

2017 YEAR IN REVIEW

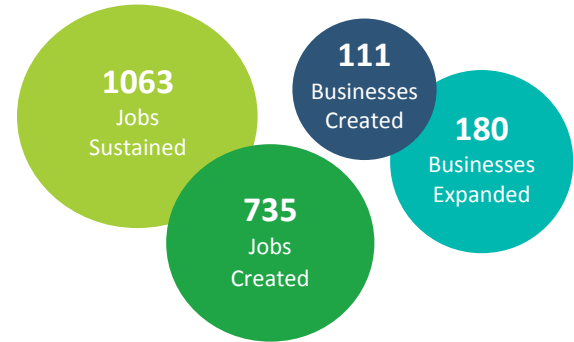


Mountain BizWorks envisions a thriving Western North Carolina in which small business owners and aspiring entrepreneurs have access to the capital and education needed to make their dreams a reality—a region where collaboration, creativity, innovation, and investment generate opportunity and prosperity for all.

2017 HIGHLIGHTS

- Had a record impact year with more loans made, jobs created, and clients coached than in any prior year
- 45% increase in number of loans closed over prior year
- Continued growing our investments throughout rural WNC. We now have projects funded in 23 different WNC counties!
- 60% increase in local individual investor accounts
- Transitioned our new Boone office from part-time to full-time to better serve entrepreneurs throughout the “High Country”
- Graduated 26 cohorts of new and existing business owners from our Foundations, Alpine, and ScaleUp WNC courses – over 300 individuals
- Awarded \$2.9 million in new federal funding from SBA, CDFI Fund, USDA, and EDA
- Added three dynamic new staff to the MBW team
- Recognized by SBA as the “Women in Business Advocate of the Year” with 56% of new loans going to women entrepreneurs

IMPACTS

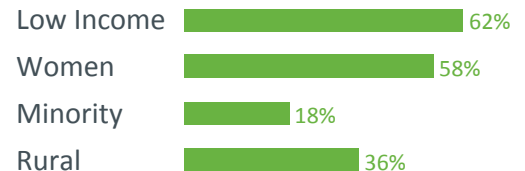


LENDING & LEARNING ACTIVITY

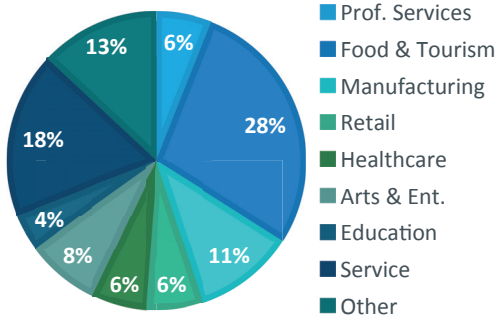


EXPANDING OPPORTUNITY

Percentage of clients that are...

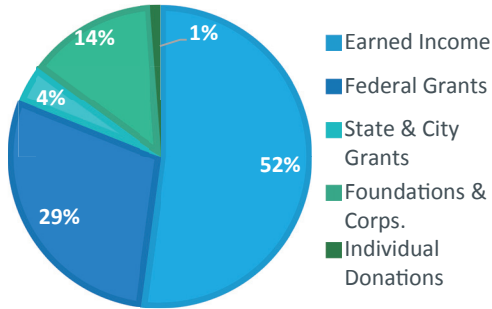


TYPES OF BUSINESSES



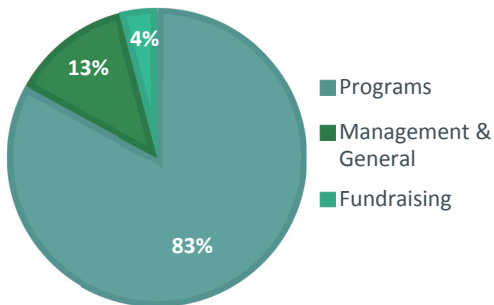
OPERATING REVENUE

Total = \$1,387,978



OPERATING EXPENSES

Total = \$1,248,472



Net Income = \$304,311

BOARD OF DIRECTORS

Mike Mooney, Chair

Bank of America (retired)

Erica Anderson, Vice Chair

Land of Sky Regional Council

Gary Heisey, 2nd Vice Chair

Blue Ridge Community College (retired)

Rebecca Crandall, Secretary

McGuire, Wood & Bisette

Fred Waldkoetter, Treasurer

Retired finance professional

William J. Carrington III

Self Help Credit Union

Vanessa Coral

Wells Fargo Bank

Ray Green

Paradigm Learning

Rollin Groseclose

Johnson Price Sprinkle PA

James E. Lee III

The Salvation Army Boys & Girls Club

Peter Marks

Seed Programs International

C. Andres Montoya

CAM Services

Tim Schaller

The Wedge Brewing Co.

Jeffrey Scott

Metamorphic Consulting

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Executive Director

Kelly Foster

Small Business Lender

Chris Grasinger

High Country Regional Manager

Moriah Heaney

Communications and
Development Associate

Kimberly Hunter

Entrepreneurship Program Manager

Ryan Jaskot

Small Business Lender

Jill Kichefski

Business Coaching Coordinator

Ward McAllister

Accountant

Christopher Murrey

Chief Credit Officer

Matt Raker

Director of Community Investments
& Impact

Ingrid Sander

Controller

Julia Staines

Small Business Lender

Kate Schwartz

Lending Services Manager