Business Impact NW grows businesses that create jobs in underserved communities by providing coaching, classes and capital.
CLIENT SUCCESS SPOTLIGHT

Connect Lounge
Iulia Bejan

Iulia Bejan is the immigrant small business-owner of Connect Lounge, a “social bar” in Seattle’s Belltown neighborhood that prioritizes human connection through conversation. On her 5-year journey to entrepreneurship, Iulia visited 12 local banks who all rejected her request for a loan before she was referred to Business Impact NW, who provided her with business coaching, crowdfunding support, and a $15,000 loan to help launch her dream.

Client Testimonials

“I participated in Launch & Grow and got an SBA loan from Business Impact NW. It helped me get up and running quickly. I’m super grateful because they were willing to take a chance on my brand new business”
Trishann Couvillion, Pulse Pro Health

“The best part of working with Business Impact NW is you have a personal relationship with someone as opposed to a bank...this year, we are blowing last year’s numbers out of the water. I’m really grateful to Business Impact NW for their partnership”
Derek Voelker, Seattle Dive Co.

Client-Empowerment Events:

Celebrating Dreams WWBC Premier Event Celebrating Female Entrepreneurship

50 Women-Owned Businesses Showcased
Over $34,000 raised to support WWBC Programming

Impact Pitch Businesses Making Communities Better

$30,000 awarded
Grand Prize Winners: Yoga Wild & Kids, Carpentry Seattle
Mission Award Winners: The CURA Co.; Simone Pin Productions; Rocky Butte Coffee Roasters; Pivotal Center; Girl Boss Sports
Finalists: Kaffeeklatsch Café; Orca Swim School; Popsmartkids
Goals & Accomplishments

309 Jobs Created
93 New Business Starts
4,517 Total Clients Served
1,831 1-on-1 Clients
2,686 Training Attendees
381 Funders & Donors

68 Loans Disbursed
$3,573,712 Funds Disbursed
9% Loan Portfolio Growth
1.12% Portfolio >90 Day At-Risk
$52,869 Avg. Loan Size

Client Demographics (self-reported):

- 65% Women
- 29% Persons of Color
- 30% Veteran/Military
- 10% LGBTQ+
- 7% Immigrant/Refugee
- 38% Low Income

Financial Report 2019

Net Income: $13,709.80
FY19 Income: $2,366,495
FY19 Expenses: $2,352,785
Net Assets: $2,888,372
Total Assets: $12,319,437
Total Liabilities: $9,431,064
Total Equity: $2,888,372
Net Equity Ratio: 23.4%

- Government Grants: $999,099
- Loan Interest & Fee Income: $800,159
- Foundations, Sponsors & Donors: $417,121
- Rental Income: $80,070
- Classes & Trainings: $25,264
- Other: $44,782
Business Impact NW invests in small business success so that all aspiring or established small business owners in our communities can make their dreams a reality. We thank our funding partners for their support in our mission.

Funding Partners

**BANKS & CREDIT UNIONS**
1st Security Bank
BECU
Capital One
Columbia Bank
East West Bank
Harborstone Credit Union
OnPoint Credit Union
Rivermark Community Credit Union
Verity Credit Union
Washington Federal Savings Bank

**CORPORATE SPONSORS**
415 Westlake
ALIGN
Alive+Black
ATLAS WORKBASE
Banner Bank
BECU
Belle Ampleur
Capture Cliques Photobooth
Cavness HR
Columbia Bank
Farmers Insurance
Federal Home Loan Bank of Des Moines
Foundry Law Group
GSBA
Harborstone Credit Union
Hauser, Jones & Sas
IBA
Insperity
Intentionalist
lumenomics
Madres
Marination
Maritzczak Legal Group
Metropolist
Morgen Schuler Photography

**FOUNDATIONS & CORPORATE GRANTORS**
Beneficial State Foundation
The Boeing Company
GoDaddy
JPMorgan Chase & Co.
Key Foundation
Massena Foundation
Medina Foundation
Pacific Mountain Workforce Development Council
Plymouth Congregational Church
Pride Foundation
State Farm Mutual Automobile Insurance Company
Umpqua Bank Foundation
MUFG Union Bank
US Bank Foundation
Washington Federal Foundation
Wells Fargo Foundation

**GOVERNMENT AGENCIES**
The City of Seattle - Office of Economic Development
The City of Seattle - Office of Labor Standards

**BOARD MEMBERS**
Phil Jones, Harborstone Credit Union - Board Chair
Jessica Enzi, PACCAR Parts - Board Vice-Chair
John Zmolek, Verity Credit Union - Board Secretary/Treasurer
Tom Berquist, BECU
Heyward Watson, Cre8tive Minds Consulting
Kristina Maritzczak, Maritzczak Legal Group
Lorri Wallace, SAP Concur
Coté Soerens, Resistencia Coffee
Marcus Harjani, Foundry Law Group
Peter Ha, West Monroe Partners
Munzer Sukhun, Rivermark Community Credit Union

Thank you for an amazing year!
Joe Sky-Tucker, CEO, and the team at Business Impact NW