



The future of business is here.

Founded in 1989, The Enterprise Center (TEC) provides access to capital, building capacity, business education, and economic development opportunities to minority entrepreneurs. Through our business acceleration initiatives, TEC seeks to better position minority enterprises to compete in the local, regional, and global economies.

The Enterprise Center Programs

TEC's Business Education Department offers a variety of youth and adult entrepreneurship programs including:

Project Great Potential: PGP's workshops are designed for young men between the ages of 18-25 interested in entrepreneurship, career development, and community leadership.

Youth + Entrepreneurship = Success (YES): The YES program enables students from the Philadelphia community to realize their dreams of developing a business while fostering the skills needed to succeed in school and community life.

Minority Business Plan Competition: The annual MBPC is held to accelerate the start-up process of minority entrepreneurs and provide tools and support to increase the formation and success rate of minority-owned businesses.

The Community Development Corporation works to build equitable communities that enhance Philadelphia's urban fabric, made prosperous through the enterprise of their residents, particularly in the Walnut Hill community.

The Capital Corporation offers financing and technical assistance to businesses. TEC-CC seeks to improve access to capital, strengthen businesses, stabilize income, increase employment, and contribute to the economic revitalization of distressed communities.



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Minority Business Enterprise Center

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Minority Business Enterprise Center

Pennsylvania Minority
Business Enterprise
Center



PHILADELPHIA INDUSTRIAL DEVELOPMENT CORPORATION

REAL ESTATE
FINANCING
ECONOMIC DEVELOPMENT

Emerging Business Loan Program

The Pennsylvania Minority Business Enterprise
Center is operated by



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www.theenterprisecenter.com
www.pa-mbec.com

Emerging Business Loan Program

What is the Emerging Business Loan Program?

The Philadelphia Industrial Development Corporation's Emerging Business Loan Program (EBLP) was developed to provide short-term contract financing to minority, woman, and disabled-owned businesses in the City of Philadelphia. Loans will fund the short-term capital needs associated with contracts to provide construction or procurement services to public or institutional users. These loans will support the achievement of Economic Opportunity Plan goals that are typically associated with many public and institutional projects.

The EBLP will help bridge growing businesses that are not yet bankable and/or cannot obtain sufficient credit due to size, tenure, asset-base, low personal wealth, or other risk factors. Clients may be asked to participate in technical assistance programs that promote the development of financial and business capacity needed for growth.

Access to affordable capital and technical assistance will enable qualified borrowers to increase their participation in the region's procurement and construction opportunities.

Short-term financing will be targeted to qualified emerging businesses that have been awarded public or institutional contracts. Private sector contracts will also be considered for financing.

Objectives of the EBLP

Securing a loan through the EBLP will have long term benefits for participating companies. Through EBLP, our goals at PAMBEC are to:

- Assist in the establishment of banking relationships for EBLP companies
- Increase bonding capacity
- Improve a firm's financial condition measured by select financial ratios
- Promote job creation
- Facilitate the graduation of sub-contractor to primary contractor status
- Increase average contract size
- Increase receipts

Eligible Businesses

Business Ownership

- Minority (MBE), woman (WBE), and disabled (DBE) - owned and managed businesses.
- Businesses should have a MBE, WBE, or DBE status that has been certified by an acceptable certifying agency such as OEO, SEPTA, DRPA, Penn DOT, PA DGS, SBA, MSDC, etc.

Business and Contract Location

- Philadelphia Companies: contracts should be performed in the City but PIDC will consider non-construction projects outside the City.
- Non-Philadelphia Companies: contracts must be performed in the City.

Types of Businesses

- Construction Contractors
- Supplier Contractors
- Professional Services Contractors

Age of Business

- Eligible construction businesses will have been in operations for at least three (3) years.

About PAMBEC

The Pennsylvania Minority Business Enterprise Center (PAMBEC) is the region's leader in minority business development services. Since 2004, PAMBEC has generated over \$290,000,000 in contracts and capital for minority business enterprises and created hundreds of jobs in the Greater Philadelphia region.

As a program of the Enterprise Center, PAMBEC believes that capacity building is the key to developing stable businesses. Our unique approach to assessment, service delivery, and continuous improvement have allowed us to secure key partners for our clients.

Firms interested in applying for the EBLP should contact PAMBEC's Business Development Specialist Lawrence Jones at (215) 895-4037 or ljones@pa-mbec.com.

Business Loan Assessment

(All information will be held in strict confidence)

1. **Business Name** _____

Business Address _____ **City** _____ **State** _____ **Zip** _____

Business Phone ____ () ____ - ____ **Business Fax** ____ () ____ - ____

Business Email _____

2. **Owner's Name Mr./Ms. (Primary contact person)**

Home Address _____ **City** _____ **State** _____ **Zip** _____

Home Phone ____ () ____ - ____ **Home Fax** ____ () ____ - ____

Alt. Number ____ () ____ - ____ **Email** _____

a. *Female* _____ *Male* _____

b. *What is your ethnic background (circle one)?*

Black/African American Native American Asian/Asian American Hispanic/Latino

Eskimo/Aleutian Caucasian/white other _____

3. **How long have you been in business (start date)?** _____

4. **What is your business structure (circle one)?**

Sole Proprietorship Partnership LLC LLP S-Corporation C-Corporation

If other, please explain _____

5. **What type of business are you engaged in (circle one)?**

Business/Professional Services Technology Pharmaceutical Construction Other

If other, please explain _____

6. **Briefly describe your product or service** _____

7. List your business gross revenue and net income for the last three years (as reported to IRS):

Year 2007 _____ / _____ Year 2008 _____ / _____ Year 2009 _____ / _____

8. Do you have any tax liens (i.e. City, State, and Federal)?

9. Do you have an accountant and/or CPA (circle one)? Yes No

10. How much financing are you requesting?

11. What is the purpose of the loan request (i.e. debt consolidation, equipment, working capital, etc.)?

12. What is the value of collateral that can you provide, if needed (i.e. realstate, contracts, CD's, marketable securities)? _____

13. What is your personal credit score via Equifax, Experian and Transunion?

Excellent (720 - 850) Good (680 - 719) Fair (640 -680) Poor (350 - 640)

Please provide any further details (if needed)? _____

14. Approximately what is your D&B Paydex score (circle one)?

20 30 40 50 60 70 80 90 100

Please provide any further details, if necessary _____

15. What is your approximate annual income level (circle one)?

\$0-\$49,999 \$50,000-\$99,999 \$100,000-\$249,999 \$250,000+

16. What is the overall outstanding amount of business debt?

17. How much personal debt do you have (i.e. monthly payments)?

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Signature: _____ Date: _____

Comments: _____

Director Signature: _____ Date: _____