Building

Community Opportunity
The New West Side Bazaar

Vision: WEDI’s vision is that all residents of Western New York can succeed and thrive in a culturally inclusive community.

Mission: WEDI strengthens communities through a continuum of educational and financial resources, removing systemic barriers to economic equity for all Western New Yorkers.

Campaign Leadership
Betsy & Jock Mitchell (Founder & Community Leaders)
Tina Grant-Holt & Dale Holt (WEDI Entrepreneurs, Owners Manna @ Northland)
Stephen Zenger (WEDI Board President, CEO of Zenger Group)

Dale Holt, Tina Grant-Holt, and Reginald Ingram
Manna Culinary Group, 683 Northland Avenue
2023 WEDI Entrepreneurs of the Year

Manna @ Northland is where “soul” is at the root of healthy eating. Featuring eat-in and grab-and-go breakfast, lunch and dinner services.

Each year the employees of WEDI chose a microloan client to be Entrepreneur of the Year. The 2022 awardee was Novi Paluch of Sasmita Boutique

Niagara Street is Resurgent.
Neighbors of the new Bazaar include: 6 apartment buildings + other residential homes, 20 manufacturing and retail operations with more planned

3,200 sq. ft. to 16,500 sq. ft.
16 businesses to 24+ businesses
35 seats to 82+ seats in Community Cafe
80,000 visitors to 120,000+ visitors (projected)

- Diversified businesses: including accountants, special event planners, health and beauty
- Dedicated spaces: for community, family and social events, workforce training, technology and test kitchen
- On-site programming: speaker series, tastings, cooking classes for all ages

West Side Bazaar
By WEDI

Education. Entrepreneurship. Equity.
Building WEDI

2006 $400,000 Seed Funding
- Founded by Westminster Presbyterian Church
- 1st full-time employee hired

2009 Annual Budget $110,438
- Launches microloan program

2011 Annual Budget $96,478
- 1st West Side Bazaar opens with 6 businesses

2012 Annual Budget $108,838
- West Side Bazaar opens at 25 Grant Street, more than doubling capacity

2016 Annual Budget $718,606
- Becomes a microloan intermediary authorized to issue Small Business Association (SBA) loans
- Becomes a certified Community Development Financial Institution (CDFI) with lowest lending threshold ($500)

2017 Annual Budget $998,000
- 15 full-time employees, 16 Americorps
- Community Stakeholder Focus Groups (through 2019)
- Board & Community Committee formed to test expansion strategies
- 19 foundation, corporate, government grants funded

2018 Annual Budget $1,360,000
- 15 full-time, 8 Americorps
- Purchase of 1432 Niagara Street
- 55 grants submitted

2019 Annual Budget $1,657,000
- Carolynn Welch becomes Executive Director
- Expanded Board of Directors
- CJS Architects retained for new West Side Bazaar

2020 Annual Budget $1,707,000
- 20 full-time employees
- Staff is restructured and professionalized
- Capital Campaign planning begins
- Hayes Construction Corp. retained for new West Side Bazaar

Education Program Growth
- 1998 Westminster Presbyterian Church begins ENERGY after school tutoring program
- 2006 ENERGY after school tutoring program tailors for English Language Learners
- 2009 ENERGY segments for grades 1-5
- 2016 FLY after school tutoring for grades 6-8 established
- 2018 LAUNCH after school tutoring for high school students & Saturday Girls’ Club established

Only microlender of $500 to $20,000 in WNY
- Our Clients: More than 60% are Women-Owned and more than 85% are Minority-Owned Entreprises

West Side Bazaar Businesses Incubated
- More than 70% are Refugee-Owned
- Nearly 70% are Women-Owned
- More than 20 have graduated

Economic Development
- Since 2012, clients have created or retained more than 180 full-time jobs, all of which are filled by residents of WNY.

From 2017-2023, over 200 full-time equivalent jobs were created or retained by businesses supported by WEDI’s loan program.

Since 2011, WEDI’s West Side Bazaar has incubated more than 48 small businesses.

2021 Annual Budget: $1,726,000
- 33 full-time employees
- 15 year anniversary
- Rebrand and visioning
- Architectural plans released
- Capital Campaign launches early phase

2022 Annual Budget: $2,424,516
- Groundbreaking and construction commences
- East Side Expansion underway in Bailey-Green neighborhood

2023 Annual Budget: $1,984,492
- Downtown Bazaar opens April 2023
- West Side Bazaar opens Fall 2023