

2018 YEAR IN REVIEW

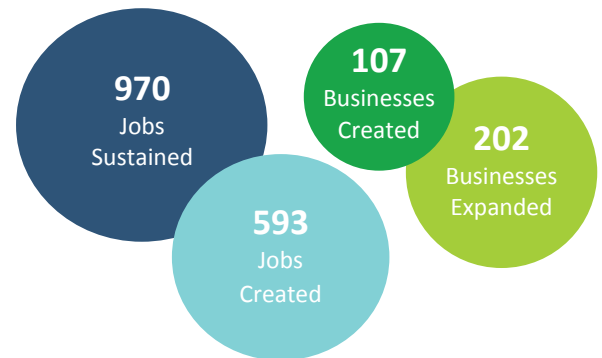


Mountain BizWorks envisions a thriving Western North Carolina in which small business owners and aspiring entrepreneurs have access to the capital and education needed to make their dreams a reality—a region where collaboration, creativity, innovation, and investment generate opportunity and prosperity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

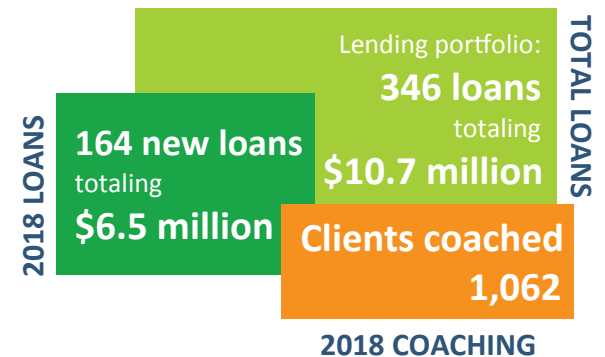
HIGHLIGHTS FROM THE YEAR

- 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 through 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

IMPACTS

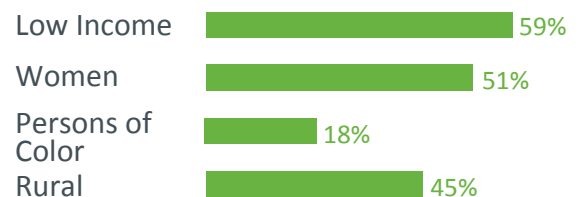


LENDING & LEARNING ACTIVITY



EXPANDING OPPORTUNITY

Percentage of clients that are...



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



Genene Curry
Genene Curry Accounting

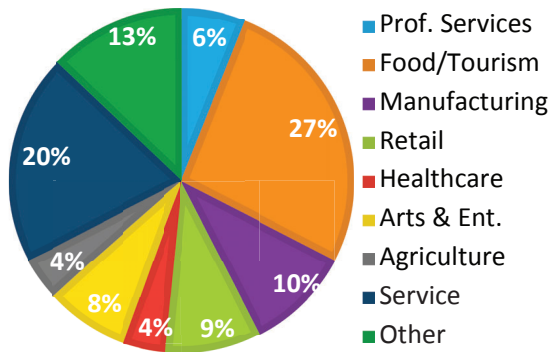


Augustin Percoma & Sandra Bailiff
Artesana Ice Cream



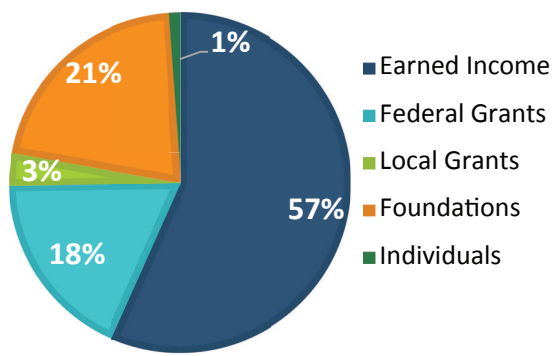
Aron & Jessica Wehr
Wehrloom Honey

TYPES OF BUSINESSES



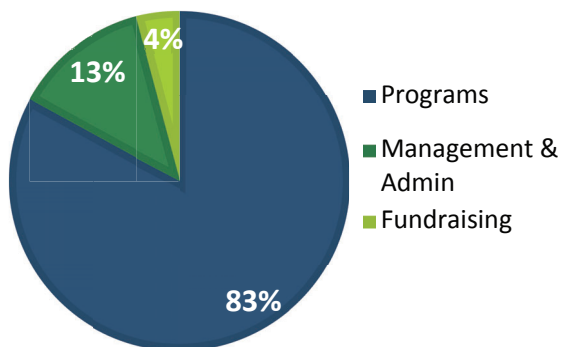
OPERATING REVENUE

Total = \$2,014,295



OPERATING EXPENSES

Total = \$1,648,989



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 & Bisette

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

Moriah Heaney

Communications and
Development Associate

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