

2025 ANNUAL REPORT



Capital + Coaching + Connections

EXECUTIVE SUMMARY

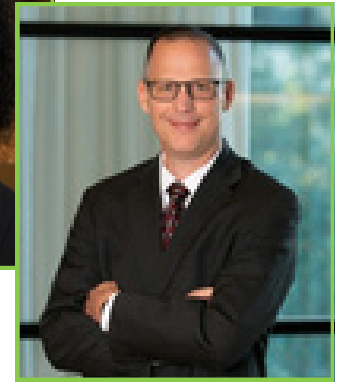
Celebrating 25 Years of Impact

As ACE reflects on our past 25 years and achievements, we also envision a **bright and impactful future**. We remain steadfast in our mission to reduce barriers to capital and provide coaching, and connections—ensuring Georgia entrepreneurs have the opportunity and support needed to succeed well into the future.

In 2025, with our help, our small business clients faced uncertainty with resilience and resolve, adapting in ways that redefined what's possible. As we move forward, that spirit of innovation and determination is fueling a new era of opportunity, where entrepreneurs across Georgia are not just surviving—but building stronger, more vibrant communities. **At ACE, we understand that an investment in one impacts many—from the small business owner to their staff, family, and broader community.**

Over the past quarter-century, ACE has been a source of **hope and compassion** for many chasing their dreams. Since funding our first loan in 2000, we have helped grow and sustain **3,000 small businesses** with **\$295 million** in loan capital, and supported community economic benefit resulting in over **25,000 jobs**.

After historic deployment of **\$200 million since 2020** and remarkable portfolio growth from fewer than **200 to over 700 small businesses**, plus expanding our footprint—now reaching underserved areas of South Georgia, ACE is intentionally pacing growth to ensure **long-term lending capacity**. Our focus is to remain a vital community resource, fuel our mission, and protect the portfolio for sustainability.



This is how we continue to support Georgia businesses for the next 25 years.

While capital is tightening nationally, **ACE is not retreating from underserved entrepreneurs**. With the support of valuable business and community partners, ACE remains committed to expanding **financial opportunities** to fuel stronger small-business impact across Georgia.

As we move confidently toward this goal, we are inspired by our incredible **clients**. Each story represents **resilience, perseverance, and adaptability** across Georgia and the strength businesses bring to their communities and economies. ACE's commitment to excellence, combined with continued partnership and investment, will ensure this important work—and its **ripple effect**—continues across Georgia communities for decades to come.

Martina Edwards

Martina Edwards
President & CEO

Bill Zawrotny

Bill Zawrotny
Board Chairman

BOARD LEADERSHIP

Officers & Committee Chairs



William Zawrotny, J.D.
Chairman
Jones Day



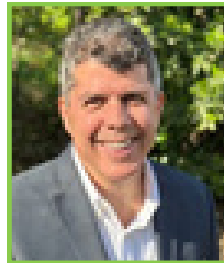
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Vice Chair
Integrivest Wealth Advisors, Inc.



Dale Royal, CFA, M.S.
Secretary
LISC Atlanta



Grace Lopez-Williams, CPA, PFP, MBA, CTRS
Treasurer & Finance Comm. Chair
Grace M. Williams CPAs



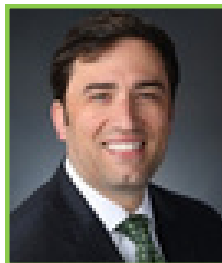
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Loan Committee Chair
First Horizon Bank



Mary Kepler, B.B.A.
Governance Comm. Chair
Federal Reserve Bank of Atlanta (Retired)



Hollis Linginfelter
Investment Comm. Chair
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Southern Company



Rep. Marvin Lim, J.D.
Holcomb + Ward, LLP



Stephanie Martin, MACC
Georgia Chamber of Commerce

Members



Carlos Mata, MBA
Rate.com

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aceloans.org/about-ace/board-of-directors



Martina Edwards
ACE

WHO WE ARE

Cleveland
Est 2000

Atlanta
Est 2016

Tifton
Est 2023

Norcross
Women's Business Center
Est 2015

ACE IS THE LARGEST SMALL BUSINESS FOCUSED CDFI* IN GEORGIA

Our Focus
Women, under sourced, and low-to-moderate income business owners.

Our Tools
Capital + Coaching + Connections
To help small businesses grow.

Our Goal
Removing barriers to access for all businesses in need of affordable capital.

Our Clients
Small businesses that are typically not fully financed by traditional lenders.

* CDFI = Community Development Financial Institution

WHAT WE DO

ACE Grows Small Businesses

by providing affordable loans to under resourced entrepreneurs across Georgia, connecting them with the capital and coaching they need to thrive.

We **empower** entrepreneurs to expand their businesses, **build assets, and create jobs** that support a **ripple effect** across communities.

OUR RIPPLE EFFECT



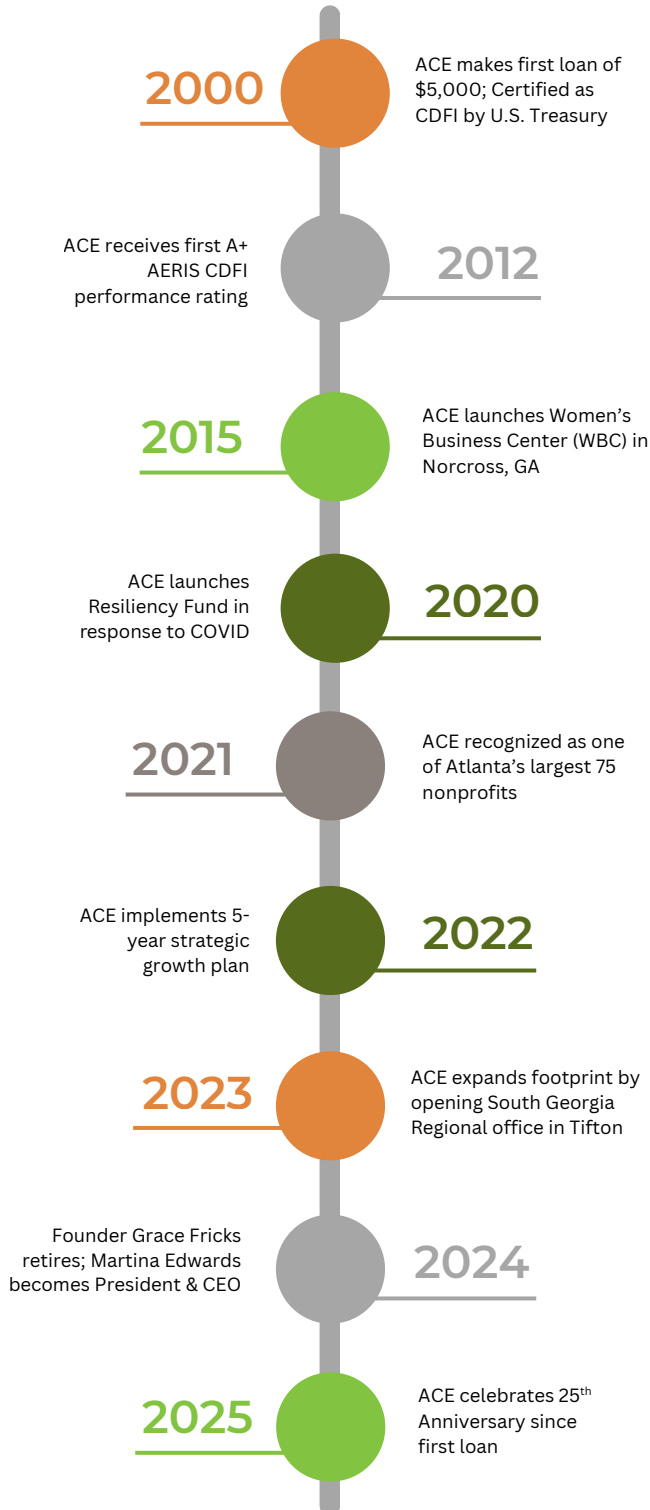
Together **with our partners and donors**, ACE is committed to supporting Georgia's small business owners with:

CAPITAL through customized loan solutions that support businesses at every stage of growth;

COACHING through individualized consultation, workshops, and classes in English and Spanish;

CONNECTIONS to resources, mentors, and peers to help business owners succeed.

DRIVEN BY PURPOSE. DEFINED BY IMPACT.



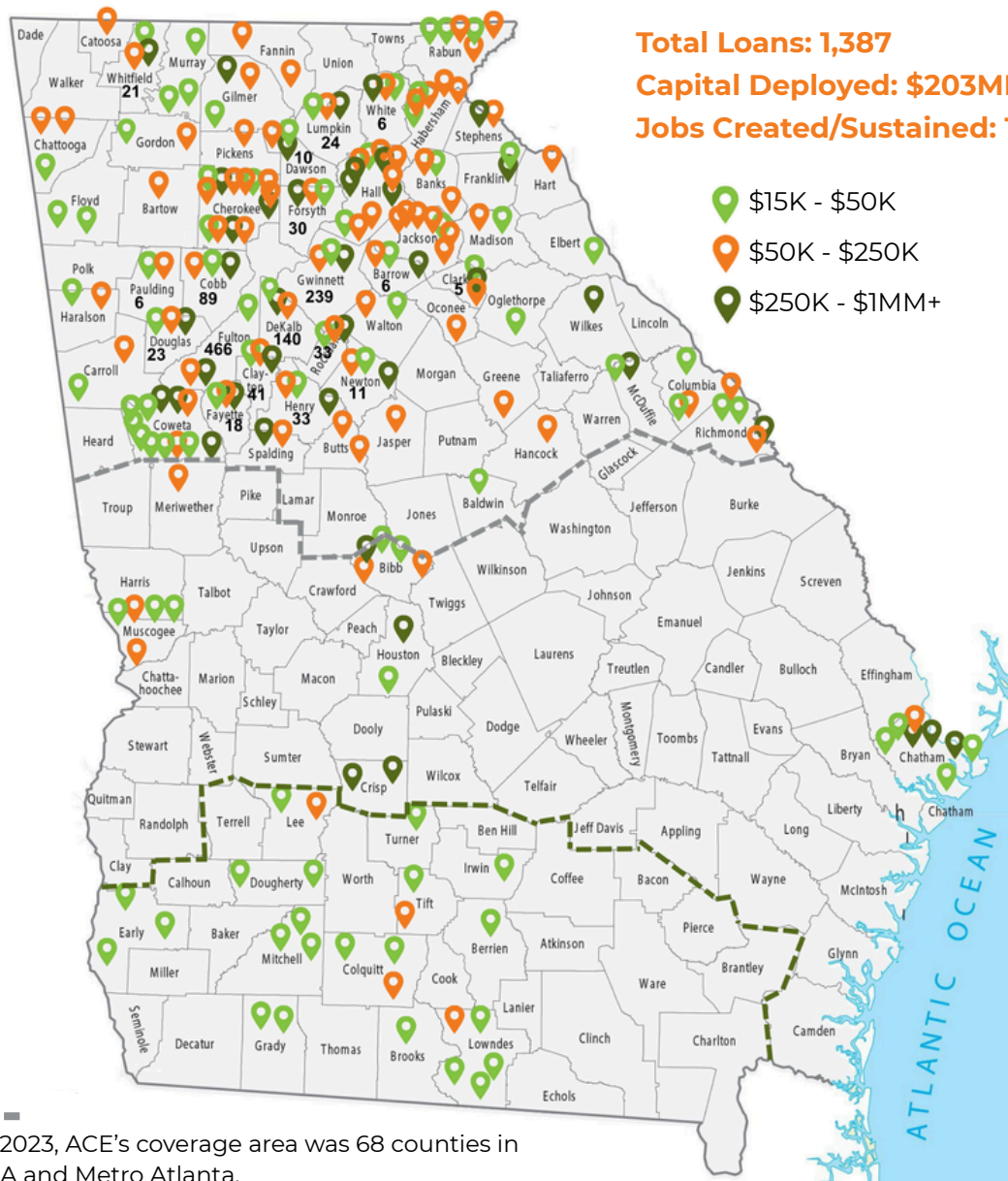
ACE HISTORICAL IMPACT SINCE 2000



SMALL BUSINESS IMPACT 2020 - 2025

ACE's work is creating measurable outcomes for businesses and communities across Georgia.

Over 25 years, ACE has expanded access to capital across Georgia, supporting entrepreneurs in both urban and rural communities. This footprint reflects a growing reach and sustained investment where it is needed most.



Prior to 2023, ACE's coverage area was 68 counties in North GA and Metro Atlanta.

In 2023, ACE expands across South GA increasing our coverage area by 32 counties. In 2025, ACE increased to cover the entire state.

WHO WE IMPACT

ACE supports entrepreneurs across industries, helping them grow businesses that create jobs and strengthen communities.

Blinds By Noon

Blinds By Noon began as a small operation and has grown into a regional manufacturing business serving major retailers across multiple states. As demand increased, the company needed capital to stabilize operations and continue expanding.

"In 2020, sitting on \$750,000 of inventory with the country shuttered due to COVID, I for the first time did not know how I was going to make payroll. That same day, miraculously, ACE delivered \$50,000 in emergency response funding."



IMPACT:

- Created/Sustained **42 Jobs**
- Grew **\$13MM+** in **revenue**
- Became **exclusive blind distributor** for several hundred big box retailers in Southeastern U.S.



IMPACT:

- Created and Sustained **24 jobs**
- Scaled **annual revenue** from **\$69,715** to **\$1.49M** since 2020
- Working capital, staffing, facility improvements, furniture and fixtures

Autism Complete

Autism Complete was founded to expand equitable access to culturally responsive, high-quality care for young children with Autism Spectrum Disorder and related developmental disabilities. Led by Barjona Andrews, the organization is deeply rooted in evidence-based practice.

With support from ACE, Autism Complete strengthened its operations and financial sustainability through hands-on coaching and guidance, positioning the organization to scale its impact within underserved communities.

ECOSYSTEM COLLABORATION 2025



**VETERAN
LOAN FUND**



ACE is one of **12 CDFIs** composing the **Veteran Loan Fund** that has served **Veterans and their spouses** with **\$96MM in capital** deployed over the last five years. *Through the Veteran Loan Fund, ACE has assisted **175 Veteran businesses**, deployed **\$34MM in capital**, and created or retained **1,650 jobs**.*

The Wing Suite

- **Need:** Capital for equipment, improvements, working capital
- **Ecosystem Partner:** Veteran Loan Fund
- **Impact:** Expanded product line and opened a 2nd location

Caring For Others, Inc. is an Atlanta-based global humanitarian nonprofit that expands disaster relief, food, medical, housing, and education efforts.

ACE **partnered with 2 CDFIs** to provide **joint capital** allowing for **scaling, risk-sharing**, and a **deeper community impact**.

- **Need:** \$7.5MM in capital for real estate acquisition
- **Ecosystem Partners:** ACE, BBIF, TruFund
- **Impact:** State, National, Global



Caring For Others, Inc.
A Human Services Organization



**Rocco's Ristorante
at the Theatre**

Downtown revitalization is a key factor in the success of many **rural communities** in Georgia. Transforming the "Colquitt Theatre" into a restaurant and event center was a **statewide collaboration**.

- **Need:** Capital for equipment due to global price increase and working capital
- **Ecosystem Partners:** ACE, Moultrie Downtown Development Authority, Georgia Cities Foundation, local community bank
- **Impact:** 20+ new jobs in downtown Moultrie

INVESTOR IMPACT

2025

FUELING THE MISSION: HOW ACE PARTNERS



With support from our partners, ACE responsibly deploys capital, scales impact and invests in **people, pathways, and systems** that **strengthen community well-being** over the long term.

PATIENT LENDING CAPITAL

Supports **affordable loans** from **\$15,000 - \$1MM** to small businesses with 2+ years in operation.

GRANTS: CREDIT ENHANCEMENTS

To **reduce risk** and make **loans more accessible and affordable** for borrowers.

GRANTS: BUSINESS ADVISORY SERVICES

To **help educate and empower** small business owners via **coaching**.

GRANTS: GENERAL UNRESTRICTED

Strengthens ACE general operation funds to **expand our support, capital, and resources** to small businesses.

PARTNER SPOTLIGHT

ACE has diverse investments across government, corporations, and philanthropy that couples lending investments with supportive grant funding to accelerate our mission work. Beyond lending capital, organizations couple their lending investments with supportive grant funds.

Truist invested with a **\$3.875M comprehensive multi-year grant** supporting enterprise level strategic plan to expand impact and serve more.

- **\$1.4MM** in **credit enhancements** enabled ACE to leverage **\$5.2MM** in lending to small businesses.
- Funds were instrumental in **seeding the launch** and **first 3 years of operations for ACE's South Georgia Office**, deepening our rural presence.

Since 2018, ACE has partnered with **CNote** issuing **small business loans** ranging from **\$30,000 to \$900,000**.

- **\$3.9MM** in **lending capital** enabled ACE to **deploy \$6MM** in loans to **41 small businesses**.
- An **additional \$50,000** in **grant capital** was used to support **1:1** and **group coaching** as well as **business advisory for women entrepreneurs**.

FINANCIAL SUMMARY

2025

ACE is a nationally recognized nonprofit Community Development Financial Institution (CDFI) and one of Georgia's largest nonprofits, with a 25-year track record of mission-driven lending and business support. Strong financial management, clean audits, and high Aeris Impact ratings demonstrate its transparency, accountability, and ability to effectively steward philanthropic resources for inclusive economic development.

STATEMENT OF FINANCIAL POSITION

STATEMENT OF ACTIVITIES

ASSETS

Cash	\$11,459,136
Restricted Cash	\$31,822,810
Receivables & Other Assets	\$3,218,707
Loans Receivable Net of Allowance	\$102,847,006

Total Assets

\$149,347,659

REVENUES

Program Income	\$17,307,669
Government Contracts	\$2,115,046
Other Operating Income	\$55,218
Contributed Income	\$1,461,652

Total Revenues

\$20,939,585

LIABILITIES & NET ASSETS

Current Liabilities	\$10,353,356
Long Term Liabilities	\$72,106,503
Net Assets w/o Restrictions	\$48,579,570
Net Assets w/ Restrictions	\$18,308,230

Total Liabilities & Net Assets

\$149,347,659

Expenses

Program Expense	\$14,473,546
Fundraising Expense	\$582,615
General & Admin Expense	\$2,236,643

Total Expenses

\$17,292,803

CHANGE IN ASSETS

\$3,646,782

Read past Annual Reports



BY THE NUMBERS

A snapshot of impact across lending, jobs, and communities.

2025 
YEAR IN REVIEW



TOTAL MILLIONS IN LOANS

\$48M

81%



WOMEN-OWNED BUSINESSES

TOTAL NUMBER OF LOANS



168

AVERAGE LOAN AMOUNT



\$287K

JOBS CREATED & RETAINED



1,697

LOW-TO-MODERATE INCOME-OWNED

22%

PEOPLE OF COLOR-OWNED

74%

UNDERSERVED POPULATIONS

90%

BUSINESS CONSULTING HOURS **17,800+**

Driving Community Impact.

WOMEN'S BUSINESS CENTER

ACE **Women's Business Center** (WBC) is an economic development program that supports all small businesses, with a specific focus on empowering women through **pre-loan, financial education and training**. The WBC assists entrepreneurs at various stages of business development: Planning, Implementation, and Growth.

2025 WBC IMPACT

TRAINED OVER

1,700

SMALL
BUSINESSES

COACHED OVER

185

CLIENTS

HELD OVER

84

TRAININGS

BUSINESS ADVISORY SERVICES

ACE distinguishes itself from other lenders with its **Business Advisory Services** (BAS). These specialized services assist borrowers with **strengthening operations, achieving growth, and improving organizational sustainability** by providing each loan client with complimentary 1:1 coaching and online learning platforms.

2025 BAS IMPACT

19,400

TOTAL BAS
HOURS
DELIVERED



\$9,688,760

TOTAL DOLLARS
CLIENTS RECEIVED IN
ACE LOANS

CELEBRATING 25 YEARS OF IMPACT

25
FOR
25

Invest
Today.
Impact
Tomorrow.

THANK YOU TO OUR
CAMPAIGN SPONSORS



2025 marked **ACE's 25th Anniversary**.
We celebrated with a 25 for 25
Anniversary Fundraising Campaign.



Over 45 donors helped us invest in
the next generation of Georgia
entrepreneurs.



FUEL THE MISSION

Support small businesses and the families who depend on them.

DONATE TODAY



THANKS TO OUR SUPPORTERS

ACE's work is made possible through the support of partners, funders, and community organizations who share a commitment to expanding access to capital and opportunity.





LOCATIONS

Atlanta Office

504 Fair St SW
Atlanta, GA 30313

Headquarters

3173 Hwy 129 North
Cleveland, GA 30528

South Georgia

1001 Love Ave
Tifton, GA 31794

Women's Business Center

10 College St NW
Norcross, GA 30071

STAY CONNECTED



info@aceloans.org



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678-335-5600



[Access to Capital for Entrepreneurs](https://www.linkedin.com/company/Access-to-Capital-for-Entrepreneurs)



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