

FY 2024 Budget Presentation

PHED Work Session **May 2, 2023**

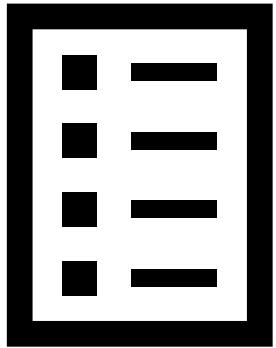
Presented by:

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Topics



FSC First Legacy Data

Economic Impact

Pipeline and Portfolio

Level Up Program

*25-Year Legacy Impact

Business Development/Technical Assistance

2,653 Businesses received financial counseling services.

102 Average number of businesses assisted annually.

Loans Approved

\$156,253,440 in Loans Approved

Loans Closed & Funded

\$104,742,345 in Loans Closed & Funded

68% Closing Rate

Additional Public/Private Funds Attracted

\$1,494,528,722 Leveraged

11:1 Leverage Ratio over 25-year period

Jobs Supported

12,899 Over a 25-year period

11,191 Over the last 10 years (or 87%)

Commercial Tax base Contribution

\$246,510,436 Tax Assessment Value

Growth in Tax Assessment Value for the properties in our portfolio that required construction and leasehold improvements to accommodate our borrowers. Tax Assessment value grew from \$95,807,764 to \$342,318,200 (67% increase in Assessment value)

\$3,518,703 Additional Taxes Collected Annually

*Data for 25-year accomplishments also include 8 months of FY 23 (July 1, 2022- February 28,2023)

Economic Impact

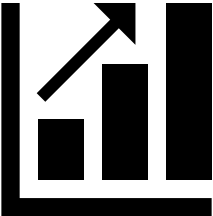
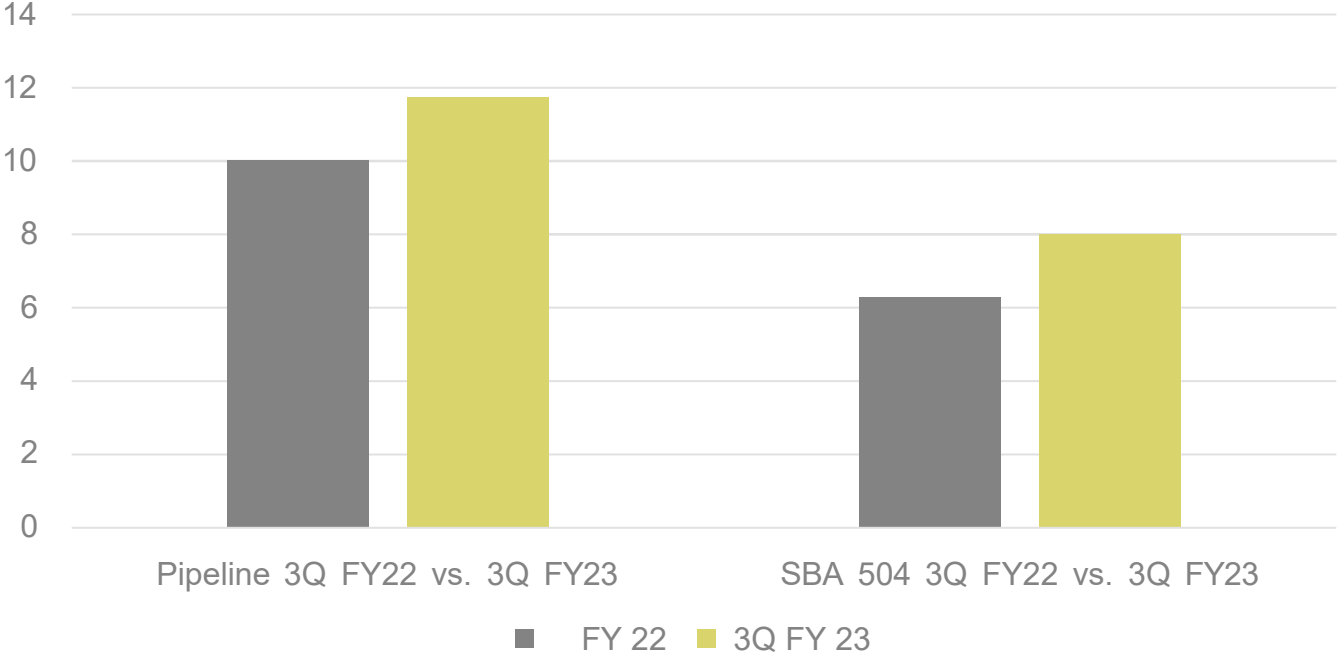
| | As of 03/31/2023 * | Fiscal Year Ended 06/30/2022 |
|------------------------|--------------------|------------------------------|
| Loans Approved | \$4,578,822 | \$3,639,000 |
| Loans Closed | \$1,490,100 | \$3,229,000 |
| Loan Revenue | \$598,219 | \$922,518 |
| Jobs Created/ Retained | 170 Jobs | 130 Jobs |

**When results as of the nine months ending 3/31/2023 are compared the nine months ended 3/31/2022:*

- Loan approvals have **increased 33%** by numbers of loans and **27%** by amount of loan.
- Loan closings have **increased by 43%** by number of loans and **44%** by amount of loan.
- Job creation/retention has **increased by 193%**

Pipeline

Pipeline – 3Q Comparison (in millions)



17.1% increase in overall Pipeline activity

27.2% increase in SBA 504 activity

Increase due to improved pipeline intake quality and technology enhancements as well as enhanced outreach efforts

Portfolio Summary as of 3/31/2023

Active Loans: 94
Principal Balance \$35.7 MM

Grants: 898
Grant Total: \$21.9 MM



Total Loans & Grants: 992
Total under Management: \$57.6 MM

91% of loans in the active portfolio are Prince George's County businesses

Level Up and Capital Matters

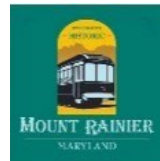


Level Up: a collaborative effort involving a consortium of partners dedicated to equipping businesses with practical tools to help them succeed. The program has specific funding to support Prince George's County businesses. Prince George's County through an ARPA Grant is currently the primary funder.



FSC First's Capital Matters Offering: program designed to support and empower small and minority-owned businesses in the state of Maryland by providing access to capital, training, coaching, mentoring, and networking opportunities.

Level Up Partner Organizations Include



Level Up Program Highlights

Through March 31, 2023

- Over 200 County Business Served
- 40+ Training & Networking Events
- Accounting & Marketing Support
- Coaching & Loan Packaging
- Technology Enhancements to Support Program, Marketing & Awareness
- Business Planning & Accounting Tool Access

Q&A

Thank You