

Orange County Government,
Board of County Commissioners

Budget Work Session

July 17, 2012



BBIF

BLACK BUSINESS INVESTMENT FUND

Jacqueline Barr,
BBIF Board Member

Jasmine Houston,
BBIF Communications Officer



About us...

•Investment Corporation

Central Florida's Premier Non-Traditional Lender - specializing in providing loans to minority & small businesses

•Created out of Florida Statue 288.7

(1985 Florida Small and Minority Business Act)

•Investor Memberships Regulated

Office of the Comptroller of the Currency
Auditor General

•Certified by:

Florida Department of Economic Opportunity
Black Business Investment Corporation (BBIC)
U.S. Department of Treasury
Community Development Financial Institution (CDFI)
Community Development Enterprise (CDE)
U.S. Small Business Administration
Community Advantage Lender

Recent Awards:

Starbucks Create Jobs for America
Bank of America



Our Partners

CITY OF ORLANDO.net



UNIVERSITY OF CENTRAL FLORIDA
BUSINESS INCUBATION PROGRAM



KISSIMMEE / OSCEOLA COUNTY
CHAMBER OF COMMERCE

Bank of America



ORLANDO
INTERNATIONAL
AIRPORT



CNLBank.



JPMorganChase



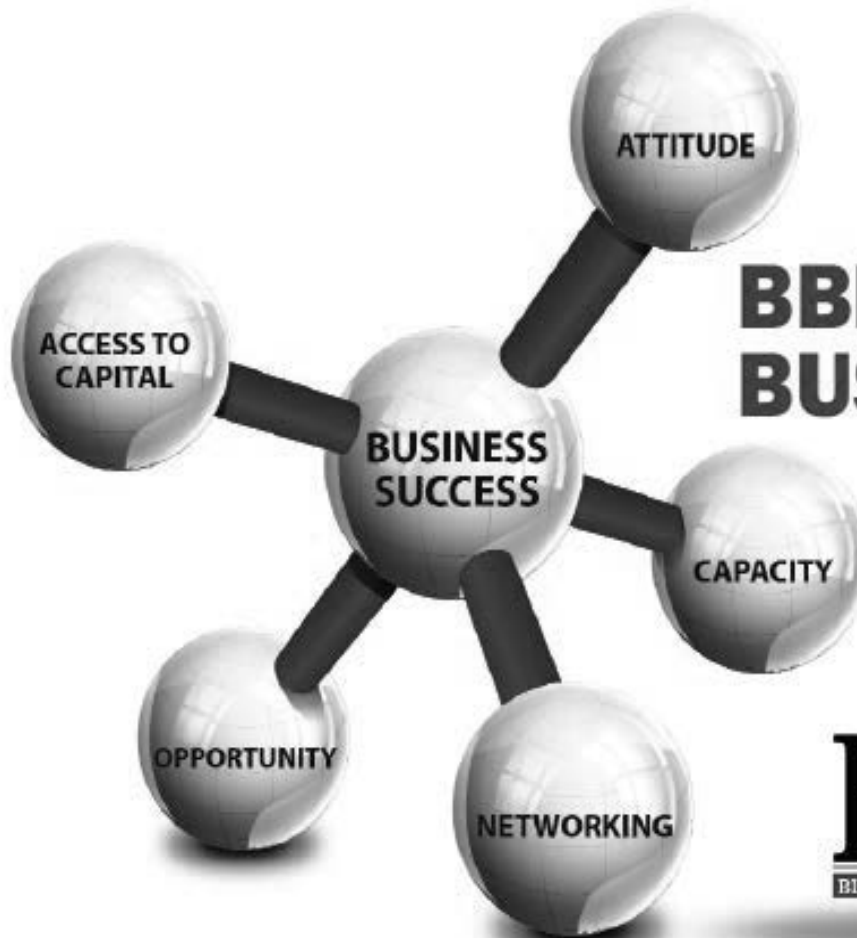
WELLS
FARGO



SCORE®
Counselors to America's Small Business

WALT DISNEY

Business Development Approach



BBIF'S 5 KEYS TO BUSINESS SUCCESS

Core Services

Access to Capital

Financial Technical Assistance

Opportunities & Networking



Financial Technical Assistance Services

- **One-on-One Staff Counseling**
 - G.A.P. Analysis
 - Action Plan
 - Success and Failure Analysis
- **One-on-One Technical Team Counseling**
 - CPA
 - Business Strategist
 - Marketing Consultant
 - Loan Officer
- **Business Owners Roundtable**



Access to Capital

Organization administers \$14 million out of 3 distinct loan funds



The Black Business Loan Fund (BBLF) provides loans to qualified stage 1 Black-owned businesses established a minimum of 2 years. Loan amounts range between \$10,000 - \$100,000.



The Micro Loan Fund (MLF) provides loans to qualified stage 0 & 1 businesses. Loan amounts range between \$5,000 - \$50,000. This fund is race neutral.



The Economic Gardening Loan Fund (EGLF) provided loans to qualified stage 2 businesses established a minimum of 2 years, revenues of \$1 million - \$25 million and 10 – 50 employees. Loan amounts ranged between \$50,000 - \$250,000. As of July 1, 2011 all loan funds for this program were expended. This fund was race neutral.

Access to Capital

Coming FY 2013



The Contract Financing Loan Fund (CFLF) will provide working capital loans to minority businesses. Loan sizes will range between \$10,000 - \$100,000 secured by an acceptable contract and must provide job creation. This fund is for minority business enterprises.



The Small Business Loan Fund (SBLF) was formed to provide SBA Community Advantage loans to established minority and small businesses. Loan sizes will range between \$50,000 - \$250,000. The business must be of good financial condition and provide job creation. This fund is race neutral.

Historical Impact

**The figures below are for
BBIF's entire loan history
(1988 – 2011)**

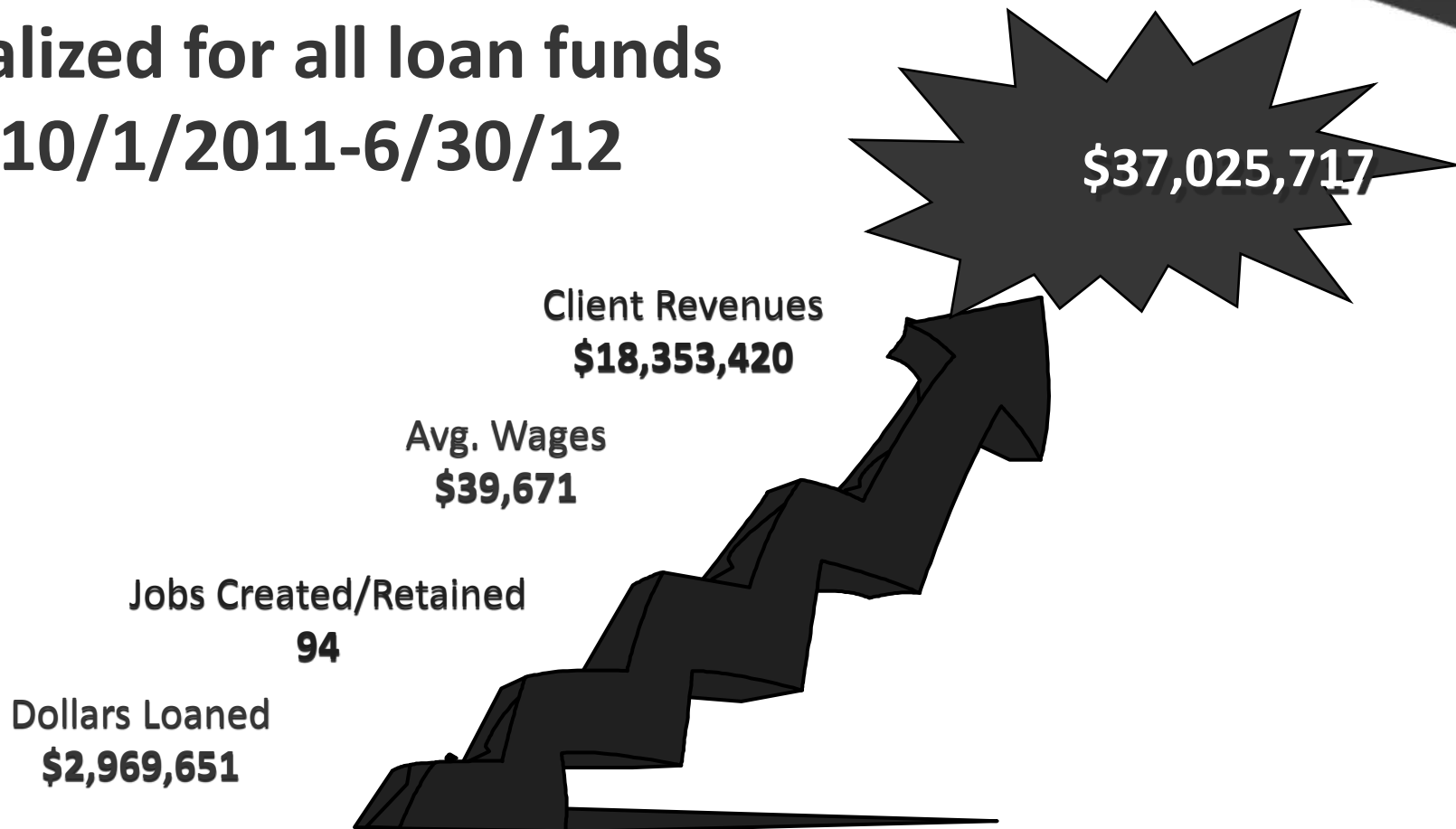


***JOB NUMBERS MAY FLUCTUATE AS MORE CURRENT CLIENT DATA IS RECEIVED**
U.S. DOC Regional Industrial Multiplier 1:1 6767 MCP@UCF 1/1.89*

Orange County Economic Impact

Realized for all loan funds

10/1/2011-6/30/12



* U.S. DOC Regional Industrial Multiplier 1:1.6767 * MCP @ UCF 1/1.89

Orange County's Return on Investment

BBIF'S TAX REVENUE IMPACT

*Investing in BBIF returns
dollars to the County*

ORANGE COUNTY

Property Taxes = \$181,608

Sales Taxes = \$223,744

Customer Jobs/Households

94

Customer Avg. Salaries

\$39,671

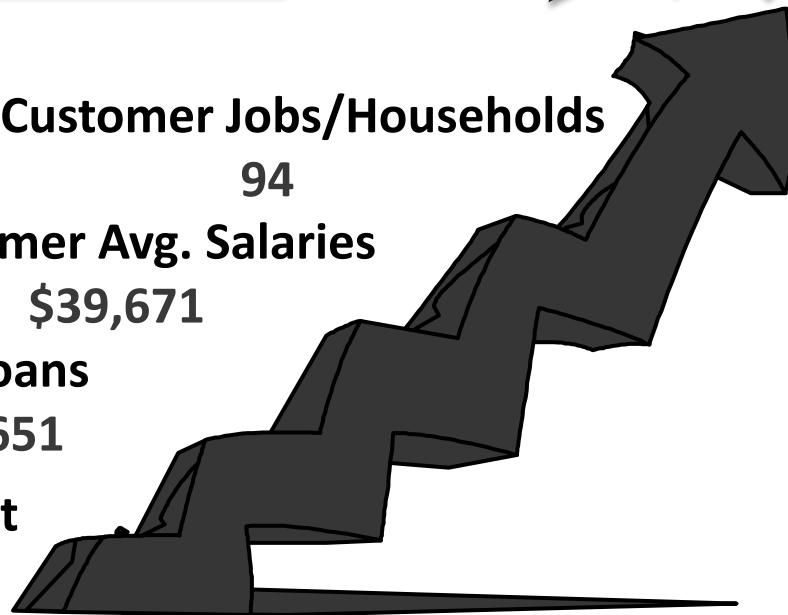
Customer Loans

\$2,969,651

Orange County Contract

\$185,724

**\$405,352
(184% ROI)**



Opportunity & Networking

- **Business Networking Event**
- **Business Opportunity Symposium Series (BOSS Events)**
- **Central Florida Black Business Day**
- **Partner & Community Events**



Clients



We ask for your continued support ...

Thank you!

