

FY 2025 Budget Presentation

PHED Work Session
April 15, 2024

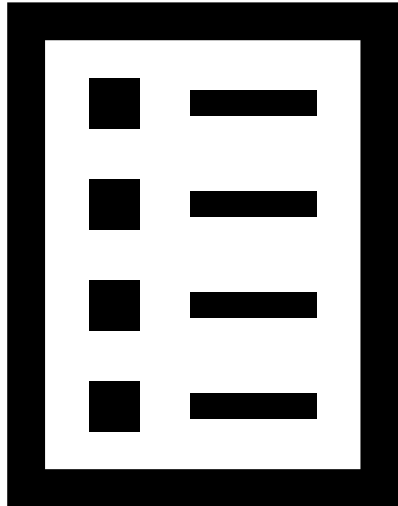
Presented by:

Dawn Medley, President & CEO

Beverly Everson-Jones, CFO



Topics



- ▶ FSC First Legacy Data
- ▶ Economic Impact
- ▶ Pipeline and Portfolio
- ▶ Level Up Program

Our Team of Finance & Economic Development Professionals



DAWN R. MEDLEY
President & CEO



BEVERLY EVERSON-JONES
Chief Financial Officer



WILMA A. PEARSON
Administrative Services Manager



JAMES STEWARD SMITH
Vice President, Business Development



DIPTI PATEL
Vice President, Business Finance



KATHY MORANT
Portfolio Manager



DAISY NAMUKWAYA
Economic Impact Analyst



ANDREA SCHAUER
Senior Commercial Loan Underwriter



JENNIFER BURNETTE
Commercial Loan Settlement Coordinator



CHAKSHUSHA DAVE
Accountant



ROGER REYNOLDS
Marketing and Outreach Coordinator



JAMES JOHNSON
Finance and Operations Analyst



AUDREY CHANDLER
Commercial Loan Servicing Assistant



CHRIS GODFREY
Business Development Officer



YAKITA WILKINSON
Level Up Program Manager



TAYLOR PROCTOR
Community Relations Coordinator



LISA CHEEK WILSON
Level Up Administrative Assistant



JASMINE FORBES
Program Coordinator

CELEBRATING 45 YEARS OF "BLAZING TRAILS & EMPOWERING BUSINESSES"

*26-Year Legacy Impact

▶ **Business Development/Technical Assistance**

2,853 Businesses received financial counseling services.

109 Average number of businesses assisted annually.

▶ **Loans Approved**

\$162,504,090 in Loans Approved

▶ **Loans Closed & Funded**

\$109,611,067 in Loans Closed & Funded

▶ **Additional Public/Private Funds Attracted**

\$1,501,877,491 Leveraged

11:1 Leverage Ratio over 26-year period

▶ **Jobs Supported**

▶ 13,861 Over a 26-year period

▶ 12,153 Over the last 10 years (or 88%)

▶ **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**

FSC First Loan & Grant Programs - \$50+ Million

U.S. Small Business Administration

| | |
|---------|--|
| SBA 504 | Unlimited up to \$5.5 Million per loan |
|---------|--|

State of Maryland

| | |
|---------------------------|--------------------------|
| VLT FLEX Fund | \$10.2 Million Revolving |
| Microenterprise Loan Fund | \$400,000 Revolving |
| SSBCI | \$1 Million |

Local Municipalities & County Agency

| | |
|-----------------------------|---------------------|
| City of Bowie RLF | \$400,000 Revolving |
| City of Mt. Rainier RLF | \$1 Million |
| EDC Business Expansion Fund | \$300,000 Revolving |

Prince George's County Council

| | |
|--|-------------|
| Small Business Capital & Growth Stimulus Program | \$3 Million |
|--|-------------|

Green Bank

| | |
|--|-------------|
| Commercial Property Assessed Clean Energy (C-PACE) | Unlimited |
| Green Energy Loan Fund | \$6 Million |

Corporate Partners

| | |
|--|-------------|
| Strive for 35 (Washington Gas & Light) | \$500,000 |
| Healthcare Capital Fund (UMMS) | \$1 Million |
| Capital One Microenterprise Loan Fund | \$600,000 |

County Executive's Office

| | |
|---|---|
| Economic Development Incentive (EDI) Fund | \$50 Million Revolving (\$25 Million Available) |
|---|---|

Grant Programs

| | |
|---|---------------------------------------|
| Purple Line Business Assistance Fund (County Council) | \$450,000 (FULLY DISBURSED) |
| Purple Line Commerce 1.0 & 2.0 | \$1,685,000 |

Economic Impact

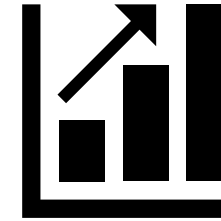
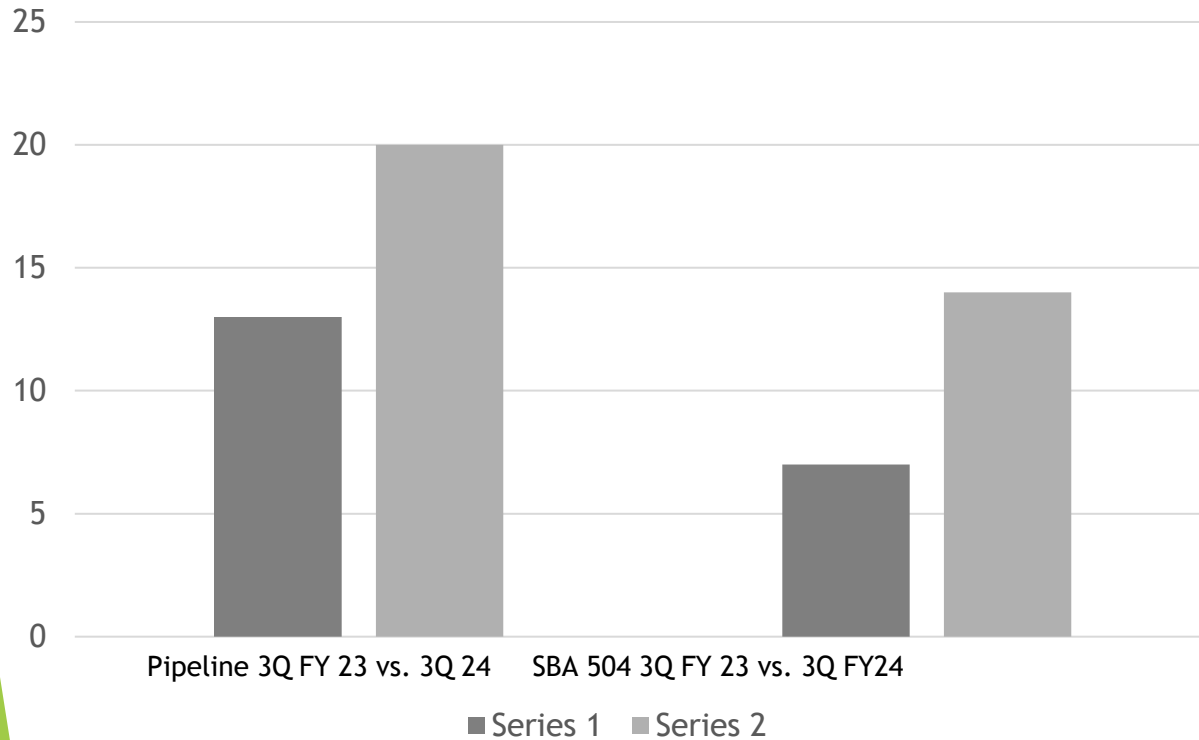
| | As of 2/29/2024 * | Fiscal Year Ended 06/30/2023 |
|------------------------|-------------------|------------------------------|
| Loans Approved | \$5,464,000 | \$6,074,472 |
| Loans Closed | \$3,450,000 | \$3,768,822 |
| Loan Revenue | \$783,296 | \$922,158 |
| Jobs Created/ Retained | 663 Jobs | 607 Jobs |

* *When results as of the nine months ending 02/29/2024 are compared with the nine months ended 02/28/2023:*

- Loan approvals have **decreased 10.53%** by numbers of loans and **increased 22.68%** by amount of loan.
- Loan closings have **increased by 40%** by number of loans and **131.53%** by amount of loan.
- Job creation/retention has **increased by 9.6%**

Pipeline

Pipeline - 3Q Comparison (in millions)



59% increase in overall Pipeline activity
98% increase in SBA 504 activity

Pipeline volume shows consistency for FY 24. The annual increases are due to effective business development activities, and this focus will continue. SBA 504 increases are clearly evident.

Portfolio Summary as of 02/29/2024

Active Loans: 113
Principal Balance \$39.09 MM

Grants: 970
Grant Total: \$22.56 MM



Total Loans & Grants: 1,083
Total under Management: \$61.65 MM

91.7% of loans in the active portfolio are Prince George's County businesses

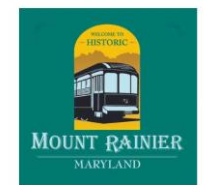
LEVEL UP Partnership



LEVEL UP is 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.

This funding and program will end on 6/30/2024 without continued financial support.



LEVEL UP to a LOAN

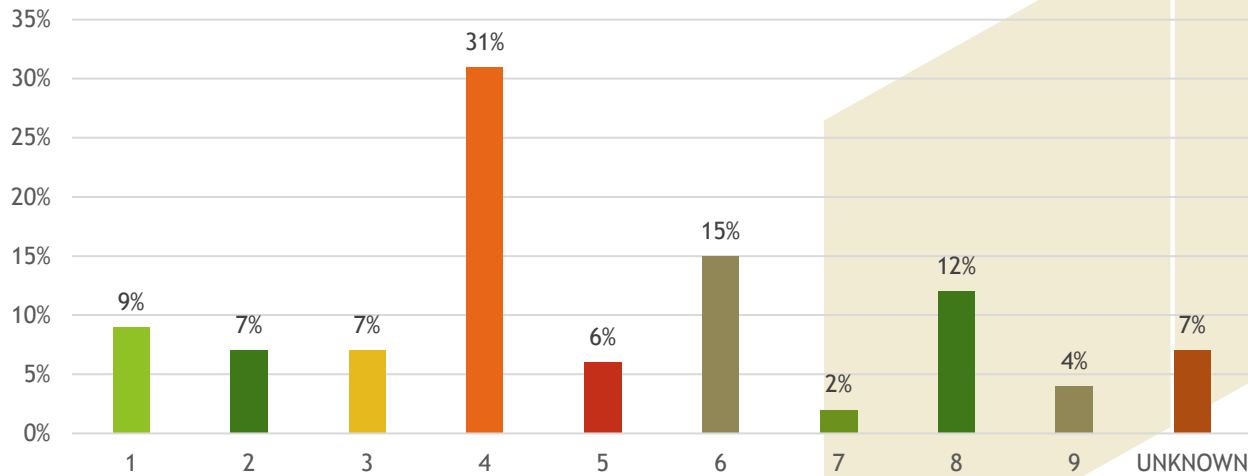
- ▶ Twenty (20) Business that have participated in Level Up programming are now in the Business Development pipeline to apply for loans.
- ▶ Three (3) LEVEL UP Businesses have successfully been approved for Loans with FSC First to expand their enterprises.

Prince George's LEVEL UP Businesses

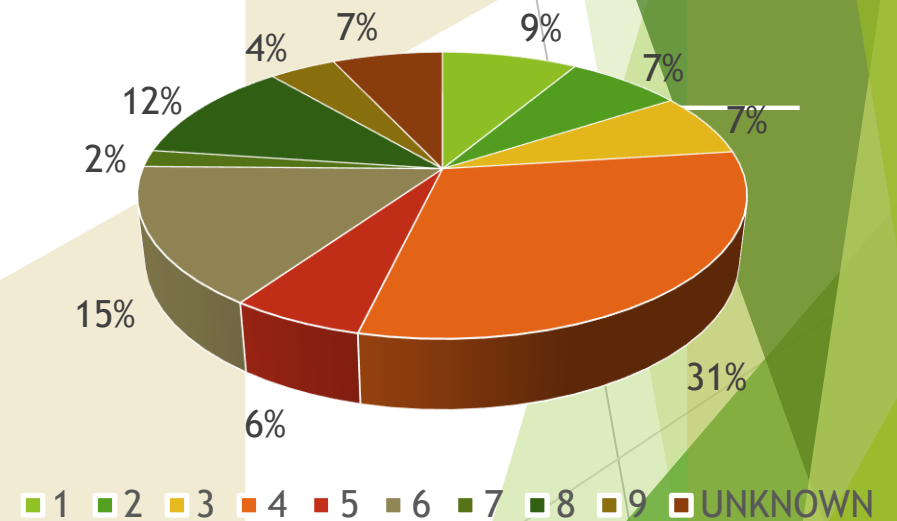
(Reported by Unique District)

This data shows the number of small businesses that participate in the Level-Up program by Unique Districts in Prince George's County

County Small Businesses Served by Unique Districts
(July '22 - December '23)



County Small Businesses Served by Unique Districts
(July '22 - December '23)



| Districts | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | UNKNOWN | Totals |
|------------------------------------|----|----|----|-----|----|-----|----|-----|----|---------|--------|
| Number of Businesses Per Districts | 59 | 50 | 49 | 211 | 41 | 107 | 13 | 80 | 29 | 48 | 687 |
| Percentage | 9% | 7% | 7% | 31% | 6% | 16% | 2% | 12% | 4% | 7% | |

LEVEL UP Impact

2,313

Small Businesses Served in Maryland

687

Small Businesses Served in Prince George's County

105

Events

1,357

Event Attendees

420

Technical Assistance Hours Given to Small Businesses

223

Coaching & Consulting Hours given to Small Business

LEVEL UP Program - Current Curriculum



MAXIMIZING YOUR BUSINESS PLAN'S POTENTIAL WITH LIVEPLAN

TISA J.D. CLARK
T.J.D. CLARK PROFESSIONAL

Maximizing Your Business Plan's Potential with LivePlan

Apr 16 at 11:00 AM

July 31



Financial Empowerment Center
at Prince George's Community College
8000 HWY 275, NEWMAN SPITES, MD 20785 • FOUNDED BY 1987

LEVEL UP BUSINESS READINESS PROGRAM

Participants will receive access to specialized business coaching services, including business education workshops on business financials and business credit

WHO SHOULD SIGN UP:

- Aspiring business owners & entrepreneurs
- Newly forming business owners
- Fledgling business owners
- Start-up entrepreneurs
- Loan-eligible, Loan-seeking business owners & entrepreneurs

SIGN UP TODAY

LEVEL UP
Powered by FSC First




Doing Business with the State

Session 1
Subcontracting in the MBE Program

April 18
11:00 am - 12:00 pm

A virtual event

Description

Are you looking to expand your company's reach as a subcontractor? Participation in Maryland's MBE Program offers a broad range of opportunities to perform as a subcontractor on state-funded contracts. During this session, we will provide a comprehensive look at the MBE rights and responsibilities in both the prime and subcontractor roles, examine best practices for navigating state procurement, and share insights on how to target your business development efforts within this competitive arena.

Speaker

Eduardo Hayden
Governor's Office of Small, Minority & Women Business Affairs
Small Business Outreach Manager



Register Today!

<https://mbcc-biz-with-the-state2024.eventbrite.com>



Secrets To Tax Strategy

Date: April 17
Time: 11:00 - 11:45 AM

SPEAKER



Kalif Gallego
KG Financial
Owner



Testimonials- LEVEL UP Program

- ▶ **Level Up Small Business Success Story:**
- ▶ **Southern Belle Cleaners**
- ▶ **“Level Up gave me the foundation to getting my business to a better start.”**



[Southern Belle Testimonial Video](#)

Thank You