

Urban League of
Greater Cleveland

*Empowering Communities.
Changing Lives.*

Presentation To

**City of Cleveland
City Council
Finance Committee**

MAY 16, 2022

ENTREPRENEURSHIP CENTER

SBDC

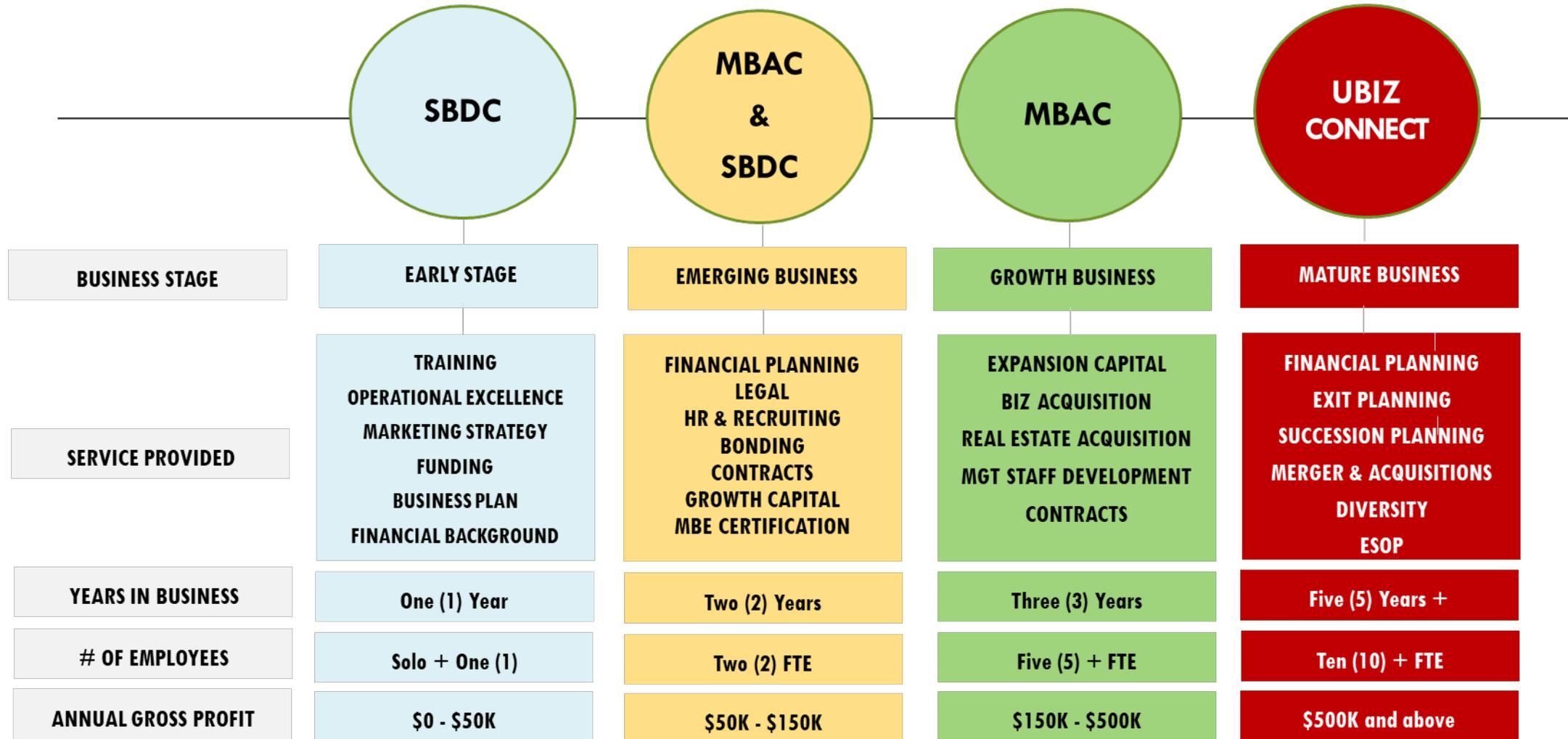
MBAC

**UBIZ
CONNECT**

**UBIZ
CAPITAL
VENTURES**

ENTREPRENEURSHIP CENTER

HOW WE SERVE CLIENTS



IMPACT METRICS

ANALYSIS OF COVID IMPACT ON CAPACITY AND PERFORMANCE OUTCOMES:

	Pre CoVID 3 Yr Average (2017 to 2019)	2020	2020 Increase	% Increase	2021	2021 % Increase of Pre-Covid 3 Yr Avg
# of Small Business Clients Served	1,094	2,637	1,543	141%	2,235	104%
New Businesses Created	53	31	(22)	-41%	29	-45%
New Jobs Created	377	257	(120)	-32%	302	-20%
Total Economic Impact	\$ 25,736,988	\$ 88,826,644	\$ 63,089,656	245%	99,718,130	287%
Certifications (MBE, EDGE)		63	63			
Certifications (MBE)		38	38			
Loans Obtained \$	5,800,682	15,892,475	10,091,793	174%	15,604,857	169%
Loans Obtained #	23	125	102	451%	169	646%
Average Loan Amount	313,044	127,140	(185,904)	-59%	92,336	(220,708)
Equity Investments \$	1,540,935	3,208,289	1,667,354	108%	2,809,436	82%
Equity Investments #	40	53	13	31%	42	4%
Average Equity Amount	41,355	60,534	19,179	46%	66,891	62%
Grants \$		1,275,000	1,275,000		1,452,215	
Grants #		132	132		56	
Average Grant Amount		9,659	9,659		25,932	
New Bonding Capacity\$	5,122,545	-	(5,122,545)	-100%	-	
Contracts Received\$	13,272,826	68,450,880	55,178,054	416%	79,851,622	502%
Contracts Received#	41	80	39	97%	41	1%
Average Contract Amount	462,916	855,636	392,720	85%	1,947,601	321%



Urban League of
Greater Cleveland

*Empowering Communities.
Changing Lives.*

KEY PERFORMANCE INDICATORS



Urban League of
Greater Cleveland

*Empowering Communities.
Changing Lives.*

SCOPE OF WORK

One of the 100 Day Trackers to align with our scope of work- focusing on small businesses include the following:

- **Establish a Small Business Administration Council to advise the Mayor on improving the city's small business environment.**
- **Barriers to capital continue to be a challenge for small businesses. The UBIZ is a solution to create an environment that gives small businesses who are coachable an opportunity to receive flexible capital.**



Urban League of
Greater Cleveland

*Empowering Communities.
Changing Lives.*

SCOPE OF WORK

Our scope of work could cover the following:

- 1) Deploy \$1 million of growth capital in 10 to 15 small businesses in Cleveland.**
- 2) Provide a high intensity technical assistance through Becoming Bankable Construction and Restaurant Accelerator programs to 25 disadvantaged businesses in the city of Cleveland.**
- 3) Partner with the City of Cleveland Economic Development department and other service providers to facilitate two Access to Capital webinar/town hall series to educate residents on availability of various capital resources.**

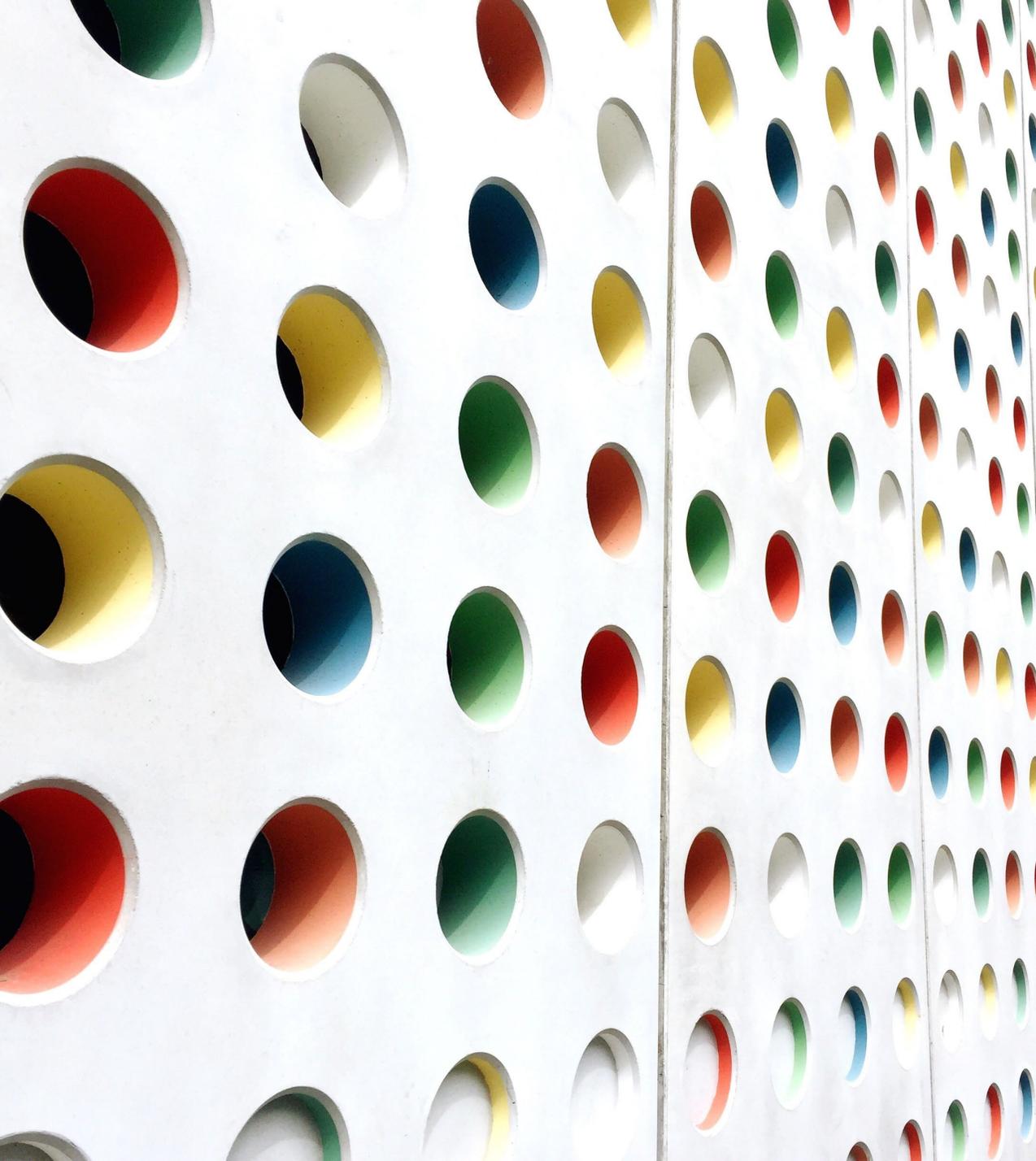


Urban League of
Greater Cleveland

*Empowering Communities.
Changing Lives.*

SCOPE OF WORK

- 4) Provide a joint Minority certification program across the State MBE and City MBE to 25 Minority businesses with contract opportunities.**
- 5) Ensure that the businesses being assisted through the above scope of work have a collective economic impact of:**
 - A) \$3 million in new contracts and/revenue growth**
 - B) Job creation and/ or retention of 30 living wage jobs**



Urban League of
Greater Cleveland

*Empowering Communities.
Changing Lives.*

Q&A?
