

GROWTH CAPITAL  
2014  
Annual Report



Hundreds attended TRAINING!



NEW EQUIPMENT purchased



REAL ESTATE ↑  
Funded



Hosted NETWORKING events!



Created NEW JOBS!



Our work AWARDED!



GOVERNMENTS attention!

**MAKING MONEY Matter!**

# GROWTH CAPITAL

gratefully acknowledges these organizations for their underwriting support of our 2014 Annual Meeting and Report.

CHASE

Huntington

KIMBALL E. RUBIN & ASSOCIATES LTD.  
CERTIFIED PUBLIC ACCOUNTANTS

PNC

banc•serv  
THE SBA LENDING PARTNER

MeadengMoore  
ACCOUNTING FINANCIAL BUSINESS CONSULTING

ROETZEL & ANDRESS  
A LEGAL PROFESSIONAL ASSOCIATION

Charter One®  
Good Banking is Good Citizenship®

ulmer berne llp  
ATTORNEYS

Ciuni & Panichi  
CPAs and Business Advisors

Peoples BANK  
Working Together. Building Success.™

usbank

Dollar Bank.  
Since 1855

FIRST FEDERAL LAKEWOOD.  
We've Been Here. We'll Be Here.

FIFTH THIRD BANK

Cohen & Company  
Certified Public Accountants  
Never miss an opportunity.™

FIRSTMERIT.  
Bank

Goldman Sachs  
10,000 small businesses

First National Bank

JAMES BREEN  
REAL ESTATE

KeyBank

Newmark Grubb  
Knight Frank

Thank you



# MAKING MONEY *Matter!*



## 2014 Annual Report

Some things just really matter in life. While we all have unique priorities there are just some things that simply and almost universally really matter most in life. In no particular order they could quite possibly be such concerns as faith, family, finances, community, and careers. Sometimes the order of our top priorities may change but they always seem to stay on the top of the list of what really matters in life. Some may believe that finances or money matters more than anything else; the proverbial "Almighty Dollar". Some may believe that money doesn't matter at all; I just hope my teenage daughter and her love of the arts doesn't grow into the proverbial "Starving Artist" upon college graduation.

Growth Capital operates squarely in the balance between that of the almighty dollar and the starving artist. We are a "Social Enterprise" and as such we have a dual bottom line, both a mission and a financial bottom line. We're not a charity, but we're not like any other business either. This is what Gregory Dees, professor at the Fuqua School of Business at Duke University says... "On the surface, many social enterprises look, feel and even operate like traditional businesses. But looking more deeply, one discovers the defining characteristics of the social enterprise: mission is at the center of the business, with income generation playing an important supporting role". That is what Growth Capital accomplished in 2014, we were making money matter.

How exactly were we making money matter? Well we grew our own business, we achieved yet another RECORD YEAR of loan production with 68 total loan approvals and 53 new loan closings. Our outstanding loan portfolio grew by more than \$8MM and we now have over \$100MM in assets under management. We were once again the Number One SBA 504 lender in the entire State of Ohio and just about cracked the Top Five of all SBA Community Advantage Lenders NATIONALLY. We accomplished all this exciting loan growth while actually improving our credit quality and obtaining the highest possible portfolio risk rating from our regulators. Our organizational capacity was furthered by the expansion of our staff, the investment in new IT infrastructure that included the launch of our new website that incorporates an entirely online web based loan application option. Our new Growth Capital eApp integrates with our existing loan processing software that can improve our loan turnaround time and get our borrowers even faster approvals. Additionally, we were awarded SBA Preferred Lender Program status and now have delegated loan approval authority that further supports our responsiveness to our borrowers and Growth Capital was the very first SBA Community Advantage Lender in the region awarded such status. Finally, we participated in organizational capacity building offered by the Opportunity Finance Network and in conjunction with the Goldman Sachs Small Business Financing Collaborative through which we seek to develop and implement a new growth plan to achieve more than 100 loans each year. That's making money matter.

The central focus of our business however is our mission bottom line. That's REALLY how we were making money matter in 2014. Our mission impact statistics for 2014 include leveraging over \$57.5MM in private business investment with 62% of our loans going to women-owned businesses and 25% of our loans going to minority-owned businesses. One of the highest mission impact aspects of 2014 was the 89% of our Goldman Sachs 10,000 Small Business Initiative loans going to Low-to-Moderate Income borrowers or businesses located in Low-to-Moderate Income communities. Additionally, 69% of our SBA Community Advantage loan approvals were to SBA Underserved Markets and that is really making money matter.

When things really matter what do we usually do? Well, we usually take pictures of the people and places that matter and you can peruse

the pictures in this annual report and see what really matters to Growth Capital and how we were making money matter in 2014. You can see the logos of all of our gracious corporate sponsors, and our Bank of the Year, PNC Bank. You can see the pictures of our staff who make it all work and our Board of Directors who make sure we work. You can see the picture of our FIRST EVER Two Time Back to Back Lender of the year, John Barth of JP Morgan Chase Bank. You can see the picture of our new award winner, the Emerging Lender of the Year, Kevin Rych of First Merit Bank. You can see the pictures of our lending partners who attended our annual Stakeholders Reception. These people matter to us and we were successful in making money matter by the myriad of companies we were able to assist with financing. You can see the pictures of Fruity Cakes, Millers, Extreme Marketing and Great Clips, all of whom we assisted with our SBA Community Advantage loans. These entrepreneurs invested in their businesses, expanded their operations and updated their facilities. The money lent matters to these owners, to their companies, it matters to their employees and it matters to the communities in which they operate, helping to increase wealth and income that support the economic vitality of our region.

Growth Capital was really able to make money matter as evidenced by our 2014 Economic Development Achievement Award Winner, Stoneworks, Ltd., Inc. Principals Nicholas Began and Jonathan Kaplan received a Growth Capital SBA 504 loan and invested in plant and equipment that helped them grow their business. You can see the pictures of this highly successful company and the work that they do. Stoneworks matters. You can see the pictures of a highly skilled and diverse workforce producing product and producing profit. They have grown revenues by more than 30% since closing our SBA 504 loan and are reaching sales in excess of \$14MM with customers as far as Chicago, Tennessee, Kansas City and Washington D.C. Exporting product all over the country imports wealth into our Northeast Ohio region that provides good paying manufacturing jobs, supporting service workers and further economic activity that has an important impact on the lives of the people you see in all of these pictures. Stoneworks was certainly making money matter by increasing employment by 250% and adding some 39 net new jobs to the company and that's part of the "Mission Hit" our financing was to this company. I personally thank Nick and Jon for trusting Growth Capital with the financing of the expansion of their highly successful company and for the opportunity that we had in making money matter in 2014.



# 2014 LOAN Activity!

Growth Capital certainly continued helping small business by making money matter in 2014 with **68 loan approvals** and even maintaining the **Number One SBA 504 Lender status in the entire state of Ohio**. While SBA 504 lending in the State of Ohio decreased last year, we were able to hold our own and **increased our market share from 48% to 51% in the SBA Cleveland District**.

Growth Capital had a great year with **\$24.1 million in approved loans** which **leveraged over \$57.5 million in economic development investment in our communities** during 2014. Our participation has added significantly to the overall economic activity of our region with the potential to add over 335 new jobs for Ohio workers. Loan closing production for fiscal year 2014 totaled 53 loans funded through September 30, 2014 with **loan closing dollar volume reaching \$19.6MM while adding more than \$8 million in loans outstanding contributing considerably to our 10% portfolio growth**.

68 loans  
totaling over  
24 million\$!

LENDER	LOAN COUNT	LOAN AMOUNT	TOTAL PROJECT
➔ PNC Bank, National Association	9	3,436,000	8,477,001
FirstMerit Bank, N.A.	7	2,365,000	6,018,625
KeyBank National Association	6	2,347,000	6,027,000
Huntington National Bank	5	3,522,000	8,908,968
JP Morgan Chase Bank N.A.	4	1,208,000	2,991,998
First National Bank	3	1,100,000	2,650,000
Dollar Bank	2	447,000	1,069,700
Farmers National Bank	1	1,145,000	2,777,654
Lake National Bank	1	500,000	1,738,000
NBL, Inc. dba InterimLender.com	1	451,000	1,092,970
Peoples Bank	1	1,287,000	3,572,030
RBS Citizens Financial Group, Inc	1	1,147,000	2,785,000
The Bankcorp Bank	1	2,756,000	6,884,000
Towpath FCU	1	119,000	280,000
<b>Total</b>	<b>43</b>	<b>21,830,000</b>	<b>55,272,946</b>
Community Advantage Loans	25	2,260,875	2,260,875
<b>Grand Total</b>	<b>68</b>	<b>\$24,090,875</b>	<b>\$57,533,821</b>

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# 2014 AWARD Winners!

## 2014 LENDER OF THE YEAR AWARD

*Presented to*

**John Barth**

**For producing the most SBA 504 and Ohio Regional 166 Loans and loan commitments with Growth Capital Corp. during 2014**



## 2014 BANK OF THE YEAR AWARD

*Presented to*

**PNC Bank**

**For producing the most SBA 504 and Ohio Regional 166 Loans with Growth Capital Corp. during 2014**



**PNC**

## 2014 EMERGING BANKER OF THE YEAR AWARD

*Presented to*

**Kevin Rych**

**For producing the most SBA 504 and Ohio Regional 166 Loans and loan commitments with Growth Capital Corp. during 2014**





# 2014 ECONOMIC DEVELOPMENT ACHIEVEMENT

Stoneworks Ltd., Inc was founded in 1989 and is owned by Nicholas Began and Jonathan Kaplan.

Stoneworks is a multi-faceted business which currently operates as a designer tile store and a granite/quartz countertop fabricator and installation company. Stoneworks currently services Ohio with these services and has recently began gaining ground with distribution sales to Florida, Minnesota, Chicago, Las Vegas, Kentucky and Washington.

Stoneworks business strategy has been building its brand image of always offering unique and a diverse product offering, which makes a visit to its showroom inspirational to say the least. Stoneworks has grown through its strong designer following, builder and remodeler clientele and its strong architectural presence. The Bedford Heights showroom location is in the center of Northeast Ohio and is easily accessible to both the West and East side clients as well as Portage and Summit counties to the South. This strategy has served itself well as the business has grown through the current down economy.

Stoneworks over the past few years solidified agreements with Home Depot to service the Northeast Ohio Countertop Fabrication and Installation Services (34 Home Depot Stores).

Some of their local projects include the Horseshoe Casino, A Loft Hotel, The Metropolitan at the 9 apartments and hotel, Residences at 1717 (former East Ohio Gas building), Brio/Bravo and Burntwood Tavern.

Stoneworks expanded its manufacturing facility to include a state of the art stone slab photo inventory and layout system, a Sawjet Cutting System, 2 CNC Router machines all next to an indoor stone viewing area. As a result of the new facility and equipment, and their strategic position in the market, Stonework's revenue has grown significantly.

This investment allowed Stoneworks to grow its market share both within Cuyahoga County as well as reaching markets outside of Northeast Ohio. Revenues have grown over 30% to a projected \$14 million in 2014. Stoneworks currently is serving markets in several counties and states. Projects have been performed in Kansas City, Chicago, Washington D.C and are currently performing a large multifamily project in Tennessee.

They also experienced an internal workforce growth from 25 to 64 employees;  a greater than 250% growth over the past 3 years.

Stoneworks mission is to be the best full service tile and stone organization by providing an outstanding customer experience through superior product offerings, quality employees and advance technology. Its core values of Customer Focus, Obsessed with Finding a Better Way, Honesty and Integrity and Teamwork are the heart of the organization. The strong partnership of Nick Began and Jon Kaplan live and die these Core Values and preach this every day in its organization. This vision along with the supporting partnership with Growth Capital and Liberty Bank have spearheaded its growth.



Obsessed  
with finding  
a better way!



ENT Winner!

GROWTH <sup>CAPITAL</sup>  
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2014 ECONOMIC DEVELOPMENT  
ACHIEVEMENT AWARD

Presented to

**Stoneworks Ltd., Inc.**

For achieving neighborhood reinvestment and economic development by being a catalyst for business growth, business expansion and offering quality jobs for area employees.



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# 2014 LOAN SERVING *Activity!*

The Growth Capital loan portfolio demonstrates the hard work being undertaken to support our economic development mission. Our portfolio growth and performance is indicative of our commitment to prudent credit underwriting as we take very seriously our fiduciary responsibility. Sound loan growth is our objective.

The Sept. 30, 2014 value of the Growth Capital loan portfolio was \$104,093,805, with 336 active loans.

PROGRAM	DOLLARS OUTSTANDING	NUMBER OF LOANS
SBA 504	\$100,288,641.80	296
Ohio Regional 166	\$ 1,611,583.68	21
Community Advantage	\$ 2,193,579.57	19

During Fiscal Year 2014, there were 19 loan prepayments, amounting to \$5,764,114.88, a 220% increase from the previous year. The new loan activity over prepayments allowed the portfolio to increase by \$10,324,846, or 11.0%

Growth Capital managed 7 (all SBA 504) loans in liquidation during fiscal year 2014. There were 5 charge-offs of loans in liquidation amounting to \$3,124,638.55.

As of Fiscal 2014 year-end, Growth Capital was in the process of liquidating \$450,000 of loans on the books, amounting to an estimated 0.46% of the total SBA 504 loan portfolio outstanding, as of September 30, 2014, down from 3.21% in 2013, and far below the 5.90% average for its SBA peer group. Overall loss rates rose to 5.37%, as the continued workout of loans has been slowly winding through the foreclosure process. The loss rate was slightly over the SBA benchmark of 4.9%, but way below the industry average of 8.11%.

As of 09/30/2014 Growth Capital had a delinquency rate of 2.27% compared to an SBA bench rate of 10.5% and a peer group rate of 8.26%. For the second and third quarters of 2014 the SBA raised Growth Capital's Lender Risk Rating from a 2 to a 1.

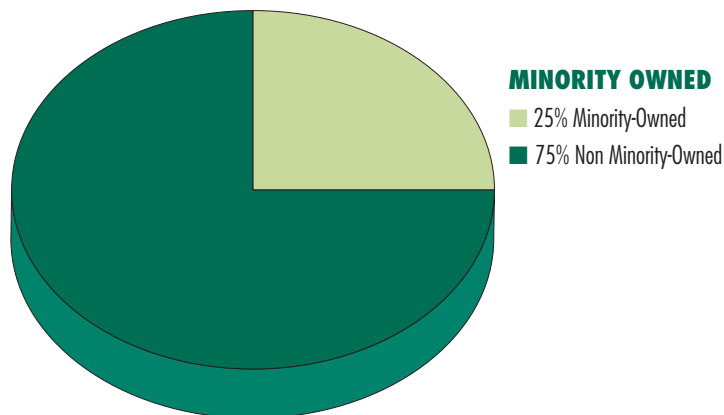
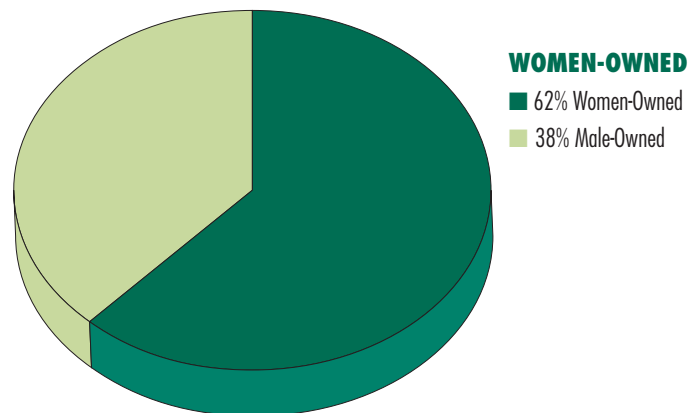
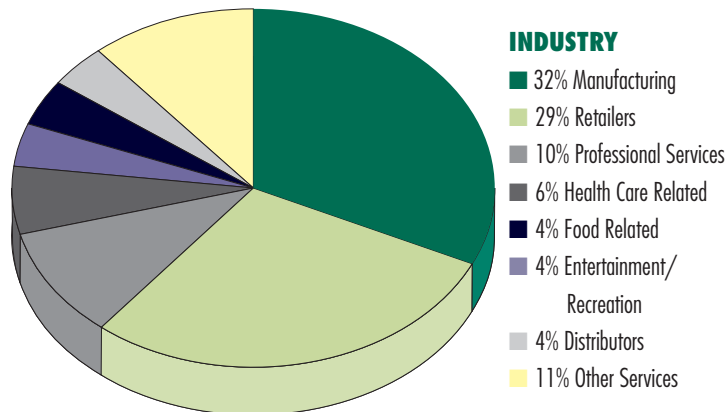
## In FY 2014:

- Growth Capital made 53 loans totaling \$18,894,875 to entrepreneurs, which supported \$21,742,126 in additional investment
- 62% of loans were made to women-owned businesses
- 25% of loans were made to minority-owned businesses
- 8% of loans were made to veteran-owned businesses
- 89% of our Goldman Sachs 10,000 Small Business Initiative borrowers are in low-moderate income areas
- 69% of our SBA Community Advantage loan approvals were to SBA Underserved Markets.

## Outcomes

Loans Funded	\$ 18,894,875	*
Loans	53	
Average Loan Size	\$356,507	
Portfolio Outstanding	\$104,093,805	
Active Borrowers	336	
Delinquency	1.96%	

# 2014 MISSION *Impact!*

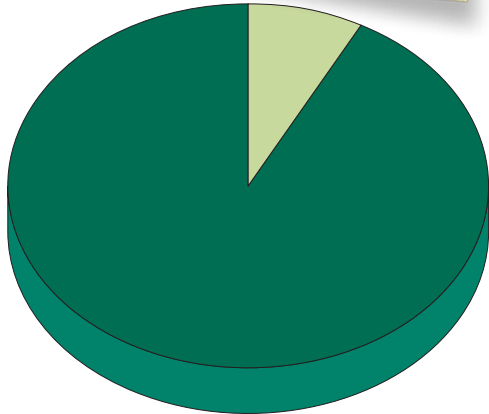




Client breakdown

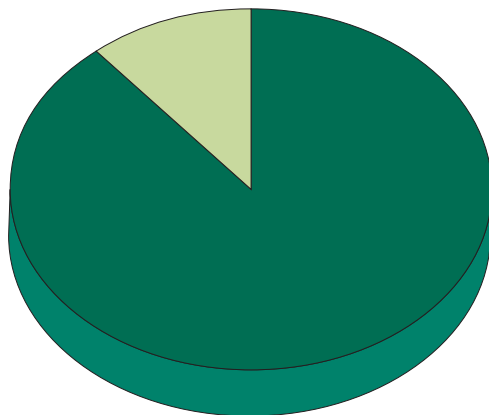


# 2014 PORTFOLIO Growth!



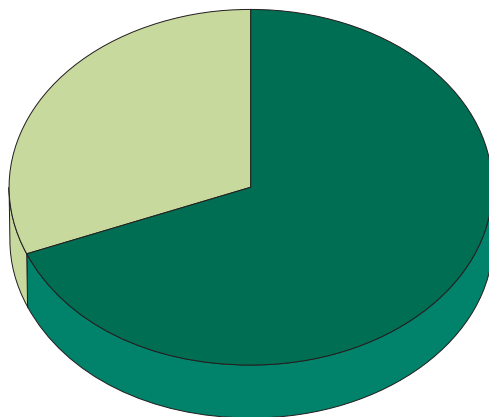
### VETERANS

- 8% Veteran-Owned
- 92% Non Veteran-Owned



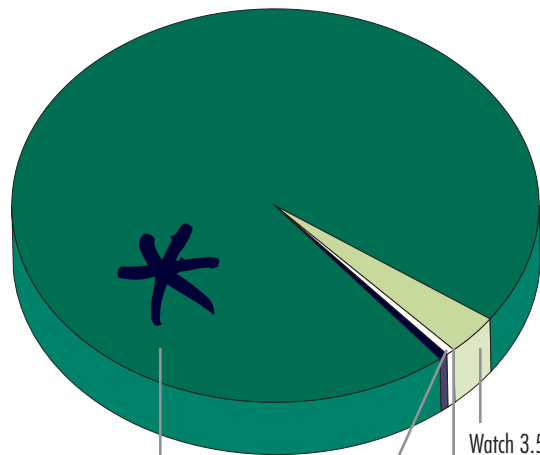
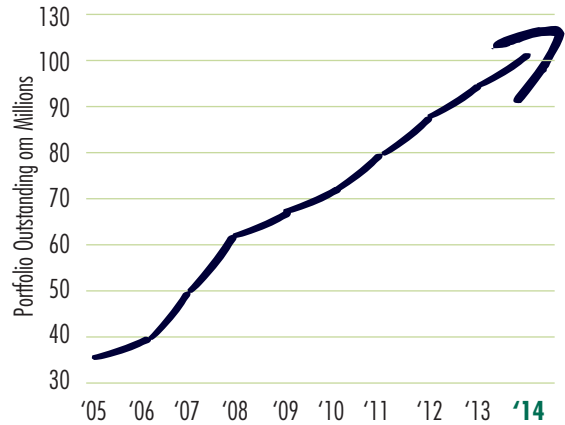
### GOLDMAN-SACHS 10,000 SMALL BUSINESS INITIATIVE

- 89% Low-Moderate Income
- 11% Non LMI Income



### SBA UNDERSERVED MARKETS

- 69% Underserved Markets
- 31% Other Markets



Pass-acceptable/Pass Monitor 95.62%

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# 2014 LOANS

## Approved!

### SBA 504 Loans

AMG Marketing Resources, Inc.  
Advanced Roofing Systems, Inc.  
Anthony G. Polito, D.P.M., Inc.  
Appalachian Wood Floors, Inc.  
Bar 25, LLC  
Blue Arc Design, Inc.  
Brauhaus Cleveland, LLC  
Canton Pediatric Dental Center, LLC  
Catanese Classic Seafoods, Inc.  
Cedar Donuts LLC  
E-Volve Creative Group LLC  
Eternity Monuments, Inc.  
Expert Crane, Inc.  
Expert Outfitters, Inc.  
FAB Limousines, Inc.  
Harvey, Abens, Iosue Co. LPA  
Holiday Italian Sausage  
J & K's Akron Medina Trucks And Parts, Inc.  
JADCO Construction Services, Inc.  
Kotlyn, Inc.  
Koontz Construction, LLC  
Madison Eye Care Associates, Inc.  
Medina Exteriors Inc.  
Mullett Enterprises Management, Inc.  
NSL Analytical Services, Inc.  
Nova Films & Foils, Inc.  
Ohio City Cigars, LLC  
Orlando Baking Company  
Paul L. Schwartz, D.D.S., Inc.  
PFMW Florence, LLC  
Power Trucks, Inc.  
Proline Xpress, Inc.  
Risk International Services, Inc.  
Secure ITADS LLC  
Wonderworker, Inc.  
Small Steps-Big Strides Childcare, LLC  
Tymex Plastics, Inc.  
V.I.P. Restoration, Inc.  
WCCV Floor Coverings, Inc.  
Williams on the Lake, Inc.  
Yount Explorers of Twinsburg LLC

### Ohio Regional 166 Loans

Northeast Real Estate Group, LLC  
Tungsten Capital Partners, LLC

### SBA Community Advantage Loans

Advanced Fryer Solutions LLC  
All City Electric, Inc.  
B D G Wrap-Tite, Inc.  
BGM Solutions, LLC  
DeVault Industries LLC  
Dr Roberta Jones Inc.  
Eternity Monuments Inc  
Eternity Monuments Inc  
Extreme Marketing & Promotions Inc.  
Fruity Cakes, LLC  
Ramsey Rooney & Co.  
Ramsey Rooney & Co.  
Heitsche Boyz Crushing Ltd.  
Holiday Italian Sausage, Inc.  
Koontz Construction, LLC  
Koontz Construction, LLC  
Madison Eye Care Associates, Inc.  
Millaggerty LLC  
NSL Analytical Services, Inc.  
NSL Analytical Services, Inc.  
New Horizons Counseling, LLC  
Owen Michael Machine Company, LLC  
Secure ITADS LLC  
Secure ITADS LLC  
Tymex Plastics, Inc.

## Closed!

### SBA 504 Loans

D'Amico Senior Health Care LLC  
Art of Beauty Company, Inc.  
BDG Wrap Tite, Inc.  
BDG Wrap Tite, Inc.  
Blue Arc Design, Inc.  
Bob Cultrona Landscaping Company  
CG Thermal LLC  
Cleveland Spray Booth Specialists Co.  
Dance Excel Ltd  
E-Volve Creative Group LLC  
European Wine Imports, Inc.  
Expert Outfitters, Inc.  
Fabricating Solutions Inc.  
George's Roofing, Inc.  
Ghostly Manor LLC  
Heitsche Boyz Crushing Ltd.  
JADCO Construction Services, Inc.  
Joe Firment Chevrolet Inc.  
Cravens Hospitality-Medina, LLC  
B & B Tavern Inc.  
National Mattress & Furniture Warehouse  
Nick Mayer Lincoln, LLC  
Norlake Manufacturing Company  
P. Adam Hechko, D.V.M., INC.  
Pins & Needles, Inc.  
Platinum Rehabilitation Ltd.  
Power Trucks, Inc.  
Unsurpassed Holdings LLC  
Pyramyd Air Ltd.  
Risk International Services, Inc.  
S.C. St. John, Inc  
SPC Sports, Inc.  
Small Steps-Big Strides Childcare, LLC  
Stainless Works, Inc  
Top Knotch Products, Inc.  
Turney Donuts Associates LLC  
Westview Veterinary Hospital  
Woodpeckers, Inc.

### Ohio Regional 166 Loans

Mark-All Enterprises  
Northeast Real Estate Group, LLC

### SBA Community Advantage Loans

All City Electric, Inc.  
B D G Wrap-Tite, Inc.  
DeVault Industries LLC  
Dr Roberta Jones Inc.  
Eternity Monuments Inc  
Extreme Marketing & Promotions Inc.  
Fruity Cakes, LLC  
Ramsey Rooney & Co.  
Heitsche Boyz Crushing Ltd.  
Millaggerty LLC  
New Horizons Counseling, LLC  
Owen Michael Machine Company, LLC  
NIKKINONO, LLC

68 loans  
totaling over  
24 million\$!

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# COMMUNITY *Advantage!* LOAN PROGRAM

Our participation in the Small Business Administration Community Advantage Program is certainly an exciting opportunity for Growth Capital to continue to be innovative in meeting our corporate mission to provide creative financing solutions to growing businesses.

By providing loans to small businesses for up to **\$250,000**, Growth Capital has filled an important service to communities in the greater Cleveland area. The Community Advantage Program allows Growth Capital to make loans for a variety of general business purposes, including working capital and purchases of equipment and real estate.

To date there have been more than \$2,500,000 in loan funding's. We are bringing together some significant national and regional resources all aligned to support the small business owners of our community to grow their companies and add jobs. Getting capital into the hands of small business owners is a key step in helping them grow their businesses and create jobs.

## HERE ARE SOME OF GROWTH CAPITAL'S COMMUNITY ADVANTAGE LOANS

### Fruity Cakes

Misty Brown who was a long time employee at the bakery purchased the business using the Community Advantage Loan Program. As a bakery with a focus on specialty cakes Misty offers a variety of cookies, cupcakes, brownies and pastry specialties. She caters to birthdays, weddings, and corporate events.

### Millers

Miller's is a neighborhood restaurant and bar that serves classic American foods featuring sandwiches, burgers, omelets, steaks, seafood, and homemade soups. Miller's is located in Mantua, Ohio

### Extreme Marketing

Located in North Royalton Extreme Marketing & Promotions is a full service agency. With over 15 years of experience Extreme Marketing & Promotions offers a comprehensive marketing strategies with services that include business plans and social media design.

### Ramsey Rooney & Co (Great Clips)

Ramsey Rooney & Co. is owned and operated by Kathryn and James Rooney. The company currently operates five haircutting salons in the Cleveland/Akron area. Kathryn and James are the Great Clips Franchisees.

## \* GROWTH CAPITAL OFFERS LOANS TO CLEVELAND SMALL BUSINESSES THROUGH GOLDMAN SACHS 10,000 SMALL BUSINESSES

Growth Capital is partnering with Goldman Sachs 10,000 Small Businesses to deliver capital to small businesses in Cleveland. As part of an ongoing national initiative, Goldman Sachs and the Goldman Sachs Foundation have pledged nearly \$6.0 million to support the work of Growth Capital, one of Ohio's strongest Certified Development Corporations. The funding is going directly to Growth Capital's loan fund to lend money to small businesses that are growing and creating jobs in low- to moderate income areas and an to support programming to expand Growth Capital's small business lending outreach and assistance as well as provide a loan reserve fund.





# 2014 MARKETING *Activity!*



The Growth Capital staff is committed to our organizational Strategic Objective "Focus our Marketing Efforts on Relationship Partnerships". In doing so we continue to execute strategies to initiate new relationships and educate our target market on the benefits of our loan programs.

During fiscal year 2014 we participated in a host of **networking events** and delivered **presentations and training** on our three loan programs.

In October, Gil Goldberg, District Director, U.S. Small Business Administration's Cleveland District office, awarded Growth Capital, **SBA's Certified Development Company of the Year Award**. This award honors the certified development company with the most SBA 504 loan approvals in the SBA Cleveland District.

**Growth Capital hosted an open house** in February and its **Ninth annual stakeholders networking reception** in June. More than 100 customers, bankers, commercial realtors and accountants attended these two events.

Recently, Growth Capital **launched its new website** that allows prospective customers to apply online for our three loan products. The website also has many downloadable forms and information on our loan programs.

We have continued our **referral and loan contest**. The contest rewards those who refer or make a loan that is agency approved. These individuals earn raffle tickets to win prizes including a \$599 cash gift card along with other great prizes. The prizes are awarded during the 2014 annual meeting.

Growth Capital's **electronic newsletter** was instrumental in 2014 as it was the source that generated the organization's most referrals. The newsletter is distributed to more than 1,600 small business owners, loan officers, commercial brokers, attorneys, accountants and economic development professionals.

These presentations and events, both at Growth Capital and onsite at our lending partners allow us to maximize our exposure in the marketplace and initiate new relationships while building on the referral relationships that already exist. Our efforts are certainly bearing fruit and for the Eighth consecutive year, Growth Capital is the **number one SBA 504 lender in the State of Ohio**. Also, Growth Capital was ranked 37th out of 270 Certified Development Companies in the country and 9th out of 46 Certified Development Companies in our mid country region.



## Growth Capital Corporation Receives Delegated Authority from SBA

Growth Capital Corporation, a not-for-profit mission-driven small business lender located in Cleveland, has become the first U.S. Small Business Administration (SBA) Community Advantage lender to achieve expedited loan making authority in the Midwest. Only six other lenders have achieved this status nationally.

Delegated authority means less oversight from SBA and faster processing times for small businesses applying for loans. SBA Community Advantage lenders like Growth Capital are mission-oriented and are required to make loans into underserved markets and communities.

"This is great news for our district," said SBA Cleveland District Director Gil Goldberg. "The Community Advantage program provides small loans in the neighborhoods where access to capital is most urgently needed. Now that Growth Capital is a delegated lender, these neighborhood businesses will be able to get financing even more quickly and efficiently."

Community Advantage loans are SBA-guaranteed loans up to \$250,000. SBA provides a guarantee of up to 85% to help the lender make loans to businesses that might otherwise be considered too risky. A majority of the Community Advantage lender's loans must be in the following categories:

- Low-to-Moderate Income (LMI) communities
- Low-income workforce
- Empowerment Zones and Enterprise Communities
- HUBZones
- New businesses
- Veteran-owned businesses



Community Advantage loans can be used for a variety of business purposes, and guarantee fees are currently waived on loans under \$150,000.

"This allows us to bring access to capital to small businesses with the same speed and lack of bureaucracy as other lenders a hundred times our size," said John Kropf, executive director of Growth Capital. "We've already demonstrated success with this program, and with additional authority from

# CORPORATE VISION, MISSION AND

*Strategic Objectives!*

## \* Vision Statement

We seek to make Growth Capital the Premier Provider of Economic Development Financing in Ohio.

## \* Mission Statement

We provide Creative Financing Solutions for growing businesses.

## Strategic Objectives

- To be easy to work with for all
- To focus our marketing efforts on relationships
- To seek to operate at best-practice industry levels
- To develop additional products and services



*System Seals,  
2013 Economic  
Award winner!*



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### BOARD MEMBERSHIP

Alan Scheufler  
 Arnold Lockett  
 Ben Norton  
 Cherie Dimmerling  
 Chuck Ciuni  
 Daniel M. Prendergast  
 David Lukas  
 Frances Riemer  
 Frank P. DeTillio  
 Fritz Heintel  
 John Barth  
 John Moshier  
 John Tubbs  
 Jonathan Green  
 Kate Kerr  
 Kevin Schmotzer  
 Kristy Hull  
 Lawrence Allen  
 Mark Windnagel  
 Mike Klien  
 Steve Lorenz  
 Thomas Bechtel  
 Tracey Nichols  
 Vince Adamus  
 Wesley Gillespie

Ulmer & Berne, LLP  
 Cuyahoga County  
 Buckeye Community Bank  
 Kinetic Technologies, Inc.  
 Ciuni & Panichi, Inc.  
 Meaden & Moore, Ltd.  
 City of Cleveland  
 Retired-Huntington Bank  
 Lorain County Chamber of Commerce  
 PNC Bank  
 Chase Bank  
 KeyBank  
 Towards Employment  
 Meaden & Moore, Ltd.  
 Fifth Third Bank  
 City of Cleveland  
 Newmark Grubbs Knight Frank  
 Dollar Bank  
 Huntington National Bank  
 CP Advisors  
 Kamm's Corner Development Corp  
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