



IMPACT REPORT

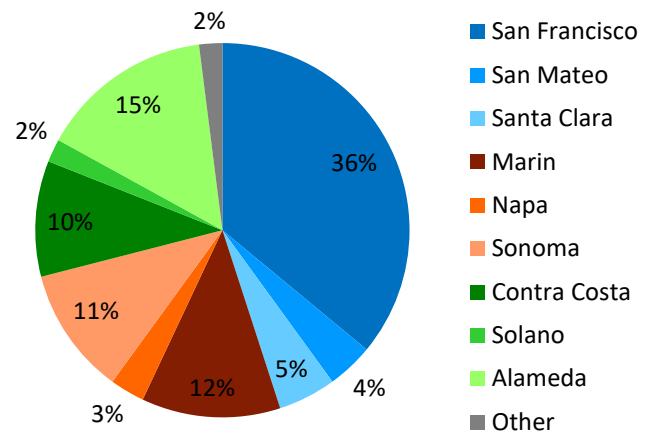
APRIL 1, 2005 TO SEPTEMBER 30, 2017

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CAPITAL:

- **\$14.3 million** lent to small businesses; one-quarter of which was lent in the past 12 months
- **551 loans funded** to date
- **96% repayment rate**
- \$25,953 average loan size
- **\$1.4 million in grants** made to 140 small businesses
- **\$16 million in loans and equity** successfully obtained by our clients who have graduated to traditional sources of financing

LENDING BY COUNTY



CONSULTING:

- 14,040+ entrepreneurs educated
- 3,100+ entrepreneurs have received pre-loan technical assistance
- 2,000+ hours of post-loan technical assistance provided
- 270+ businesses connected with expert, pro bono advisors for intensive one-on-one support in legal guidance, financial education, and marketing

COMMUNITY:

- 2,600+ jobs created and retained
- 85% low/moderate-income entrepreneurs
- 60% women entrepreneurs
- 46% entrepreneurs of color
- 44% start-ups (≤ 2 years in business)
- 78% early-stage (≤ 5 years in business)