



1st SouthWest Bank

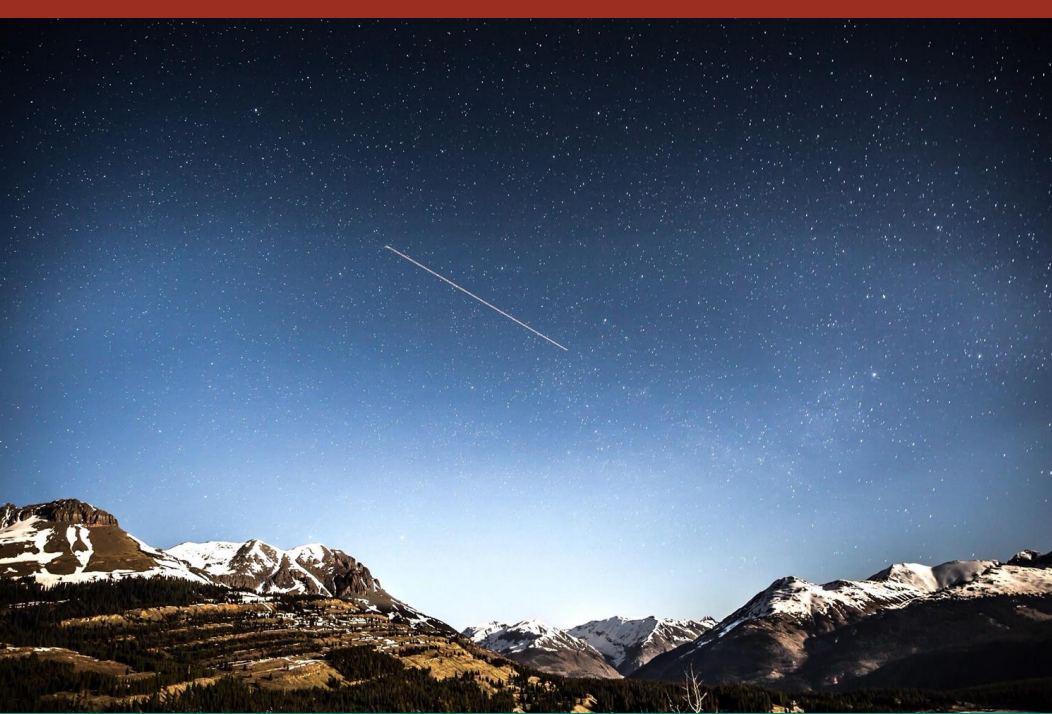
We Can Help You Get There™

Mission Statement



We build **valuable relationships**, strengthen **social and economic diversity**, empower a **healthy and innovative rural Colorado** culture, and use networks beyond banking to foster community growth.

Hiring Practices



Able to recruit new talent that would not otherwise consider working at a bank.

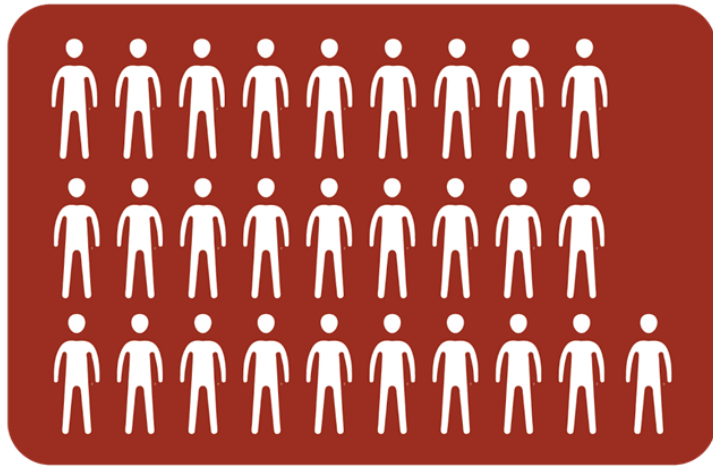
Specialized Lending Department

- SBA Regular 7a
- SBA Express
- SBA 504
- USDA B&I
- USDA IRP
- USDA Community Facilities
- USDA FSA
- CHFA CCR
- CHFA Green CCR
- CHFA CCS
- OnBill
- CEF collateral program
- OEDIT Micro/Revolving Loan Program
- Venture Capital
- CDFI Mission Loans (Charter Schools, Affordable Housing, etc.)

Changing the Internal Culture



Volunteering



**28 BANK
EMPLOYEES**

VOLUNTEERED



**290 HRS/
MONTH**

OVER



**40 DIFFERENT
NON-PROFITS**

Teach Children to Save Day

- In 2016, 17 FSWB Employees visited **8 Elementary Schools**, teaching **361 students**
- In 2017, 15 FSWB Employees visited **6 Elementary Schools**, teaching **369 students**
- The lesson plan discussed developing savings goals, tracking money spent and money earned, and delayed gratification



Double Up Food Bucks Colorado

- Partnered with the San Luis Valley Foods Coalition to provide **matching funds for Colorado grown fruits and vegetable** purchased through the Supplemental Nutrition Assistance Program (SNAP)
- Inaugural year of the program
- Encourages **healthy eating** for low-income populations
- Creates a **higher demand** for Colorado grown products through participation in Farmer's Markets



La Plata Electric On Bill Financing

- LPEA Customers can apply for a **low-interest loan** to cover various energy efficiency measures
- Loan is repaid monthly through their electric bill
- Loans of up to \$7,500 can cover
- Caulking / weather stripping
- Whole House Insulation
- LED Lighting
- Storm or thermal windows and doors
- Water heaters





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