

FOR IMMEDIATE RELEASE

CONTACT

Samantha Mehlinger
Communications Manager
SamanthaM@dlba.org 562-522-0530



**DOWNTOWN
LONG BEACH
ALLIANCE**



Farmers & Merchants Bank
California's Strongest, since 1907.

**DOWNTOWN LONG BEACH WOMEN ENTREPRENEURS
WIN GRANTS TO GROW THEIR BUSINESSES**

*The Women-Owned Business Accelerator Grant Program is an initiative
of the Downtown Long Beach Alliance and Farmers & Merchants Bank.*

(LONG BEACH, CA – November 19, 2020) The Downtown Long Beach Alliance (DLBA) is pleased to announce the recipients of the Women-Business Accelerator (WOBA) Grant Program, each receiving \$3,333: Crystal Early and Natalie Mumford, co-owners of [3 Women](#); Maggie Stoll, owner of [Burke Mercantile](#); and Orsa Modica, owner of [Modica's Deli](#). Each plan to invest the grants into the expansion of their Downtown Long Beach businesses.

Funded by Long Beach-based [Farmers & Merchants Bank](#) (F&M) and presented in partnership with the [Institute for Innovation & Entrepreneurship](#) at California State University Long Beach, WOBA provides grant funding and coaching to support women-owned businesses in Downtown Long Beach. The program, which just finished out its third year, was open to all Downtown businesses and start-ups owned by women. Up to five finalists were eligible for a total of \$10,000 to be split among them, plus one-on-one business development advisement from Downtown-based [Fuller Management Corporation](#). Winners were selected by DLBA's Economic Development Committee, whose members are professional peers based in Downtown.

"Congratulations to the talented women selected as this year's Women-Owned Business Accelerator Grant recipients," said W. Henry Walker, President of F&M Bank. "We believe an investment in their futures is an investment in Downtown, and we look forward to their growth and continued success."

Austin Metoyer, Economic Development & Policy Manager for DLBA, noted that the Women-Owned Business Accelerator is not just a grant program – it is also an educational resource for Downtown women in business. "Not only do winners get free one-on-one business coaching, but all applicants take part in a workshop series held by the Institute for Innovation & Entrepreneurship to learn key business strategies and arm them with tools for success," he noted.

"We're honored, along with the others, to be awarded this grant which will give us the opportunity to scale and grow our business," said Early and Mumford of 3 Women, a vintage clothing and design shop. "We're grateful for the DLBA that makes programs like WOBA accessible to the community. It's comforting to know there are resources out there to help strengthen our extraordinary neighborhood of small businesses. We hope this will encourage other women in business to call upon the resources available to them in Long Beach." The grant makes it possible for Early and Mumford to produce 3 Women's first line of original printed designs on vintage fabric, the owners noted.

"As a Long Beach woman business owner, I am honored to be a recipient of this year's grant," said Orsa Modica, owner of Modica's Deli, a staple in Downtown for more than 20 years. "We are excited to continue to build our outdoor patio to create a safe place for neighbors and visitors to gather. This year has been tough on everyone and I am thankful for this award by Farmers & Merchants Bank and the Downtown Long Beach Alliance."

"I was excited to hear about a local grant program focused on women-owned businesses, who tend to traditionally have less resources and access to funding," said Maggie Stoll, owner of Burke Mercantile, a lifestyle shop focused on sustainable fashion and design. "Thanks to this great partnership, the grant will allow me to pivot and manage an online business, while also supporting some strategic planning for my brick and mortar space in 2021."

###

About the Downtown Long Beach Alliance: The Downtown Long Beach Alliance is a non-profit, community-based organization whose mission is to cultivate, preserve and promote a healthy, safe, and prosperous Downtown. By balancing the interests of the residents, as well as businesses, the DLBA creates tangible progress by way of vested interest and

solidified partnerships across local, municipal, and commercial lines. For additional information, visit www.downtownlongbeach.org, follow on Facebook @downtownlongbeach, and follow on Twitter and Instagram @DLBA.

About Farmers & Merchants Bank: Founded in Long Beach in 1907 by C.J. Walker, Farmers & Merchants Bank provides white-glove service to clients at 25 branches across Orange County, Long Beach, the South Bay and Santa Barbara, as well as through robust Online and Mobile Banking platforms. The Bank offers commercial and small business banking, business loan programs, home loans, and a robust offering consumer retail banking products, including checking, savings, and youth accounts. Farmers & Merchants Bank is a California state-chartered bank with deposits insured by the Federal Deposit Insurance Corporation (Member FDIC) and an Equal Housing Lender. For more information about F&M, please visit the website, www.fmb.com.