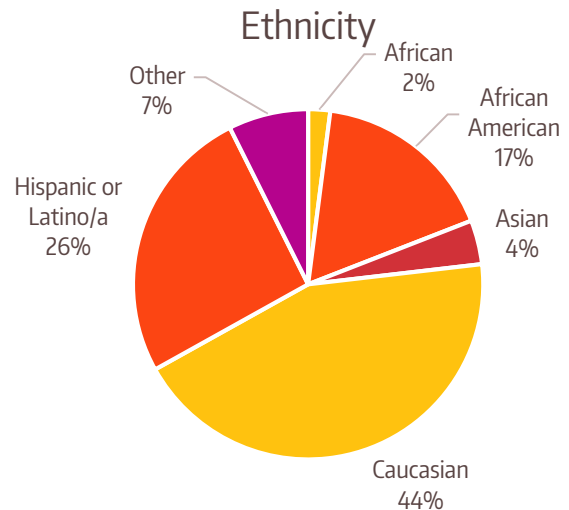


FY 2015 by the Numbers

Ventures served **803** individuals in 2015, **50%** of whom received 10 or more hours of service.

Who are Ventures clients?

- 73% are female
- 56% are people of color
- 28% speak English as a second language
- 26% are immigrants
- 33% live at or below the federal poverty line
- 99% are considered “low income” according to local HUD guidelines
- 87% live in King and Snohomish Counties



What did Ventures do in FY 2015?

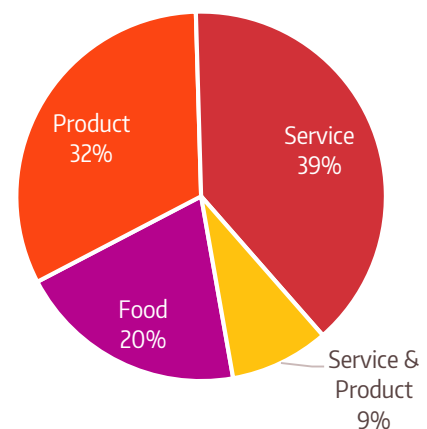
- 10 Business Development Training courses provided to 242 clients, with a 93% graduation rate
- 20 advanced trainings and workshops provided to 205 participants
- 3 Financial Management courses provided to 80 clients
- 22 loans provided, totaling nearly \$50,000
- 149 vendors making sales in Ventures Retail Store, generating over \$280,000 in revenue
- Over 500 hours of one-on-one coaching provided to 220 clients

Short-Term Outcomes:

- 71% of active clients* were in business by the end of the year (up from 39% at intake)
- 75% of the businesses assisted are female-owned & 46% are owned by people of color
- Client businesses employed 68 people in 2015

*Active clients defined as receiving 10 or more hours of service, or participation in our loan, IDA, or incubator programs in FY2015.

Business Type



Long-Term Success:

- On average, 65% of clients are in business and generating revenue after 18 months of participating in our program (up from 33% at intake)
- 51% of clients increase their household income within 18 months of receiving services
- 34% of clients who were dependent upon public assistance at intake, were completely independent 18 months later

Lillian's interest in organic cooking was one of the many things that grew out of her involvement with Ventures, which has included the 16-week Financial Management Training, rental of our new food truck, "Word of Mouth", and one-to-one business coaching. Her Ventures peers have lent a hand too, sharing their insights about catering and product demonstrations in grocery stores.

With strong sales at local farmers markets, special orders through her website, and product placement in several local supermarkets, Lillian is looking to expand her business significantly in the coming year, "when my mom retires," she says. Business is definitely a family affair: Lillian's mother is central to both baking and sales, and the whole enterprise is based on a recipe handed down from Lillian's grandmother. She is gradually expanding into full-service catering, and is considering her own food truck featuring organic soul food.

Client Spotlight

Lillian Rambus, owner of Simply Soulful



Ventures' work in 2015 was supported by:

- 13.5 full-time employees
- 12 board members
- 146 volunteers providing over 4,500 hours of service
- \$1.2 million in financial support from a variety of sources including federal, state, and local governments, private foundations, corporations and small businesses, and individuals

