



IMPACT REPORT

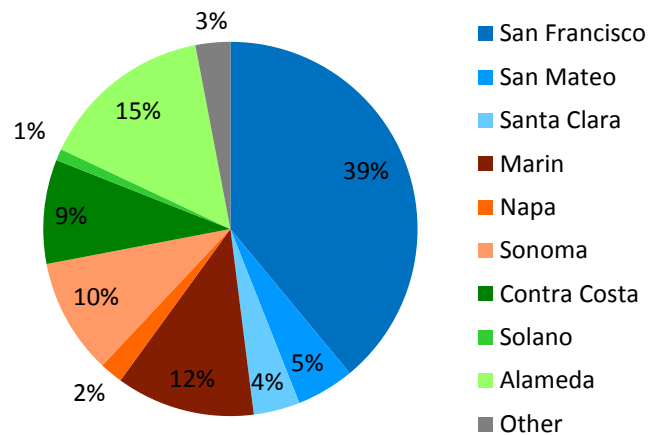
APRIL 1, 2005 TO SEPTEMBER 30, 2016

WWW.WORKINGSOLUTIONS.ORG

CAPITAL:

- **\$10.5 million** lent to small businesses; one-quarter of which was lent in the past 12 month
- **428 loans funded** to date with 188 new businesses created and 240 businesses expanded
- 96% repayment rate
- \$24,654 average loan size
- **\$1.2 million in grants** made to 124 small businesses
- **\$11 million in loans and equity** successfully obtained by our clients who graduated to traditional financing

LENDING BY COUNTY



CONSULTING:

- 13,000+ entrepreneurs educated
- 2,500+ entrepreneurs provided with pre-loan technical assistance
- 1,000+ hours of post-loan technical assistance
- 160+ businesses connected with volunteer advisors
- 55+ businesses provided pro bono legal services

COMMUNITY:

- 1,900 jobs created/retained
- 86% low/moderate-income entrepreneurs
- 59% women entrepreneurs
- 45% minority entrepreneurs
- 50% startups and 50% early stage existing business