EFFECTIVE 2016 FISCAL YEAR

The Nebraska Enterprise Fund had its most effective fiscal year (ending June 30, 2016) on record ending with $7,188,095 of outstanding portfolio.

During the fiscal year, NEF disbursed $2,775,410 through 106 direct loans to 84 diverse businesses across Nebraska impacting 328.5 jobs. 69% of these loans were disbursed to traditionally disadvantaged business owners: 46% to African-American businesses, 13% to Hispanic/Latino Businesses, 3% to Native American and 7% to other populations. These loans provided key capital to entrepreneurs with viable businesses, but are not yet ready for formal financing. Because of NEF, these businesses expanded their operations with critical capital for equipment and working capital to continue to strengthen the communities where they are located.

NEF continues to have over $2 million invested in 9 other Micro Development Organizations with focused target markets. These partners provided 172 loans to viable businesses that otherwise would not have access to business capital.

In addition to lending, NEF continues to provide technical assistance through training and consulting. The first annual “Start-Up to Success” Seminar was highly received in October 2015. NEF launched its in-depth “Business Acumen Training, Mentoring, and Finance” program reaching 72 participants through five training cohorts including four cohorts in Spanish. This important training equips entrepreneurs with focused tools to accelerate their sales, increase profitability, and grow their businesses leading to asset creation and local economic development.

NEF contributes to the small business eco-system of Nebraska by connecting business to resources. Because of NEF, entrepreneurs have access to capital, training, and mentoring needed to grow a successful business.

Financials

During the 2015-16 Fiscal Year ending June 30, 2016, NEF grew its total assets from $7.25 MM to $9.1 MM while increasing its net assets by 653,000 to 4.8MM with a self-sufficiency of 62% after loan loss and provisions, exceeding CDFI Fund norms.

<table>
<thead>
<tr>
<th>INCOME</th>
<th>EXPENSES</th>
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<tbody>
<tr>
<td>GRANTS (OPERATIONS)</td>
<td>PERSONNEL</td>
</tr>
<tr>
<td>39.4%</td>
<td>43.6%</td>
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<tr>
<td>INTEREST EARNED</td>
<td>GENERAL ADMIN</td>
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<tr>
<td>26.7%</td>
<td>2.5%</td>
</tr>
<tr>
<td>OTHER EARNED</td>
<td>INTEREST</td>
</tr>
<tr>
<td>4.7%</td>
<td>9.3%</td>
</tr>
<tr>
<td>GRANTS (REVOLVING</td>
<td>LOAN LOSS/PROVISION</td>
</tr>
<tr>
<td>LOAN FUNDS)</td>
<td>20.3%</td>
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<td>29.2%</td>
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Liabilities and Net Assets $9,107,202

<table>
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<tr>
<th>NET ASSETS</th>
<th>LONG-TERM OBLIGATIONS</th>
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<tr>
<td>52.7% - $4.8MM</td>
<td>44.5% - $4.05MM</td>
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CURRENT LIABILITIES 2.8% - $.26MM

Assets $9,107,202

NET LENDING INSTRUMENTS OUTSTANDING 78.9%

CASH AND EQUIVALENCES 15.3%

RESERVE FUNDS 3.3%

GRANTS RECEIVABLE 2.3%

OTHER ASSETS 0.1%
A VIBRANT NEBRASKA

It has been my pleasure to be associated with the outstanding team here at the Nebraska Enterprise Fund. We have made a significant difference in small and micro business lending throughout the state of Nebraska and the eco-system supporting our small businesses and entrepreneurs.

With close to $7 Million in loan outstanding and over $2.75 Million in lending activities this fiscal year we have contributed to the success of small and new startup business throughout the state. These are the businesses that are growing, expanding, and creating jobs adding to the economic vibrancy of our local communities, regions, and state.

I am also very proud that the communities and constituents we serve have been some of the most underserved in the state. These entrepreneurs are creating businesses and an example of success in their communities that will support economic development and needed growth and stability.

Thanks to the outstanding commitment of the volunteers and the dedicated staff that keeps the organization meeting the needs of the small business community, NEF has had another successful year. I also what to thank the Stakeholders that continue to support NEF’s vision of a vibrant Nebraska where small and micro-businesses have opportunities to excel.

ANDREW WILLIAMS
Board Chairman
drewscar1@gmail.com

Our Partners

CC-MTDP
GROW Nebraska
HCCCC
HEDC
MLCDC
NetForce
NED, Inc.

Our Funders

Bank of the West
CDFI Fund
Federal Home Loan Bank - Topeka
First National Bank Omaha
Great Western Bank
Mutual of Omaha Bank
NE Department of Economic Development
Omaha Community Foundation

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LOS SOLESITOS

Los Solesitos Daycare Center was founded in November 2014 by Adriana Chavez and Maria E. Castro after Adriana had successfully managed her home daycare business for four years. Los Solesitos started with an enrollment of 37 children, all transfers from Adriana’s home daycare center, and as of December 2016, they serve 85 children.

Enrolled in the Nebraska Department of Health and Human Services STAR QUALITY PROGRAM

Turn the page to read more.
Continued from inside

Los Solesitos is ranked as one of the Highest Qualified Daycare and Learning Centers in Nebraska. Los Solesitos is also rated on other research-based standards which include curriculum, the learning environment, staff interactions with children, family engagement initiatives as well as child outcomes such as social growth and development.

Los Solesitos received funding from NEF, Midlands Latino Community Development Corporation, and First National Bank to open their location in South Omaha. The center expanded from 5 employees at the end of 2014 to 14 by 2016. The center is going through an expansion and they are looking to open a new location in Bellevue Nebraska.

When Virgil approached NEF, he had three employees. He now hires nine low to middle income men and women within the community, he loves the opportunity to give back and to transfer skills to others. In his own words, “Somebody helped me now I’m helping others.” He expects to have 15 employees by the end of next year.

Nebraska Enterprise Fund helped my business grow. On a scale of 1 to 10 my business was at a 4 financially. Now with the Nebraska Enterprise Fund my business and I are at a 7 financially. They were and still are a tremendous source that is helping the growth of my company.”

Virgil Johnson
OWNER KCT CONSTRUCT, INC.
(pictured on front)

I am so thankful to NEF for the support they have given us financially. Without their funding we would not have been able to open the Center nor expand it. Also, they have mentored, provided us with technical assistance and workshops on how to accelerate our sales. These workshops helped me a great deal to manage the financial aspect of my business, my employees, and more importantly, help reduce expenses. I recommend this course to all small business owners.”

Adriana Chavez
OWNER OF LOS SOLESITOS DAY CARE

KCT CONSTRUCTION

Virgil Richardson, a Master Carpenter and veteran, began his business on September 21, 1995, a date he remembers well. He began his journey as an entrepreneur picking up odd jobs and contracting work that kept him busy, but knew there was potential to do more.

Last year, Virgil joined The Greater Omaha REACH initiative as a contractor. NEF collaborates with the REACH initiative which provides invoice lending to small and emerging businesses. When Virgil came to NEF, he was not bankable and he secured his first invoice loan from NEF, finished the contract and paid off his original loan. Virgil applied for and received another contract and has been successfully winning new and bigger contracts since working with NEF. He continues to use NEF’s invoicing loans and always pays off his accounts accordingly. In the coming months he expects to secure a larger loan to purchase construction equipment and needed working capital which will allow him to continue to grow.

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