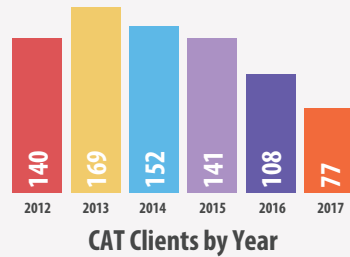


Capital Access Team 2017 Economic Impacts

CAT Clients

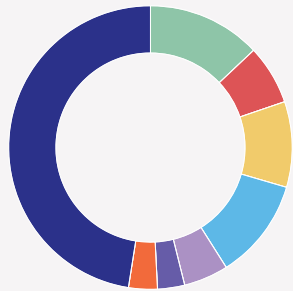
100 Leads
77 Engaged
77% Engagement



Efficacy Metrics

33% 33/100 Completed CAT Process
79% 26/33 Funded Of Those Completed
848 Total CAT Client Advising Hours

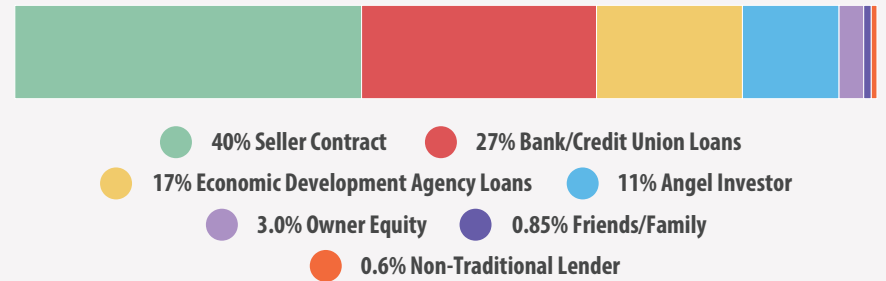
Top Industry Sectors



- 13% Manufacturing
- 7% Accommodation & Food Services
- 10% Retail Trade
- 11% Other Services
- 5% Healthcare
- 3% Agriculture
- 3% Wholesale Trade
- 48% Other

Economic Impacts

2017 OSBDCN Capital Formation **\$64,303,584**
CAT Team 2017 Capital Formation \$35,632,627 (55% of State Total)



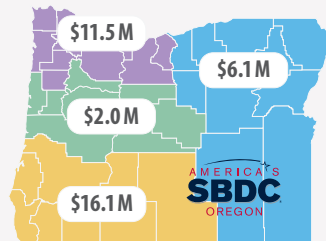
CAT Regions

4 New Business Starts

\$42,020 Capital Formation Per Business Advising Hour

75 Jobs Created

\$1,455,447 Average Deal Size



Return on Investment

219X  **\$219 returned** for every program dollar invested