

PAYCHECK PROTECTION PROGRAM IMPACT OVERVIEW



REGION SERVED: Colorado
LENDING FOCUS: Small Business
NUMBER OF BRANCHES: 6
WEBSITE: www.fswb.bank

PPP Loans Originated	#	%
Loans in CDFI Investment Areas	300	38%
Loans in areas with Poverty Rate >15%	240	31%
Loans in areas with Unemployment >10%	571	73%
TOTAL PPP LOANS	785	

ABOUT FIRST SOUTHWEST BANK

Serving the San Luis Valley and rural Colorado for more than 100 years, First Southwest Bank offers personal and business banking at their six branches, with an emphasis on businesses supporting

rural communities. First Southwest Bank and their employees actively live-in and give back to our communities. As a CDFI bank, First Southwest Bank is focused on cultivating valuable relationships, investing

in economic and social doers, and fostering a well-lived rural culture. More information about First Southwest Bank is available at fswb.bank.

PAYCHECK PROTECTION PROGRAM LENDING HIGHLIGHTS



TOTAL PPP LOAN AMOUNT
\$55,808,000



TOTAL PPP LOANS
785



TOTAL JOBS SAVED
6,797

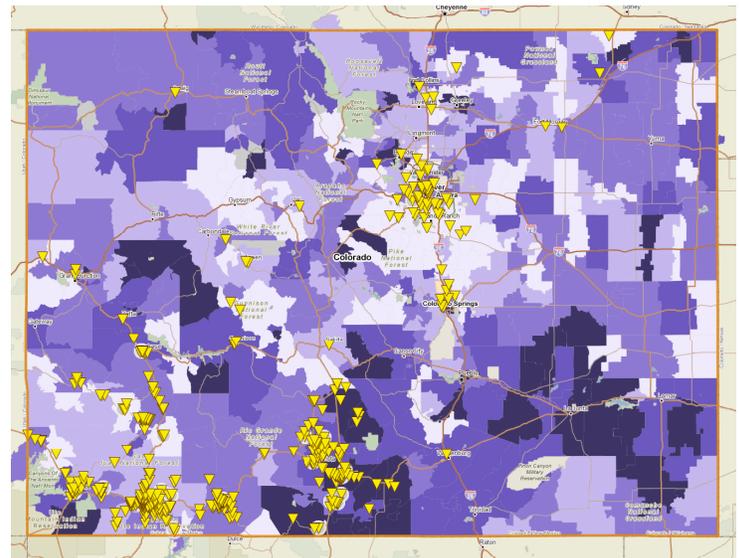
PPP SUCCESS STORY: ESPINOZA CONSULTING SERVICES

Espinoza Consulting Services (ECS) is a minority- and woman-owned small business located in Conejos County, Colorado. A team of archeologists, biologists, and geologists, ECS has provided environmental consulting services for a decade. "I started my business on my kitchen table," says CEO Dee Espinoza. That business has now grown to be among the largest commercial employers in the county.

Espinoza acknowledges that there are many challenges to running a business as a woman. "You do see that discrimination in the market-place not only with clients but also with lending institutions," she says. "How do you get around that? Part of it is First Southwest Bank." The community bank distinguishes itself in its attention to the needs of local businesses like hers.

When the COVID-19 pandemic disrupted ECS's operations, Espinoza turned to First Southwest Bank, which helped see her and her business through the crisis. First Southwest's role as a financial first responder is just one example of the many ways in which community banks serve their customers' needs.

First Southwest PPP Loans and Poverty Rates



- Insufficient Data
- 5.72% or less
- 5.73% - 9.69%
- 9.70% - 14.18%
- 14.19% - 20.99%
- 21.00% or more

*Estimated percent of all people that are living in poverty as of 2014-2018 according to the U.S. Census. Data provided via PolicyMap.



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www.cdbanks.org