 Niagara Street
- 55 grants submitted

2019 Annual Budget \$1,657,000

- Carolynn Welch becomes Executive Director
- Expanded Board of Directors
- CJS Architects retained for new West Side Bazaar

2020 Annual Budget \$1,707,000

- 20 full-time employees
- Staff is restructured and professionalized
- Capital Campaign planning begins
- Hayes Construction Corp. retained for new West Side Bazaar



Education Program Growth

- 1998** Westminster Presbyterian Church begins ENERGY after school tutoring program
- 2006** ENERGY after school tutoring program tailors for English Language Learners
- 2009** ENERGY segments for grades 1-5
- 2016** FLY after school tutoring for grades 6-8 established
- 2018** LAUNCH after school tutoring for high school students & Saturday Girls' Club established



Microlending



Only microlender of **\$500 to \$20,000** in WNY
 Our Clients: More than **60%** are Women-Owned and more than **85%** are Minority-Owned Enterprises



Economic Development

Since **2012**, clients have created or retained more than **180 full-time jobs**, all of which are filled by residents of WNY.

From **2017-2023**, over **200 full-time equivalent jobs** were created or retained by businesses supported by WEDI's loan program.

West Side Bazaar Businesses Incubated

More than 70% are Refugee-Owned
 Nearly 70% are Women-Owned
 More than 20 have graduated



Since **2011**, WEDI's West Side Bazaar has **incubated more than 48 small businesses**.

2021 Annual Budget: \$1,726,000

- 33 full-time employees
- 15 year anniversary
- Rebrand and visioning
- Architectural plans released
- Capital Campaign launches early phase

WEDi

2022 Annual Budget: \$2,424,516

- Groundbreaking and construction commences
- East Side Expansion underway in Bailey-Green neighborhood

2023 Annual Budget: \$1,984,492

- Downtown Bazaar opens April 2023
- West Side Bazaar opens Fall 2023

