

Urban League of
Greater Cleveland

*Empowering Communities.
Changing Lives.*

U  **BIZ**

Presentation To

**City of Cleveland
City Council**

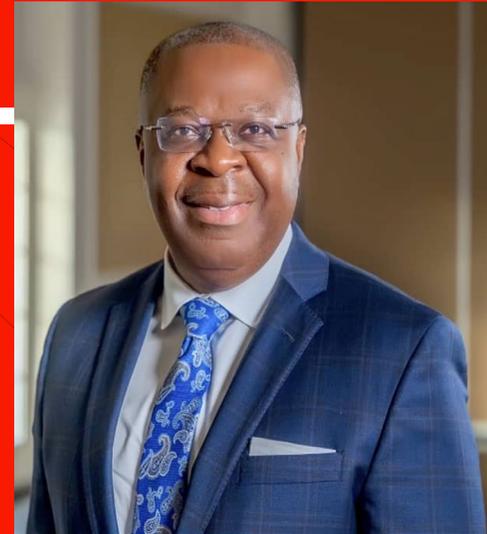
APRIL 30, 2024

STRATEGICALLY ALIGNED

EXECUTIVE TEAM



**MARSHA A.
MOCKABEE**
President & CEO



**N. MICHAEL
OBI**
President & CEO



Urban League of
Greater Cleveland



ENTREPRENEURSHIP CENTER

SBDC

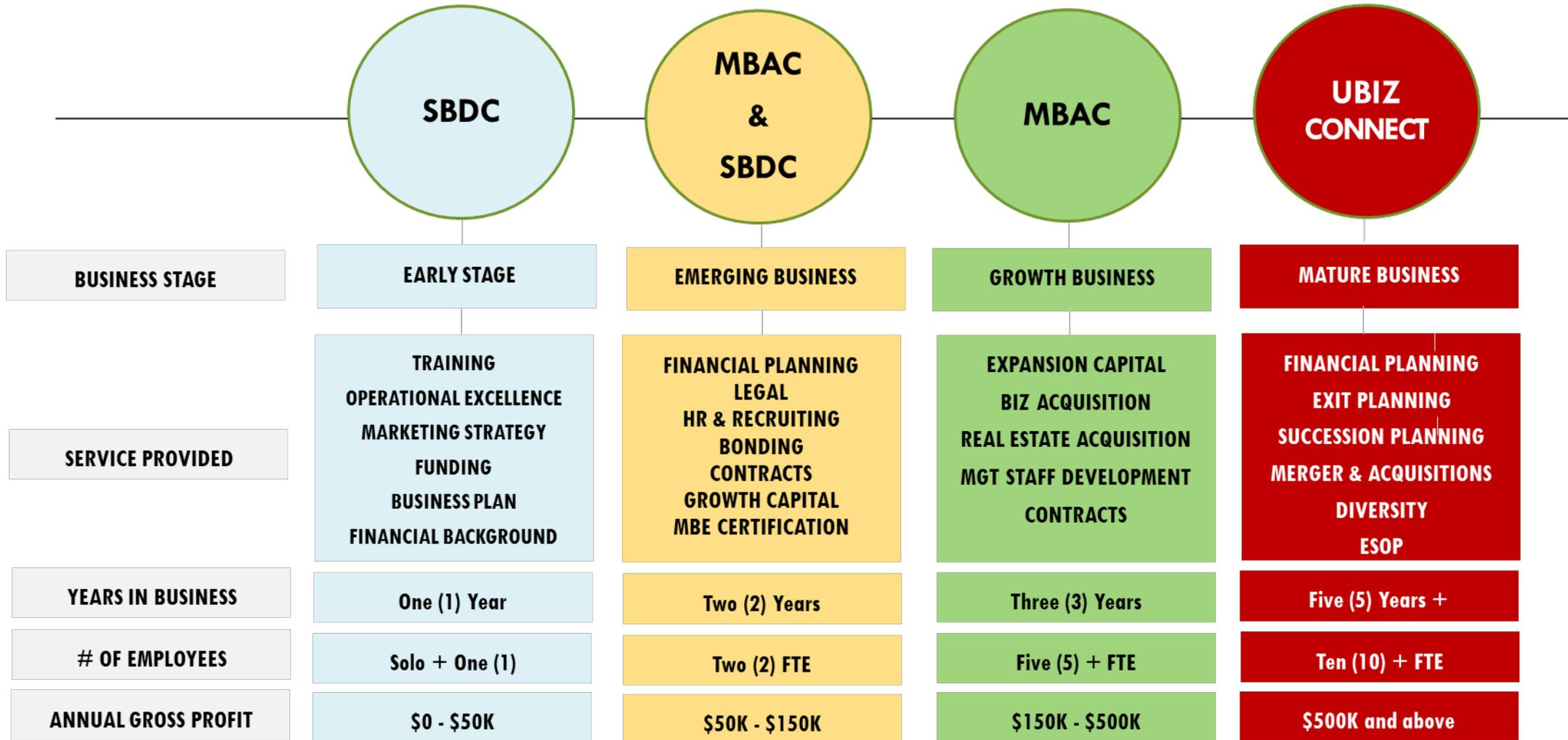
MBAC

**UBIZ
CONNECT**

**UBIZ
CAPITAL
VENTURES**

ENTREPRENEURSHIP CENTER

HOW WE SERVE CLIENTS





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PERFORMANCE HIGHLIGHTS

Key Performance Metrics	2023 Actual	2024 Goal
Clients Served	1,920	2,000
New Businesses Created	31	35
New Jobs Created	485	325
Total Economic Impact	\$ 38,282,933	\$ 42,750,000
Loans Obtained	\$ 7,122,306	\$ 7,500,000
Contracts Received	\$ 23,527,987	\$ 30,000,000



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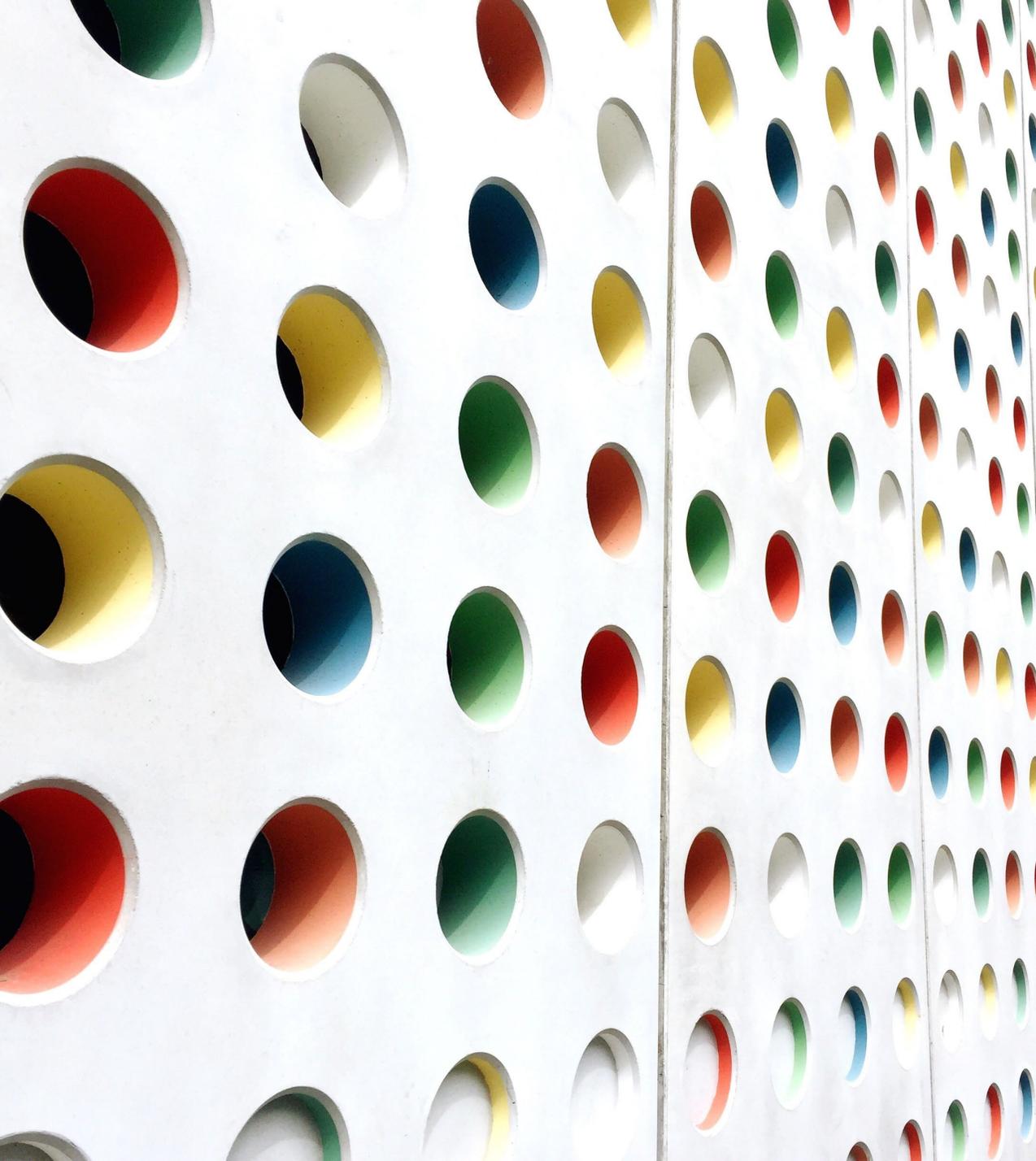
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DEMOGRAPHIC HIGHLIGHTS

UBIZ Lending Activities As of April 29, 2024			
	Total	City of Cleveland Businesses	% of City of Cleveland Businesses
Total Loans Deployed \$	\$ 2,202,168	\$ 1,197,953	54%
Total Loans Deployed #	48	21	44%
Loan in LMI	28		
% of Loans in LMI	58%		
\$ Loans In LMI	\$ 1,530,753.41		
% of Loans in LMI	70%		

Key Performance Metrics						Estimated 2023 City of Cleveland Clients Impact		
	Pre CoVID 3 Yr Average (2017 to 2019)	2020	2021	2022	2023	40% to 60% of Universe (Conservatively Use 40%)	2024 Budget/ Projection	2024 Budget City of Cleveland Clients Impact
# of Small Business Clients Served	1,094	2,637	2,235	2,529	1,920	768	2,000	800
New Businesses Created	53	31	29	40	31	12	35	14
New Jobs Created	377	257	302	176	485	194	325	130
Total Economic Impact	\$ 25,736,988	\$ 88,826,644	\$ 99,718,130	\$ 82,481,646	\$ 38,282,933	\$ 15,313,173	\$ 42,750,000	\$ 17,100,000
Loans Obtained \$	5,800,682	15,892,475	15,604,857	\$ 8,691,925	\$ 7,122,306	\$ 2,848,922	\$ 7,500,000	\$ 3,000,000
Loans Obtained #	23	125	169	110	63	25	94	38
Average Loan Amount	313,044	127,140	92,336	\$ 79,018	\$ 113,052	\$ 113,052	\$ 80,000	\$ 80,000
Equity Investments \$	1,540,935	3,208,289	2,809,436	\$ 5,241,635	\$ 6,754,640	\$ 2,701,856	\$ 5,000,000	\$ 2,000,000
Equity Investments #	40	53	42	42	78	31	59	24
Average Equity Amount	41,355	60,534	66,891	\$ 124,801	\$ 86,598	\$ 86,598	\$ 85,000	\$ 85,000
Grants \$		1,275,000	1,452,215	\$ 494,200	\$ 878,000	\$ 351,200	\$ 250,000	\$ 100,000
Grants #		132	56	25	9	4	25	10
Average Grant Amount		9,659	25,932	\$ 19,768	\$ 97,556	\$ 97,556	\$ 10,000	\$ 10,000
Contracts Received\$	13,272,826	68,450,880	79,851,622	\$ 68,053,886	\$ 23,527,987	\$ 9,411,195	\$ 30,000,000	\$ 12,000,000
Contracts Received#	41	80	41	35	121	48	120	48
Average Contract Amount	462,916	855,636	1,947,601	\$ 1,944,397	\$ 194,446	\$ 194,446	\$ 250,000	\$ 250,000



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Q&A?