



## Mosaic Transportation - Maurice Brewster

**If you're an African-American entrepreneur, you know how hard it is to get the capital to grow your business. That's why you need to know about Maurice Brewster.**

### ➤ DRIVEN TO EXPAND

According to a Wall Street Journal article that appeared in March of 2014, the rebound in federal small business lending, the first such rebound since the financial crisis, has largely passed black entrepreneurs by. Two years after that article was written, things haven't improved very much. More than six years after the financial crisis, African-Americans have suffered the largest decline in SBA funding and are still looking for loans to help them stave off deeper financial hardship. Maurice Brewster was one of them.

His company, RM Executive Transportation Inc., a limousine, sedan and shuttle business located in Redwood City, California was stagnating because of a lack of financing. Although the 12-year-old company had 44 employees and was providing transportation to corporate clients in more than 450 cities, the business could be doing much better with the capital to expand.

"Initially, I was putting all the profits back into the business," Mr. Brewster said of his decision to bootstrap the company, a common small business strategy. He managed to create a little breathing room and his company started turning a profit again in April 2013. With sufficient funding, Mr. Brewster thought the company could "double in size in a year or two." But in December of 2015, Mr. Brewster's application for a \$250,000 loan was rejected by his bank, citing insufficient collateral and no profits for several years.

### ➤ A FRESH PERSPECTIVE

Opportunity Fund looks at lending in general—and Maurice Brewster specifically—a little differently. So they started Mr. Brewster with a small \$15,000 to get his credit history established and jumpstart the business. Maurice Brewster did the rest. During Super Bowl 50, his company was named the Official Transportation Provider for the Host Committee. He has also expanded his employee shuttle service at Google.

From Opportunity Fund's perspective, Maurice Brewster already had established a profitable business with collateral "on wheels" for the loan. And he proved us right, as have so many of our loan recipients. Which just goes to show, when you invest in good people, there's no telling where they can go.

To get started today, call us at 866-299-8173 or visit us at [opportunityfundloan.org](http://opportunityfundloan.org)