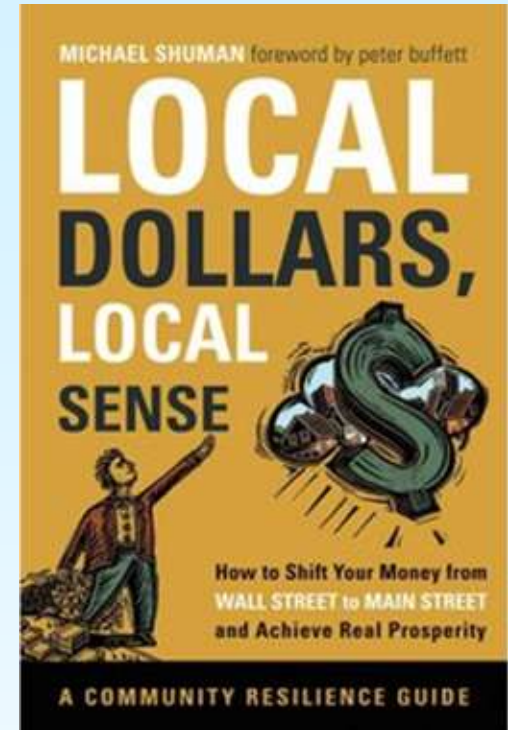


An Introduction To Local Investment



How To Nurture Local Business?

Planning	Plug the leaks.
People	Support entrepreneurs.
Partners	Compete through collaboration.
Purse	Harness pensions locally.
Purchasing	Spearhead “Local First” campaigns.
Policymaking	Remove anti-local biases.

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The Usual Solutions

- **Angel Investors**
- Angel Clubs
- Venture Investors
- Hedge Funds
- Institutions



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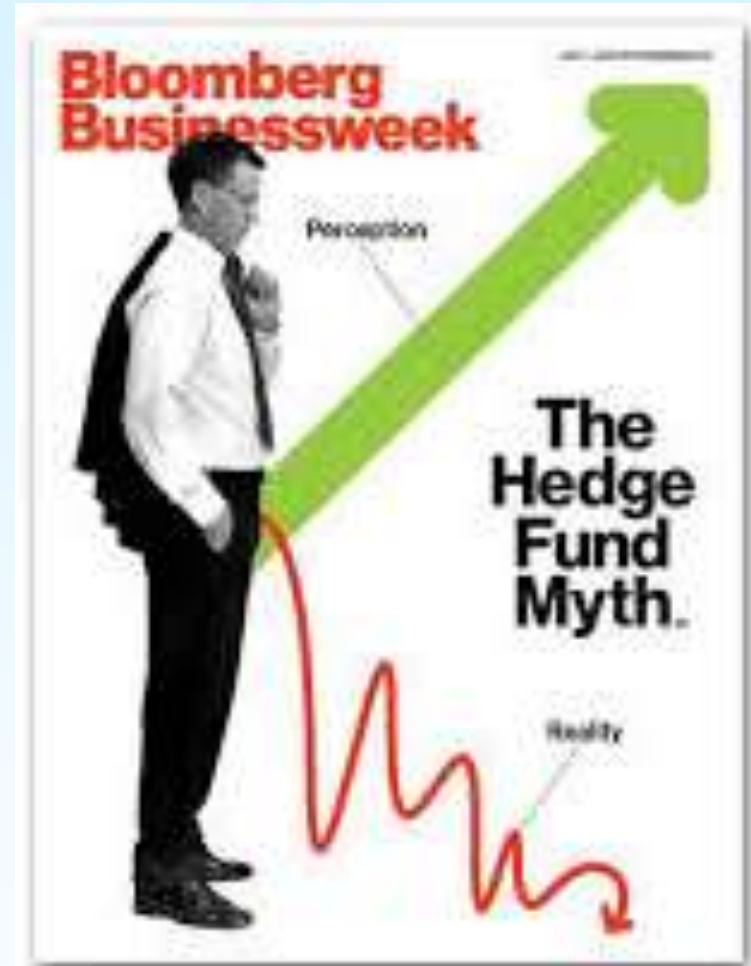
The Usual Solutions

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Investor Apartheid



The Impact of \$15 Trillion Shift

(\$186 Billion for Oregon)



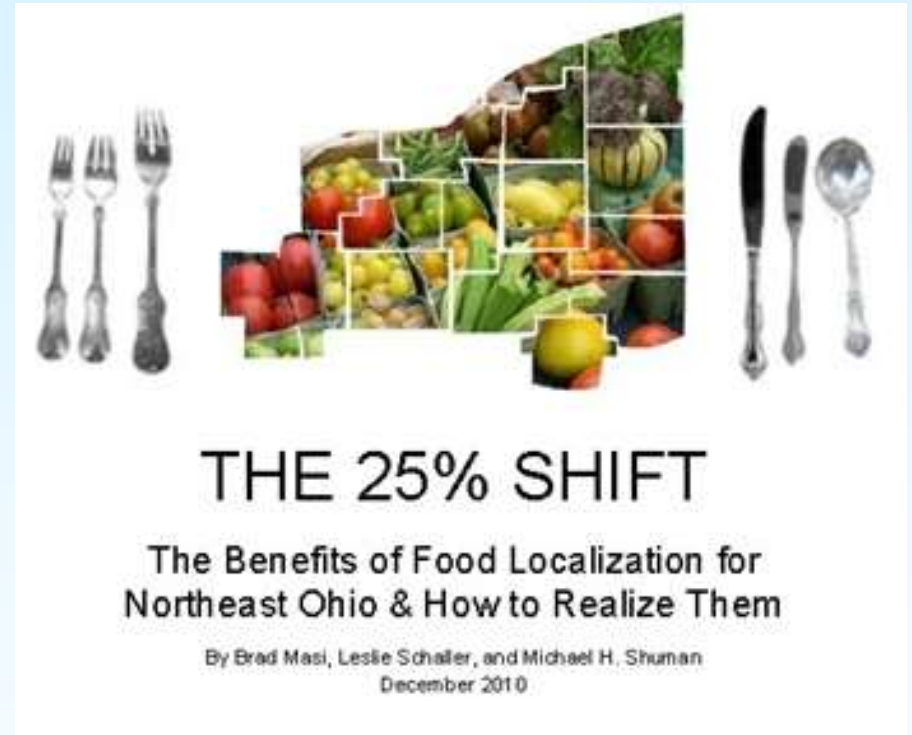
Impacts of a 25% Food Shift: Metro Cleveland (2010)

Jobs = 27,000

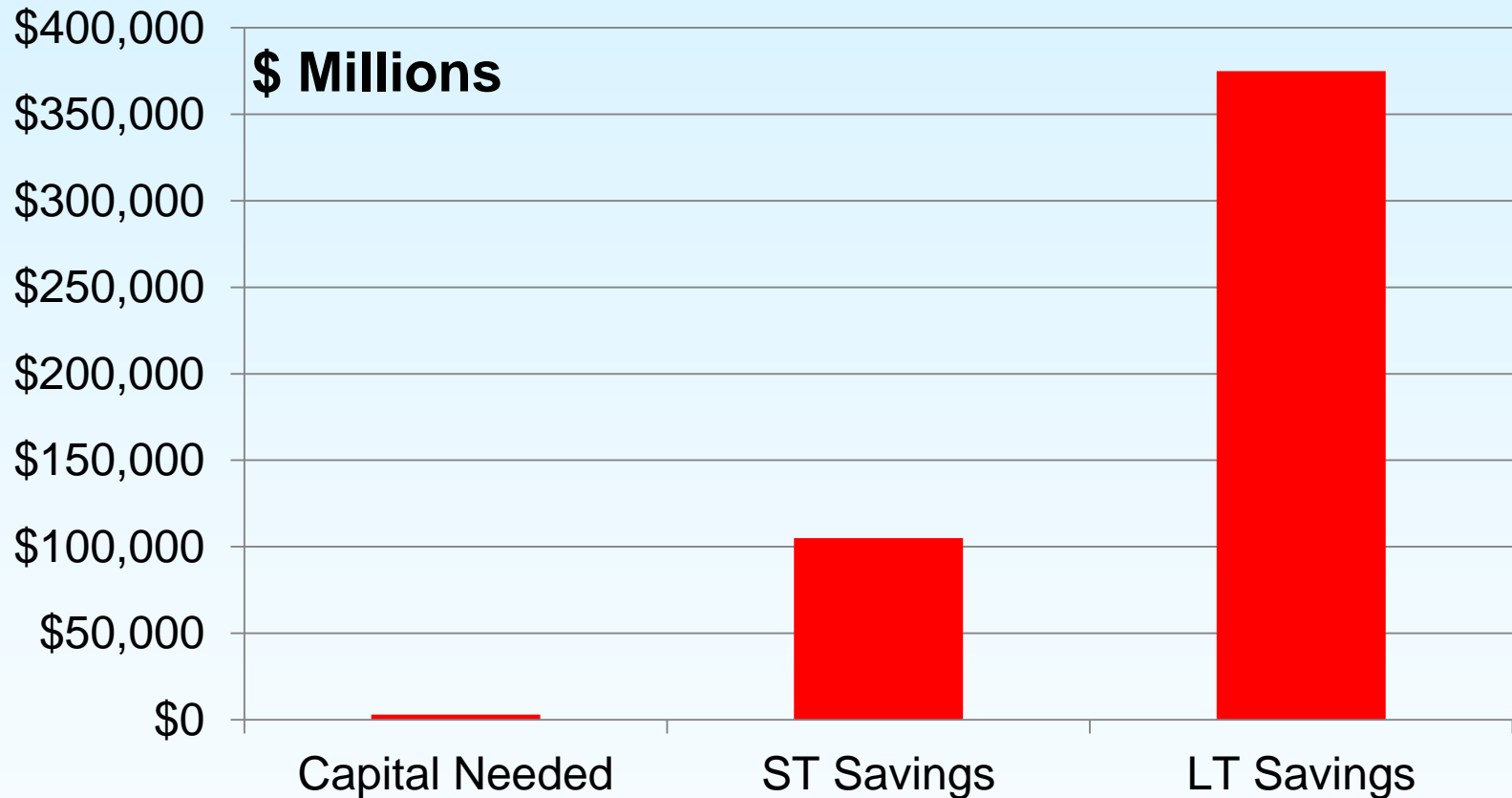
Wages = \$868 million

Value Added = \$1.5 billion

Taxes = \$126 million



Capital Requirements for 25% Shift in Cleveland (\$735M)



The Challenge



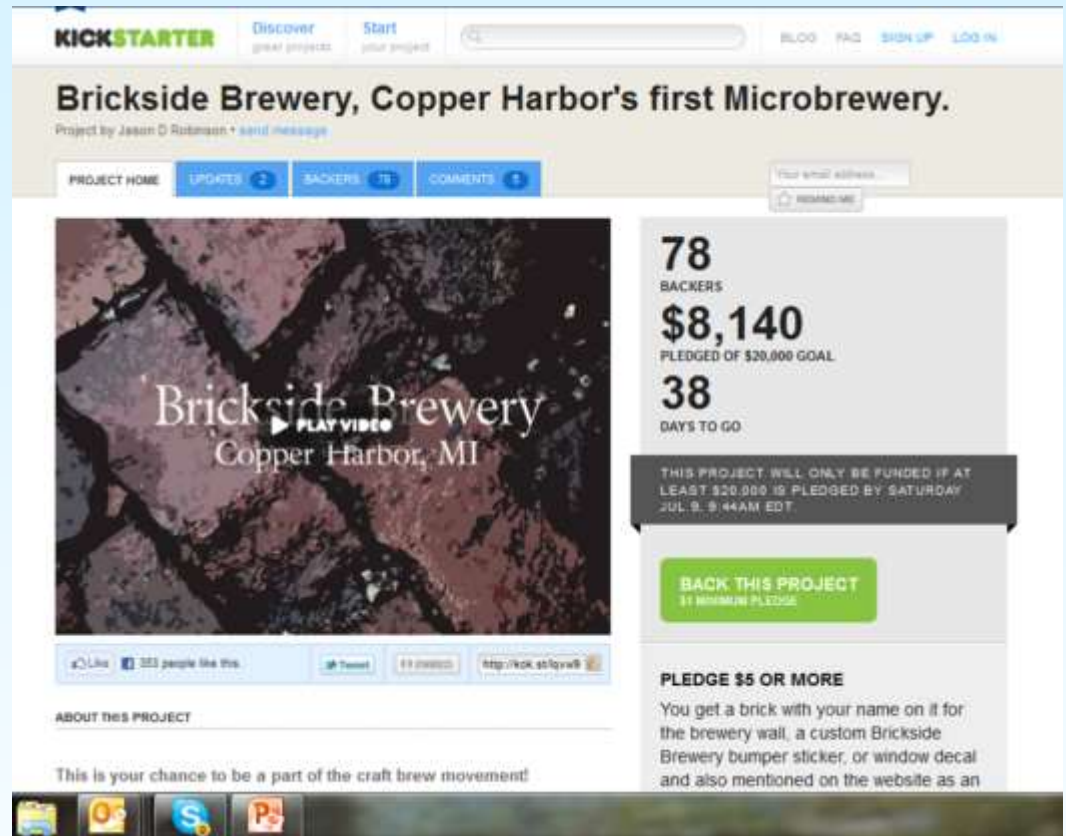
“Say You Want a Revolution...”

- Start-Ups
- Bigger Companies
- Economic Developers
- Investment Professionals
- Investors
- Policymakers

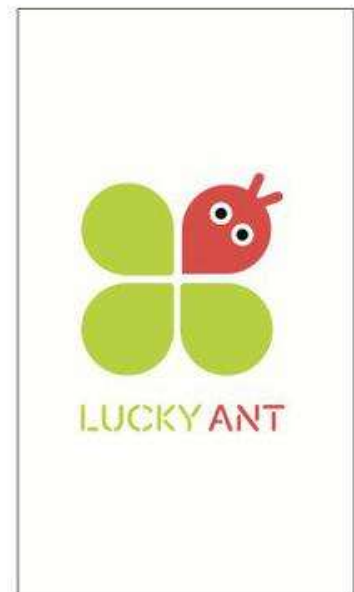
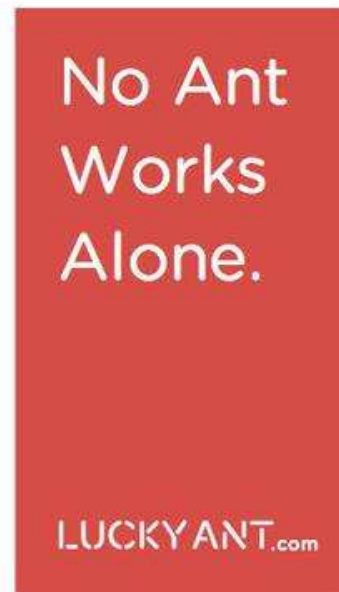


Start-Ups

- **Sponsorships**
- Peer Lending
- Pre-Selling



Some Local Sites



Start-Ups

- Sponsorships
- **Peer Lending**
- Pre-Selling



Start-Ups

- Sponsorships
- Peer Lending
- **Pre-Selling**



Bigger Companies

- **Co-ops**
- Direct Public Offerings
- Crowdfunding



Bigger Companies

- Co-ops
- **Direct Public Offerings**
- Crowdfunding



Bigger Companies

- Co-ops
- Direct Public Offerings
- **Crowdfunding**

SEC Open Meeting
Wednesday, October 23, 2013, 10:00 a.m.



Economic Developers

- **LIONs**
- Funds
- Slow Munis



Economic Developers

- LIONs
- **Funds**
- Slow Munis



Economic Developers

- LIONs
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Investment Professionals

- Targeted CDs
- Local Exchanges
- Mutual Funds



Investment Professionals

- Targeted CDs
- **Local Exchanges**
- Mutual Funds

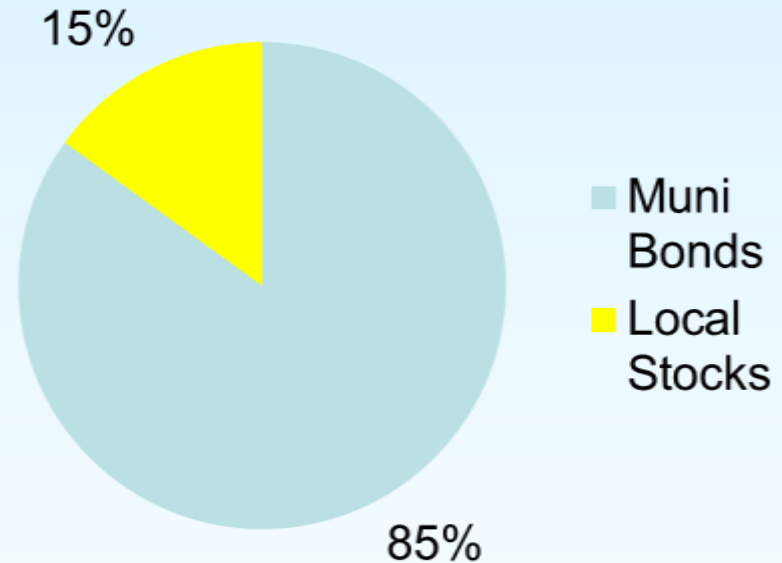
many missions one market
MISSION
MARKETS™



Investment Professionals

- Targeted CDs
- Local Exchanges
- **Mutual Funds**

Plausible Structure

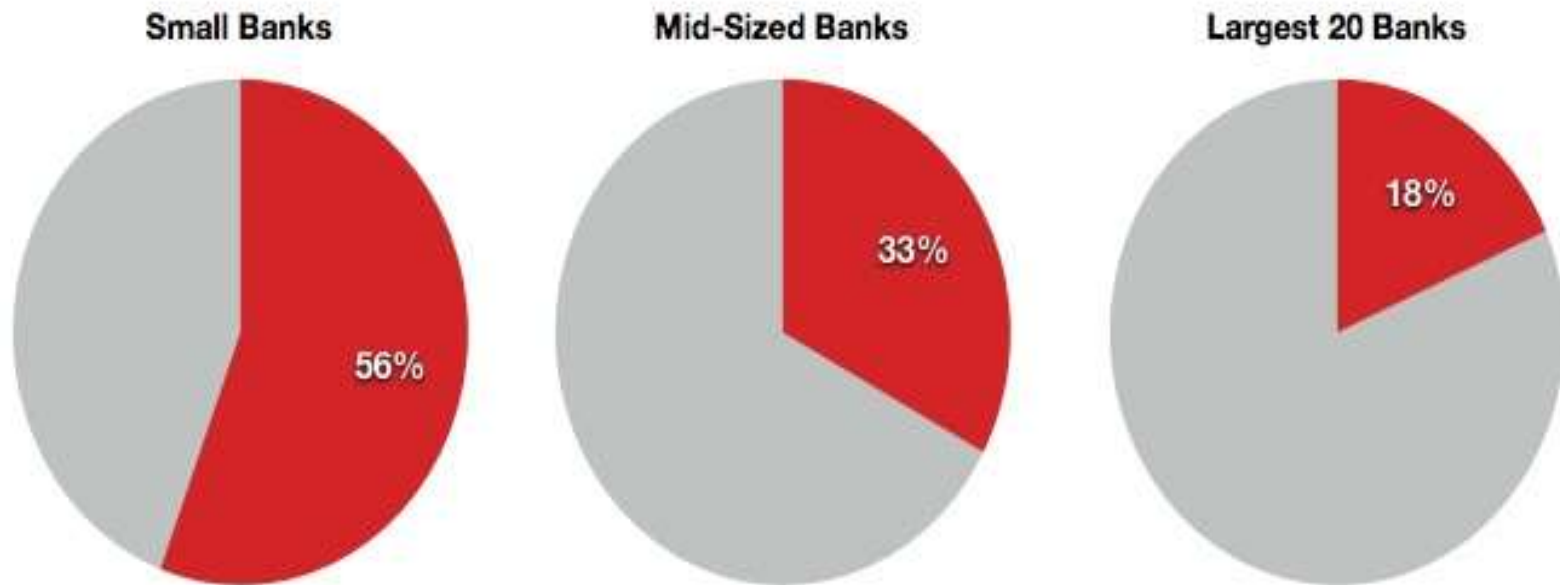


Individual Investors

- **Move Your Money**
- Investment Clubs
- Self-Directed IRA



Small Business Share of All Commercial Loans

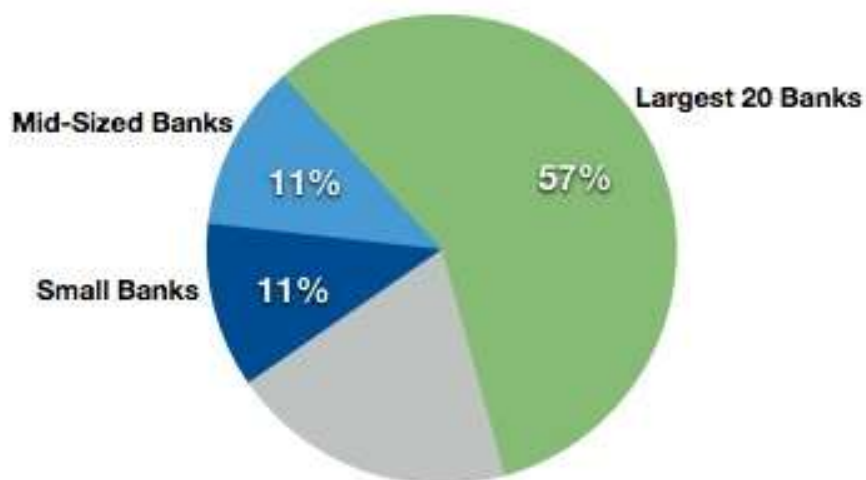


Source: Federal Deposit Insurance Corporation Data, 3rd Quarter 2009

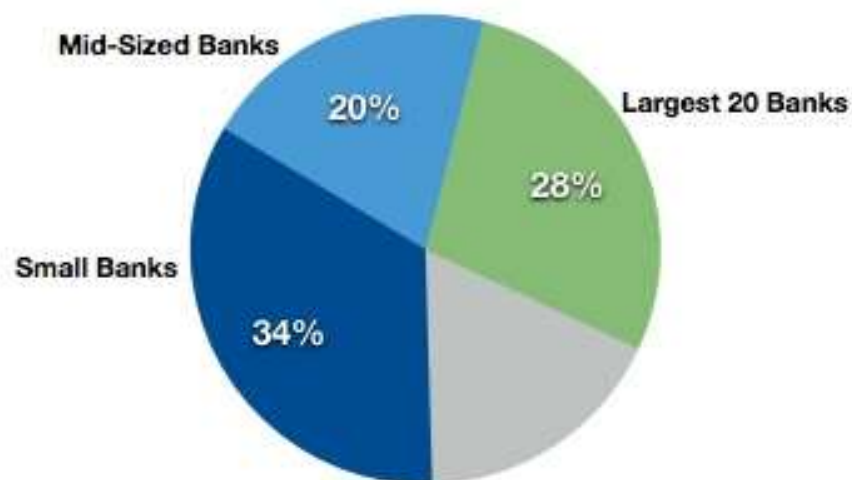
Notes: Small banks are defined as those with \$1 billion in assets or less and mid-sized banks as those between \$1 billion and \$10 billion in assets. The largest 20 banks have an average of \$380 billion in assets each. Small business loans consist of commercial and industrial loans of \$1 million or less.

New Rules Project's Community Banking Initiative

Share of Bank Assets



Share of Small Business Lending



Source: Federal Deposit Insurance Corporation Data, 3rd Quarter 2009

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Individual Investors

- Move Your Money
- **Investment Clubs**
- Self-Directed IRA



The "No Small Potatoes" Investment Club

You can make a difference

Over the summer, a group of Mainers met through our common interest in the Slow Money Movement. We formed an Investment Club to provide working capital in the form of low-interest loans to Maine Farmers and Food Producers. Currently, we meet quarterly as a group to discuss loan opportunities that our members want to support. At this point, we make individual self-directed loans to Maine farmers and food enterprises; soon, however, we plan to pool our funds and make loans as a group.

Our loans have ranged from \$3,000-\$15,000. The investment commitment to join our club is \$5,000. We hope you will consider joining our fun, productive, and worthwhile Investment Club.

Our first set of loans helped these three wonderful Maine companies:

Heena Taha
of Camden Maine



Mahy & Ami, Jeff & Isa

Lalitha Farm
of Dyerden Maine



Iyana & Maheda

Thirty Acres Farm
of Whitefield Maine



Otto & Will

We invest in growing Maine families

We invest in growing Maine food



Creamy and delicious handmade tofu



Naturally fermented, wonderful tempeh



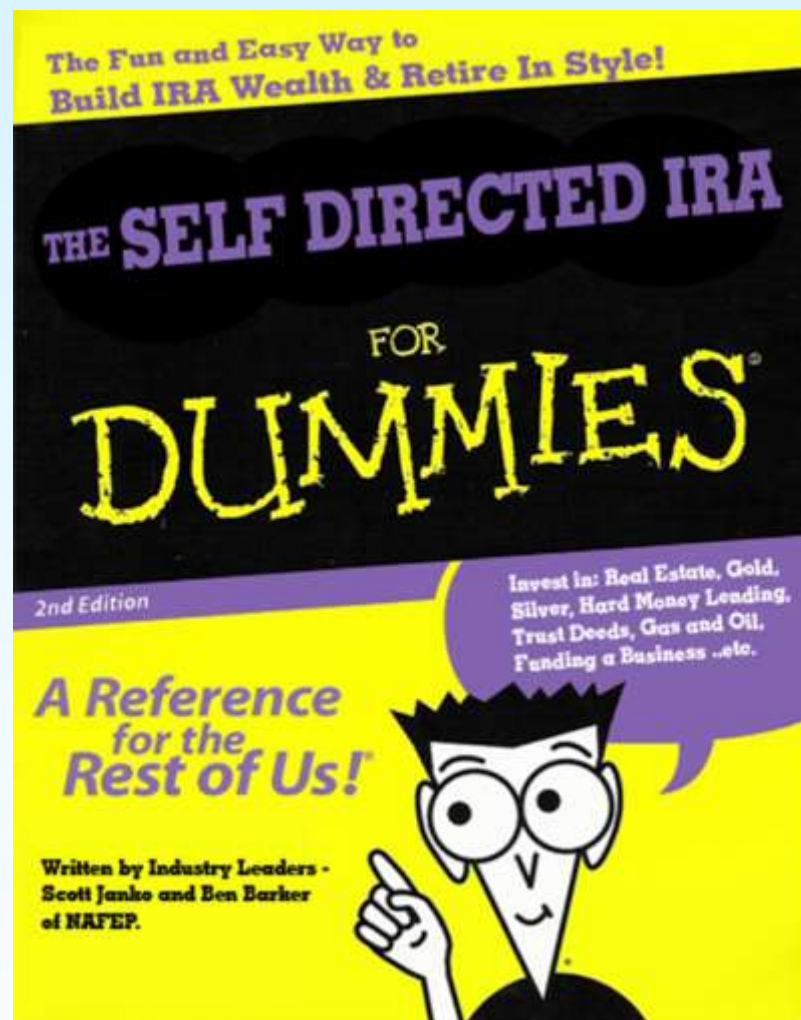
Raw, tangy, effervescent cultured vegetables

Get involved

Please contact Eleanor Kinney at 200-3155/eleonor@kinney@mac.com or Chris Hallowes at 229-5046/chris@hallowes@gmail.com for more information about our loan fund.

Individual Investors

- Move Your Money
- Investment Clubs
- **Self-Directed IRA**



Policymakers

- **Public Bank**
- List Offerings & SD-IRAs
- Tax Credit



Policymakers

- Public Bank
- **List Offerings & SD-IRAs**
- Tax Credit

YAHOO!
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Symbol	Company Name	Price
CHTP	Chelsea Therapeutics...	6.58
BAC	Bank of America Cor...	14.93
FB	Facebook, Inc.	56.76
TWTR	Twitter, Inc.	31.96
QQQ	PowerShares QQQ	86.48
ISBC	Investors Bancorp Inc.	10.42
F	Ford Motor Co.	15.81
T	AT&T, Inc.	36.40
PFE	Pfizer Inc.	29.17
SIRI	Sirius XM Holdings Inc.	3.15

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27.81 +3.58%	20.13 -0.45%	178.59 -11.30%

Rocket Fuel Inc. ★ Follow

27.81

Policymakers

- Public Bank
- List Offerings & SD-IRAs
- **Tax Credit**

Manitoba Community Enterprise Development (CED) Tax Credit

Investing in the future
of
Manitoba's Communities



Manitoba
Agriculture, Food
and Rural Initiatives



One Simple Federal Ask

(That the SEC Can't Refuse)

“Hey...what stays
intra-state...
ain't none of your
damn business....”



Questions & Discussion



For More Information:

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202-669-1220

shuman@igc.org

www.michaelhshuman.com

