

A graphic of several overlapping, stylized blue leaves or petals, arranged in a circular pattern, serving as a background for the text.

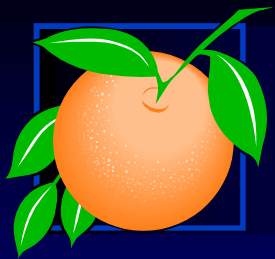
Office of Economic, Trade and Tourism Development

FY 2020 Contract Renewals

**Board of County Commissioners
November 12, 2019**

FY 2019-20 Proposed Funding

- **Black Business Investment Fund (BBIF)**
- **Hispanic Business Initiative Fund DBA Prospera (HBIF)**
- **Orlando Economic Partnership (OEP)**
- **University of Central Florida Research Foundation (UCFRF)**



BBIF Proposed FY 2019 - 20 Funding

Black Business Investment Fund

Inez Long, President & CEO



ORGANIZATION UPDATE

**Orange County Board of
County Commissioners**

November 12, 2019



Equal Opportunity Provider





“ Our mission is to develop & promote Black business enterprises through education, training, loans, investments, and other activities & aggressively promote an atmosphere conducive to their development.

—The BBIF Florida Mission

BBIF Florida is a Community Development Financial Institution (CDFI), private non-profit loan fund that specializes in providing loans and financial technical assistance services to Black, minority & underserved small businesses throughout Florida.



Strategic Goal



To make BBIF Florida a self-sustaining and high-performing CDFI.

Objective



To provide loan capital and business development training to all minority and underserved businesses.



TOGETHER WE ARE AGENTS OF CHANGE

Our Investors & Partners

GOVERNMENT PARTNERS



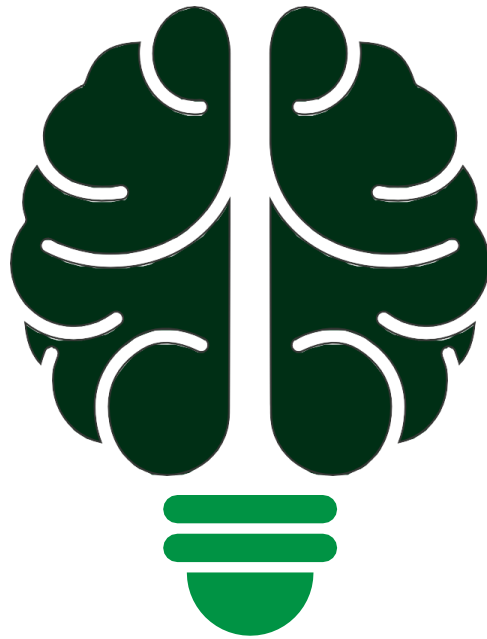
BANKING PARTNERS



WHAT WE DO BEST
Core Services



ACCESS TO CAPITAL



BUSINESS TRAINING



STATEWIDE LOAN FUNDS

Flexible & Responsible Funds

We guide our clients on their journey of business growth through training business owners, ensuring that they have the mentors and training necessary to their success.



Financial Technical Assistance Business Coaching

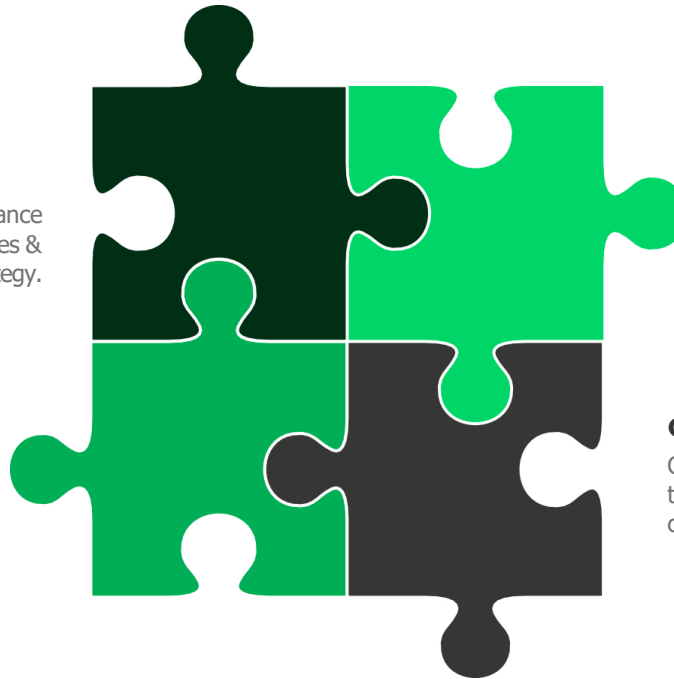
We guide our clients on their journey through entrepreneurship, ensuring you have the mentorship and training necessary to succeed.

FINANCIAL TRAINING

Analysis, Performance
Management, Sales &
Pricing Strategy.

NETWORKING

Business Networking, Strategic
Alliance Training, & Strategic
Opportunities.



BUSINESS MANAGEMENT

Marketing, Legal, and other business
management strategies.

CFO ROUNDTABLE

CFO monthly coaching with a
team of highly-qualified
consultants.

FLORIDA'S CREDIBLE & TRUSTED SMALL BUSINESS CDFI

Certifications & Affiliations



AEO Association for
Enterprise
Opportunity
The Voice of MicroBusiness

KEYS TO SUCCESS

Our Holistic Approach



5 Keys To Success

BBIF Florida's approach to developing a successful businesses is founded in the belief that business success is achieved when the right attitude, access to capital, capacity (development), opportunities (increased revenue) and networking (relationship/mentoring enhancement) are all combined and improved for the small business owner.



Coachable
Attitude



Infrastructure
&
Capacity



Networking
&
Relationship
Building



Access to
Capital



Access to
Opportunity

TRANSPARENT & FISCALLY SOUND

Aeris Rated

AERIS

RATED

★ ★ ★ A-

30 YEARS OF
IMPACT
10 YEARS STATEWIDE



FYE 9/30/2019

Impact Information

\$4,593,800	BUSINESS LOAN DOLLARS
204	BUSINESS LOAN JOBS CREATED/RETAINED
23	NUMBER OF BUSINESS LOANS APPROVED/CLOSED
\$20 MILLION	NMTC ALLOCATIONS RECEIVED
\$16 MILLION	NMTC PROJECTS APPROVED
\$6 MILLION	NMTC LOAN POOL CREATED
\$2.6 MILLION	NMTC LOANS APPROVED
\$43,320,000	TOTAL COMBINED NMTC LEVERAGED INVESTMENTS
735	NMTC JOBS CREATED/RETAINED

HISTORICAL IMPACT (FYE 9/30/2019)

30+ Years of Impact

“

*Life & Business
are About
Making an
IMPACT.* ”

451

TOTAL BUSINESS LOANS

13,381

JOBS CREATED AND RETAINED

\$16MM

NMTC INVESTMENT

2,797

NMTC JOBS CREATED/RETAINED

\$49.8MM

BUSINESS LOAN INVESTMENT

<4%

HISTORICAL LOAN LOSS RATE

\$40MM

NMTC ALLOCATIONS

\$175.6MM

NMTC COMMUNITY LEVERAGE

LOAN CLIENT, NMTC LOAN POOL RECIPIENT
Partnership at Work



Derrick Wallace
Chairman & Owner, Construct Two Group (CTG)

Derrick Wallace is the Chairman and Owner of Construct Two Group (CTG). CTG, a construction management firm was founded in 1990. Through the leadership of Mr. Wallace, the company has grown to a corporation with headquarters offices in Orlando. CTG provides construction services to a diverse clientele including some of Central Florida's most prestigious organizations.

Mr. Wallace has served as project executive on many of CTG's projects. He is a hands-on leader who continuously challenges his project teams to provide quality services and to fulfill the needs of the surrounding community.

Mr. Wallace continues his community-minded philosophy by involving himself in many noteworthy organizations. He is currently active with 100 Black Men of Orlando, Inc. An organization established to improve the quality of life in the African American community through educational and economic opportunities.

SMALL BUSINESS LOAN
Big Impact

Construction Headquarters Project Impacts

- \$618,000 NMTC Loan
- African American Owned Construction Company.
- The New HQ Will Bring Much Needed Jobs, Increasing Their Workforce by 50%.
- CTG Will Provide Mentorship/Training For Small Minority Contractors.
- CTG Will Utilizing African American Subcontractors For HQ Construction.



LOAN CLIENT, NMTC LOAN POOL RECIPIENT
Partnership at Work



Dr. Juan Carlos Amesty

President, Central Christian University (CCU)



DR. JUAN CARLOS AMESTY is the founder and current president of Central Christian University for 12 years. He founded the university and has established campuses in many places world-wide. The physical main campus has been substantially enlarged, and the school's reputation as an international leader has been established.

Amesty has served two terms as President of Concilio Iglesia de Dios Misionera. He is one of the founders of Reto de Juventud, (a rehabilitation center designed for young men with alcohol and drug abuse) in Caracas, Venezuela and is the founder and part of the executive board of Chaplains of Florida, an international chaplaincy organization educating inmates inside the prison system through the preparation of chaplains.

He is also the founder of Christian Care Counseling Center, an outpatient clinic that offers counseling programs for the community in Central Florida.

SMALL BUSINESS LOAN

Big Impact



Central Christian University: Real Estate Purchase & Renovation

- **\$1.3 Million NMTC Loan.**
- **New Job Creation: Growing Their Workforce**
By 65%.
- **Hispanic Owned Business.**
- **Creating An Elementary Charter School.**
- **Creating A Community Facility, Which Will Act as a Resource Venue for the Community.**



BBIF FLORIDA
**STRATEGIC
POSITION**

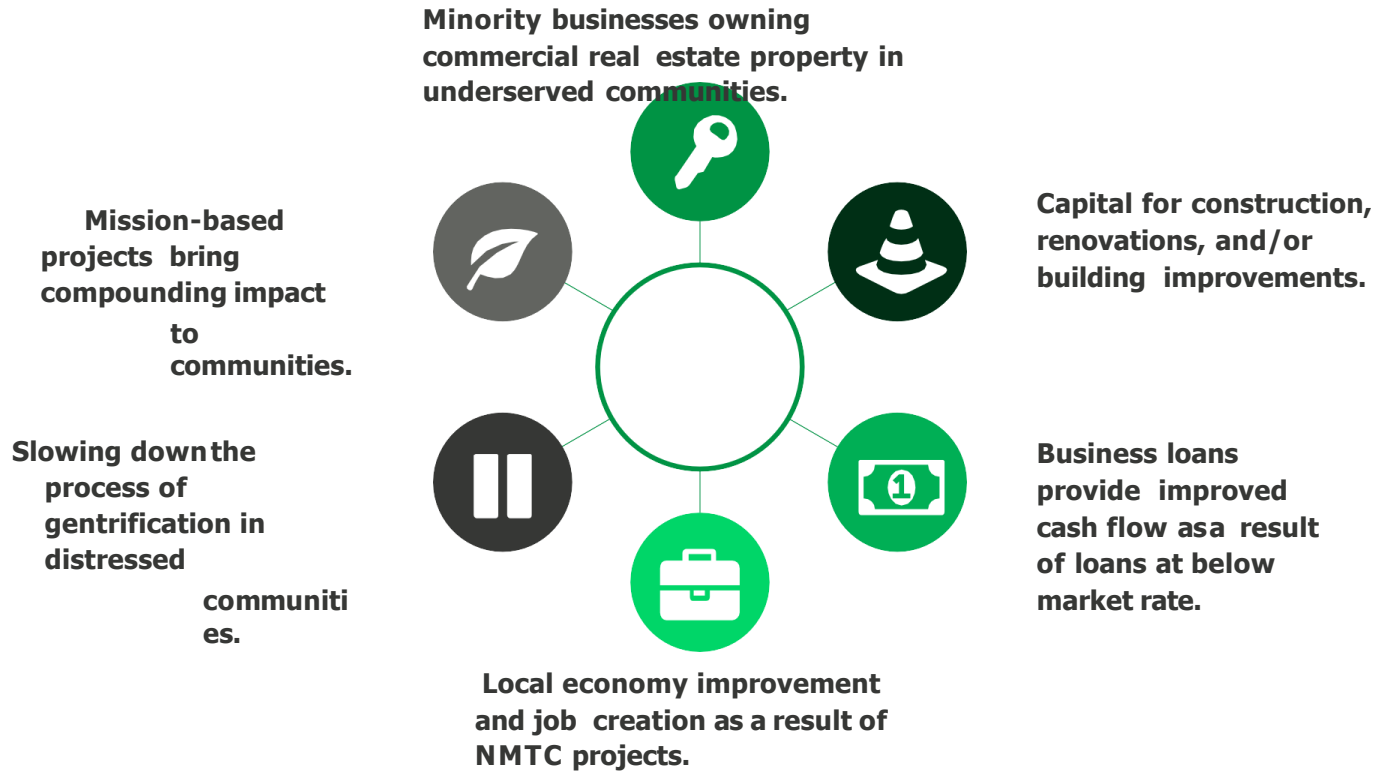




#BBIF
BEYOND
LOANS

BBIF BEYOND LOANS

CDFI Partnership Builds Communities





THE PROBLEM

- ▶ 50,507,780

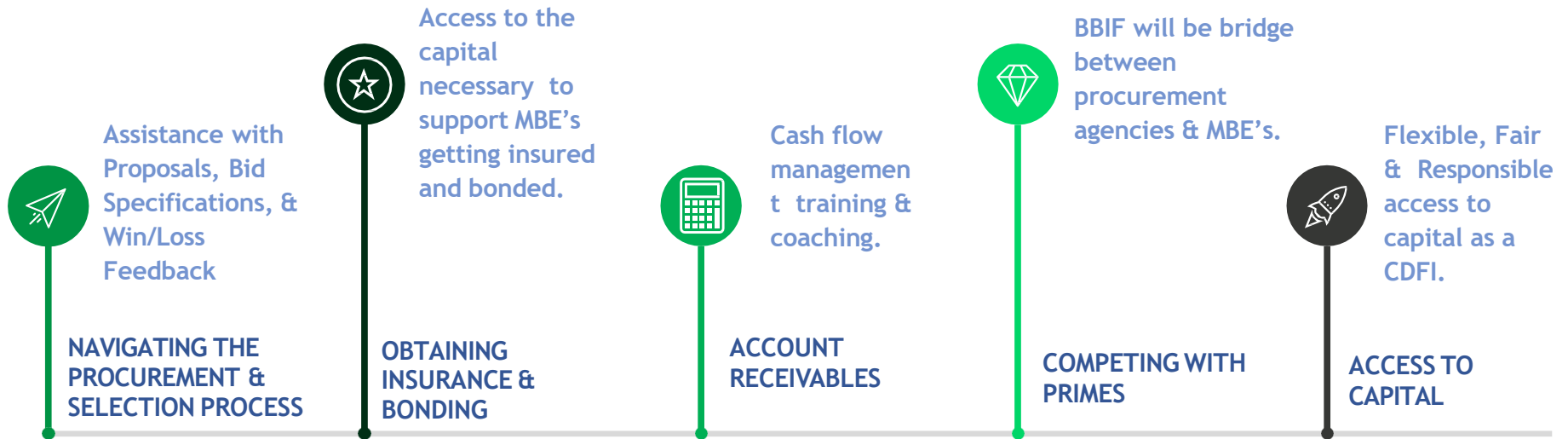
- ▶ IN MISSED OPPORTUNITY FOR
 - ▶ M/WBE'S.

MWBE MISSED OPPORTUNITY

We identified three (3) specific categories with the greatest opportunity for our target market.



CONTRACTORS KEY CHALLENGES AND SOLUTIONS



C.A.C. SERVICES



CONTRACTOR CEO ROUNDTABLE

A team of consultants work with the contractors monthly to address & solve business challenges.



TEAM OF EXPERT CONSULTANTS

Access to seasoned subject matter experts including legal, accounting, marketing, strategy, data & research.



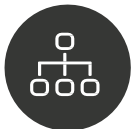
EMPLOYEE PIPELINE DEVELOPMENT

Partnership with Workforce Florida, Valencia Construction Program & other partners to develop a strong pipeline of professionals for the general contractors to pull from.



CAPACITY DEVELOPMENT

Blueprint Reading, Project Management, Bidding & Estimating, Financial Management, Bonding, Legal Contract Assistance.



NETWORKING

Events, industry townhalls, agency partnerships & strategic alliance relationships to yield opportunities for contractors.



FACILITY USE - Phase II

Private small offices/meeting rooms, virtual offices, training & networking space, mailing addresses, administrative support and usage of office equipment & technology.

BORROWER FEEDBACK

What Our Clients Are Saying



We weren't able to secure a loan with the traditional banks, then we contacted BBIF who encouraged us to try. They are trustworthy & worked tirelessly to get us the capital we needed to become

*PHILIP DEEVER
OWNERS
KINGDOM COMMUNICATIO
NS*



BBIF Florida not only taught me about my numbers, but taught me how to maximize the space in my salon and now my business is self-sufficient. Thanks to the Roundtable sessions, my business is ran not just on passion, but on smart business strategies!

*LESLIE BARTON
OWNER
HAIR IN MOTION*



BBIF worked with owner me to provide capital, technical assistance, and management training to help grow my company, which is now one of Orlando's few large, black-owned commercial

*contracting companies.
OWNER
R.L BURNS
CONSTRUCTION*



THANK
YOU



WEBSITE

WWW.BBIFFLORIDA.COM



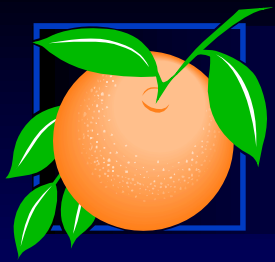
EMAIL

INFO@BBIF.COM



PHONE

407.649.47
80



BBIF Proposed FY 2019 - 20 Funding

Action Requested:

Approval and execution of Orange County, Florida and Black Business Investment Fund, Inc. FY 2020 Grant Agreement and authorization to disburse \$152,847 as provided in the FY 2019-20 adopted budget.