



2018 IMPACT & PERFORMANCE

CLIENTS SERVED



= 200 People

SMALL BUSINESSES FINANCING

County	2018 Loan Amount
St. Louis (Duluth)	\$4,891,184
St. Louis (non-Duluth)	\$1,571,937
Itasca	\$1,453,191
Lake	\$1,045,732
Douglas	\$955,140
Crow Wing	\$577,913
Pine	\$508,966
Koochiching	\$315,401
Carlton	\$258,456
Aitkin	\$234,139
Cass	\$195,260
Cook	\$1,085
Other	\$597,058



Exceeded our financing goals, closing over

\$12.6 Million

in loans and financing to regional business owners.

LOAN TYPES



Microloans (\$50K or less)
\$2,328,066 = 90 LOANS



Small Business Loans (Gap Financing)
\$4,965,940 = 82 LOANS



SBA 7a Loans
\$5,311,456 = 38 LOANS

OTHER HIGHLIGHTS

17 Business Owners Successfully Completed



2 New Board Members:

Dave Manion of CW Technology in Duluth
Mike Holden of Screen Graphics Uniform Connection in Superior

20 Businesses Enrolled in EOS®

3

New Positions Added, bringing our staff to 19

8 new business owners successfully completed ASCeND Leadership Development Program



2 Mary Mathews Legacy Awards Presented

Jessica and Eric Lietz of BoomTown Brewery
Janelle Riley of Syvantis Technology

1 New Women's Business Alliance Opened in Little Falls

