

Success Stories

It is our mission to assist small businesses throughout the California region to access capital to grow their companies and create jobs through its administration of capital access programs in collaboration with the California Infrastructure and Economic Development Bank. Emphasis will be placed on reaching out to and assisting minority, woman, disabled, and veteran-owned businesses, as well as businesses in underserved communities and industries of greater need. Services will be delivered in collaboration with a diverse range of public, non-profit and community-based lending institutions.



Family Service Association

Employees: 498 Jobs Created: 50
Loan Amount: \$2.5 Million

The Small Business Development Corporation of Orange County administered the \$2.5 million loan supported by IBank's SBLGP through the Banc of California. FSA used the funds to refinance business real estate loans, refurbish facilities, and to make energy saving improvements.



B Street Theatre

Employees: 31 Jobs Created: 12
Loan Amount: \$12 Million

Proceeds from the Five Star Bank loan will support construction of a new 45,000 square foot theatre complex built on land donated to B Street by the Sutter Medical Center. The project will contribute to the City of Sacramento's Mid-Town District Redevelopment Plan, support tourism, add to the City's cultural amenities, and its citizen's quality of life. In addition, the Theatre will hire 12 employees and retain 31 jobs.



United Transmission Exchange

Employees: 27 Jobs Created: 3
Loan Amount: \$2.2 Million

United Transmission Exchange was able to secure commercial financing with the assistance of Pacific Premier Bank and guarantee of the Small Business Development Corporation of Orange County. United Transmission Exchange is an award-winning, uniquely positioned business, specializing in remanufacturing and servicing Allison Automatic Transmissions. It is the largest facility of its kind in California, based in San Bernardino.



Shannon's on Pine

Employees: 20 Jobs Created: 45
Loan Amount: \$540,000

Funding provided through Premier Business Bank supported tenant improvements to the old historic Bank of America building also known as the Bradley building located in the City of Long Beach. The Shannon's business complex is located at the corner of Broadway and Pine, placing it at the heart of the Pine Avenue business district, which itself is the heart of downtown Long Beach. The historic art deco Bradley building dominates the northwest corner of the intersection.



Ace Automotive

Employees: 6 Jobs Created: 7
Loan Amount: \$615,000

Business acquisition funded through Pacific Mercantile Bank providing 90% financing. This is an existing and successful longtime general automotive repair business located in Saugus, Santa Clarita. Shy Kilislian always dreamed of owning his own automotive repair business and with the help of James Kresl, regional manager at Pacific Mercantile Bank this business opportunity is now a reality.

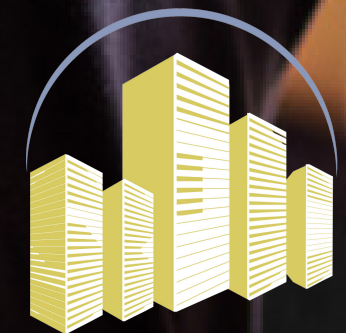
Our Partners



2015 Annual Report

Photo Credit: LA Kitchen / Robert Egger

Neither food nor people
should ever go to waste.



California Infrastructure and
Economic Development Bank

SMALL BUSINESS DEVELOPMENT
CORPORATION OF ORANGE COUNTY



What a tremendous year of assisting small business owners!

We are excited to share with you our most significant accomplishments over the past year and continued optimism regarding the future. Small Business Development Corporation of Orange County issued a record fifty-seven loan guarantees totaling in excess of \$33 million, an unprecedented accomplishment in the organization's 15 year history. Over 70% of the guarantee distribution funded directly within low to moderate income census tracts statewide, addressing unmet credit needs in underserved communities, in particular small to medium-sized business owners.

We had another strong financial performance FYE 2015 with excess net income over expenses, our third year in a row. The corporation's balance sheet and cash reserves to stave-off downturns in the California economy remains quite strong and liquidity is at an all-time high. The organization is currently in negotiations to purchase its first new headquarters building located in downtown Santa Ana.

As your board chairman, we are committed and focused upon serving small business owners and non-profit agencies to support their unmet credit needs. Our continued goal is to grow the California economy through capital access and the creation of new jobs in the state.

I'd like to thank my colleagues on the Board of Directors for their support and guidance; the staff for their leadership and Loan Committee members for their tireless advocacy and support through participation in the California State Loan Guarantee Program.

Gary Dunn

Gary Dunn
Chairman of The Board



Dear Friends & Supporters:

Small Business Development Corporation of Orange County reached another year of significant milestones during Fiscal Year 2015-2016. This momentum has carried into the new fiscal year during the new first quarter in terms of Loan Guarantees issued and amount of public dollars leveraged including, job creation and retention.

Fiscal Year 2015-2016, the organization leveraged \$33.3 million in state/federal funds having supported \$54.6 million in bank and non-bank lending opportunities creating 617 new full-time equivalent jobs plus retained jobs of 2,808. Moreover, 33% of credit guarantees issued were to women and minority-owned small business owners of which, 77.2% are located within low-to-moderate income census tracts throughout the state. In terms of public benefit, these are significant accomplishments with regard to the deployment of new capital within communities of greater need and in particular, those business owners who lack the resources to access mainstream capital markets to expand their business and create new jobs.

We are constantly challenged finding the right balance between the risk of lending and that of leveraging public funds to spur the economy. I'd like to especially thank the Board of Directors, Lenders, Staff, Loan Committee members and our administrator, the California Infrastructure & Economic Development Bank for their innovation, vision and foresight expanding programs and capital access in support of our mission assisting small business owners and creating jobs.

We look forward to the New Year and greater accomplishments!

Michael A. Ocasio

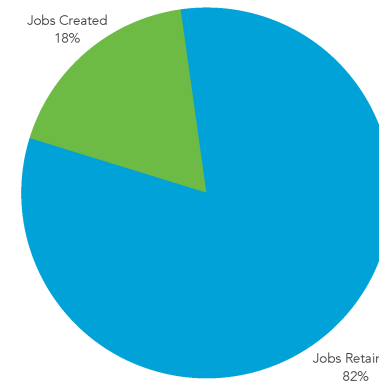
Michael A. Ocasio
President and CEO



Board of Directors

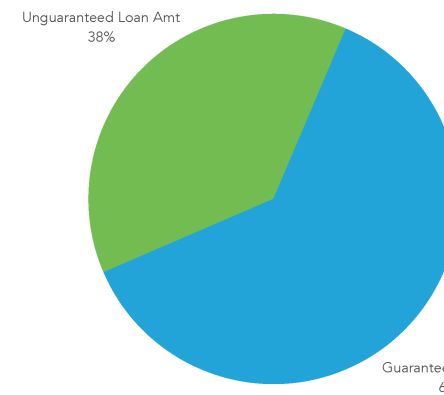
- Gary Dunn, *Chairman*
- Abdi Ahmed, *Vice Chairman*
- Terrin Enssle, *Secretary*
- Michael Karr, *Treasurer*
- Michael A. Ocasio, *President/CEO*
- Cecil Adams
- Alex B. Arjonilla
- Keith Drake
- Jason Hamilton
- Pablo Ocasio
- Nancy Trujillo

Demonstration of Impact



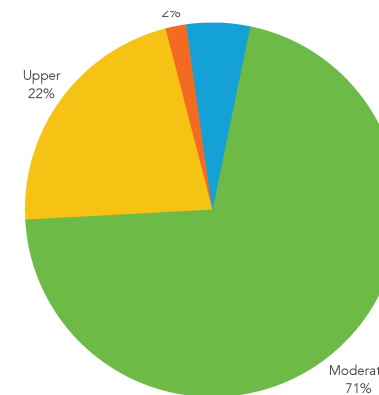
Economic Impact

Jobs Retained	2808
Jobs Created	617

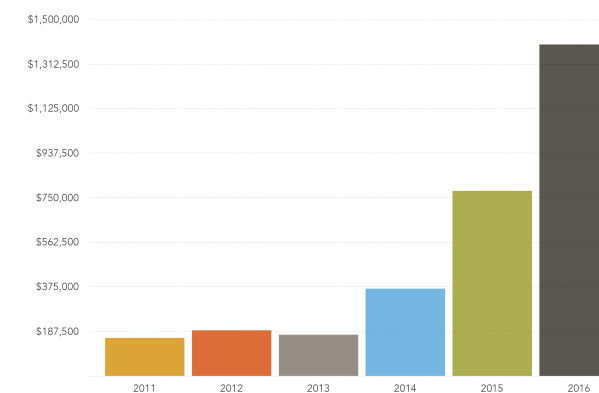
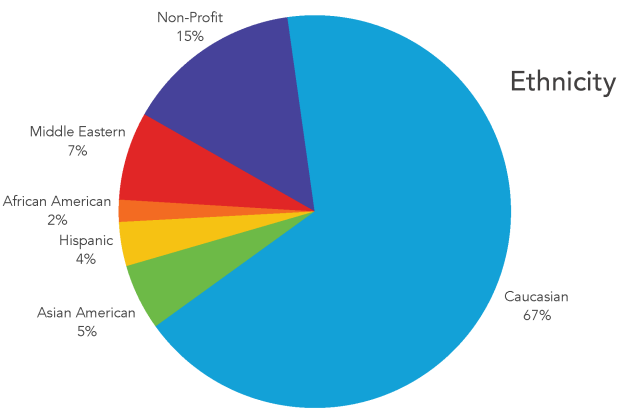
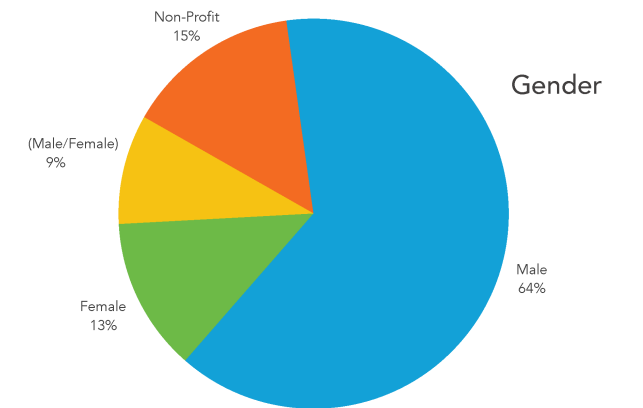
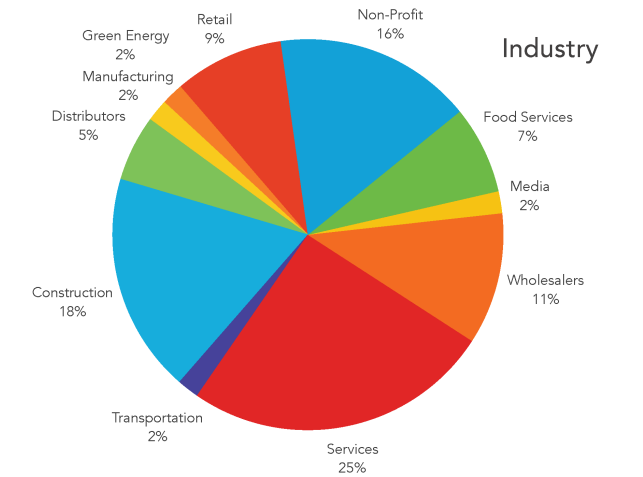


Loans

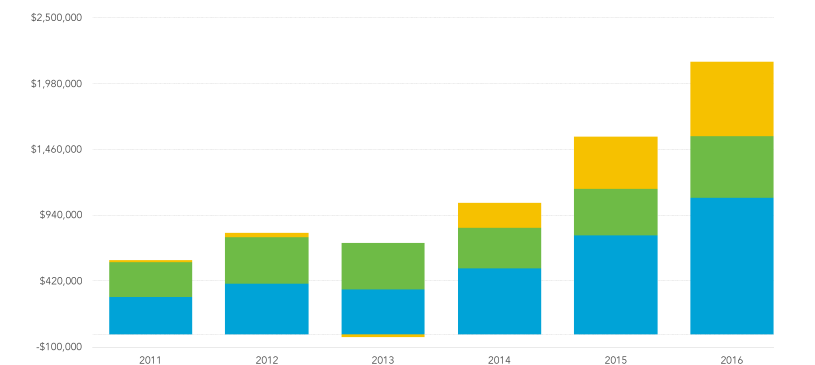
Total Loan Amt	\$54,586,230
Guaranteed Loan Amt	\$33,280,033



Income Level



Balance Sheet



Income Statement