

# MAKING A DIFFERENCE

ONE JOB, ONE SMALL BUSINESS, ONE COMMUNITY AT A TIME





### WHY WE'RE DIFFERENT

- We truly understand small businesses, because we're a small business, too. We relate to and understand all the challenges other small businesses face every day.
- We love what we do... helping small business owners achieve their dreams! We love it so much we put all our earnings back into programs and services that help even more small businesses grow, create jobs and improve their communities.
- We advocate for small businesses on state and federal fronts, championing access to affordable capital through SBA and other small business programs.
- We go beyond just making loans. We believe in educating and advising small business owners so they get better at managing and growing their companies.
- We invest in programs that **benefit minority-owned** and underserved small business owners, because it's the right thing to do.

### **IMPACT THAT MATTERS**

Over the last 38 years, we...

- Leveraged over \$13 billion in capital to help small businesses expand and create jobs.
- Stimulated the creation/retention of **174,000 jobs** (that's 12 jobs a day for nearly 4 decades!).
- Led efforts to pass legislation and improve dozens of policies and regulations that help **foster small business growth**.
- Invested \$4 million in launching programs and services that cater to small business – particularly minority- and women-owned enterprises that often struggle to access capital.
- Awarded \$165,000 in college scholarships.

## IMPACT 2015

440 LOANS approved for small business





**\$742 MILLION** in capital leveraged for small business





#### \$219 MILLION

lent to minority entrepreneurs

2,500 small business owners advised



737

volunteer hours benefitting communities



\$20,000 in college scholarships





"Thank you for believing in me... The Arthur Goodman Scholarship is making my academic success possible. I will always be grateful."

> Fatimata Sanogo Scholarship Recipient



"If we were all in the same room, I'd insist on a group hug!"

Kei Okumura Owner of French bakery Los Angeles Small business Ioan recipient

### MAKE A DIFFERENCE WITH US















Small Business Finance

