



**Federal Reserve Bank of St. Louis  
Investment Connection Proposal**

Proposal title	Delta I-Fund Investment
Contact	Amy Hopper
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Organization name/address	Winrock International Little Rock, Arkansas 72202
Mission statement	Winroc's mission is to empower the disadvantaged, increase economic opportunity and sustain natural resources across the globe.
Overview of organization	<p>Winrock International is a recognized leader in United States and international development with a focus on social, agricultural and environmental issues. Inspired by its namesake, Winthrop Rockefeller, Winrock combines scientific and technical expertise with entrepreneurial innovation to deliver market-based solutions that improve lives around the world. Winrock's mission is to empower the disadvantaged, increase economic opportunity and sustain natural resources across the globe.</p> <p>Since 1985, Winrock has been deeply committed to work not just around the globe, but here in the United States as well. As small-town communities in America face urgent challenges around declining populations and foundering economies in farming and small manufacturing, Winrock's U.S. Programs team continues to revitalize U.S. communities through economic and community development.</p> <p>Winrock solves these complex problems with four interrelated core competencies: entrepreneurship development, innovation</p>

	ecosystem development, workforce development and community development. Winrock is uniquely positioned to empower the disadvantaged, increase economic opportunity and sustain natural resources in the small towns of America, where those services are desperately needed.
Website	<a href="http://www.winrock.org">www.winrock.org</a>
Social media link(s)	Facebook <a href="https://www.facebook.com/deltaifund/">https://www.facebook.com/deltaifund/</a>
Location of project/activity	<p>Illinois, Kentucky, Mississippi, Missouri, Tennessee</p> <p>Illinois Counties: Alexander, Franklin, Gallatin, Hamilton, Hardin, Jackson, Johnson, Massac, Perry, Pope, Pulaski, Randolph, Saline, Union, White, and Williamson</p> <p>Kentucky Counties: Ballard, Caldwell, Calloway, Carlisle, Christian, Crittenden, Fulton, Graves, Henderson, Hickman, Hopkins, Livingston, Lyon, Marshall, McCracken, McLean, Muhlenberg, Todd, Trigg, Union, and Webster</p> <p>Mississippi Counties: Adams, Amite, Attala, Benton, Bolivar, Carroll, Claiborne, Coahoma, Copiah, Covington, DeSoto, Franklin, Grenada, Hinds, Holmes, Humphreys, Issaquena, Jasper, Jefferson, Jefferson Davis, Lafayette, Lawrence, Leflore, Lincoln, Madison, Marion, Marshall, Montgomery, Panola, Pike, Quitman, Rankin, Sharkey, Simpson, Smith, Sunflower, Tallahatchie, Tate, Tippah, Tunica, Union, Walthall, Warren, Washington, Wilkinson, Yalobusha, and Yazoo</p> <p>Missouri Counties: Bollinger, Butler, Cape Girardeau, Carter, Crawford, Dent, Douglas, Dunklin, Howell, Iron, Madison, Mississippi, New Madrid, Oregon, Ozark, Pemiscot, Perry, Phelps, Reynolds, Ripley, Scott, Shannon, St. Francois, Ste. Genevieve, Stoddard, Texas, Washington, Wayne, and Wright</p> <p>Tennessee Counties: Benton, Carroll, Chester, Crockett, Decatur, Dyer, Fayette, Gibson, Hardeman, Hardin, Haywood, Henderson, Henry, Lake, Lauderdale, Madison, McNairy, Obion, Shelby, Tipton, and Weakley</p>

Geographic Impact	Citywide Countywide Multicounty
Support request	Investment
Requested dollar amount	\$200,000
Proposal description and structure	The Delta I-Fund is a proof-of-concept accelerator formed to train entrepreneurs in the eight-state DRA territory. The Delta Regional Authority awarded Winrock International a \$1 million grant in October 2016 to administer the Delta I-Fund through June 2019. The mission of the program is to positively impact the low-to-moderate income communities throughout the DRA territory. The Delta I-Fund seeks to provide a platform for the creation and launch of high-growth companies, spurring job creation in the region. Each entrepreneurial team that participates in the program receives a weekend of in-person training, ten weeks of virtual one-on-one training from a lean startup instructional team, a dedicated mentor for the duration of the program and either technical assistance (if outside Arkansas) or access to staged investment capital (if outside of Arkansas). If awarded a second investment, entrepreneurs outside of Arkansas can have access to critical investment capital.
Issues addressed	Economic/Workforce Development Financial Access, Capability and Empowerment Small Business Development/Technical Assistance
Target population/geography	The 252 counties and parishes that make up the Delta Regional Authority ("DRA") territory include the most economically distressed of the United States. Though the region has a rice history and culture, life remains a struggle for its 10 million residents. In 2017, according to the U.S. Bureau of Labor Statistics, businesses less than one year old accounted for 1.7M or 2M new jobs in the country. For this reason, Winrock International is seeking to provide critical resources to entrepreneurs within the DRA to bring positive economic change and job creation to a region that desperately needs it.
Population served including income	According to "Today's Delta", a publication of the DRA, 21 percent of DRA residents lived in poverty between 2010 and 2014, compared to the U.S. average of 16 percent. Further, 43 percent of DRA counties and parishes were classified as in persistent poverty from 1980 to 2011. Persistent

	poverty is defined as 20 percent or more of the county or parish's residents were living in poverty over the last 30 years. For comparison, only 11 percent of U.S. counties and parishes were considered as being in persistent poverty during the same period.
Anticipated outcomes/impact	In addition to a dedicated mentor and ten weeks of lean startup training, the Delta I-Fund provides DRA-based companies outside of Arkansas with \$5,000 in technical assistance funding from a \$1M grant from the Delta Regional Authority. Conversely, Arkansas-based companies have access to up to \$50,000 in private capital from a generous 2016 IBERIABANK investment. Winrock seeks to provide investment capital to participating companies outside of Arkansas as well. With a \$200,000 investment, the Delta I-Fund can provide top-achieving Delta I-Fund companies with access to up to \$50,000 in capital, regardless of their location within the DRA. Historically, a fourth of Arkansas teams receive the full \$50,000 investment upon completing the program.
How will the program be evaluated	Over the performance period, Winrock has a goal of taking 95 DRA-based companies through the program. To date, the Delta I-Fund team has taken 32 innovative, scale-able companies from Arkansas, Louisiana, Mississippi and Tennessee through the program. Before June 19th, the Delta I-Fund team plans to assist entrepreneurs in all eight states of the territory. Key performance indicators are the number of entrepreneurial teams assisted, the number of teams that launch a company following the program, the number of full-time jobs created, the amount of follow-on investments graduating companies receive and eventually, the return generated for Delta I-Fund investors.
Project time frame	Existing Program Project Duration: 1-3 Years
Other significant partners in the proposal	Delta Regional Authority Funding <a href="http://www.dra.gov">www.dra.gov</a>  IBERIABANK Other Investment - Arkansas Only <a href="http://www.iberiabank.com">www.iberiabank.com</a>
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