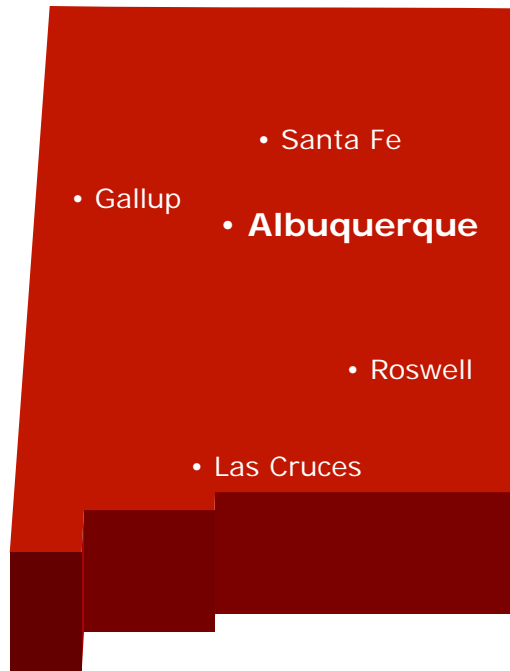




## Helping people start or grow businesses since 1989

November, 2005

WESST Corp



WESST Corp

## Mission

- To assist women and minorities to create their own economic security by reducing the risk of starting and growing their own businesses

WESST *Corp*

## Core Competencies

Access to capital

Consulting

Training

Business \* Financial Literacy

WESST *Corp*

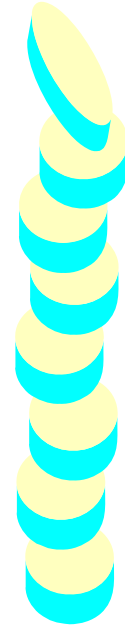
# Microloan Fund\*

Established 1990

307 loans -- \$1.7mn

Default rate:

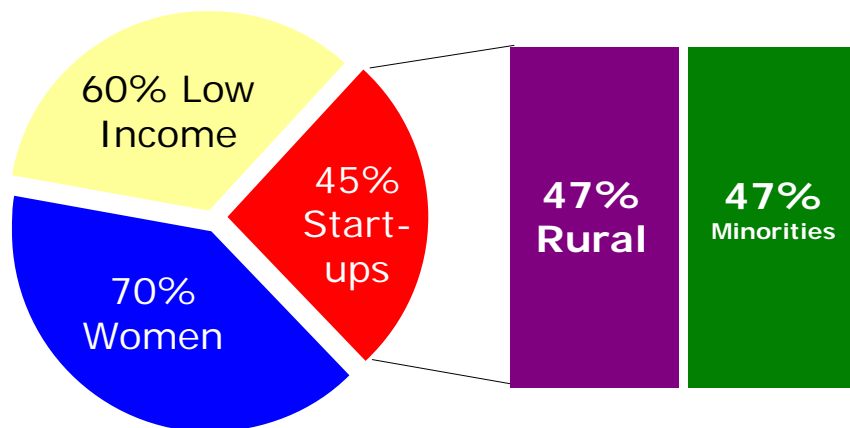
1.5% (past 5 years)



WESST Corp

\*Source: WESST Corp Loan Fund Report Q-3, 2005

# 307 Microloans



WESST Corp

\*Source: WESST Corp Loan Fund Report Q-3, 2005

# IDA – Individual Development Accounts

77 participants to date

6 asset purchases

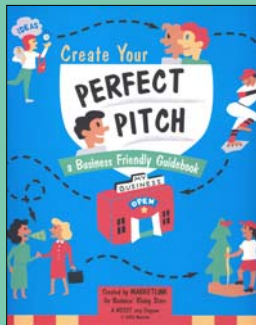
5 partial redemptions



WESST Corp

\*Source: WESST Corp Loan Fund Report Q-3, 2005

## Special Initiatives



### MARKETLINK

*Perfect Pitch™* Training Curriculum

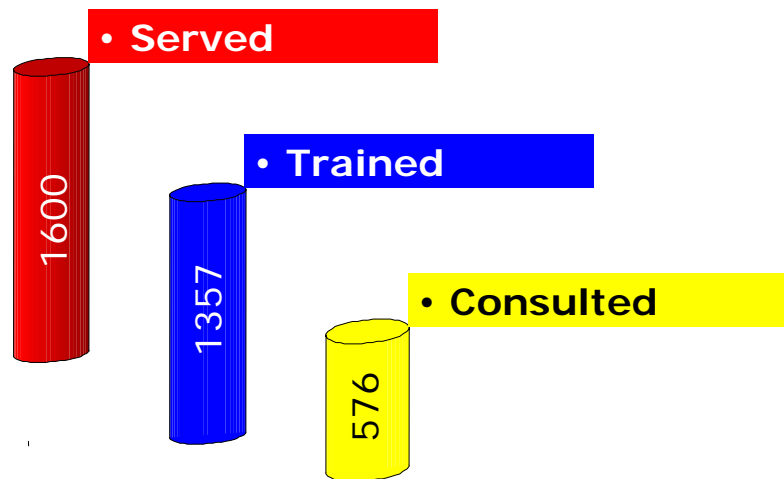
Ecommerce website:

[www.WesstArtisans.com](http://www.WesstArtisans.com)



WESST Corp

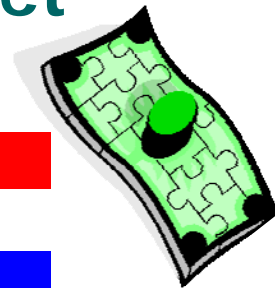
## Program Scope 2004



WESST Corp

## Economic Impact

- 1,850 business starts
- 2,849+ jobs created
- \$75.0 mn client revenues '01-'05



WESST Corp

# WESST Corp



***Helping people  
start or grow  
businesses  
since 1989***

WESST *Corp*