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SMALL BUSINESS EXPERT ANNIE OLDS ACCEPTS VENTURE NORTH BUSINESS DEVELOPMENT POSITION

TRAVERSE CITY, MICHIGAN – When it comes to small business in northwest Michigan, there’s not much that Annie Olds hasn’t done. Her experience ranges from milking cows on the family dairy farm to helping small businesses develop and implement plans and budgets to support their growth and development – the backbone of Northwest Michigan’s economy.

Which is why she recently accepted a new senior position as a Business Development Manager with Venture North Funding and Development. Olds will work with business and community interests to make commercial loans with terms and conditions tailored to the unique circumstances of businesses with a focus on economically distressed geographic areas.

“Venture North is an exceptional and completely unique source of loan capital to support businesses and jobs,” said Olds. “Their first question in considering a loan is how will the loan and business impact the community. For me, the organization and job are a perfect fit. Venture North has a deserved reputation as an organization that comes to the business instead of waiting for the business to come to them offering flexible terms and conditions that fit each business.”

“Fortunate, grateful and excited are the first words that come to mind,” said Laura Galbraith, President of Venture North. “We are blessed to have someone like Annie in our region who is absolutely passionate about the success of small businesses. Annie will dramatically expand our reach and impact, working one-on-one with small businesses to learn about what they do, how they are doing and ways that Venture North can dedicate capital to support their success. Small businesses in our region, particularly in Kalkaska, Antrim, Wexford and Missaukee Counties will be significant beneficiaries of Annie’s decision to join our team.”

“Venture North has been one of my favorite community partners to work and collaborate with my recent work, so I’m very familiar with and possess a high level of respect and appreciation for the work that Venture North does and their role in supporting small businesses. It helped make for an easy decision to join their team,” said Olds, who begins her new post on October 18, 2021. “I’m excited to hit the ground running and dig in. It’s going to be both rewarding and fun with a team of talented professionals who gauge their success by the success of their clients!”

Most recently, Olds served as Regional Director of the Northwest Michigan Small Business Development Center (SBDC), a program of Networks Northwest. Among her personal accomplishments consulting are: securing nearly \$17 million in capital for businesses; helping start over 50 small businesses; helping to create over 250 new jobs while retaining nearly 165 jobs; assisting over 150 small businesses; and providing counsel and assistance to over

570 small businesses. She has a Master's Degree in Strategic Management and Bachelor's Degree in Management, specializing in small business management, both from Davenport University. She is a longtime resident of Kalkaska and formerly served as President, Kalkaska Area Chamber of Commerce.

What does Annie do when she isn't working? "One joy is family camping in our 1961 Airstream camper trailer that I've been renovating over the past couple of years," Olds says. "If you have a small business and you see us out and about in our camper, I'm happy to talk in the forests or overlooking a lake or river about how we can help!" And in her spare time, Annie and her husband, Justin, own and operate a 126-acre farm specializing in custom grown beef and pork. She apparently likes to keep busy!



Stop us on your street.

Venture North Funding and Development loans money to small businesses to help them and northwest Michigan communities flourish. We work at a grass roots level and offer flexible terms and conditions and consider small loans. We are a Community Development Financial Institution and place priority on providing loans and other resources to small businesses in distressed communities and under-represented populations, like women and ethnic minority business owners. **Call us. Email us. Or stop us on the street.** 231-995-7115 • info@venturenorthfunding.org