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OBDC SMALL BUSINESS FINANCE

Financial and Social Impact

- Loans closed: 500 loans closed in 10 years totaling more than \$29,000,000
- Loans made to LMI-owned businesses: 52% of total loans
- Loans made to businesses in LMI census tracts: 66% of total loans
- Loans made to start-up businesses: 49% of total loans
- Loans made to woman-owned businesses: 44% of total loans

Contact

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Since 1979, OBDC Small Business Finance has empowered small business owners in the Bay Area, beginning in Oakland and expanding to serve the nine Bay Area counties. Through its core services OBDC helps small businesses EXPAND in size, INCREASE their profits, and REACH their goals. It is honored to work with successful, innovative, and community-oriented entrepreneurs. OBDC believes in the power of entrepreneurship to transform lives and communities. Its mission is to create economic opportunity by empowering entrepreneurs. Through innovative partnerships it provides business owners with capital, education, and relationships that allow them to flourish. OBDC's collaborative approach helps its borrowers create jobs and stimulates economic development in low-to-moderate income communities.

Success Story: Gelateria Naia, San Francisco, CA

When traveling in Italy, Chris Tan fell in love with gelato. So when he quit his job in Silicon Valley, he opened Gelateria Naia, a “scoop shop” showcasing flavors from the Bay Area. It was so successful, he opened four more shops. Then the recession hit. Chris shifted his focus to a retail product and developed a successful grab-and-go popsicle. Yet, despite demand, Naia's growth was stifled by delivery and distribution issues. Serendipitously, dairy giant Clover-Stornetta approached Chris about a distribution deal. He needed capital to move ahead so he contacted OBDC which granted him a \$150,000 loan, providing working capital, funding new equipment, and creating 10 full-time jobs.

