**Community Staples Training Module**

**Source List**

**Slide 5: Trend #1**

1. The Effect of Falling Home Prices on Small Business Borrowing
   1. <http://www.clevelandfed.org/research/commentary/2010/2010-18.cfm>

**Slide 10: Trend #3—Healthcare is Expanding and Localizing**

1. U.S. Census Data: Annual Revenue for Health Care Industries, 2007 to 2009
   1. <http://www.census.gov/compendia/statab/2012/tables/12s0160.pdf>
2. America's Uninsured Belt
   1. <http://www.theatlanticcities.com/jobs-and-economy/2012/03/americas-uninsured-belt/1400/>
3. Number of People with Health Insurance Climbs
   1. <http://money.cnn.com/2011/09/13/news/economy/census_bureau_health_insurance/index.htm>
4. Data Regarding Health Care Industries
   1. <http://www.census.gov/compendia/statab/2012/tables/12s0160.pdf>
5. White House Article: Health Reform for Small Business, The Affordable Care Act Increases Choice and Saving Money for Small Businesses
   1. <http://www.whitehouse.gov/files/documents/health_reform_for_small_businesses.pdf>

**Slide 16: Why Franchising?**

1. Franchising
   1. <http://www.referenceforbusiness.com/encyclopedia/For-Gol/Franchising.html#ixzz1yN8YRF57>

**Slide 17: Net Growth in Employment 2012**

1. Franchise Business Economic Outlook
   1. <http://emarket.franchise.org/EconomicOutlookFact2012.pdf>

**Slide 18: List of Fastest-Growing Franchises**

1. 2012 Fastest-Growing Franchises
2. <http://www.referenceforbusiness.com/encyclopedia/For-Gol/Franchising.html#ixzz1yN8YRF57>

**Slide 21: What Should CDFIs look for in a franchisee**

1. Interview with Milestone Growth Fund

**Slide 27: Suggestions for Strong Navigators**

1. Community Catalyst Publication: Navigators- Guiding People through the Exchange
   1. <http://www.communitycatalyst.org/doc_store/publications/Navigators_June_2011.pdf>