

# Annual Report 2016

**Business Impact NW** empowers a talented and diverse community of entrepreneurs; supporting the continuing growth of local small businesses through micro-enterprise.



We are at once your sounding board, advisers, and cheering section. Impact is a part of our name, and we are making one, every day.

## Annual Events 2016

Celebrating Dreams, Celebrating Success | Impact Pitch Competition | Elite Veteran's Business Conference

*We happily support aspiring entrepreneurs and small business owners in the Pacific Northwest by hosting lively, enriching events and conducting series of workshops and classes. We want to provide them the best resources that will help elevate their understanding of entrepreneurship.*



## Workshops and Classes

Build Your Business Plan | Financial Checkup: Balancing Your Business | Launch & Grow Your Business | Square One | Franchising 101 with Jeff Levy | Earth Day Training & Celebration | Business Lunch Series | Small Business "It" Series | LatinaSTYLE Business Series



## Testimonials

**Intern2Career:** The coaching staff at Business Impact NW is a trusted ally; they're my sounding board when I need someone to bounce an idea off of, while also providing valuable insight and knowledge.



**Steady Flow Growler House:** Knowing that the help you receive will keep you on track and help you progress is a priceless support.



## Facts and Figures



People attend a workshop or class

Annual Goal	2000
Monthly Goal	167
2016 Actual	5165



People receive one on one counseling

Annual Goal	575
Monthly Goal	48
2016 Actual	690



New businesses created

Annual Goal	64
Monthly Goal	5
2016 Actual	47



## How was 2016?

**John Berry** | Chief Lending Officer | Business Impact NW

For the loan department 2016 was a year of transition and consolidation. The department ended the year with a larger staff and a stronger portfolio and poised for growth in 2017.

**Julianna Duso** | Program Director | Washington Women's Business Center

When I think of my program and what it means, the first phrase that comes to mind is *a proud history*. This program has experienced a great of success in its history. It is gratifying to see the program claim its heritage. We do our best to make it innovative, while focusing on client needs and ensuring counselor excellence.

**Domonique Juleon** | Program Director | Veteran's Business Outreach Center

Throughout the year we consistently provided our clients with impactful counseling, insightful classes, and enthusiastic cheerleading. We wrapped up the year with the inaugural ELITE Veterans' One Day Business Conference that brought together inspiring speakers, industry leaders and local resources all under one roof to support our regional veteran entrepreneur community. We are also proud that two of our veteran clients participated and won awards in the IMPACT Pitch that followed the conference. Our team is grateful every day for the opportunity to positively impact the lives of veteran entrepreneurs and their families.

## Financial Highlights

Return to profitability with a net profit margin of **7%** for FYE2016

Low portfolio at risk of **3.5%**

Average outstanding loan size of **\$42,291**

**49** loans closed in FY2016 and **\$2.1mm** disbursed during 2016

Created/retained **281** jobs

For new loans this year:

**43%** were to women-owned businesses

**29%** to minority-owned businesses

For the portfolio overall:

**35%** are to women-owned businesses

**32%** to minority-owned businesses



## Blog: Client Stories, Event Articles

We launched our blog early March of last year and we are glad that we did. The whole process behind producing a story has been fulfilling. We meet with our current clients, catch up over a phone call or delicious and robust Seattle coffee, and talk about how their businesses are going. We learn more about their journey as entrepreneurs and take away lessons we share with our community. We immerse ourselves in our events and write our experiences. This has allowed us to connect with our community on a deeper level. *It is incredible.*

### from the blog

## ULTRAFINO PANAMA HAT

To expand inventory and buy equipment for the new warehouse, the Ultrafino owners pursued a \$50,000 business loan from Business Impact NW through our partners at the University of Washington Consulting and Business Development Center. "Getting the loan was the best experience," said Ivonne. "It felt like it went quickly and there were great people involved."

