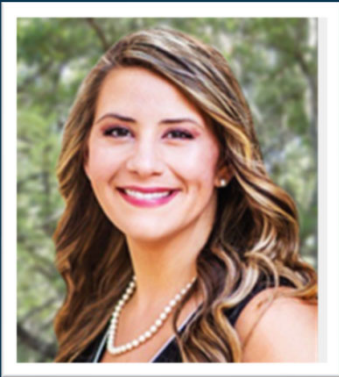


State Small Business Credit Initiative

March 8, 2023

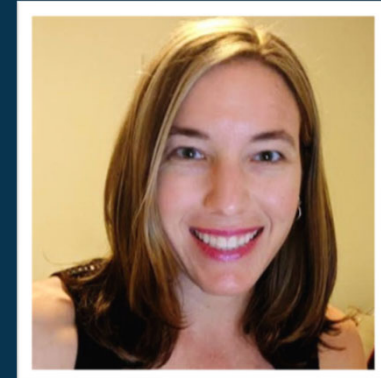




Meredith Ivey
Acting Secretary of
Florida Department of
Economic Opportunity



Laura DiBella
Secretary of Commerce,
Enterprise Florida, Inc.



Kate Chunka
Vice President of Industry
Engagement,
VISIT FLORIDA



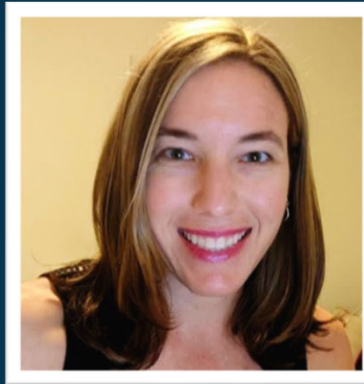


Welcome from DEO Acting Secretary Meredith Ivey

Laura DiBella
Florida Secretary of
Commerce and President
& CEO of Enterprise Florida



**Welcome from Enterprise Florida Inc. Secretary of Commerce
Laura DiBella**



Kate Chunka
Vice President of Industry
Engagement,
VISIT FLORIDA

WHAT IS THE STATE SMALL BUSINESS CREDIT INITIATIVE?

- ◆ The State Small Business Credit Initiative – or the SSBCI – is more than \$488 million to:
 - Support small business lending
 - Grow Florida’s small businesses
 - Create jobs that support families

- ◆ Federal program through the United States Department of Treasury

- ◆ Supports minority-owned, women-owned, veteran-owned, rural, or very small businesses across the state.

HOW MUCH FUNDING MAY FLORIDA RECEIVE?

All Businesses:	\$300,311,399
Very Small Businesses:	\$23,879,723
SEDI-Owned Businesses:	\$107,149,207
• Additional SEDI Allocation:	\$57,146,243

TOTAL ALLOCATION:
\$488,486,572

HOW CAN SSBCI HELP YOUR SMALL BUSINESS?

SSBCI funds can be used for any business purpose, including:

- Business procurement, start-up costs, and working capital
- Franchise fees
- Equipment
- Inventory
- The purchase, construction, renovation, or tenant improvements of an eligible place of business that is not for passive real-estate investment purposes

SSBCI can help your business if you need credit but:

- Your business doesn't have much collateral
- Your business hasn't been around for very long
- Your business is in a rural area
- Your business is very small

WHAT BUSINESSES ARE ELIGIBLE?

Most Florida small businesses with 750 employees or fewer, including corporations, partnerships, sole-proprietors, independent contractors, nonprofits, and cooperatives.

- ◆ Minority-owned businesses
- ◆ Woman-owned businesses
- ◆ Veteran-owned businesses
- ◆ Businesses in rural areas
- ◆ Very Small Businesses



WHAT IS A MINORITY, WOMAN, OR VETERAN-OWNED BUSINESS?

According to the SSBCI regulations and guidance, a minority*, woman, or veteran-owned or controlled business is a business that:

Is at least 51% minority, woman, or veteran owned

OR

A minority individual, a woman, or a veteran controls the business

*A natural person who identifies as American Indian or Alaska Native; Asian American; Black or African American; Native Hawaiian or Other Pacific Islander; Hispanic or Latino/a; or one or more than one of these groups.

WHAT ARE SEDI-OWNED BUSINESSES?

Socially and Economically Disadvantaged Individual

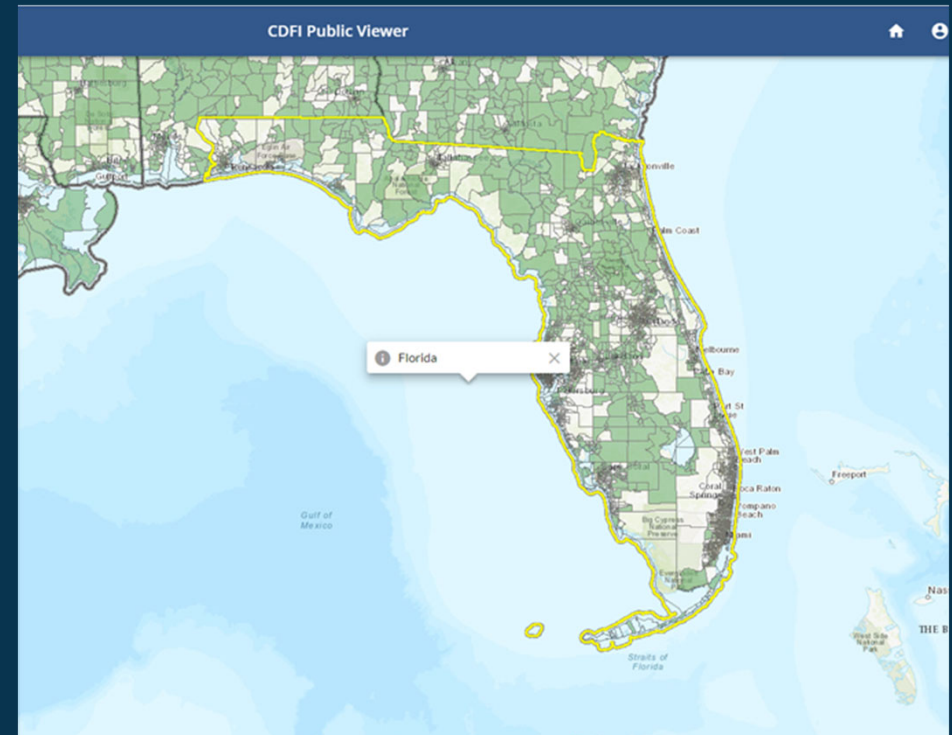
- ◆ According to the SSBCI regulations and guidance, SEDI businesses are businesses owned by individuals who have had access to credit on reasonable terms diminished as it compares to others in comparable economic circumstances due to their membership within certain groups.

This includes small businesses that:

- Certify they are owned and controlled by individuals who reside in a Community Development Financial Institution (CDFI) Investment Area; or
- Certify that they will operate a location in a CDFI Investment Area; or
- Have locations in a CDFI Investment Area.

WHAT IS A CDFI INVESTMENT AREA?

Community Development Financial Institution (CDFI) Investment Areas are geographic areas that meet one or more of the objective criteria of economic distress.



See FloridaJobs.Org/SSBCI for a map of CDFI Investment Areas for the purposes of SSBCI.

WHAT IS A VERY SMALL BUSINESS?

A Very Small Business is:

- A business with fewer than 10 employees.
- May include independent contractors and sole proprietors.



WHAT LENDERS CAN PARTICIPATE?

- ◆ Banks
- ◆ Credit Unions
- ◆ Certified Development Companies
- ◆ Community Development Financial Institutions

Large or small, YOUR LOCAL LENDER can participate!



HOW DOES A LENDER ENROLL IN THE SSBCI PROGRAM?



Call:
1-888-357-5053



Email:
SSBCI@DEO.MyFlorida.com

More information can be found at
FloridaJobs.Org/FloridaSSBCI

WHAT ARE THE PROGRAMS AVAILABLE THROUGH SSBCI?

FLORIDA STATE SMALL BUSINESS CREDIT INITIATIVE (SSBCI)

Funding through the SSBCI program can be used serve small businesses of all sizes and stages of development.

COLLATERAL SUPPORT PROGRAM

Enables financing that might otherwise be unavailable due to a collateral shortfall. This credit enhancement uses public resources to encourage private lenders to lend money to businesses by providing a cash deposit as collateral for a business loan or credit facility.

VENTURE CAPITAL PROGRAM

Targeted investment strategy implemented on an appropriate scale that can attract capable investment managers to support Florida small businesses and create value. DEO will work with Enterprise Florida to secure partnerships with public entities and investment managers.

LOAN PARTICIPATION PROGRAM

SSBCI funds are used alongside private funds to support a loan to a borrower. The SSBCI funds may be used as a companion loan, or the funds may purchase a portion of the loan made by the private lender.

LOAN GUARANTEE PROGRAM

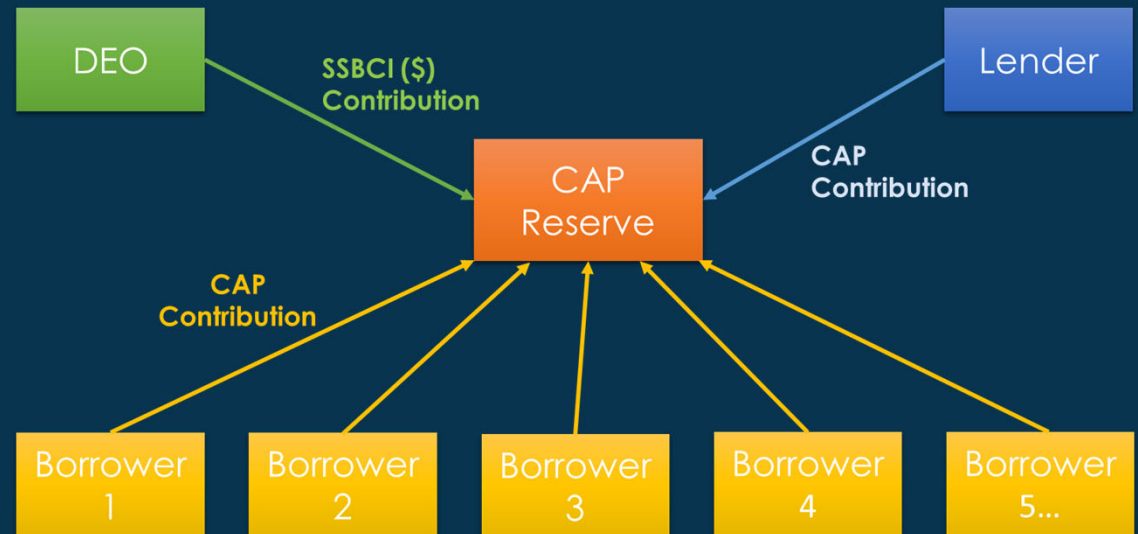
Provides a private lender with a short-term, partial guarantee to support a loan or line-of-credit for eligible small businesses.

CAPITAL ACCESS PROGRAM

A pooled loan insurance program where a private lender originates a loan, and the borrower and lender contribute a percentage of the loan per eligible small business, which is then matched by SSBCI funding.

CAPITAL ACCESS PROGRAM

The Capital Access Program helps small businesses in obtaining credit to grow and expand their businesses by offering pooled loan insurance to lenders.

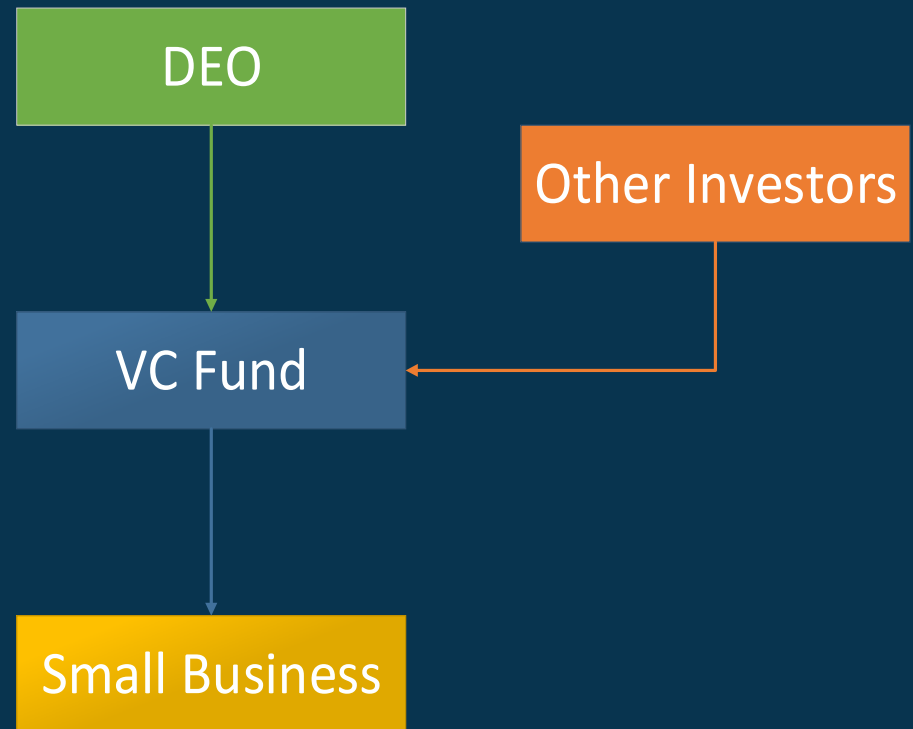


LOAN PROGRAMS

- **Loan Participation:** SSBCI funds are used alongside private funds to support a loan to a borrower. The SSBCI funds may be used as a companion loan, or the funds may purchase a portion of the loan made by the private lender.
- **Loan Guarantee:** The program provides a lender with security in the form of a partial guarantee so that the lender can approve a loan or a line of credit for the business owner.
- **Collateral Support:** The program assists lending institutions by enhancing collateral coverage of individual loans.
 - **504 Bridge Loan:** Provides a lender with short-term capital to bridge the gap between loan closing and the permanent takeout of the second mortgage by the SBA, making available to the lender the funds necessary to ensure the borrower can obtain credit.

EQUITY CAPITAL PROGRAM

- Direct investments in Florida start-ups and early-stage businesses with high growth potential or the possibility to generate a high return.
- Provides access to capital in the form of equity investments and convertible debt.
- SSBCI funds can be used for transactions up to \$20 million in a single round.



Q&A



SSBCI@deo.myflorida.com

CONTACT



Thank You.

If you have questions or comments about this presentation, please contact our office.



Office: Office of Small and Minority Business Capital
Main Line: 1-888-357-5053
Email: SSBCI@deo.myflorida.com