Accion Chicago is a nonprofit that provides loans and personalized business counseling to entrepreneurs in Illinois and Northwest Indiana.
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ON THE COVER
With Accion’s help, Nancy Allyn and Felix Vasquez opened their store. Read about Then-n-Again on page 10.
“Good jobs and good businesses are the lifeblood of communities.” These are the opening words of Accion Chicago’s first annual report 20 years ago. These words articulate the reason for the work that we do here at Accion. They were true in 1994, they remain true today, and they will guide our mission into the future.

Accion supports small businesses, creating jobs and stabilizing communities. Through our microloan program and business advisory services, we provide capital, credit counseling, and industry-specific coaching to entrepreneurs unable to secure traditional financing.

In 1994 Accion was a pioneer. We started in the Pilsen and Little Village neighborhoods of Chicago and made 66 loans totaling $270,000. Our 430 loans in 2013 disbursed $3.6 million to entrepreneurs throughout Illinois and Northwest Indiana and our staff provided business coaching to 2,639 clients.

The letter in our 1994–95 report continued: “Nothing is more important than the birth and growth of small businesses. These businesses create jobs, allowing individuals to prosper, families to succeed, and communities to thrive.” Through 2013 our more than 3,300 loans have disbursed $26 million for those everyday businesses that are the backbone of communities – daycares, auto shops, dry cleaners, salons, and restaurants. Current studies confirm that on average each Accion loan creates or retains nearly four jobs. For 2013 that’s $27 million in local wages.

This year we celebrate 20 years of microlending. Our fiscal health is stronger than ever. Our committed and highly trained staff works diligently to meet the growing demand for our services. We invite you to partner with us to ensure a future in which communities thrive because microentrepreneurs have the support they need to succeed. Twenty years ago we wrote, “Every time a new business appears and begins to grow, the fabric of the neighborhood becomes stronger.” Join us in revitalizing communities for decades to come.
Accion Chicago, the leading microlender in Illinois and Northwest Indiana, provides financial tools, services, and support to entrepreneurs who lack access to traditional sources of capital.

About Accion Chicago

Accion is a nonprofit organization that provides business support and small business loans to entrepreneurs unable to access traditional financing. We provide underserved entrepreneurs with tools they need to achieve financial security, grow their businesses, create jobs, and revitalize their communities.

When reviewing a loan application we consider a client’s personal character as well as experience, credit history, and profitability. Loan officers offer business development training to everyone who contacts Accion in search of a loan, strengthening their readiness for the marketplace. Applicants receive tailored technical assistance for credit and financial management and business strategy.

Accion contributes to equitable economic development by primarily serving underrepresented groups and communities in Illinois and Northwest Indiana. We are the leading microlender in the area, representing an estimated 90 percent of microloans throughout the region.

Our loan products range from $500-$50,000. Credit Builder loans from $500-$2,500 help a client establish or repair credit. Business loans up to $50,000 enable entrepreneurs to grow their businesses, and loans up to $20,000 are available for start-ups.

Accion Chicago is an independent member of the Accion U.S. Network, the largest micro- and small business-lending network in the country.
Our 2013 Portfolio & Impact

430 Loans, a 17% Increase over 2012

$3,595,065 Loaned

2,639 Clients Served

1,631 Jobs Created or Retained

$27 Million in Local Wages

596 Active Loan Accounts

$3,681,344 Active Portfolio

5.3% Net Loss Rate
At Accion, our goal is to provide our clients with the tools they need to succeed. Through our many dynamic partnerships we offer initiatives that broaden a small business owner’s skill set for success. Some of our partnerships and resulting programs have a geographic focus, while others support clients throughout our service area. Here are some of our current partners and programs:

**THE BOSTON BEER COMPANY**
**BREWING THE AMERICAN DREAM**

Jim Koch, Founder and Brewer, Samuel Adams (right), and Accion client Alberto Boleres (left), a coffee importer and distributor

Brewing the American Dream, a joint initiative between The Boston Beer Company and the Accion U.S. Network, provides one-on-one Speed Coaching and publicity for small business owners in the food, beverage, and hospitality industries. More than 150 local entrepreneurs have benefitted from this partnership.

90% of our borrowers in 2013 found Accion through referral sources.

**REFERRAL PARTNERS**
Our clients often learn about Accion from a Referral Partner. These are the more than 1,500 bankers, community leaders, and business professionals who share an understanding and a passion for our work. When a Referral Partner encounters an entrepreneur whom they believe Accion can help, they make an introduction to one of our loan officers. This broad network of local advocates makes our mission of access to capital a reality in the communities we serve.

**REMOTE LENDING PARTNERS**
Entrepreneurs far from our office also need our services. Accion works with and through Remote Lending Partners to meet those needs. Loan officers join with the local staff at small business resource centers to provide business services and support from loan application through closing to our remote clients.

Remote Lending Partners

1. Rock Valley College SBDC, Rockford, IL
2. McHenry County College SBDC, Crystal Lake, IL
3. College of Lake County SBDC, Grayslake, IL
4. Harper College SBDC, Palatine, IL
5. Waubonsee Community College SBDC, Aurora, IL
6. College of DuPage SBDC, Lisle, IL
7. Joliet Junior College SBDC, Joliet, IL
8. Governor’s State SBDC, University Park, IL
9. Hammond Innovation Center, Hammond, IN
10. Kankakee Community College SBDC, Kankakee, IL
11. Bradley University SBDC, Peoria, IL
12. Western Illinois University SBDC, Macomb, IL
13. Lincoln Land Community College SBDC, Springfield, IL
14. Justine PETERSEN, East St. Louis, IL
15. Rend Lake College SBDC, Ina, IL
16. Southern Illinois University SBDC, Carbondale, IL
CITY OF CHICAGO
Through a partnership with the City of Chicago and in conjunction with Mayor Emanuel’s Plan for Economic Growth and Jobs, Accion provides several initiatives:

CHICAGO MICROLENDING INSTITUTE
CMI is a public-private partnership with the City of Chicago, Citibank, and The Searle Funds at the Chicago Community Trust. Accion executed this initiative to strengthen the microlending infrastructure within Chicago by training other qualified organizations to be effective and self-sustaining microlenders.

SEED CHICAGO
Accion manages Seed Chicago, the City of Chicago’s curated Kickstarter page to promote projects by small business owners and community organizations that create jobs and cultivate economic growth in the City’s neighborhoods. Through Seed Chicago we are also growing partnerships with many other organizations that support entrepreneurs and are engaged in community development.

STEP UP CHICAGO
Industry Coaching by Step Up Chicago, developed by the City of Chicago’s Small Business Advisory Council, offers entrepreneurs the benefits of free industry-specific advice through 20-minute one-on-one sessions with industry experts in areas such as marketing, legal, and social media. Industry Coaching events also strengthen our growing partnerships with corporate sponsors and coaches.

NORTHWEST INDIANA
We have disbursed nearly $500,000 to Northwest Indiana entrepreneurs. The 20 loans in 2013 represented 5 percent of our total loan production and created or retained 120 jobs, 50 more than expected. In 2014, we will expand our service area beyond Lake and Porter Counties to also include LaPorte, Newton, Jasper, Pulaski, and Starke Counties.

CITY OF GARY
We have partnered with the City of Gary, the Gary Economic Development Corporation, and the Northwest Indiana Small Business Development Center to address the economic distress within the area. Loan officers have monthly office hours at partner locations.

JPMORGAN CHASE
ILLINOIS DISASTER RELIEF
In November 2013, downstate Illinois experienced the worst tornadoes in decades. When such disasters occur, the impact on small business owners can be enormous. Within a month of the disaster, Accion created and announced a special loan product. With the support of JPMorgan Chase, Accion began offering a low 3.25 percent interest rate on loans up to $50,000 to qualified borrowers in central and southern Illinois, thereby providing a vital option for those waiting for government or insurance funds.

TRAVELERS INSURANCE
SMALL BUSINESS RISK EDUCATION
Risk management is critical to the health and growth of a business. With a generous grant from Travelers, we are proud to partner with the Women’s Business Development Center to offer the Travelers Small Business Risk Education (SBRE) workshops and business continuity assessment program to help women and minority entrepreneurs prepare for the unexpected.

“I’m pleased to refer customers whose loans are too small for our bank to Accion. I know Accion will take good care of them.”
Karl Riley, Business Banking Officer, Charter One – 2013 Top Referral Partner

City of Chicago Mayor Rahm Emanuel at the welcome desk for the 2013 Taste of Accion.
2013 Clients at a Glance

**Loan Size**
- 21% $500–$2,500
- 38% $2,501–$6,999
- 23% $7,000–$11,999
- 16% $12,000–24,999
- 2% $25,000–$50,000

**Industry**
- 27% SERVICES
- 16% FOOD/BEVERAGE
- 12% RETAIL
- 9% TRANSPORTATION
- 7% BARBER/SALON/BEAUTY
- 5% CLEANING
- 4% DAYCARE
- 4% MEDICAL SERVICES
- 16% OTHER

**Ethnicity**
- 37% AFRICAN AMERICAN
- 35% CAUCASIAN
- 20% LATINO
- 5% OTHER/UNKNOWN
- 3% ASIAN

**Business Phase**
- 32% START-UP
- 68% EXPANSION

**Number of Loans and Total Dollars Loaned by Gender**
- 51% MALE
- 49% FEMALE
**Stacey Bennett**

**THE ROOST**

“Accion helped me make my dream come true. My employees and customers keep that dream real every day.”

When Stacey Bennett moved to downstate Illinois in 2012, she saw a need. The only local restaurant had been closed for two years. Within 10 months she had opened The Roost, offering residents a place to go for food, entertainment, and camaraderie while providing employment for seven people.

There were lots of obstacles along the way before The Roost was ready. A car collision destroyed the collateral Stacey had for the loan she finally secured from a bank. She needed another option. Stacey found Accion through the Small Business Development Center in Danville. With a $7,000 loan, Stacey bought the items needed to bring the restaurant up to code, including a stove and a new fire security system for the kitchen. Even through the long, hard winter, up to 50 customers stopped by daily for comfort food and conversation. “Accion helped me make my dream come true,” says Stacey, “and my employees and customers keep that dream real every day.”
In 2010 LaToya Jenkins took her two children and nephew, then ages 2, 5, and 6, to an indoor bounce house complex in a Chicago suburb. When she wanted to repeat that fun closer to home, she discovered there were no similar facilities on Chicago’s South Side. LaToya saw the opportunity and decided to create a business to offer families this safe and easy form of indoor entertainment locally.

Despite a demanding job as lead technologist in microbiology at LaRabida Children’s Hospital and a busy family life, LaToya took business classes and carefully created a plan for Wild Leapers, now located in Chicago’s South Side community of Beverly. Wild Leapers’ 10 part-time employees oversee six different bounce house activities that include an 18-foot-high slide and a 40-foot obstacle course.

LaToya learned about Accion through the local SBA office when she needed money for unexpected expenses, such as larger flooring mats, and additional working capital. “I’m so grateful for my $15,000 loan from Accion,” says LaToya. “They were there when I needed them, and it really helped me start a successful bounce house facility.”

Gary Cook is passionate about offering solutions for some of the environmental challenges facing people around the world. After retiring from his career as an engineer, he created Alectrona Group, which offers energy-efficient lighting and safe water products for residences, businesses, and communities. When he needed $8,000 to fulfill a key purchase order, Gary was referred to Accion by SCORE. “Without that loan, I would not have been able to grow the new product line,” he says.

Alectrona’s products can be found around the globe, providing energy solutions for residences and communities as well as in developing economies where there is no reliable electrical or power infrastructure. Customers, ranging from hospitals to homes and municipalities to international corporations, use Alectrona’s solar and LED products to save money, reduce energy consumption, and meet government regulations. Others in remote areas depend on Alectrona’s water filtration system.

All of Alectrona’s products reflect the company’s mission to enhance the quality of life for people around the world with environmentally sustainable, renewable energy. Gary is promoting two new LED products: one that lights up outdoor pathways and another that gives consumers the ability to program varying shades of indoor lighting throughout a 24-hour period.
What Ana Santos enjoys most as the owner of Brazil Express Churrasco Grill is introducing the people of Chicago to authentic Brazilian cooking. “People unfamiliar with Brazilian cuisine are surprised to find Italian and Portuguese influences,” she says, “and to see that much of our menu features fresh ingredients.”

Brazil Express has it all. Ana and her husband, Mario Vitelo, created a delicious menu with affordable prices. They assembled a great team of 10 full-time and 8 part-time employees to cook and serve the food. The restaurant, which opened to rave reviews in 2012, is family friendly with a neighborhood feel. In 2013, Ana and Mario needed to replace aging kitchen equipment and wanted to renovate part of the space for private parties. Their counselor at a local Small Business Development Center advised Ana that their loan request would be too small for their bank to consider and suggested they come to Accion. A $15,000 loan provided the needed funds, and now part of the vibrant and comfortable space can host private gatherings.
Accion Entrepreneurs

Nancy Allyn and Felix Vazquez
THEN-N-AGAIN

When Felix Vazquez lost his job at a major pharmaceutical company, he decided to start his own business. He proposed a business model inspired by Storage Wars, one of his favorite TV shows, to his partner, Nancy Allyn, who said, “Sure, let’s try!” and Then-n-Again was born. They found a storefront in their neighborhood but needed money to build out the space. A search on the internet led them to Accion, and soon a $5,000 loan enabled them to repair, paint, carpet, and finally move boxes from their crowded garage into the new Then-n-Again.

Merchandise in the store is based on what Felix buys at local storage facilities and liquidation sales – sight unseen. Nancy keeps the store space organized and ready for new items that have included expensive and costume jewelry, everyday dishes and delicate porcelain, furniture, name-brand clothes, accessories, and collectibles. “It’s always exciting when Felix returns with a full truck,” Nancy explains. “Each box is like a present. We have no idea what’s inside.”

Nancy enjoys having a small family business in the community they call home. They know their customers and many of those customers have gotten to know Nancy’s children who are often in the store after school. Felix and Nancy agree, “Our loan from Accion not only helped us get off to a great start, it changed our lives!”

Tequila Jarrett
WE JUS WANNA KLEAN

“Let us take the dirt off your hands’ is our motto,” says Tequila Jarrett, founder and CEO of We Jus Wanna Klean. “And my staff of nine janitorial associates will do it in an environmentally sound, completely trustworthy, and professional manner.”

When Tequila decided to make a career change, her parents suggested she start her own business. To them a cleaning company was a natural step, since they always came home to a sparkling house. Tequila took their advice and in 2002 started by cleaning homes for free so the client could decide if her work was quality service. Soon she was adding commercial clients to her growing list of residential customers.

Tequila wanted to replace and upgrade some equipment. She remembered that she had heard about Accion through a class at the Chicago Urban League. “While I know and understand the janitorial side of the business,” Tequila explains, “securing a $10,000 loan from Accion reinforced that I’m doing what a small business owner needs to do in order to be successful. I’m proud to be an Accion client and even prouder that they are one of mine!”

“I’m proud to be an Accion client and even prouder that they are one of mine!”
“Accion helped get me where I am,” says Shri Niwas-Kabra, owner of emotionalbonding.com, a small flower shop in Niles, IL. “Four years ago I moved here from Nepal. I had no relationship with a bank, but I did have a dream. Accion gave me a $1,000 Credit Builder loan which turned my dream into a reality and led to the successful business I have today.”

Shri studied the floral industry with a plan to open his own gifting business. To his surprise, he fell in love with the product. With his $700 savings, Accion’s Credit Builder loan, and the expertise of a florist at his neighborhood grocery store, Shri started his own business out of his apartment. A $4,000 Accion loan in 2011 helped him boost inventory and secure a kiosk in a mall for Mother’s Day. From the kiosk he moved to his current location. An $8,000 loan in 2013 helped him purchase a second delivery van, enabling his three drivers to service customers more efficiently. Emotionalbonding.com, supported by two designers, is one of the 500 top-rated FTD florists in the country and part of the Vera Wang wedding network.
The nine children at My First Steps Daycare rotate through the distinct sections of the colorful and spacious room designed especially for them by Maritza Barios de Argueta, the daycare’s owner. “There is a play area, reading nook, learning corner, snack space, and of course, a spot for naps,” Maritza says. “The kids love having their own special place rather than being in my living room. I do, too. I built out this extension thanks to a $10,000 loan from Accion.”

Maritza was a teacher in Guatemala. When she moved to Chicago, she wanted to continue to work with children, but in a different setting. She gained experience at several daycare centers and compiled ideas for how she would run her own. In 2011 Maritza started My First Steps Daycare with one child. As the business grew, the children took over more and more of her home. Since the families she serves work long hours, the daycare is open from 6 a.m. to 6 p.m. Maritza hired her daughter and one part-time employee, but it was clear the children needed a separate dedicated space. “That’s where Accion really helped,” she says. “A bank would not give me a loan. Now that the extension on my home is complete, I can focus on growing the business to 15 children.”

“My $10,000 loan from Accion was greatly appreciated and helped my business tremendously.”

“I discovered a love for the beauty of wood when I was nine years old, watching my dad in his workshop,” says Jon Brock, owner of Savanna Hardwood Flooring. “When I left my career as a mechanical engineer in the mid-1990s and started working as a contractor building houses with my brother, I rediscovered that passion, particularly for indoor woodwork.”

Before launching his own business, Jon wanted to expand his skill base, so he took carpentry classes on custom border installation plus sanding and finishing through the National Wood Flooring Association. “Having a family appreciate the work that I’ve enjoyed doing,” he says, “is one of the best things of being both the owner of the business and the person who does the work.”

When it was time to update some equipment, Jon approached his local bank for a loan. His banker explained that they could not provide the type of funding that Jon needed and referred him to Accion. “My $10,000 loan from Accion was greatly appreciated and helped my business tremendously.”
Thanks to Our Supporters

$100,000+
Citigroup Foundation
City of Chicago
JPMorgan Chase Foundation
Sealee Funds at The Chicago Community Trust
State of Illinois DCEO
U.S. Department of the Treasury/CDFI Fund

$50,000–$99,999
The Bank of America
Charitable Foundation
Sam’s Club*
Sam’s Club, Hodgkins, IL
The PrivateBank & Trust
Popular Community Bank
Old Plank Trail Bank
Foundation
The John S. & James L. Knight Foundation
Heitman LLC
GE Capital
American Chartered Bank
Bloomington Bank
Charter One Foundation
Des Plaines Bank
First Midwest Bank
First Bank/Illinois
First Financial Bank
First Savings Bank of Hegewisch
Harris Bank
Illinois Department of Commerce & Economic Opportunity
Leaders Bank
MB Financial Bank
Northern Trust Bank
Oxford Bank & Trust
Pacific Bank
Republic Bank
Seaway Bank & Trust Company
U.S. Bancorp
U.S. Small Business Administration

UP TO $4,999
Amalgamated Bank of Chicago
The Japan Institute Bank Leumi USA
Burling Bank
Capital One
City of Aurora
Cape Town Bank
Evergreen Bank Group
Guaranty Bank
Hoyne Savings Bank
Leaders Bank
Marquette Bank
Metropolitan Capital Bank
Oxford Bank & Trust
Standard Bank & Trust Co.
State Bank of India

IN-KIND
First Eagle Bank
Mayer Brown LLP
Pedersen & Weinstein LLP

LOAN FUND
INVESTORS
As of December 31, 2013
Amalgamated Bank
Bank Financial
Bank of America
Chicago Community Bank
City of Chicago
Office of the City Treasurer
Community Savings Bank
Economic Development Administration, U.S. Department of Commerce
Evergreen Bank Group
Fifth Third Bank
First Bank/Illinois
First Midwest Bank
First Savings Bank of Hegewisch
Harris Bank
Illinois Department of Commerce & Economic Opportunity
Leaders Bank
MB Financial Bank
Northern Trust Bank
Oxford Bank & Trust
Pacific Bank
Republic Bank
Seaway Bank & Trust Company
U.S. Bancorp
U.S. Small Business Administration

IN-KIND
First Eagle Bank
Mayer Brown LLP
Pedersen & Weinstein LLP

SPONSORS OF TASTE OF ACCION
American Chartered Bank
Charter One
Citibank
Chicago Neighborhood Initiatives
Community Savings Bank
Desmond & Ahern
Don & Bradstreet
Fifth Third
First Financial Bank
First Savings Bank of Hegewisch
First Eagle Bank

CONTRIBUTORS TO TASTE OF ACCION
Silent Auction
A Polished Work
adors512
Allied Live
Anthony’s Own
Apostle Shop
Big Shoulders Coffee
Blue Butterflies Boutique
Bob Harris
Bolero Coffee Co.
The Boston Beer Company
Closed 4 Tea
Dan Geddes
Demera Ethiopian Restaurant
dirt
Don & Bradstreet Credibility Corp.
Ellen Arthur
Fake Meats, LLC
First Eagle Bank
Hana’s Bowls
Hatch Valley
Ina Pinkney
International House of Suace & Seasonings
IT Lighthouse

“Taste has made every effort to make this list accurate and inclusive. If you discover an error, please contact dwinter@accionchicago.org so that we may correct our records. Thank you.”

Les Dlabay, Professor of Economics and Business, Lake Forest College

*Facilitated by the Accion U.S. Network
Accion Chicago Statement of Financial Position
December 31, 2013 and 2012

### ASSETS

<table>
<thead>
<tr>
<th>Current Assets</th>
<th>2013</th>
<th>2012</th>
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</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
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<tr>
<td>Unrestricted</td>
<td>$978,684</td>
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<tr>
<td>Designated for loan loss reserve</td>
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<td>Restricted</td>
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<td><strong>Total cash and cash equivalents</strong></td>
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<td>Government receivables, net</td>
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<td>Pledges receivable</td>
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<td>Loans receivable, less allowance for loan losses</td>
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<tr>
<td>Other receivable</td>
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<td>Accrued interest</td>
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<td>Prepaid expenses and deposits</td>
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<td><strong>Total current assets</strong></td>
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<td>Property and equipment, less accumulated depreciation and amortization</td>
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<td><strong>Other Assets</strong></td>
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<td>Loans receivable, less current portion</td>
<td>1,057,598</td>
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<td>Security deposit</td>
<td>59,884</td>
<td>62,000</td>
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<td><strong>Total Assets</strong></td>
<td>$6,552,383</td>
<td>$6,393,055</td>
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### LIABILITIES AND NET ASSETS

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<thead>
<tr>
<th>Current Liabilities</th>
<th>2013</th>
<th>2012</th>
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<tbody>
<tr>
<td>Notes payable - current</td>
<td>$414,227</td>
<td>$349,824</td>
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<tr>
<td>Accounts payable</td>
<td>137,755</td>
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<td>Accrued payroll and related costs</td>
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<td>Accrued interest</td>
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<td>Refundable advance</td>
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<td>Funds held for others</td>
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<td><strong>Total current liabilities</strong></td>
<td>832,127</td>
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<td>Long-Term Liabilities</td>
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<td>Notes payable, less current portion</td>
<td>1,691,413</td>
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<td><strong>Total liabilities</strong></td>
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<td>Net Assets</td>
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<tr>
<td>Unrestricted</td>
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<td><strong>Total net assets</strong></td>
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<td>3,921,681</td>
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<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td>$6,552,383</td>
<td>$6,393,055</td>
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The financial information presented herein has been compiled from Accion Chicago’s audited financial statements. The audits for 2013 and 2012 were conducted by Desmond & Ahern, Ltd. Copies of the full audit reports with accompanying notes and schedules are available upon request.
# Accion Chicago Statement of Activities

For the Years Ended December 31, 2013 and 2012

<table>
<thead>
<tr>
<th></th>
<th>2013 Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Total</th>
<th>2012 Unrestricted</th>
<th>Temporarily Restricted</th>
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<td><strong>Public Support and Revenue</strong></td>
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<tr>
<td>Contributions - corporations, foundations and individuals</td>
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<td>$ 37,500</td>
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<td>$ 912,293</td>
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<td>$ 912,293</td>
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<td>125,000</td>
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<td>40,500</td>
<td>40,500</td>
<td>-</td>
<td>-</td>
<td>187,500</td>
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<td>Donated services</td>
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<td>-</td>
<td>52,961</td>
<td>75,950</td>
<td>-</td>
<td>75,950</td>
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<tr>
<td>In-kind donations capitalized</td>
<td>5,000</td>
<td>-</td>
<td>5,000</td>
<td>24,045</td>
<td>-</td>
<td>24,045</td>
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<tr>
<td><strong>Total</strong></td>
<td>$ 1,084,342</td>
<td>$ 78,000</td>
<td>$ 1,162,342</td>
<td>$ 1,012,288</td>
<td>-</td>
<td>$ 1,199,788</td>
</tr>
</tbody>
</table>

| **Governmental Agencies** |                   |                        |       |                   |                        |       |
| Small Business Administration | 69,287 | - | 69,287 | 86,884 | - | 86,884 |
| U.S. Dept. of the Treasury (CDFI) | - | - | - | 600,000 | - | 600,000 |
| City of Chicago, Dept. of Business Affairs and Consumer Protection | 327,167 | - | 327,167 | 72,833 | - | 72,833 |
| Illinois Dept. of Commerce and Economic Opportunity | 376,874 | 538,706 | 915,580 | 862,561 | 865,776 | 1,728,337 |
| **Other** | 3,001 | - | 3,001 | - | - | - |
| **Total** | $ 776,329 | 538,706 | $ 1,315,035 | $ 1,622,278 | 865,776 | $ 2,488,054 |

| **Special Event** |                   |                        |       |                   |                        |       |
| Contributions | 51,365 | - | 51,365 | 45,503 | - | 45,503 |
| Ticket sales | 8,899 | - | 8,899 | 6,295 | - | 6,295 |
| Less direct benefit to donors | (16,238) | - | (16,238) | (11,203) | - | (11,203) |
| **Total** | 44,026 | - | 44,026 | 40,595 | - | 40,595 |

| **Other Revenues** |                   |                        |       |                   |                        |       |
| Loan interest | 218,186 | 93,903 | 312,089 | 128,147 | 80,663 | 208,810 |
| Administrative loan fees | 78,383 | 30,242 | 108,625 | 19,915 | 36,323 | 56,238 |
| Late payment charges | 12,323 | - | 12,323 | 8,138 | 1,921 | 10,059 |
| Investment income | 814 | - | 814 | 608 | 133 | 741 |
| Participation income | 21,123 | - | 21,123 | 10,211 | - | 10,211 |
| Miscellaneous | 15,538 | - | 15,538 | - | - | - |
| Net assets released from restrictions | 639,949 | (639,949) | - | 243,063 | (243,063) | - |
| **Total other revenues** | 986,316 | (515,804) | 470,512 | 410,082 | (124,023) | 286,059 |
| **Total Public Support and Revenue** | 2,891,013 | 100,902 | 2,991,915 | 3,085,243 | 929,253 | 4,014,496 |

| **Expenses** |                   |                        |       |                   |                        |       |
| Program services | 2,093,552 | - | 2,093,552 | 1,859,492 | - | 1,859,492 |
| Management and general | 424,292 | - | 424,292 | 310,036 | - | 310,036 |
| Fundraising | 366,909 | - | 366,909 | 306,476 | - | 306,476 |
| **Total Expenses** | 2,884,753 | - | 2,884,753 | 2,476,004 | - | 2,476,004 |

| **Change in Net Assets** |                   |                        |       |                   |                        |       |
| 6,260 | 100,902 | 107,162 | 609,239 | 929,253 | 1,538,492 |

| **Net Assets, Beginning of Year** | 327,449 | 3,594,232 | 3,921,681 | (281,790) | 2,664,979 | 2,383,189 |
| **Net Assets, End of Year** | $ 333,709 | $ 3,695,134 | $ 4,028,843 | $ 327,449 | $ 3,594,232 | $ 3,921,681 |
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Gregg Baker, Vice President, Charter One Bank

Sudharp Chakrabarti, Area Manager, JPMorgan Chase

Catherine Delargrave, Vice President, JPMorgan Chase

Melissa Godina Kelly, Vice President, Forest Park National Bank & Trust Co.

Chris Hansen, Assistant Vice President, MB Financial Bank

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Michael McCracken, Illinois Region President, Popular Community Bank

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Edmundo Rodriguez

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Development & Communications

STAFF

AS OF FEBRUARY 28, 2014

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Senior Loan Officer & Trainer

HUSSAIN BHANPURI  
Senior Loan Officer

NITIKA CHAUHAN  
Senior Loan Team Manager

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Senior Loan Officer & Trainer

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Lending Team Manager

KYLE JONES  
Manager, Accounting & Operations

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Intake Specialist

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Lending Team Manager

ALEJANDRA RUALES  
Lending Associate

BETSY NEELY SIKMA  
Manager, Development & Communications

TOMAS WHITE  
Business Process Analyst

DAMON WINTERS  
Development Associate

MEGAN WISEMAN  
Programs & Impact Associate

ANNUAL REPORT  
Photos by: Damon Jacoby, Betsy Neely Sikma,  
and Moondance Production

Fifteen interns worked more than 11,000 hours.