



10 Years of Impact

*Building Businesses
Brick by Brick*



2014 Annual
Report

What is ECDI?

The Economic and Community Development Institute is a 501(c)3 nonprofit organization, a certified Community Development Financial Institution (CDFI), and the 4th largest U.S. Small Business Administration (SBA) Microlender in the Country.

What do CDFIs do?

CDFIs connect underserved entrepreneurs to business capital so they can start or expand their small businesses.

But that's not all...

ECDI is no ordinary CDFI. It is Ohio's **one-stop-shop** for aspiring small business owners.

Comprehensive Approach

ECDI offers comprehensive small business training courses, incubation programs, and houses the only SBA-funded Women's Business Center in the State.

IN THE LAST 10 YEARS, ECDI HAS...



Deployed **\$22 million** in small business loans



Assisted **5,900** individuals



Provided **25,000** hours of classroom training



Brought **\$52 million** in investment to the State



Created or Retained **4,500** jobs

ECDI MISSION

*Investing in People
to Create Measurable
and Enduring Social
and Economic
Change*

LETTER FROM THE FOUNDER/CEO AND PRESIDENT

Entrepreneurship is powerful. Many turn to it out of necessity, while others pursue it as a life long dream. But for each of us, it means the same thing: An opportunity to take the reins, and embrace our own destiny. It is no easy feat, and that is why Steve and I started ECDI in 2004.

We established ECDI as a place dedicated to alleviating poverty for people from all walks of life - newly arrived immigrants with dreams and aspirations of equal opportunities, individuals displaced by corporate downsizing, and families living on the brink of financial insecurity. Our vision was to provide one-on-one guidance and access to capital for small business creation, post-secondary education and first-time home buying. And 10 years later, our truly inspirational clients have not only made this vision a reality, but have shaped the path of ECDI, making it so much more.

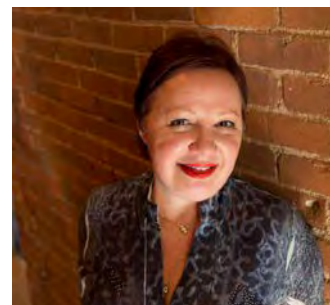
Today, we have grown to become the 4th largest SBA microlender in the country, proudly serving individuals, families, and communities throughout the entire State of Ohio. None of this would be possible without complete dedication from ECDI staff, board volunteers, our partners and funders. We are grateful to all who have made our vision a reality. We are proud of what we have accomplished, and look forward to much more in the next 10 years.

Sincerely,

Inna Kinney
Founder and CEO

&

Steve Fireman
President and General Counsel



Inna Kinney
Founder and CEO

“Just as the
entrepreneurial
environment
has greatly
evolved in the
last decade—so
too has ECDI”



Steve Fireman
President & General
Counsel

ECDI BOARD OF DIRECTORS

Jerome Archambault
US Bank

Michael Childs
Huntington National Bank

Mike Durik
MLD Consulting

Alice Faryna
Retired MD

Nick Henderson
Applied Biomolecular
Technologies Inc.

John Hrusovsky
Navigator Management Partners LLC

Paul Kaboth
Federal Reserve Bank of Cleveland

Stephen Myers
The Ohio State University

Rose Roman
Commerce National Bank

Matthew Romanoff
Romanoff Group

Stefanie Steward-Young
Fifth Third Bank

Retta Tegegne
Bezalel Construction

Jerry Revish
WBNS-TV News

David Tumen
Porter Wright

Adam Wezey
CFBank

LENDING GROWTH

2004

2014

Number
of Loans



38



216

Dollar
Amount
Loaned

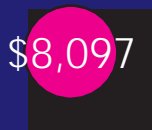


\$307,695

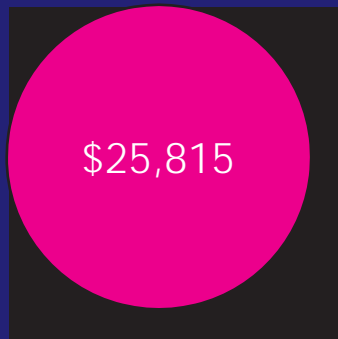


\$5,576,049

Average
Loan Size



\$8,097

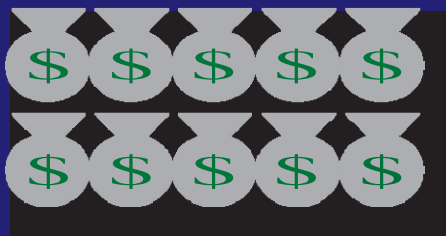


\$25,815

Maximum
Loan Size



\$35,000



\$350,000

Jobs
Created

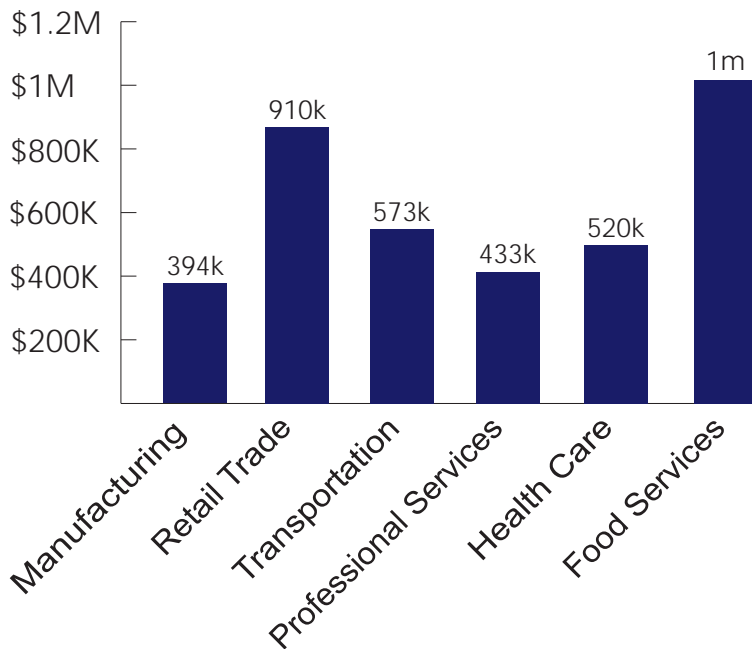


80



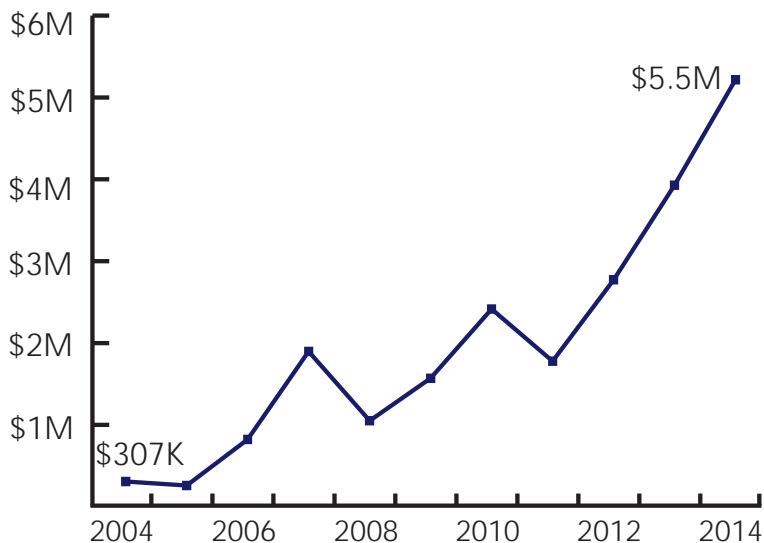
690

Loan Clients: Dominant Industries (\$ Amount loaned 2014)



Food-based entrepreneurs have become the most common loan client. ECDI deployed more than **\$1 million** to this group in 2014.

Annual Loan Volume (total \$ disbursed)



Loan volume was **16x** greater in 2014 than it was in 2004.

LOAN PORTFOLIO PERFORMANCE

TOTAL OUTSTANDING LOAN PORTFOLIO

	\$	#
2012	\$4,455,139	399
2014	\$8,042,923	463

TOTAL LOAN DISBURSEMENTS MADE

	<\$50,000	>=\$50,000
2012	\$1,427,814	\$499,755
	92	8
2014	\$2,854,839	\$1,718,501
	172	21

TOTAL PORTFOLIO AT RISK (90 DAYS+)

2012	7%
2014	3%

DEPLOYMENT RATIO

2012	67%
2014	86%

*Numbers from
Fiscal Year: June 1-July 30

ACCESSIBILITY

ECDI has added three satellites to its Columbus Headquarters: Cleveland (2011), Toledo (2013), and Akron (2014).



ECDI has disbursed over **\$5.3 million** in matched grants to help 3,200 low income individuals purchase an asset.

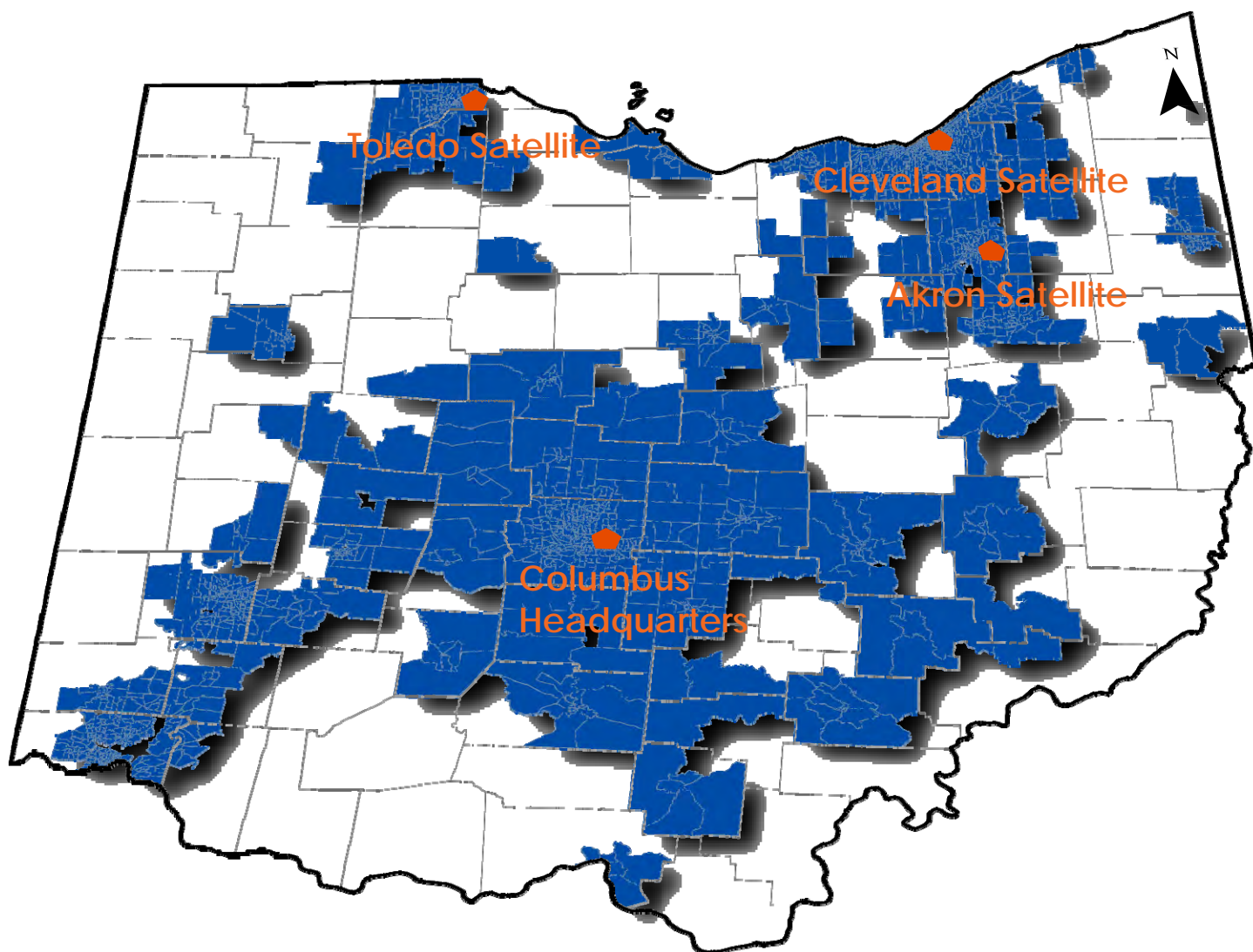


Today, **67%** of Ohio's population (~7.8 million people) live within three miles of an ECDI supported Business.



Since 2004, ECDI has made over **1,200** loans to small business owners in the State of Ohio.

ECDI's REACH 2014: **Blue** Areas represent census tracts where ECDI supported businesses are located.



COLUMBUS: Workplace Incubation Network (WIN)

ECDI began providing business incubation services in 2011, when it opened the Food Fort, an 8,000 square foot collaborative work space, home to many of Columbus' mobile food entrepreneurs.

Now, ECDI is in the midst of developing its latest incubation program, WIN, designed to aid those in the process of business startup by providing:

- low-cost work space
- one-on-one technical assistance
- small business loan capital

CLEVELAND: Women's Business Center of Ohio

ECDI's Women's Business Center of Ohio was the first of its kind in the State when it opened in Columbus in January of 2013. Because of success in Columbus, the WBC is now expanding into Cleveland.

Since opening, the WBC has achieved the following outcomes:

- 61 businesses created or expanded
- 81 jobs created
- 679 individuals trained
- \$850,000 in capital disbursed

TOLEDO: Arts Entrepreneur Initiative (AEI)

In Collaboration with The Toledo Arts Commission, UpTown Association, and the Local Initiatives Support Corporation, ECDI received a \$200,000 grant from the Kresge and Surdna foundations to launch AEI - a business training program geared

toward creative entrepreneurs in the UpTown Toledo Arts District. AEI has the following goals:

- Enroll 20-25 individuals in Arts Entrepreneur training
- Provide 15 with loan opportunities

AKRON: Lending & Technical Assistance

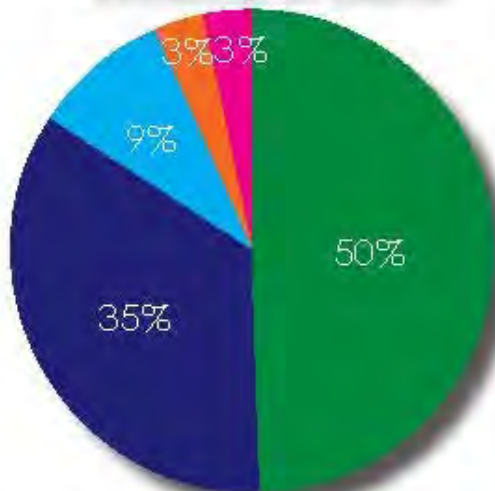
After identifying a major gap in Akron's small business lending patterns (an estimated \$93 million!), ECDI opened an Akron office in November of 2014.

In collaboration with The Burton D. Morgan Foundation, The Knight Foundation and other community partners, ECDI Akron will begin to bridge the financing gap that exists. We anticipate lending \$175,000 in the Akron area by the end of 2015.

WHO WE SERVE

Since 2004, ECDI has provided 5,903 individuals with technical assistance, training, business incubation services, or access to capital.

Ethnicities of Clients



■ African-American
 ■ Caucasian
■ Asian
 ■ Latino
 ■ Other



Women make up a slightly larger portion of ECDI's clients than men.

Immigrants represent 41% of ECDI's client base. ECDI works most closely with refugees from:



FROM BUSINESS IDEA TO BUSINESS REALITY

Eureka! Business Idea

Attend one of ECDI's monthly info sessions

No Business Plan? Need a better understanding of the basics of Business Finance?



Enroll in financial literacy training

Attend ECDI's SEED Training to learn business fundamentals

Complete a business plan

Meet with ECDI staff to review business plan & begin the loan application process



Work out identified weaknesses in business plan

Still not ready for a loan? Ask if you are eligible for an IDA



Prepare documentation

Turn in loan application

Receive loan approval letter

Meet with ECDI staff to review final loan details

Sign loan contract

\$\$ Loan Closing Day \$\$

Open for Business!

ECDI PROGRAMS AND CLIENT SUCCESS

Women's Business Center



Jennifer Cuevas
The Gluten & Grain Free Gourmet

After years of battling Celiac and Hashimoto's disease, Jennifer Cuevas wanted to help others in her situation realize that a gluten-free life should not be anything but delicious.

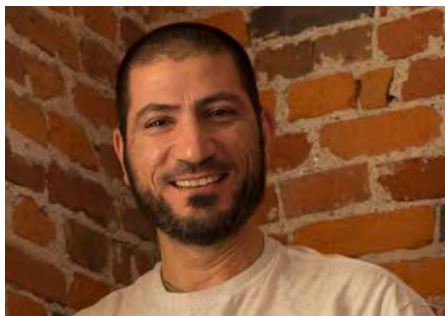
Challenge: Jen may have known the "ins and outs" of achieving a delicious gluten-free lifestyle, but had no prior experience owning her own business.

Solution: Jen joined ECDI's Women's Business Center of Ohio in June of 2014. Through the services offered at the WBC, Jen has overcome multiple barriers to business ownership, such as building her website, working on her business plan, transitioning from a corporate employee to an entrepreneur, and establishing financial literacy.

"Joining the WBC was a step in the right direction," said Cuevas.

Now: The Gluten & Grain Free Gourmet LLC offers a variety of different services, including speaking engagements, transition coaching, cooking demonstrations and written articles that include product and restaurant reviews.

IDA • Lending • Home Repair



Walid Ali
Across the States Construction

Ali, a refugee from Iraq, arrived in the U.S. in May of 2009.

Challenge: Ali was struggling to make it to work on a consistent basis because he lacked the means to purchase a vehicle.

Solution: Through a friend, Ali heard about ECDI's Individual Development Account (IDA) program. IDAs are matched savings accounts that enable low-income families to save towards the purchase of an asset. Through the IDA program, Ali saved \$4,000 which was matched with an additional \$4,000 to purchase a car. This is not where Ali's story ends...

When Ali decided to open his own business, Across the States Construction & Remodeling LLC, ECDI was able to provide him with start-up loan capital. "ECDI means so much for me personally and for the refugee community in greater Columbus," said Ali.

Now: Across the States has become one of ECDI's most reliable contractors for our home repair program and Ali, like many of our clients, has become a tremendous friend of ECDI.

The Food Fort



Lisa Gutierrez
Dos Hermanos

With more than twenty years in the food industry, Lisa Gutierrez decided to take the leap to entrepreneurship, and open Dos Hermanos Food Truck, with husband Vicente.

Challenge: Lisa and Vicente soon realized running their own business, was much harder than managing someone else's. "It is one thing to be a manager, show up, and have everything in place, it is something else entirely to have to do it all yourself," Lisa explained.

Solution: Dos Hermanos joined the Food Fort to gain access to the 24-hour facilities and marketing support. "The Food Fort had the things we lacked - a place to wash dishes, store food properly, and they have helped us grow by connecting us to new customers."

Now: Dos Hermanos has secured vendor contracts with the Ohio State University's Schottenstein Center, The Horseshoe, and most recently Crew Stadium. You can find Dos Hermanos every Saturday night at Seventh Son Brewing. For more info, visit: www.facebook.com/DosHermanosTacoTruck.

STATEMENTS OF FINANCIAL POSITION

BALANCE SHEET

ASSETS

Cash/Cash Equivalent	\$3,179,791
Accounts Receivable	\$1,473,398
Loans Receivable	\$2,023,854
Loans Receivables Long Term	\$5,634,844
TOTAL ASSETS	\$15,683,029

LIABILITIES

Accounts Payable	\$111,783
Current portion Notes Payable	\$815,380
Long Term Liabilities	\$6,855,994
TOTAL LIABILITIES	\$9,617,041

NET ASSETS

Unrestricted	\$2,090,257
Temporarily Restricted	\$821,497
Permanently Restricted	\$3,154,234
TOTAL NET ASSETS	\$6,065,988

STATEMENT OF CASH FLOWS

NET CASH PROVIDED (USED) FROM...

Operating Activities	\$314,361
Investing Activities	(\$2,565,759)
Financing Activities	\$1,871,362
Cash/Cash Equivalents at Year End	\$3,179,791

CURRENT FUNDERS

We at ECDI are fortunate to have a diverse group of community partners that support us in carrying out our mission

FEDERAL & LOCAL GOVERNMENT

City of Avon Lake	City of Toledo	Toledo Port Authority	U.S. Dept. of Treasury, Community Development Financial Institute Fund
City of Cleveland	Cuyahoga County	U.S. Dept. of Health and Human Services, -Administration for Children and Families,	U.S. Small Business Administration
City of Columbus	Franklin County	-Office Of Refugee Resettlement	U.S. Dept. Of Agriculture
City of Shaker Heights	Ohio Development Services Agency	-Office Of Community Services	

BANKS

Bank of America	CITI Bank	Fifth Third	Key Bank	U.S. Bank
	Charter One Bank	Commerce National Bank	Huntington National Bank	PNC

FOUNDATIONS AND ASSOCIATIONS

Accenture	The Knight Foundation	Opportunity Finance Network
Burton D. Morgan Foundation	The Kresge Foundation	Toledo Community Foundation
Business of Good Foundation	The Kroger Foundation	Samuel Adams Brewing Company
The Cleveland Foundation	Local Initiatives Support Corporation	The Stranahan Foundation
The Columbus Foundation	The Mirolo Charitable Foundation	The Surdna Foundation
Columbus Jewish Foundation	Ohio Community Development Corporation	United Way of Central Ohio



Making any kind of community impact requires a dedicated team. ECDI's Columbus staff, pictured above, happily carries out the ECDI mission every day.

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559-0115

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Toledo Office
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Toledo, OH 43604
(419) 246-9698

For more information, visit: www.ecdi.org