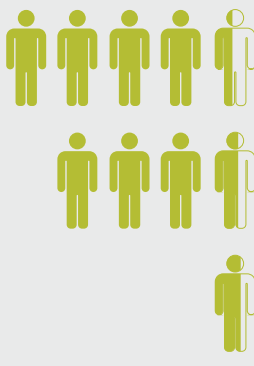


# 2017 IMPACT & PERFORMANCE

## CLIENTS SERVED



886 Clients Served

720 Business Owners Accessed Consulting Services

133 Loans Closed to Start, Stabilize or Grow Small Businesses

= 200 People

## SMALL BUSINESSES FINANCING

County	2017 Loan Amount
St. Louis (Duluth)	\$3,314,096
St. Louis (non-Duluth)	\$1,308,672
Douglas	\$1,093,414
Itasca	\$767,460
Cass	\$368,200
Lake	\$359,000
Carlton	\$310,163
Crow Wing	\$253,088
Pine	\$85,300
Aitkin	\$50,000



Exceeded our financing goals, closing over

**\$7.9 Million**

in loans and financing to regional business owners.

## LOAN TYPES



Microloans (\$50K or less)

**\$1,308,042 = 61 LOANS**



Small Business Loans (Gap Financing)

**\$2,728,950 = 47 LOANS**



SBA 7a Loans

**\$3,872,400 = 25 LOANS**

## IMPACT

Entrepreneur Fund clients performed better than regional peers:



**19.37%**  
Revenue Growth



Added full-time equivalent jobs at a rate of

**11.4%**

Compared to small businesses in our 11-county area:

Grew revenues by

**1.59%**

Added jobs (not FTEs)

at a rate of **5.32%**

Source: [www.youreconomy.org](http://www.youreconomy.org)

## OTHER HIGHLIGHTS

**37** Business Owners Successfully Completed



**17** Businesses Enrolled in EOS®

**3**

New Positions Added, bringing our staff to 16

**13**

new business owners successfully completed ASCeND Leadership Development Program.



**2** New Board Members:

Robin Rosenbaum of JMR Financial Group in Superior  
Chris Deadrack of Dairy Queen in Aitkin