2018 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.

HIGHLIGHTS FROM THE YEAR

• Had a record impact year with more dollars lent, jobs impacted, and clients coached than in any prior year

• 18% increase in small business loans over prior year

• A strong emphasis on growing our investments throughout rural WNC, resulting in 25% more rural loans than last year

• 20% increase in local individual investor from 2017

• Began pop-up office series throughout the Isothermal region to better serve rural entrepreneurs

• Graduated 23 cohorts of new and existing business owners from our Foundations, Alpine, and ScaleUp WNC courses – over 300 individuals

• $3.9M awarded in grant funds, with 57% more funds from private foundations than 2017

• Added three dynamic new staff to the MBW team

LENDING & LEARNING ACTIVITY

2018 LOANS

164 new loans totaling $6.5 million

Clients coached 1,062

Lending portfolio: 346 loans totaling $10.7 million

EXPANDING OPPORTUNITY

Percentage of clients that are...

- Low Income 59%
- Women 51%
- Persons of Color 18%
- Rural 45%

Hear from a few of the entrepreneurs we worked with this year at:
www.mountainbizworks.org/2018-client-stories
Types of Businesses

Operating Revenue
Total = $2,014,295

- Earned Income: 21%
- Federal Grants: 1%
- Local Grants: 3%
- Foundations: 18%
- Individuals: 57%

Operating Expenses
Total = $1,648,989

- Programs: 13%
- Management & Admin: 4%
- Fundraising: 83%

Net Income = $369,306

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 & Bissette
- Fred Waldkoetter, Treasurer
  Retired finance professional
- Leah Mayberry
  CFO CPA, Johnson Price Sprinkle
- Vanessa Coral
  Wells Fargo Bank
- Ray Green
  Founder, Paradigm Learning
- Tim Herdklotz
  Founder, Booneshine Brewing
- James E. Lee III
  The Salvation Army Boys & Girls Club
- Sophia Paulos
  Economic Development Director, Graham County N.C.
- C. Andres Montoya
  Founder, CAM Services
- Tim Schaller
  Founder, The Wedge Brewing Co.

Staff

- Kareen Boncales
  Learning services Specialist
- Patrick Fitzsimmons
  Executive Director
- Kelly Foster
  Small Business Lender
- Yaslin Gonzalez
  Small Business Lender
- Chris Grasinger
  High Country Regional Manager
- Kimberly Hunter
  Entrepreneurship Program Manager
- Ryan Jaskot
  Small Business Lender
- Jill Kichefski
  Business Coaching Coordinator
- Ward McAllister
  Accountant
- Darby McKnight
  Lending Services Manager
- Christopher Murrey
  Chief Credit Officer
- Matt Raker
  Director of Community Investments & Impact
- Ingrid Sander
  Chief Financial Officer
- Kate Schwartz
  Lending Services Manager
- Austin Tiller
  Lending Services Specialist

Learn more at www.mountainbizworks.org