### Small Businesses Financing

<table>
<thead>
<tr>
<th>County</th>
<th>2017 Loan Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>St. Louis (Duluth)</td>
<td>$3,314,096</td>
</tr>
<tr>
<td>St. Louis (non-Duluth)</td>
<td>$1,308,672</td>
</tr>
<tr>
<td>Douglas</td>
<td>$1,093,414</td>
</tr>
<tr>
<td>Itasca</td>
<td>$767,460</td>
</tr>
<tr>
<td>Cass</td>
<td>$368,200</td>
</tr>
<tr>
<td>Lake</td>
<td>$359,000</td>
</tr>
<tr>
<td>Carlton</td>
<td>$253,088</td>
</tr>
<tr>
<td>Aitkin</td>
<td>$85,300</td>
</tr>
</tbody>
</table>

Exceeded our financing goals, closing over $7.9 Million in loans and financing to regional business owners.

- Microloans ($50K or less)
  - $1,308,042 = 61 LOANS
- SBA 7a Loans
  - $3,872,400 = 25 LOANS
- Small Business Loans (Gap Financing)
  - $2,728,950 = 47 LOANS
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- SBA 7a Loans
  - $3,872,400 = 25 LOANS

### Impact

Entrepreneur Fund clients performed better than regional peers:

- **Revenue Growth**: 19.37%
- **Grew revenues by**: 1.59%
- **Added full-time equivalent jobs at a rate of**: 11.4%
- **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** EOS®
- **17 Businesses Enrolled in** ASCEND Leadership Development Program
- **13 New Board Members**
  - Robie Rosenbaum, JMR Financial Group in Superior
  - Chris Deadrick, Dairy Queen in Aitkin
- **2 New Positions Added**, bringing our staff to 16