5-YEAR CLIENT OUTCOMES FINDINGS

Every year, WEV conducts follow up interviews with our clients to determine program impact and client outcomes. The following data was collected from interviews with 690 WEV clients served between 2009-2012 about their experiences 12-18 months after receiving services.

Social Return on Investment

Every dollar invested in WEV’s programs generates a return of $12 to the local economy (increased income for business owners and employees, increased tax revenue, and increased income and spending by local businesses).

Business Performance within 12-18 Months of Service

• The percentage of clients operating a business has increased from 41% at intake to 66% at time of the survey.

• 46% of pre-business clients have started a business, with average sales of $56,855 and owner’s draw of $16,699 (of those taking a draw).

• 92% of clients who were in business at intake are still in business with average sales increasing by 50% from $67,481 to $96,767, and owner’s draw increasing 28%, from $14,359 to $18,065.

Clients Operating a Business

<table>
<thead>
<tr>
<th>Intake</th>
<th>Survey</th>
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<tbody>
<tr>
<td>47%</td>
<td>68%</td>
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Updated 10/2014
Client Financial Impact Within 12-18 months

- Forty-four percent of WEV clients have increased their household income by an average of 29% from $46,629 to $60,325.
- WEV clients are saving an average of $9,338 annually.
- Eighty-one percent of clients in poverty at intake have moved out of poverty.
- Unemployment* among clients has dropped by 70% between intake and survey.

*clients who do not have a business or an outside job

Updated 10/2014
Community Economic Impact

Since 2009, WEV-assisted businesses have:

- Created a total of 1,145 new jobs in the community
- Sustained an additional 1,407 jobs
- Generated an estimated $6.6 million in tax revenues for the state and local economy

Impact that Lasts

Longitudinal studies of WEV clients show that five years after receiving services from WEV:

- 57% of pre-business clients have started a business, and 80% of existing businesses are still in business.
- Average sales of existing businesses have increased almost ten-fold, and owner’s draw has increased five-fold.
- 45% of clients have increased their household income by an average of 46%.
- 85% of clients in poverty at intake have moved out of poverty.