

ANNUAL REPORT

2018



Business Impact NW helps small businesses to create a thriving, vibrant community.



Client Success Spotlight
Hood Famous Bakeshop
 Chera Amlag & Geo Quibuyen

From pop-up to wholesale, Hood Famous Bakeshop began in 2013 and received its second loan from Business Impact NW to expand to a second brick and mortar location in 2018. Now serving ube cheesecake and other gourmet delights in Ballard and the International District, Hood Famous honors the long, rich food traditions that stretch from the Phillipines to the Pacific Northwest.



Client Testimonials

“Last summer I attended a Launch & Grow course at Business Impact NW. The course provided invaluable instruction, coaching and community and gave me the confidence and support to turn an idea into a reality.”



- Emily Schikora,
 Editor Consignment

“Business Impact NW approved a loan and a line of credit for new production costs, which has enabled us to grow our business with bigger customers and expand our product line. We were able to double our sales in 2018.”



- Jennifer Brown,
 Bowser Beer

Event Highlights

Celebrating Dreams WWBC Premiere Event
A Night Showcasing Women Business Owners

54 Women-Owned Businesses Showcased

Over **\$23,000** raised to support WWBC Programming



Impact Pitch
Entrepreneurship for Positive Community Impact

\$30,000 awarded
Grand Prize Winners:
 Positive Spin & MEND Institute

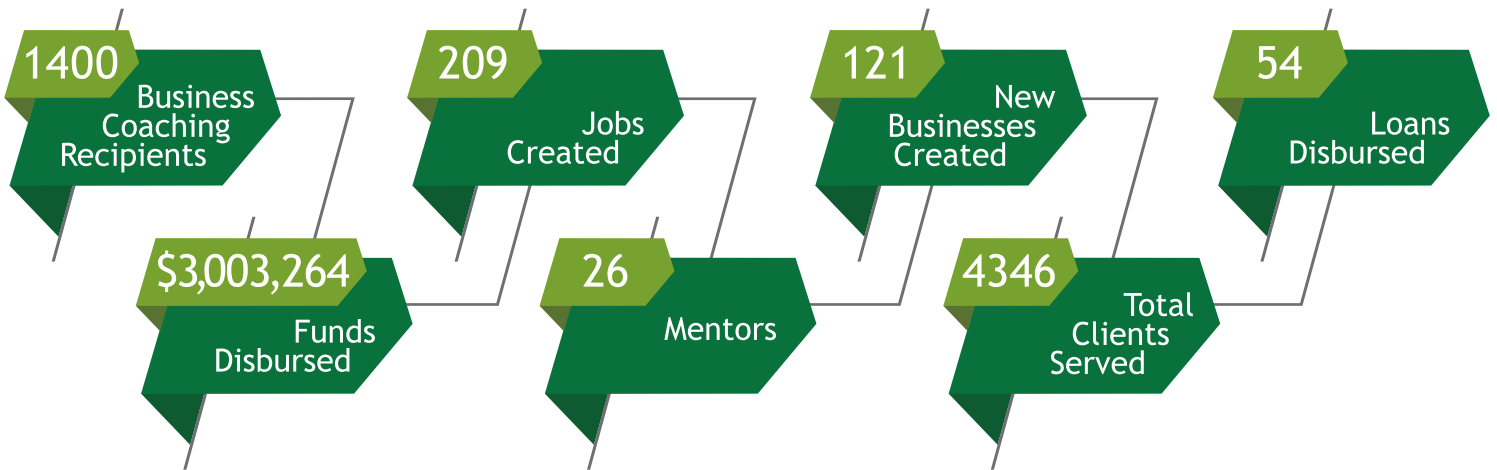
Mission Award Winners:
 Positive Spin, Boon Boona Coffee, Mikki Co., Dorothy’s Piano Bar & Cabaret, cavnessHR

Finalists:
 DieHard RC, Gigs4U, Largesse Company, Rat City Studios





Goals & Accomplishments

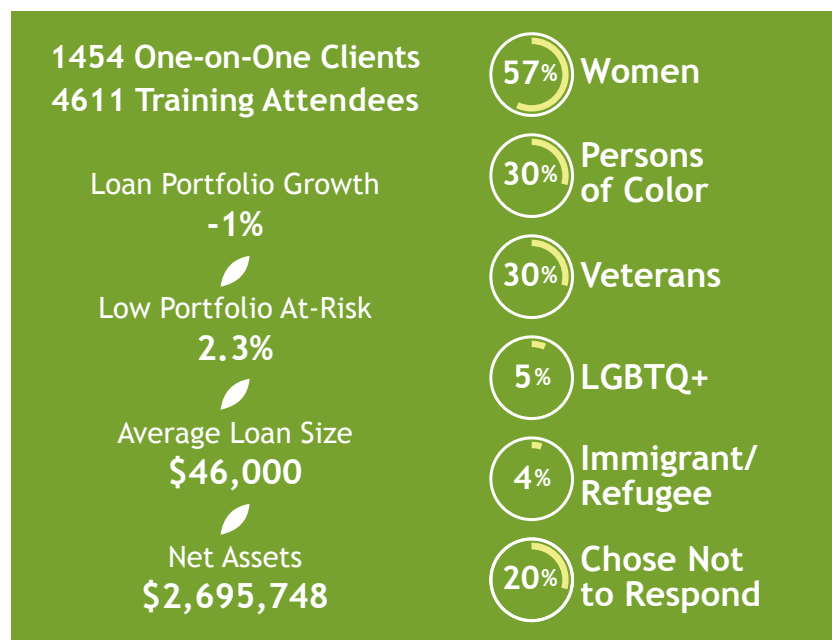


Funders, Partners & Sponsors

A complete list of funders, partners and sponsors can be found at: businessimpactnw.org/partners

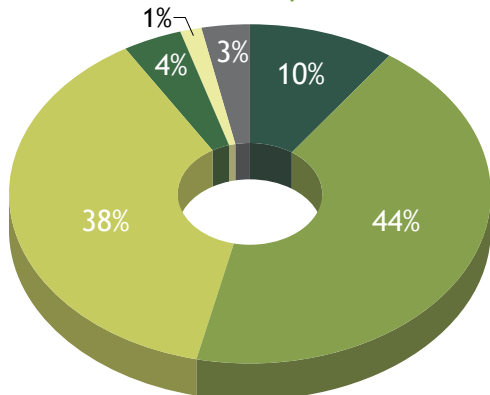


Financial Highlights 2018



Financial Report 2018

NET INCOME: \$109,345



- Corporate & Individual Contributions
- Government Grants
- Loan Interest & Fee Income
- Rental Income
- Classes & Trainings
- Other

FY18 Income:	\$1,978,224
FY18 Expenses:	\$1,868,879
Total Assets:	\$11,419,387
Total Liabilities:	\$8,498,347
Total Equity:	\$2,911,040
Net Equity Ratio:	25%



FROM THE EXECUTIVE DIRECTOR



Dear Friends,

While looking to the future, it's important to take a breath and celebrate all of the work that has been accomplished. In 2018, we did a lot. A LOT! And this work would not have happened without the amazing team we have here. The staff of Business Impact NW are supremely talented, driven, and passionate about helping small business owners get the help that they need.

Our events continue to grow. Celebrating Dreams became a premier showcase in support of women entrepreneurs and helped to raise the profile of our Washington Women's Business Center. The Impact Pitch competition supported and highlighted businesses that are using the power of entrepreneurship to make their communities better.

Through our Veterans Business Outreach Center we built partnerships with other veteran service organizations to ensure that veterans and military spouses are able to access training and lending services to make their businesses a success. Our Loan Department continues to help underserved entrepreneurs access the capital they so desperately need to start and grow their businesses.

We put exciting new partnerships into action in 2018, in addition to the many already in place. Two of these partnerships include the Washington State Department of Transportation and Sound Transit, to bring capital to contractors that need it most; and Urban Craft Uprising to bring our training to their makers. These partnerships help to extend our reach and mission to those in need.

We have worked so hard to get to this point and we are excited to share our work and success with you. Small businesses are the heartbeat of a thriving community. Please remember to shop local and shop small - made easier with the 2018 launch of our new online client directory.

Here is to a wonderful 2019,

Joe Sky-Tucker,
Executive Director

