Dear Friends & Supporters,

2015 was a transformational year for Pathway Lending. We reached our highest ever levels of lending and educational activities in pursuit of our mission of providing “lending solutions and educational services” to entrepreneurs.

In 2015, Pathway Lending originated a record 151 loans totaling $30.9 million more than a 100% increase in both dollar and number of loans from 2014. This lending resulted in $57 million in outstanding loans at the end of the year and cemented our place among the nation’s leading CDFIs. In fact, we have delivered record results in each of the last five years. Our financial results reflected strong performance across our business as we continued to deliver on our many commitments — including developing innovative products, expanding partnerships and outreach, and implementing new internal efficiencies.

As we pursued expansion of our educational programs we opened the Pathway Women’s Business Center to deliver more education to a broader group of emerging and established entrepreneurs. This strategy resulted in 450 clients receiving 1-on-1 counseling and 64 classroom education activities resulting in 4600 training hours in our first year. Our team’s comprehensive strategy of combining financial and educational solutions under one roof creates increased value for our clients and partners alike.

While we believe our future outlook is very bright we know we must continue to innovate to meet the ever-changing needs of entrepreneurs. The economy continues to shift, new competitors emerge, and the idea of cash on demand has crept into our customers’ vocabulary. All that said, we remain optimistic about our future. While we have successfully responded to market demands for more than 15 years — we believe that our strategy of outreach, innovation, and efficiency will continue to allow us to grow our market presence and impacts we have on Tennessee small businesses.

Lastly, it is a privilege to work for this great organization and with such talented, committed, and passionate people. Our team does outstanding work every single day — sometimes under enormous pressure. Their ability to listen and address client needs while continuing to provide the highest level of customer service fills me with great pride. This team has continually stretched to help clients grow and achieve ever greater results and impacts each year. I hope you share my enthusiasm for the work we do, and I look forward to our continued partnerships in the years to come.

Sincerely,

Clint Gwin
President, Pathway Lending
Lending Impacts

2015 LENDING BY THE NUMBERS

<table>
<thead>
<tr>
<th># OF LOANS MADE IN 2015</th>
<th>$ OF LOANS MADE IN 2015</th>
<th># OF BUSINESSES SERVED</th>
</tr>
</thead>
<tbody>
<tr>
<td>151</td>
<td>67.5</td>
<td>123</td>
</tr>
<tr>
<td>$30.9 MILLION</td>
<td>73.9</td>
<td></td>
</tr>
</tbody>
</table>

Pathway Lending serves businesses throughout the state of Tennessee; but focuses its activities on underserved Target Markets that include businesses located in Qualified Investment Areas (as defined by low-income census tracts, poverty rates, and unemployment statistics) and African-American owned businesses.

LENDING ACTIVITY BY PRODUCT TYPE

- WORKING CAPITAL: 33%
- PLANT & EQUIPMENT: 24%
- ENERGY EFFICIENCY: 20%
- ACQUISITION: 10%

ENERGY EFFICIENCY LENDING DETAIL

- HVAC: 44% ($2,738,900 | 7 LOANS)
- BUILDING RETROFITS: 2% ($100,000 | 1 LOAN)
- LIGHTING: 34% ($2,096,861 | 29 LOANS)
- RENEWABLES: 8% ($507,000 | 3 LOANS)
- BUNDLE: 12% ($740,389 | 3 LOANS)

AMOUNT OF LOANS MADE BY DOLLAR RANGE

- $1 - $50K: 10% ($100,000 | 2 LOANS)
- $50K - $100K: 10% ($100,000 | 2 LOANS)
- $100K - $250K: 14% ($250,000 | 3 LOANS)
- $250K - $500K: 16% ($500,000 | 3 LOANS)
- $500K - $1M: 10% ($500,000 | 2 LOANS)
- $1M+: 16% ($1,000,000 | 1 LOAN)
- AVERAGE LOAN BY DOLLAR RANGE:
  - $1 - $50K: $50,000
  - $50K - $100K: $75,000
  - $100K - $250K: $150,000
  - $250K - $500K: $333,333
  - $500K - $1M: $500,000
  - $1M+: $1,000,000

Pathway Lending’s mission is to provide underserved small businesses with lending solutions and educational services that result in job creation and economic development.

Loan Client Impacts

TOP 10 INDUSTRY SEGMENTS SERVED

- Manufacturing: 31.3%
- Real Estate & Rental: 14%
- Accommodation & Food Service: 12.5%
- Construction: 9.9%
- Transportation & Warehousing: 8.8%
- Retail Trade: 4.5%
- Professional and Technical: 4.1%
- Other Services: 3.4%
- Administrative, Support, and Waste Management/Remediation: 3.1%
- Arts, Entertainment, & Recreation: 3%

BUSESSES SERVED

- 97 NEW CLIENTS
- 26 EXISTING CLIENTS

- 31% MINORITY OWNED*
- 43% WOMEN OWNED*
- 2235 HOURS OF 1 ON 1 BUSINESS COACHING

3204
Tennessee Jobs Impacted

*PERCENTAGES BASED ON # OF LOANS

Tennessee Jobs
In Our Target Market
Entrepreneurs think big. They dream, plan, and execute strategies to build and sustain thriving businesses. Jeff Van Hoose is one such entrepreneur. His business, VanHooseCo Precast Concrete, started small but scaled quickly following the 2008 Great Recession, as it added new divisions and took on new opportunities across the Southeast.

To successfully maintain and fund this growth, Van Hoose needed a financial partner. Pathway Lending, together with Pinnacle National Bank, was able to be that partner. It provided the financing needed to purchase cutting-edge equipment and double the size of their Loudon County manufacturing facility.

“I have to say that Pathway Lending was easy to work with,” said Van Hoose. “They took the time to understand my opportunities and financial needs. We worked together to build my business for the better.”

Pathway Lending’s partnerships, whether with education providers or TBA Member Banks, make big things happen in Tennessee. VanHooseCo is proof of that; with 165 employees and a growing number of contracts with TDOT, they are building the infrastructure essential to Tennessee’s economic growth and prosperity. With new equipment and expanded facilities, VanHooseCo will undoubtedly continue its strong history of growth.

“Adapting to the changing needs of our customers has always been crucial for us,” said Van Hoose. “By utilizing cutting-edge technology, made possible through our work with Pathway and Pinnacle, we can offer products that will keep VanHooseCo at the top of our industry for decades to come.”

Strong partnerships make it easier for Tennessee business to grow.

Client Profile: VanHooseCo Precast Concrete

The Tennessee Small Business Jobs Opportunity Fund was created with $10 million from the Tennessee General Assembly, and has leveraged $20MM of additional private capital in excess of that amount to provide loans to businesses in all Tennessee counties to expand operations and create or retain jobs.

HISTORIC TN SBJOF LENDING ACTIVITY:
- Launched in 2011
- $10,631,598
- 125 Loans
- 89 Businesses

The U.S. Small Business Administration Microloan Program provides small businesses with small short-term loans, up to $50,000, for working capital or the purchase of inventory, supplies, furniture, fixtures, machinery and/or equipment.

HISTORIC SBA LENDING ACTIVITY:
- Launched in 2000
- $3,981,072
- 164 Loans
- 148 Businesses

Gerald Gooch, owner of Nashville Party Trailers, is one of the many small business owners in Tennessee who have turned to Pathway Lending for financial assistance and guidance. As a former entrepreneur and part of Nashville’s entertainment industry, Gooch had a vision of creating a business that would provide mobile refrigeration services to the growing number of neighborhood events and festivals around the city.

Taking a measured approach to launching his business, Gooch first worked with SCORE to craft a business plan and then approached Pathway Lending for a loan to purchase a refrigerated beer tap trailer, which can handle any combination of domestic, imported, craft or home-brewed beers.

“People don’t realize that my “overnight success” didn’t happen overnight,” said Gooch. “It took a lot of planning and dedication – and of course, partners like Pathway Lending, to make my vision a reality.”

Since becoming a loan client in 2015, Gooch has worked with the advisory team at Pathway Lending to make informed decisions about his business growth. The team provides guidance on cash flow management, QuickBooks and general business strategy.

“Now that I’ve launched, I still need the right education and advice to keep my business successful,” said Gooch. “I’m looking forward to the next chapter of my business, and with partners like SCORE and Pathway Lending, I’m confident that it will be a successful one.”

Taking the long view: Overnight success doesn’t happen overnight.

Client Profile: Nashville Party Trailers

HISTORIC SBA LENDING ACTIVITY:
- Launched in 2000
- $3,981,072
- 164 Loans
- 148 Businesses

Placement of text to be consistent with the format of the previous pages.
After suffering a heart attack & emergency open heart surgery at 40 years old, Vanee Simmons made the conscious decision to slow down, ‘be still’ & love life on a different level. During her long recovery, Simmons reflected on the words of hope and encouragement offered by others. These words became the inspiration behind eva belle, whose boards, wall art, and other products are timeless pieces that are intentionally designed to allow the words to be the focus.

Through the early stages of her business, Simmons worked with the Tennessee Small Business Development Center at Dyersburg State Community College. But when it was time to grow, she was referred to Pathway Lending. “Working with Pathway Lending helped me to get my business finances in order and prepare myself for growth,” said Simmons. “As a small business owner, I have to be focused on what opportunities lay ahead. I now have the tools I need to plan for my business’ future, not just worry about debt and expenses.”

The future does indeed look bright for Simmons, who has grown her wholesale business to include hundreds of clients across the United States. Her focus and passion has been a driving force in this success, garnering her awards including ‘Entrepreneur of the Year’ 2015. Tennessee Woman Owned Small Business of the Year 2014 and ‘West Tennessean Market January 2014 and ‘West Tennessee Woman Owned Small Business of the Year’ 2015. Handmade and eco-friendly, eva belle’s boards and other products can be found in a growing number of retailers across the US, including Ashley Home, Altar’d State, and Terri Hannah Home & Garden.

Entrepreneurship often follows an unexpected path to success.

The Tennessee Rural Opportunity Fund provides loans to small businesses in rural Tennessee that are unable to access traditional bank financing. Capitalized with private bank capital and forgivable loans from the State of Tennessee’s Small and Minority Owned Business (SMOB) Program, TN RDF has made a big impact in communities across Tennessee.

**HISTORIC TNROF LENDING ACTIVITY:**
- Launched in 2007
- 75 Businesses
- $20,338,636

The Affordable Multifamily Housing Loan Consortium represents a strategic public-private partnership that supports communities through loans for construction, refinancing, and renovations on multifamily housing properties in low-to-moderate-income communities Tennessee.

**HISTORIC MFLP LENDING ACTIVITY:**
- Launched in 2014
- $6,625,000
- 132 Businesses
- 3 Affordable Housing Communities

The Tennessee Energy Efficiency Loan Program provides financing for energy efficiency and renewable energy projects for businesses and non-profits of all sizes in all of Tennessee’s ninety-five counties. The program represents a $35 million commitment in loan capital and operating support from public and private sources, including the state of Tennessee and the TVA.

**HISTORIC TNEEF LENDING ACTIVITY:**
- Launched in 2010
- $6,625,000
- 150 Loans
- 132 Businesses

Wedgewood Towers

On a hill overlooking Nashville’s booming 12South neighborhood, Wedgewood Towers has seen plenty of change in recent years. While new condo and townhouse developments pop up next door, this affordable rental housing community isn’t going anywhere soon. That’s because the property refinanced its debt through Pathway Lending’s Loan Consortium for Affordable Multi-Family Housing.

“The city has changed so much,” said Patti Horner, manager for Wedgewood Towers. “It’s unbelievable how expensive it’s become. But that’s why it’s so important that we’re here.”

Wedgewood Towers offers 121 units of affordable rental housing to low-income individuals, typically the elderly and those with disabilities. In 2014, it first worked with Pathway Lending to secure long-term, permanent financing to keep these affordable units on the market.

But that’s not where the partnership ended. Like many multifamily affordable housing communities, Wedgewood Towers was full of untapped energy efficiency potential. In 2015, it worked with Pathway Lending to upgrade its HVAC systems – a project that both improved the quality of life for residents and reduced operating expenses associated with the outdated systems.

“Finding the right financing is particularly important for affordable housing communities,” said Robert Trent. “Pathway’s Energy Efficiency Loan Program provided a cost-effective financing option that created a win for both the business and the residents.”

Keeping housing affordable in Tennessee, now and for years to come.
### Income Statement

<table>
<thead>
<tr>
<th>2015</th>
<th>2014</th>
<th>$ Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest Income Loans</td>
<td>$2,978,372</td>
<td>$2,677,867</td>
<td>$300,505</td>
</tr>
<tr>
<td>Interest Income Deposits</td>
<td>61,640</td>
<td>105,711</td>
<td>$(44,071)</td>
</tr>
<tr>
<td>Financing Fees and Charges</td>
<td>223,351</td>
<td>222,979</td>
<td>$372</td>
</tr>
<tr>
<td>Management Fees</td>
<td>287,258</td>
<td>143,566</td>
<td>$143,692</td>
</tr>
<tr>
<td>TOTAL Interest and Program Service Revenue</td>
<td>3,550,621</td>
<td>3,150,123</td>
<td>$400,498</td>
</tr>
<tr>
<td><strong>Change in Net Assets</strong></td>
<td>$680,741</td>
<td>$2,090,730</td>
<td>$(1,409,989)</td>
</tr>
</tbody>
</table>

### Balance Sheet

<table>
<thead>
<tr>
<th>2015</th>
<th>2014</th>
<th>$ Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$2,006,843</td>
<td>$4,991,828</td>
<td>$(2,984,985)</td>
</tr>
<tr>
<td>Operations</td>
<td>$7,114,714</td>
<td>20,237,404</td>
<td>$(13,122,690)</td>
</tr>
<tr>
<td>Restricted Cash - Lending</td>
<td>3,566,136</td>
<td>1,397,205</td>
<td>$1,168,931</td>
</tr>
<tr>
<td>Total Cash</td>
<td>32,687,693</td>
<td>26,614,437</td>
<td>$6,073,256</td>
</tr>
<tr>
<td>Loans Outstanding</td>
<td>57,728,426</td>
<td>48,774,019</td>
<td>$8,954,407</td>
</tr>
<tr>
<td>Allowance for Loan Losses</td>
<td>$(3,280,174)</td>
<td>$(1,057,131)</td>
<td>$(2,223,043)</td>
</tr>
<tr>
<td>Net Loans</td>
<td>54,448,252</td>
<td>37,716,888</td>
<td>$16,731,364</td>
</tr>
<tr>
<td>Grants Receivables</td>
<td>35,672</td>
<td>58,928</td>
<td>$(23,256)</td>
</tr>
<tr>
<td>Accrued Interest Receivables</td>
<td>227,821</td>
<td>208,703</td>
<td>$19,118</td>
</tr>
<tr>
<td>Other Assets</td>
<td>522,432</td>
<td>706,844</td>
<td>$(184,412)</td>
</tr>
<tr>
<td>Property and Equipment, net</td>
<td>1,633,813</td>
<td>1,610,091</td>
<td>$23,722</td>
</tr>
<tr>
<td>TOTAL ASSETS</td>
<td>$89,555,683</td>
<td>$75,751,979</td>
<td>$13,803,704</td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable</td>
<td>$(74,873)</td>
<td>$(52,116)</td>
<td>$(22,757)</td>
</tr>
<tr>
<td>Interest Payable</td>
<td>$(14,000,000)</td>
<td>4,000,000</td>
<td>$(18,000,000)</td>
</tr>
<tr>
<td>Lines of Credit Payable</td>
<td>1,172,987</td>
<td>1,099,277</td>
<td>$73,712</td>
</tr>
<tr>
<td>Mortgage Payable</td>
<td>14,779,788</td>
<td>11,989,684</td>
<td>$2,790,104</td>
</tr>
<tr>
<td>Notes Payable (Program Borrowings)</td>
<td>35,578,788</td>
<td>32,428,788</td>
<td>$3,150,000</td>
</tr>
<tr>
<td>Notes Payable (Program EQ2)</td>
<td>222,294</td>
<td>527,423</td>
<td>$(305,129)</td>
</tr>
</tbody>
</table>
| Deferred Revenue Attributed to State Grants | 106,484 | 106,484 | $- | 0.0%
| Funds Managed for Third Parties | 106,484 | 106,484 | $- | 0.0%
| Other Liabilities | 198,709 | 307,409 | $(108,700) | -35.4% |
| TOTAL LIABILITIES | $66,564,149 | $53,441,186 | $13,122,963 | 24.7% |
| **Net Assets** | $22,991,534 | $22,310,793 | $670,741 | 3.1% |

### Outstanding Portfolio Composition

<table>
<thead>
<tr>
<th>2015</th>
<th>2014</th>
<th>$ Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial Loans ($&gt;50,000)</td>
<td>34%</td>
<td>35%</td>
<td>-1%</td>
</tr>
<tr>
<td>Commercial Real Estate Loans</td>
<td>35%</td>
<td>34%</td>
<td>3%</td>
</tr>
</tbody>
</table>
| Energy Efficiency Loans | 17% | 17% | 0.0%
| Micro Loans | 2% | 2% | 0%
| Multi-Family Loans | 11% | 11% | 0.0%

### Ratios (as of 12/31)

<table>
<thead>
<tr>
<th>2015</th>
<th>2014</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Assets/Total Assets</td>
<td>25.67%</td>
<td>29.45%</td>
</tr>
<tr>
<td>Allowance for Loan Losses/Total Loans</td>
<td>5.68%</td>
<td>4.56%</td>
</tr>
<tr>
<td>Delinquencies &gt; 90 days</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Net Loan Losses/Outstanding Loans</td>
<td>0.03%</td>
<td>1.67%</td>
</tr>
<tr>
<td>Earned Income/Program Expense</td>
<td>77%</td>
<td>117%</td>
</tr>
<tr>
<td>Deployment Ratio</td>
<td>68%</td>
<td>71%</td>
</tr>
<tr>
<td>Staffing Level</td>
<td>21</td>
<td>21</td>
</tr>
</tbody>
</table>
Dear Friends & Supporters,

What a first year we have had! Since being awarded a Women’s Business Center from the U.S. Small Business Administration we have been busy listening and responding to the needs of women entrepreneurs across Tennessee. This has truly been an exciting – and sometimes exhausting - opportunity for us.

The Women’s Business Center was founded upon Pathway Lending’s strong foundation of providing educational services, a core component of its mission. With this new division, we have amplified our ability to serve all entrepreneurs, regardless of their stage of business. As one of only 6 new Women’s Business Centers to launch in 2015, and just 100 Women’s Business Centers across the nation, we do this through classroom training, one-on-one coaching and peer-to-peer learning.

The opening of the Center could not have been timelier as Tennessee and its communities continue to be recognized as some of the best locations in the country for women-owned businesses, and as Nashville has elected its first female Mayor.

In our first year, we took special care to understand the unique needs of business owners from all stages, sizes and industries as they seek to reach economic stability and empowerment. We strive to be an inclusive community, who’s only mission is to help accelerate the impact of all women entrepreneurs on Tennessee’s economy.

We believe we’ve been successful, as attendance and coaching requests continue to outpace our earlier estimates. In 2015, we hosted 64 educational events and reached 611 clients. We supported the launch of 22 new businesses and helped our clients access an additional $1.75 million in financing. And we’re just getting started! We hope this annual report offers a glimpse of what’s possible when entrepreneurs are empowered through education, coaching, and capital access.

There is yet much work to be done. Success will take all of us in the entrepreneurial ecosystem fulfilling our unique missions and leveraging each other’s resources to make a lasting impact upon the women and communities we serve.

To our volunteers, donors, clients, friends and staff, we extend our deepest gratitude. You are all important to the Pathway Women’s Business Center community. We remain forever grateful to all who joined us in supporting women business owners. With your continued support we will successfully build the next generation of women business owners.

Sincerely,

Amy Bunton
President, Pathway Women’s Business Center
Our Year in Review

Pathway Women’s Business Center hit the ground running— and we haven’t slowed down yet. We wanted to take a few moments to reflect on some of the stand-out moments from our first year in operation.

01.01.2015
Pathway Women’s Business Center website goes live & classes and coaching begin

01.15.2015
Pathway WBC Construction underway

04.01.2015
1st big event: Small Business Market Overview with the Federal Reserve Bank of Atlanta

04.22.2015
Ribon Cutting with Nashville Mayor Karl Dean

05.03.2015
The BIG Payback celebrates Pathway WBC Clients

05.08.2015
Power Surge goes live

08.05.2015
U.S. Department of Transportation Deputy Secretary Mendez visits to discuss collaboration between agencies in Tennessee, including Pathway WBC and the DRIVE IMCP program

08.13.2015
Auto Academy connects 75 entrepreneurs with Auto Industry resources

11.04.2015
Pathway hosts Women of Influence event at KGV Studios

Our Mission

To provide a forum for training, education, and peer learning that supports and accelerates the growth of women owned business and strengthens their impact upon the economy.
2015 WBC Client Impacts

NEW BUSINESSES LAUNCHED

22

CLIENT FINANCING SECURED

1.75 million

CLIENTS REACHED

611

EDUCATION SESSIONS HELD

64

TRAINING HOURS

4.6k

POPULATIONS SERVED IN 2015

11 percent VETERAN MEMBERS

84% FEMALE

16% MALE

ASIAN: 1% ▲
BLACK: 46% ▲
HISPANIC: 4% ▲
NATIVE AMERICAN: 1% ▲
WHITE: 48% ▲

69.5% CDFI QUALIFIED

Professional, Scientific & Technical Services: 37%
Other (Except Public Administration): 15%
Retail Trade: 14%
Health Care & Social Assistance: 10%
Educational Services: 9%
Arts, Entertainment & Recreation: 8%
Accommodation & Food Service: 6%
Manufacturing: 6%
Wholesale Trade: 4%
Construction: 3%

TOP BUSINESS/INDUSTRY SEGMENTS SERVED

IGNITE

Make your idea a reality and become your own boss with Ignite. This membership level is for early-stage businesses that build relationships and know-how to help your business take off. With Ignite, you’ll make valuable connections that aren’t available anywhere else.

K rista Anderson took inspiration from personal adversity when launching her business in early 2015. She harnessed what she learned during those daunting times — empathy and perseverance — and forged a more entrepreneurial life.

A cancer diagnosis gave her three months to live and served as a wakeup call to change her definition of healthy eating. In recovery she launched ESSTAR, a company that provides healthy, organic foods to convenience stores across the country, and an entrepreneurial extension of her personal philosophy.

ESSTAR’s growth has happened quickly; their endcaps can be found in 65 convenience stores across Tennessee and Arizona. As her business took off, Krista struggled to find the right partner to finance her growth. That’s when a chance encounter connected her with Pathway Lending and the Pathway Women’s Business Center. Utilizing both sides of the Pathway’s business, Krista was able to access flexible financing and the coaching she needed to make smart decisions and confidently grow her business.

“Doing it alone isn’t an option when you’re building a business,” said Anderson. “I worked with many team members at Pathway to set strategy, goals and priorities. They’ve helped me to follow my natural instincts as an entrepreneur. Their support has made growing ESSTAR a reality.” ▲
Learn CPR America

For more than 10 years Dr. Katherine Y. Brown has saved lives through CPR training. This passion started as a personal matter. Her mother, who sparked her interest in healthcare years earlier, went into cardiac arrest in the hospital and without hesitation Dr. Brown called on her CPR training to save her own mother’s life.

Through Learn CPR America Dr. Brown shares this knowledge and empowers others to save the lives of their loved ones – and she’s already provided CPR training to more than 200,000 people.

“I am passionate about CPR education,” said Dr. Brown. “Having used CPR in the real world, I believe that if more people learn CPR, more lives can be saved. I am committed to making a difference.”

Dr. Brown is also committed to growing her business to the $1 million revenue mark. That goal is why she connected with Pathway Women’s Business Center. As a WBC client Dr. Brown received transparent, honest advice about her goals; education on government contracting; and made a connection with a mentor from WBC partner, Bank of America.

“Pathway WBC is a huge asset to our community and brings value to business owners both starting out and established,” said Dr. Brown. “My mentor, Lucia Mar, helped me to think strategically about achieving my objectives. I wouldn’t have made that connection without the WBC.”

Provident Security

Don’t let her pink hard hat fool you; Lee Ann Dichtel is serious about growing her business in a smart and effective way. Since taking over Provident Security after her husband’s death in 2010, she’s overcome barriers, landed major contracts and grown to a staff of 6 employees.

Provident Security installs, integrates, and provides ongoing monitoring of security and fire systems. Lee Ann strives to be considered an ethical and dependable industry leader who provides clients innovative, practical and quality products to improve facility safety and security. This approach has led to many opportunities to grow the business.

“While growth is good, it can also be a challenge,” said Dichtel. “I came to Pathway because I had a need for capital to fulfill new contracts. But I quickly saw value in the WBC to expand my management skills.”

Lee Ann is among a growing number of Pathway Lending clients who benefit from services at the Women’s Business Center. She regularly attends workshops and has joined the Woman’s Advantage, a year-long program that helps women exponentially grow their business through a combination of strategic coaching and peer accountability.

“The Women’s Business Center provides me a place to talk shop with other women business owners – I find that both comforting and empowering as I’m part of such a male-dominated industry.”