



2016 Year in Review

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

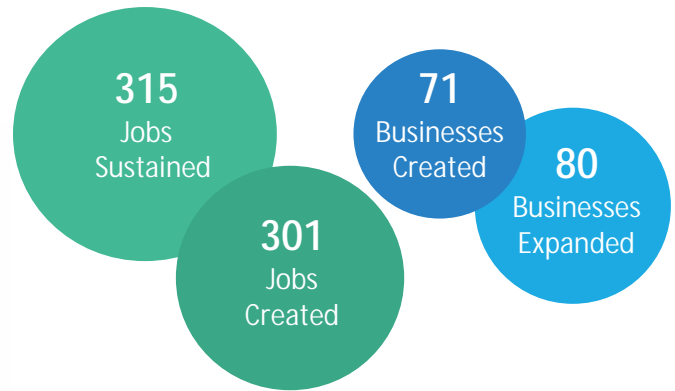
Mountain BizWorks' mission is to build a vibrant and inclusive entrepreneurial community in Western North Carolina by helping small businesses start, grow, and thrive. When small businesses succeed, we all prosper.

Mountain BizWorks experienced significant growth and expansion in 2016.

Highlights from the Year

- Provided more loans and capital to entrepreneurs in one year than ever before
- 44% increase in number of loans closed than in previous record year
- Increased the number of private investors and investor funds by 50%
- Hired staff in the High Country region and opened an office in Boone
- The "Foundations" business planning course returned
- New intermediate business training, "Alpine" initiated
- 30 companies graduated from advanced business expansion "Scale Up" program
- Awarded \$900,000 award from Dept. of Treasury's CDFI Fund
- Added several new team members

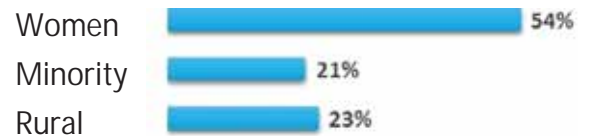
Impact



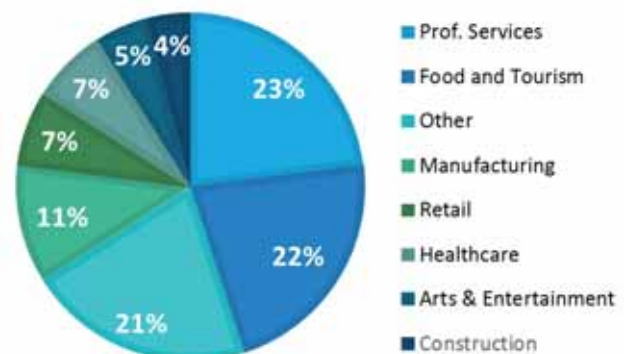
Lending and Coaching Activity



67% of Clients are Low Income



Types of Businesses



Board of Directors

William J. Carrington III, Chair
Self-Help Credit Union

Erica Anderson, Vice Chair
Land of Sky Regional Council

Rollin Groseclose, Treasurer
Johnson Price Sprinkle PA

Peter Marks, Secretary
Seed Programs International

Rebecca Crandall
McGuire, Wood & Bisette

Vanessa Corral
Wells Fargo Bank

Josh Dorfman
Asheville Area Chamber of Commerce

Ravi Gaikwad
AT&T (retired)

Gary Heisey
Blue Ridge Community College

James E. Lee III
AB-Tech Community College

Mike Mooney
Bank of America (retired)

Tim Schaller
Wedge Brewing Co.

Stephen Smith
M.S. Lean, LLC

Fred Waldkoetter
Finance and Lending Professional (retired)

Staff

Patrick Fitzsimmons
Executive Director

Kelly Foster
Small Business Lender

Chris Grasinger
High Country Regional Manager

Kimberly Hunter
Entrepreneurship Program Manager

Jill Kichefski
Business Coaching Coordinator

Ward McAllister
Accountant

Christopher Murrey
Chief Credit Officer

Matthew Raker
Director of Community Investments & Impact

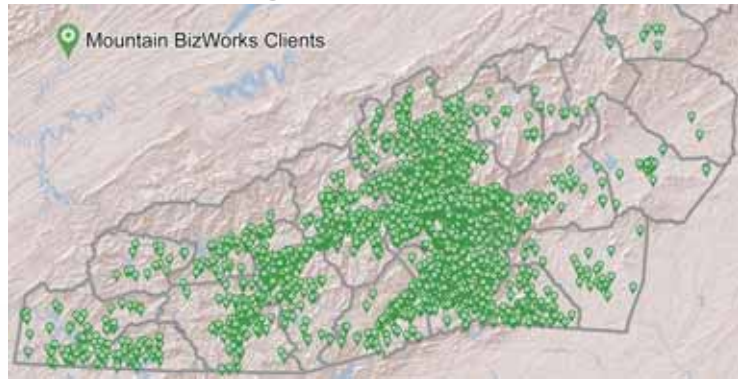
Ingrid Sanders
Controller

Julia Staines
Small Business Lender

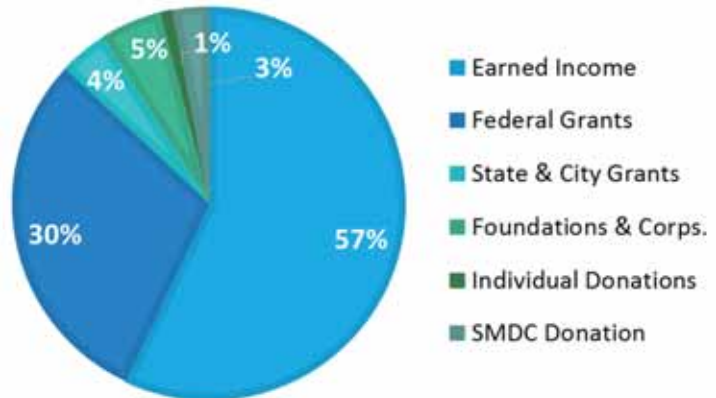
Business Coaches

Aisha Adams	Lewis Lankford
James Bance	Lori Ludwig
Dane Barrager	Thomas Montgomery
Dave Bluth	Sheila Neisler
John Bonham	Marsha Ott
Franzi Charen	Bob Perlstein
Carol Coltier	Annie Price
Murphy Fletcher	Jodi Rhoden
Michelle Fleckner	Michelle Rippon
Joseph Fox	Jonathan Scales
Ravi Gaikwad	Jeffrey Scott
Jensen Gelfond	Angie Stegall
Sam Glover	Cara Steinbuchel
Blaine Greenfield	Anthony Thomas
Michael Goldstein	Russ Towers
Helaine Greene	Jeffrey Weathers
Barry Gupton	Candy Williams
Ellen Haynes	John Woods
Madelyn Hjertmann	Tony Zeoli
Megan Jonas	

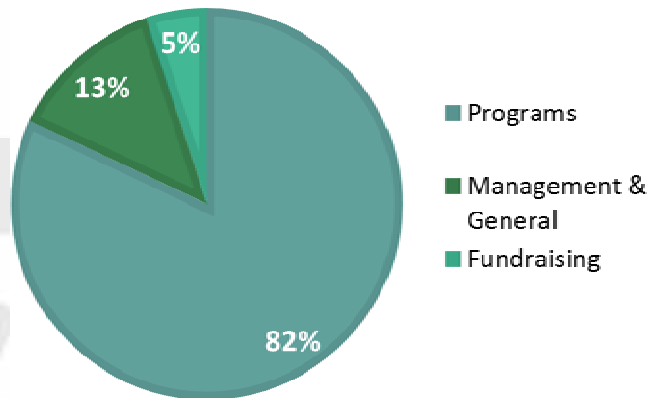
Serving WNC for 27 Years



Operating Revenue = \$1,387,978



Operating Expenses = \$1,248,472



Net Income = \$139,180



(left) The Foundations course returned to MBW in 2016; (right) Attendees at our ScaleUp WNC kick-off event.