



ENTERPRISE DEVELOPMENT GROUP

Your Bridge To A Brighter Future

2025 ANNUAL IMPACT REPORT



Empowering
Communities



Building
Opportunities



Creating
Sustainable Impact

www.edgus.org

“

When small
businesses grow,
**communities
grow stronger.**”

Microfinance fuels dreams,
empowers entrepreneurs,
and builds stronger communities.



MICROFINANCE



ENTERPRISE DEVELOPMENT GROUP
— Your Bridge To A Brighter Future —

SUPPORT
SMALL
BUSINESS





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Message from the President



**Tsehay Teferra, Ph.D.
President, and CEO**

Dear Valued Stakeholders,

Economic opportunity is most powerful when it is accessible. In 2025, ECDC–Enterprise Development Group (EDG) continues to advance this principle by expanding access to capital, knowledge, and opportunity for entrepreneurs and families across Virginia, Maryland, and Washington, DC.

As a nonprofit Community Development Financial Institution (CDFI) headquartered in Arlington, Virginia, EDG exists to serve those too often excluded from traditional financial systems. Through microloans, targeted business training, and comprehensive pre- and post-loan technical assistance, we support low- to moderate-income individuals as they build sustainable businesses, create jobs, and strengthen local economies.

EDG operates under the Ethiopian Community Development Council- (ECDC), one of the nation's ten refugee resettlement agencies. Since 1983, this affiliation has grounded our work in a deep understanding of refugee, immigrant, and underserved communities. Many faces systemic barriers such as limited credit history, insufficient collateral,

and constrained access to mainstream banking. In alignment with ECDC's mission, EDG integrates financial services with financial literacy and business incubation support to promote long-term economic stability and self-reliance.

Our impact is both measurable and far-reaching. In FY 2025, EDG served 1,540 clients representing African American, Asian, Latinx, refugee, asylee, and women-owned businesses. For seven consecutive years, the U.S. Small Business Administration (SBA) Metro DC District Office has recognized EDG as the region's leading micro-lender by loan volume affirming our effectiveness, accountability, and sustained commitment to expanding access to capital for underserved entrepreneurs.

Over the past 25 years, EDG has disbursed more than 3,900 loans totaling over \$68 million across the Washington metropolitan region. In the most recent year alone, we deployed more than \$6.1 million in loan capital, with trucking continuing to play a significant role in our portfolio. Our outstanding loan balance now exceeds \$12 million, reflecting strong demand and effective fund utilization.

As we move forward in 2025, EDG is intentionally diversifying its lending portfolio to strengthen long-term resilience. We are increasing support for businesses in sectors such as food services, beauty and personal care, and neighborhood retail while expanding our footprint in Maryland and Washington, DC. These strategic shifts position EDG to respond to evolving community needs and emerging economic opportunities.

None of this progress would be possible without the trust of our clients, the collaboration of our partners, and the commitment of our funders and stakeholders.

Together, we are building pathways to economic independence and a more inclusive financial ecosystem.

We are deeply grateful for your partnership and for standing with us as we continue this important work.

With sincere appreciation,

Tsehay Tefera, Ph.D.

President and CEO

ECDC – Enterprise Development Group (EDG)



Message from the Managing Director -

At EDG, impact is achieved through the disciplined alignment of strategy and execution. In 2025, our strategic priorities remain focused on delivering responsive financial solutions, strengthening operational infrastructure, and expanding equitable access to capital for entrepreneurs who drive local economic growth across the DC Metropolitan region.

Despite recent policy changes and economic uncertainty, EDG remains steadfast in its commitment to increasing our impact. Supporting low-to-moderate income individuals and fostering sustainable businesses is more important than ever, and growing community needs challenge us to think differently and courageously about how we fulfill our mission.

Throughout the year, EDG strengthened its lending and technical assistance frameworks to better respond to client needs. By integrating financial education, customized business advisory services, and well-coordinated loan products, we ensured that deployed capital supported sustainable enterprise growth, operational stability, and job creation.

EDG's deployment of more than \$6.1 million in loan capital in 2025 reflects strong market demand coupled with disciplined portfolio management. This year's portfolio performance underscores the effectiveness of EDG's underwriting standards, risk management framework, and ongoing borrower support. During the budget year, businesses financed by EDG generated more than 200 jobs, contributing significantly to regional economic development. The total outstanding loan portfolio now exceeds \$12 million, demonstrating efficient capital utilization and sustained confidence from both borrowers and funding partners.



Operational excellence remains a central pillar of EDG's institutional strength. In 2025, we further strengthened internal systems, enhanced data management and reporting capabilities, and aligned operational processes with funder, regulatory, and compliance requirements. These improvements reinforce transparency, accountability, and data-driven decision-making, consistent with best practices for high-performing Community Development Financial Institutions.

While overall performance remains strong, EDG continues to actively monitor emerging risks. Softening conditions in the trucking sector, historically a notable concentration within our portfolio, combined with broader economic pressures, present potential challenges. In response, EDG is intentionally diversifying its lending activities across sectors, including food services, personal care, retail, and other small business segments, to mitigate concentration risk and strengthen long-term portfolio resilience.

Geographic expansion and strategic partnerships remain key drivers of impact. By deepening our presence in Maryland and Washington, DC, and strengthening collaborations with public and private sector partners, EDG is extending access to capital and advisory services to a broader base of entrepreneurs while amplifying community-level outcomes. As Managing Director, I am proud of the professionalism, commitment, and expertise of the EDG team, whose collective efforts translate strategic objectives into measurable results. I extend my sincere appreciation to our funders, partners, and stakeholders for their continued trust and collaboration.

Together, we remain committed to advancing a resilient, inclusive, and opportunity-driven economic future.

Esayas Gebrehiwot

Managing Director

ECDC – Enterprise Development Group (EDG)

2. EDG: Who We Are and What We Do

Our Mission is to promote opportunities for self-sufficiency and sustainable businesses for low-to-moderate income individuals through economic and community development initiatives by providing microloans, business training, and pre- and post-loan technical assistance.

At EDG, we offer microloans, credit builder loans, and tailored support for women-owned businesses. Our services include pre- and post-loan technical assistance, business incubation, free tax filing, business training, and financial literacy programs.

1) Microloans: EDG serves low to moderate-income individuals who aspire to be entrepreneurs or are already in business, from all walks of life, including women, people of color, and others with little or no access to finance from mainstream banking. EDG provides small business loans ranging from \$500 to \$50,000 to startup small businesses or expand existing businesses, including: trucking, taxi, restaurants, barbershops, hair salons, spa, food suppliers, etc.

2) Pre-Loan Technical Assistance (TA): EDG provides one-on-one counseling to clients regarding their business ideas. We help them develop a business plan for the business they aspire to start, explain the risks and benefits of starting such a business, and help them make educated decisions. We also help them prepare cash flow statements to see the viability of the business. Moreover, we explain the permits and licenses required to start up their business and how they will be able to fulfil the requirements for licensing.

3) Post-Loan Technical Assistance (TA): After a loan is disbursed, EDG continues helping clients by providing the required Technical Assistance to resolve problems encountered during business operation and help them sustain and improve their businesses.



4) Credit builder loans: - The target market for this loan product is individuals whose credit scores can be improved with a small loan and financial education, or individuals who do not meet the criteria for small business loans. Some customers apply to start building their credit history if they are newcomers to the US, while others apply to fix their credit if they already have poor credit due to various circumstances.

5) Women Business Support Program (WBSP): This initiative focuses on women-owned small businesses. It was launched by EDG based on studies showing that women face several barriers to accessing mainstream financial services. Recognizing that many women lack sufficient collateral for loan applications and that their requests are often too small for banks to consider.

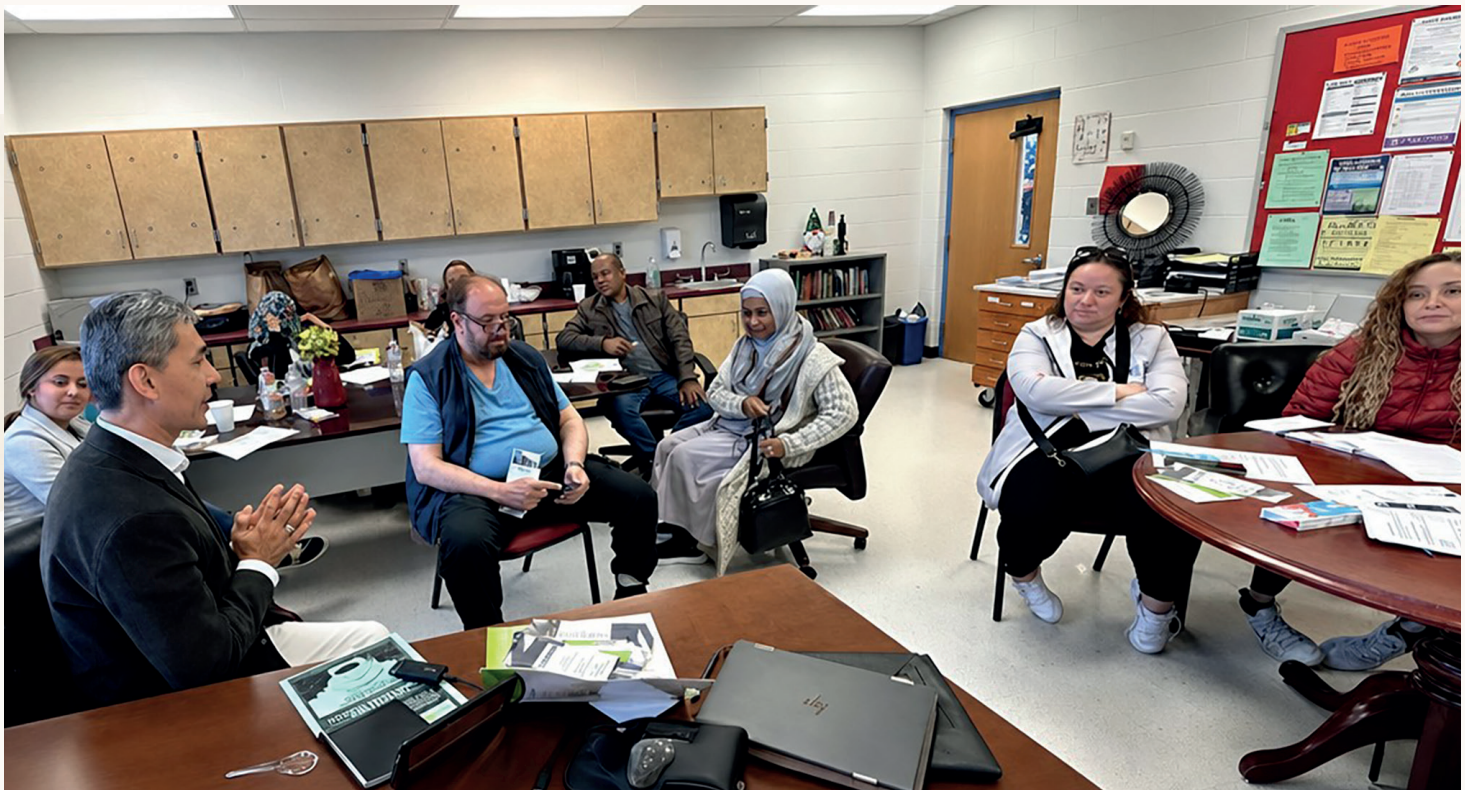
6) Business incubator program: EDG offers affordable office space plus shared services to startup small businesses in its headquarters building in Arlington. The program has helped several businesses to incubate as a business, grow, and move to other places, leaving the space for other startups.

7) Free tax filing assistance services: - At EDG, we have seasoned tax preparers, and we help customers prepare their tax returns. EDG assists low- & medium-income individuals in filing their taxes. We also help individuals resolve their tax issues with the IRS.

8) Business and financial acumen training: EDG provides structured business and financial capability technical assistance through a combination of group workshops and individualized, one-on-one counseling. Services focus on strengthening core management competencies,

including expense control, cash flow, inventory management, and operational efficiency. Technical assistance is delivered using a client-centered approach that assesses each entrepreneur's stage of development, operational needs, and growth objectives, ensuring services are appropriately tailored rather than standardized. EDG's multilingual and culturally competent staff enhances service effectiveness by addressing language and cultural barriers, thereby improving business sustainability, loan readiness, and long-term performance among underserved entrepreneurs.

Picture #1 -EDG's Business and Financial Acumen Training



3. Strategic Outlook

After successfully implementing the 2019-2023 strategic plan, we have now developed and started the implementation of another strategic plan for the next 5 years (2024-2028). We will keep on implementing our long-term strategy of growth by focusing on the five strategic priorities listed below:

1. Client Base and Market Penetration- EDG will work to increase the number of clients and the number of jobs by 10% annually through the implementation of a new client outreach program and reducing portfolio risk. Moreover, it will work to diversify its loan product offerings, ensure a satisfied customer base, define a core loan program model, including diversity and inclusiveness of target populations, and increase the number of total loan disbursements.

2. Service excellence- EDG will work to improve service delivery, attain maximum customer satisfaction level, and expand service types based on evolving communities. It will also diversify loan product offerings, ensure a satisfied customer base, define a core loan program model including diversity and inclusiveness of target populations, and increase the number of total loan disbursements.

3. Growth and Expansion- EDG will expand its services in feasible new locations and register continuous annual loan growth. This area pertains to growing EDG's geographic presence. This process will include a) Deepening program implementation within the current operational areas and b) Expanding into new operational areas.

4. Long-Term Financial Sustainability – EDG will work to increase the grant revenue annually and increase the income from services and investments by 15% annually.



5. Organizational Effectiveness – EDG will increase members members and their engagement as measured by the rate of active participation in strategic planning, advisory, and fundraising activities.

Moreover, the efficacy of the Implementation Plan will be critically evaluated annually, using a robust monitoring and evaluation (M&E) system. The M&E system will outline clear, core milestones, outcomes, indicators, and tools that will be applied to the management of the loan program portfolio. Progress towards the established strategic goals and objectives will be monitored and documented through ongoing, internal processes. Additionally, there will be weekly, quarterly program reflections, annual program assessments, and annual impact reports. Finally, EDG will invest in the new skills and competencies needed to develop and manage the M&E system.

4. 2025 Highlights

4.1. Lending Performance

EDG's lending performance reflects our commitment to supporting entrepreneurs and fostering economic growth through accessible financial solutions. Our lending portfolio has consistently demonstrated positive outcomes, with a focus on providing affordable loans to small businesses in need of working capital, equipment, and expansion funds. Our lending

performance is backed by thorough risk assessment, effective portfolio management, and strong repayment rates, highlighting our role in promoting financial inclusion and driving the success of local businesses. As we continue to expand our lending capabilities, we remain dedicated to supporting entrepreneurs and contributing to the economic vitality of our communities.

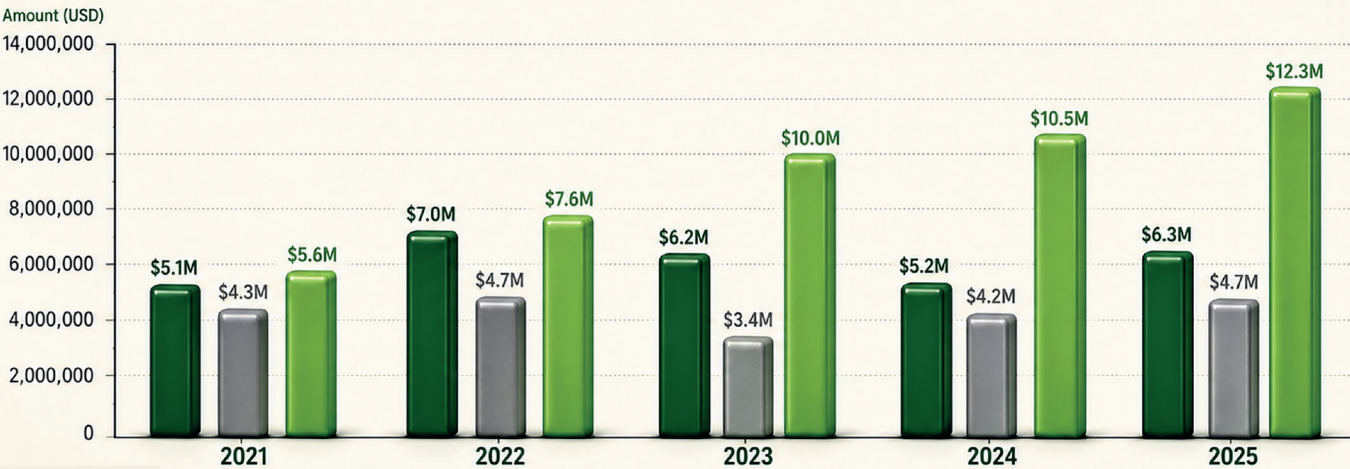
Table No- 1- Lending performance by product and Geographic area location

Lending Performance Analysis (2021-2025)				
Year	Loan Disbursements	Loan Collection	Yearend balance	Remark
2021	\$5,098,791	\$4,531.858	\$5,697,355	
2022	\$7,074,856	\$4,978,792	\$7,682,806	
2023	\$6,228,523	\$3,635,056	\$10,138,808	
2024	\$5,298,502	\$4,487,406	\$10,668,094	
2025	\$6,287,800	\$4,787,452	\$12,168,452	

LENDING PERFORMANCE OVERVIEW (2021-2025)

Steady growth in loan disbursements and year-end balance, reflecting our commitment to supporting businesses and communities.

- Loan Disbursements
- Loan Collection
- Yearend Balance



The lending performance from 2020 to 2024 shows a significant increase in loan disbursements from \$1.97M in 2020 to a peak of \$7.07M in 2022, followed by a slight decline in 2023 and 2024. Loan collections have generally increased, with 2024 showing a strong recovery at \$4.49M compared to \$3.64M in 2023. The year-end balance has grown consistently, reaching \$10.67M in 2024,

indicating portfolio expansion despite fluctuations in disbursements. The lower disbursement in 2024 compared to 2022 and 2023 mainly suggests the decline in the trucking business and a strategic shift towards risk management, but the steady increase in collections points to improved loan recovery efforts.

Table No- 2- Lending performance by product and Geographic area location

Loan Type	VA		MD		DC		%
	#	Amount	#	Amount	#	Amount	
Truck loans	72	\$ 2,878,769	45	\$ 1,427,554	11	\$ 422,833	76.89%
Restaurant & Café	4	\$ 175,000	7	\$ 400,587	1	\$ 30,000	9.81%
Salon	1	\$14,108.	2	\$ 85,000			1.60%
Consultancy	1	\$50,000	1	\$ 46,000			1.56%
Other Businesses	7	\$ 239,589	4	\$ 285,000	2	\$ 100,357	10.12%
Business loan total	85	\$ 3,357,466	59	\$ 2,244,142	14	\$ 553,191	
Car loan-Ride Share	1	\$ 15,000					0.02%
Total	86	\$ 3,372,466	59	\$ 2,244,142	14	\$ 553,191	100.00%
		54.66%		36.37%		8.97%	

Lending performance - EDG's lending activity shows a strong concentration by product type and geographic area, reflecting both market demand and historical lending patterns. In 2025, EDG disbursed a total of 159 loans with an aggregate loan amount of approximately \$6.17 million across Virginia (VA), Maryland (MD), and Washington, DC. Virginia accounted for 54.66% of total loan dollars, Maryland represented 36.37%, and Washington, DC comprised 8.97% of total disbursements. This distribution highlights EDG's strongest market presence in Virginia, followed by Maryland, with a smaller but growing footprint in Washington, DC.

EDG's loan portfolio is heavily concentrated in truck loans, which remain the dominant product both by loan count and dollar volume. Truck loans accounted for 128 loans (80.5% of total loan count), and approximately \$4.73 million, representing 76.9% of total loan dollars. This concentration underscores the trucking sector's historic importance in EDG's portfolio, particularly among immigrant and refugee entrepreneurs for whom commercial trucking offers a relatively accessible entry point into business ownership.

Other loan products remain comparatively smaller but strategically important:

- **Restaurant and café loans totaled 12 loans**, accounting for approximately **9.8% of total loan dollars**.

- **Other business loans** (retail, services, and miscellaneous enterprises) represented **10.1% of total loan dollars**, indicating emerging diversification across sectors.

- **Salon and consultancy loans**, while limited in number, together accounted for just over **3% of total loan dollars**, reflecting early-stage growth potential in personal and professional service industries.

- **Car loan (ride-share)** activity was minimal, accounting for less than **1% of the total portfolio**, and remains non-core to EDG's business.

- **Car loan (ride-share)** activity was minimal, accounting for less than **1% of the total portfolio**, and remains non-core to EDG's business lending strategy. From a geographic perspective, Virginia leads in both loan volume and loan dollars, driven largely by truck and restaurant lending activity. Maryland shows a more diversified mix across trucking, restaurants, salons, and other businesses, accounting for over one-third of total portfolio dollars. Washington, DC, while representing a smaller share of total lending, demonstrates growth potential in non-trucking business sectors, including restaurants and other small enterprises. This geographic distribution aligns with EDG's service footprint and reflects

differing market conditions, regulatory environments, and sectoral demand across jurisdictions.

The data indicate a high level of sector concentration, with truck loans comprising over three-quarters of total loan dollars. While this specialization has historically supported strong demand and portfolio growth, it also introduces concentration risk, particularly given recent volatility and softening conditions in the trucking industry. Recognizing this exposure, EDG is proactively implementing portfolio diversification strategies to strengthen long-term sustainability and risk management. These strategies include expanding lending to restaurants, cafés, beauty salons, and neighborhood-based service businesses; Increasing outreach and technical assistance to entrepreneurs in underrepresented sectors; and Aligning loan products with CDFI best practices for balanced portfolio composition and resilient small business finance.

Strategic Outlook- Moving forward, EDG's lending strategy prioritizes sectoral and geographic diversification while maintaining its commitment to underserved entrepreneurs. By gradually increasing the share of non-trucking loans and strengthening business advisory support, EDG aims to mitigate concentration risk, enhance portfolio resilience, and support a broader range of small businesses that contribute to job creation and community economic vitality.

4.2. Technical Assistance and Training-

Technical Assistance and Training are core components of EDG's support services, aimed at empowering entrepreneurs with the skills and resources necessary for sustainable business growth. Our training programs are designed to address specific needs, covering a wide range of topics such as **business ideas, business plan writing, basic marketing, basic bookkeeping, credit builder, identity theft protection, and financial wellness.**

Through hands-on workshops, one-on-one coaching, and expert-led sessions, we equip businesses with the practical tools they need to overcome challenges and seize opportunities. Additionally, our Technical Assistance program offers personalized guidance to help businesses navigate complex issues like compliance, funding access, and market expansion, ensuring they are well-positioned for long-term success.

Table No- 3- - EDG Attending the Arlington County Festival-

FY 2025 Number of clients who attended EDG Trainings													
Group Training	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Total
FEC			9				7	5			7	10	38
EDG	62		34		20	19	9	8			5	5	162
TOTAL	62		43		20	19	16	13			12	15	200

4.3. Events and Outreach Activities

EDG is committed to fostering growth and development through a variety of events and outreach activities. We strongly believe that events such as workshops and seminars provide valuable opportunities for learning, networking, and

collaboration. Our outreach activities involve engaging with potential clients, partners, and the broader community, ensuring that EDG's services are accessible to those who can benefit the most. Through these efforts, we aim to empower individuals and strengthen local economies.

Picture No. 2 - EDG Attending the Arlington County Festival-



Picture No. 3 - EDG Attending the Arlington County Festival-



Picture No.4 - EDG Attending the Arlington County Festival-



Picture No 5- EDG attending Fair Fax Economic Development Partnership workshop on “Connecting Opportunities and Resources for entrepreneurs”



Picture No 6- EDG attending small Business symposium at George Mason University, Arlington



5. Micro-Lending as a Catalyst for Economic Empowerment: CDFI-Driven Community Wealth Building and the ECDC_ Enterprise Development Group (EDG) Experience



**Mulualem B. Asfaw (PhD)-
Marketing & Program Implementation Officer- ECDC- EDG**

Economic empowerment is widely recognized by the U.S. Department of the Treasury's Community Development Financial Institutions (CDFI) Fund and the U.S. Small Business Administration (SBA) as a cornerstone of poverty reduction, financial inclusion, and long-term community resilience. By expanding access to capital, strengthening entrepreneurial capacity, and promoting sustainable small business growth, economic empowerment initiatives directly address the structural barriers faced by low- and moderate-income (LMI) individuals and historically marginalized communities.

Economic empowerment is a multidimensional outcome encompassing income generation, financial stability, asset accumulation, improved decision-making capacity, and long-term business sustainability. Empirical researches demonstrate that

micro-lending contributes meaningfully to these outcomes by lowering barriers to capital and enabling participation in productive economic activity. These impacts are particularly pronounced among women-owned, immigrant-owned, and minority-owned businesses that continue to face persistent financing gaps.

Among the most effective tools advancing economic empowerment is micro-lending, defined as the provision of small-dollar, mission-driven financing to entrepreneurs and microenterprises that lack access to conventional financial products.³ Micro-loans are especially critical for early-stage businesses and credit-constrained entrepreneurs who are excluded from traditional banking due to limited collateral, thin credit histories, language barriers, or non-traditional income sources.

By enabling entrepreneurs to start or expand microenterprises, microloans help generate income, create jobs, and build household assets while strengthening financial inclusion. Beyond access to capital, many micro-lending programs integrate technical assistance, financial education, and mentorship to help borrowers manage risk and grow sustainably. This combined approach of credit and capacity-building enables individuals to increase self-reliance, improve livelihoods, and participate more fully in local economies, making micro-lending a direct and practical mechanism for advancing long-term economic empowerment.

Addressing Persistent Financing Gaps

As traditional financial institutions increasingly rely on standardized credit scoring models and asset-based underwriting, many viable small businesses remain underserved. According to the 2025 Federal Reserve Report on Employer Firms, businesses owned by low-to-moderate income (LMI) individuals, immigrants, refugees, and minority entrepreneurs are significantly more likely to experience credit denials, receive less financing than requested, or refrain from applying altogether due to fear of rejection. Notably, firms denied financing in 2024 were nearly twice as likely as those in 2021 to report denial due to excessive debt levels (41 percent in 2024 compared with 22 percent in 2021).

Community-based micro-lenders and CDFIs play a critical role in filling this financing gap. By offering affordable, flexible capital and employing relationship-based underwriting, these institutions expand access to credit while mitigating risk through technical assistance and borrower edu-

cation. According to the 2025 Federal Reserve CDFI Survey, conducted between April 10 and June 13, 2025, 56 percent of CDFI respondents identified flexible underwriting and tailored loan products as their most significant value relative to non-CDFI lenders. Nearly three-quarters reported that federal funding streams were essential to delivering the terms necessary to reach underserved borrowers.

The survey further highlighted that CDFIs' impact extends beyond lending. Development services such as business support, technical assistance, and financial education are central to helping borrowers maximize loan outcomes. Despite economic uncertainty, respondents anticipated continued growth in demand for CDFI products and services.

ECDC_ Enterprise Development Group (EDG) Experience-: A Local CDFI Partner in Economic Empowerment

CDFIs serve as essential intermediaries in delivering micro-lending and business development services nationwide. Supported by the U.S. Department of the Treasury, these institutions provide flexible financial products, technical assistance, and financial education to entrepreneurs operating in economically distressed communities. Within this national framework, ECDC-Enterprise Development Group (EDG) plays a vital role as a certified CDFI and an SBA-approved micro-lender, dedicated to expanding access to capital, providing high-quality technical assistance, and creating entrepreneurial opportunities for underserved small businesses.

Within the Washington, D.C. metropolitan region, the Enterprise Development Group (EDG) offers a compelling local example of how micro-lending advances economic self-sufficiency. Founded in 2001 as a nonprofit subsidiary of the Ethiopian Community Development Council (ECDC), EDG's mission is to support underserved entrepreneurs particularly refugees, immigrants, and LMI individuals through access to capital and comprehensive business development services.

EDG has been **recognized by the U.S. Small Business Administration as one of the nation's top-performing SBA micro-lenders for six consecutive years**, reflecting consistent excellence in loan production, portfolio performance, and service to low- and moderate-income entrepreneurs, women-owned businesses, immigrant entrepreneurs, and minority-owned enterprises. Between 2001 and 2024, EDG disbursed more than 3,800 loans totaling over \$62 million, representing a substantial investment in neighborhood-based enterprises and regional economic vitality. EDG's portfolio includes startup and expansion financing for restaurants, retail businesses, transportation enterprises, and service providers, many of which operate outside the reach of traditional financial institutions.

EDG's impact extends well beyond lending. Through an integrated service delivery model that combines micro-loans with one-on-one technical assistance, multilingual business training, financial literacy education, and post-loan support, EDG enhances borrower success while maintaining strong portfolio performance tailored support in financial management, credit readiness, and business planning, strengthening enterprise sustainability and improving repayment outcomes. As a result, EDG Micro-Lending contributes to job creation, income stability, asset building, and improved household resilience, while fostering trust and long-term relationships within the communities it serves.

By aligning its lending practices with CDFI industry standards and SBA technical assistance priorities, EDG demonstrates how community-based lenders can effectively translate access to capital into lasting economic empowerment. Its experience reinforces broader evidence that micro-lending, when paired with strong capacity-building and technical support, serves as a powerful engine for inclusive growth, community wealth creation, and sustainable economic empowerment.

Looking Ahead

EDG Micro-Lending is strongly positioned to expand its impact as demand for inclusive, mission-driven finance continues to grow. Increasing recognition by federal agencies, foundations, and impact investors of micro-lending as a powerful tool for poverty reduction and economic mobility creates new opportunities for capital investment and program scaling. With additional resources, EDG can significantly grow its loan portfolio, reach new underserved markets, and provide critical support to emerging entrepreneurs, particularly underserved low-to moderate-income individuals.

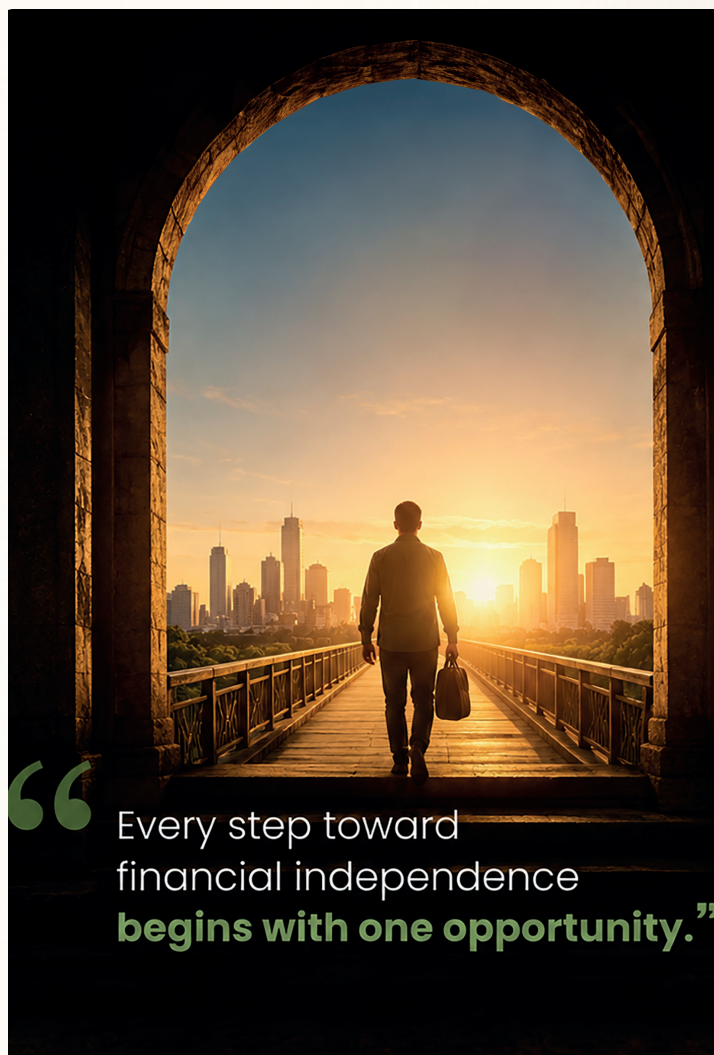
Advancements in data systems, impact measurement, and digital service delivery will further enable EDG to enhance efficiency, track long-term outcomes, and demonstrate measurable community impact to funders and policymakers. By strengthening partnerships with CDFIs, U.S. Small Business Administration (SBA), local governments, and workforce development organizations, EDG can connect borrowers to a broader ecosystem of supports such as job training, business coaching, market access, and public resources. In doing so, EDG evolves from a financing program into a comprehensive economic development platform that supports business creation, growth, job generation, and long-term economic stability.

Conclusion

Micro-lenders play an indispensable role in advancing economic empowerment, particularly for underserved and historically excluded populations. By providing access to small loans alongside technical support and targeted programs, micro-lenders create viable pathways to entrepreneurship that not only transform individual lives but also strengthen local economies. Access to microfinance enables income growth, asset ownership, and greater financial autonomy for small business owners.

Through a comprehensive, relationship-based lending model, ECDC's Enterprise Development Group (EDG) delivers affordable microloans combined with business training, one-on-one technical assistance, and ongoing post-loan support. This integrated approach ensures that borrowers are well-positioned for long-term success and aligns closely with the missions of the U.S. Department of the Treasury's CDFI Fund and the SBA. EDG's sustained recognition by the SBA underscores its role as a trusted financial intermediary, a high-performing lending institution, and a proven partner in advancing economic mobility, business sustainability, and community wealth building.

Across the United States, community-based CDFIs such as ECDC's Enterprise Development Group (EDG) demonstrate how mission-driven lending can effectively bridge systemic credit gaps. In



“Every step toward financial independence begins with one opportunity.”

the Washington, D.C. metropolitan area, EDG has helped thousands of entrepreneurs realize their economic potential by pairing access to capital with education and community support, making economic empowerment a tangible and lasting reality. Thus, investing in micro-lenders is more than a financial choice for policymakers, funders, and community leaders. It is a pledge to advance equity, broaden opportunity, and strengthen communities over the long term. Through this support, leaders shall enable inclusive development, promote sustainable economic growth, and lay the foundation for lasting community transformation.

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Allene F. Wright (Secretary/ Treasurer)
Senior Vice President for program
and Development
ECDC
Arlington, VA

Hagos Seyoum (Member)
Retired businessman

Jhon Agwaze (Member)
Owner manager- Global Educational Institute
Arlington, VA

EDG's Board of Directors Meeting.



Picture No 7- EDG's Board of Directors Meeting

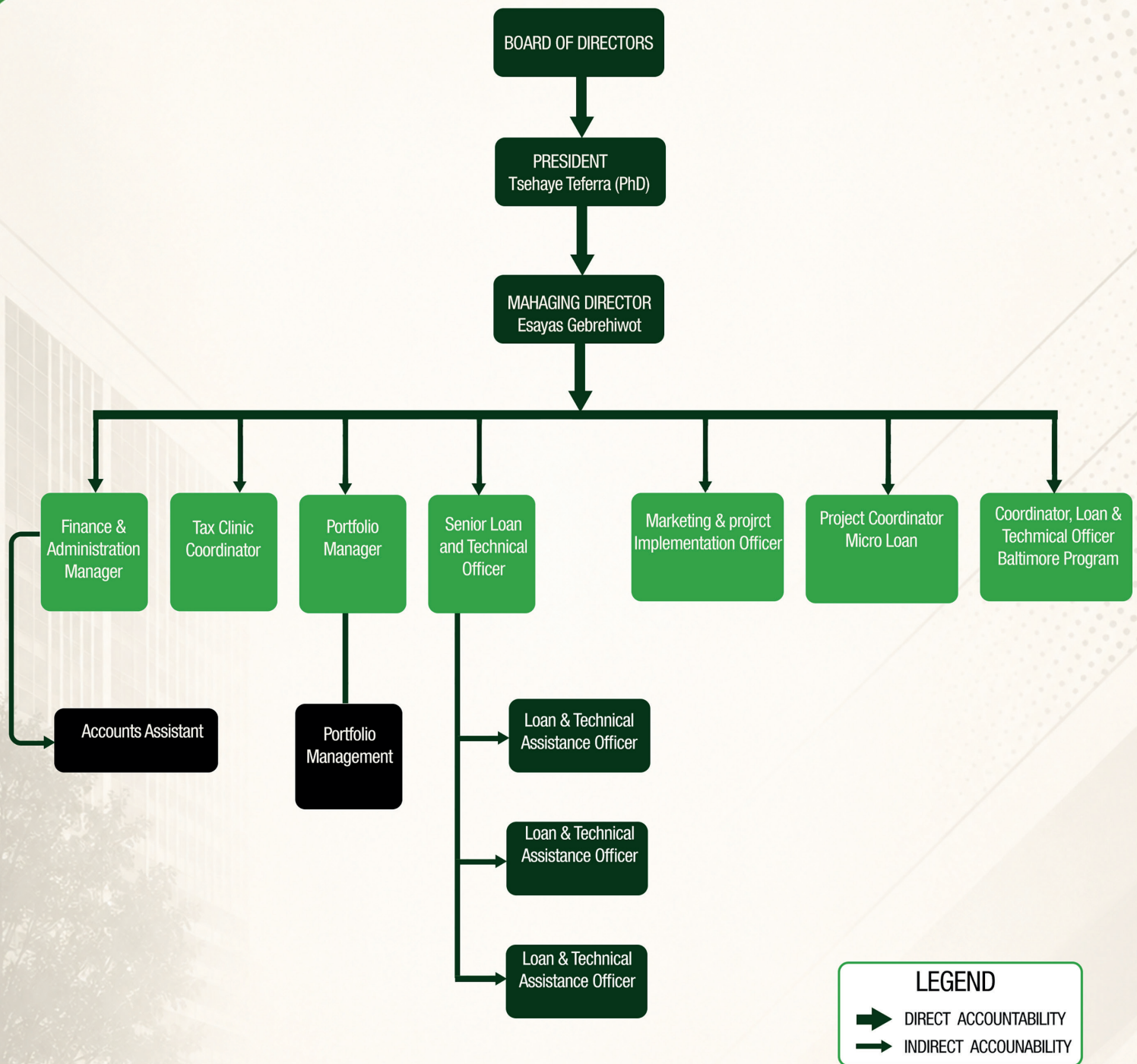
6.2. Management Group

The leadership team comprises the President and Managing Director, who oversee the organization's day-to-day activities. EDG is supported by seven key departments: Finance and Administration, Tax Coordinator, Portfolio Manager, Senior Loan and Technical Assistance Officer, Marketing and Program Implementation Officer, ORR-Project Coordinator, and Coordinator for the Baltimore Program. Each department plays a vital role in supporting EDG's mission, driving operational excellence, and fostering sustainable growth.



6.3 Organizational Structure and key Personnel-

ORGANIZATIONAL STRUCTURE ENTERPRISE DEVELOPMENT GROUP



7. Financial Performance & Transparency

ECDC- Enterprise Development Group as of September 30, 2025

		2025	2024	
Assets				
Current Assets				
Cash and Cash Equivalents		1,634,442	4,321,319	
Grant receivables		246,040	271,984	
Micro loan notes receivable, net of allowance for loan losses- Current maturities		3,496,550	3,100,234	
Accrued interest receivable, net of allowance for interest losses due form related parties		79,626	72,853	
Due form related parties		888,431	881,030	
Other receivables		84	84	
Total Current asset	\$	6,345,173	8,647,504	
Microloan Notes Receivables Net of Allowance for loan losses- Net of current maturities		8,123,055	7,103,798	
Property and equipment, Net of accumulated Depreciation		937,112	1,288	
Other Assets				
Cash Restricted in microloan revolving fund accounts- SBA		2,434,483	1,311,292	
Cash Restricted in Microloan revolving fund accounts- Other		6,935,963	5,421,210	
Cash Restricted in loan loss reserve fund accounts		516,701	462,827	
Cash designated for loan loss reserves		419,712	106,545	
Cash restricted in individual development accounts		16,045	16,043	
Total Other Assets		10,322,904	7,317,917	
Total Assets	\$	25,728,244	23,070,507	
Liabilities and Net Assets				
Current liabilities				
Due to related parties		462,370	180,017	
Due to Microloan borrowers		8,395	6,930	
Account payable		11,846	10,000	
Accrued Expenses		118,987	144,460	
Deferred Revenue		311,557	890,245	
Individual Development account deposits payable		16,045	16,043	
Notes payable- Current maturities		981,371	998,331	
Equity equivalent securities- Current maturities		112,500	125,000	
Total Current liabilities		2,023,071	2,371,026	
Non-Current liabilities				
Notes payable- Net of current maturities		5,514,143	4,422,879	
Equity Equivalent securities		85,165	135,477	
Total Non-Current Liabilities		5,599,308	4,558,356	
Total liabilities	\$	7,622,379	6,929,382	
Net Assets				
Unrestricted				
Undesignated		14,857,940	13,241,785	
Board designated reserve fund		2,731,224	2,436,513	
Designated for loan loss reserves		516,701	462,827	
Total Unrestricted	\$	18,105,865	16,141,125	
Total Net assets		18,105,865	16,141,125	
Total Liabilities and Net Assets	\$	25,728,244	23,070,507	

8. Acknowledgements and Partnership

We extend our deepest gratitude to our donors and partners for your generous support and partnership. Your commitment and contributions have been invaluable in helping us achieve our mission.



Government Agencies

- U.S. Department of the Treasury
- U.S. Department of Health and Human Services
- Small Business Administration
- State of Virginia Department of Housing and Community Development (DHCD)
- Maryland Department of Housing and Community Development (DHCD)
- Arlington County
- Fairfax County
- Montgomery County



Corporations and Businesses

- Bank of America
- Capital One Bank
- Chesapeake Business Finance Corp
- HSBC Bank
- Morgan Stanley
- Peoples Bank
- Truist
- Wells Fargo



Foundations

- Intuit Financial Freedom Foundation
- United Way

THANK YOU

TO OUR DONORS AND PARTNERS

Your support empowers communities, strengthens small businesses,
and builds a brighter future for all.



Together, we are creating
opportunities,
strengthening communities,
and building a brighter future.



EDG HISTORY



Rooted in Community.
Focused on Opportunity.



1983

EDCDC was established in 1983 to support refugees coming to USA.



1992

Our Microloan program started under ECDC.



1994

We started working as SBA microlender.



2001

EDG was established as an independent Non Profit 501 (C) organization.



2020

EDG supported small businesses affected by the crises caused by the COVID 19 Pandemic.



2025

EDG is committed to expanding financial inclusion by diversifying its loan portfolio and strengthening outreach across the DC metro area.



FUTURE

We will continue to support low-to-moderate income individuals start or expand their business and increase our annual disbursement to \$10 Million.



PEOPLE
We Empower



COMMUNITY
We Strengthen



OPPORTUNITY
We Create



IMPACT
We Sustain



LEADERSHIP AND STAFF OF ECDC_EDG



Tsehaye Teferra, Ph.D.
President, and CEO



Haddish Welday,
Finance &
Administration Manager



Mulualem Asfaw, Ph.D.
Marketing and Program
Implementation Officer



Hossein Ali Mahrammi
Loan and Technical
Assistance Officer



Elsa Desta
Accounting Assistant



Benyam Ezra
Portfolio Management
Assistant



Esayas Gebrehiwot,
Managing Director



Kidan Fekadeamlak
Loan and Technical
Assistance Officer



Nebiyi Teferra
Tax Coordinator



Birtukan Gebretekle
Senior Loan and Technical
Assistance Officer

Not Pictured –

Feseha Beyene
Portfolio Manager





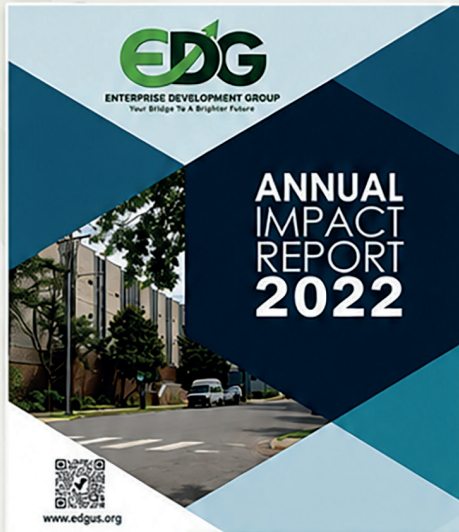
ENTERPRISE DEVELOPMENT GROUP

— Your Bridge To A Brighter Future —

4 YEARS OF IMPACT

2022–2025

Empowering communities. Supporting entrepreneurs.
Creating sustainable impact.



2022

Building Connections.
Strengthening Communities.



2023

Expanding Opportunities.
Driving Economic Growth.



2024

Strengthening Partnerships.
Creating Lasting Impact.



2025

Empowering Communities.
Creating Sustainable Impact.



ENTERPRISE DEVELOPMENT GROUP

— Your Bridge To A Brighter Future —

ECDC – Enterprise Development Group (EDG)

is a certified Community Development Financial Institution (CDFI) and an SBA microlender committed to promoting opportunities for self-sufficiency and sustainable business growth among low-to-moderate-income individuals across the DMV region.



**SERVING COMMUNITIES IN
NORTH VIRGINIA, DC,
MARYLAND & BALTIMORE**



EDG SERVICES



BUSINESS LOANS

Loans up to \$50,000 to help start, grow, or expand your business with flexible and accessible financing.



FREE TAX FILLING ASSISTANCE

Get help filing your taxes for free and keep more of what you earn.



BUSINESS TRAINING

Practical training and workshops to build your skills, strengthen your business, and grow with confidence.



PRE & POST LOAN TECHNICAL ASSISTANCE

One-on-one support to help you prepare for funding and succeed long-term after your loan.



EDG is a non-profit 501 (c)(3) microlender.

Empowering communities. Strengthening businesses. Building brighter futures.



**SCAN TO
LEARN MORE**



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