

BCL OF TEXAS

TOGETHER, WE PROSPER ANNUAL REPORT 2021



A Message From the CEO

Building prosperity across Texas together

The last few years have shown just how deeply income inequalities impact underserved communities across Texas. During this time, BCL has doubled down on our brand promise of economic recovery to build community strength and stability. We're more committed than ever to close the racial wealth gap and ensure that every family and business in Texas has the opportunity to prosper, grow, and build assets.

With the steadfast support of our funders and partners, BCL has been able to maintain and expand our essential service offerings. In 2021 alone, BCL made a \$57 million economic impact to over 5,000 customers. Where difficulty arises, BCL leads the way.

Last summer, I received an incredible announcement. BCL was selected by Wells Fargo for a \$2 million Open For Business grant award. I felt humbled to receive this much needed capital. This fall, BCL launched an exciting statewide pre-development loan product for business owners of color to build right-priced housing at a time that housing inventory has become scarce.

BCL has been on the frontlines of economic development for three decades. We do the work that others can't do. BCL and its stakeholders have the opportunity in 2022 to rebuild our Texas communities and plan ahead for a sustainable future.

Join me in this opportunity for economic prosperity, together.



ROSA RIOS VALDEZ

President & CEO



BCL of Texas Company Values

BCL of Texas supports Texans to acquire wealth-building assets, such as homeownership and entrepreneurship, with the financial tools and education necessary to build personal net worth. We serve communities of color, women, veterans, rural communities, and low and moderate income individuals, families, and small businesses.

BCL has 32 years of skilled experience building strong communities across Texas. We are dependable, experienced, and innovative.



The BCL Circle: Facing the Challenges Together

BCL has been a trusted community partner for 32 years. Our promise is to support economic prosperity in Texas with innovative, customized programs to fit the needs of the moment. Since 2020, we have delivered on this promise by working with local governments to administer small business grant programs to keep our Texas businesses strong.

When the pandemic hit and local businesses were in distress, the top priority was getting out funding as quickly as possible to the businesses who needed it most. We began by working with Travis County to launch the TCTX Thrive program within weeks, and with an intentional focus on reaching small, women, and minority-owned businesses. Of the 224 businesses that received funding, over half were minority-owned, and two-thirds were women-owned businesses. A year later, 97% are still in operation.

We engaged our whole team in this program, with our model of direct outreach, intentional customer service and application support, and business coaching. In addition to program design, marketing, and grant administration, we also armed businesses with the tools they needed to pivot and grow with six months of one-on-one small business strategy coaching.

Since then, BCL has provided support to businesses across Texas as we administered and supported grant relief programs including Pflugerville Cares, Helotes Small Business Grant Program, Travis County Serve for nonprofits, and the Austin Legacy Business Relief Grant.

When we were asked to partner for these programs, we reached into our toolkit of responsive, customized program building, and met our partners' needs, hiring six new staff and bringing on five contractors.

Since our founding, BCL has been a leader during times of challenge. Today we are here, ready to face the next challenges together and support our small businesses community to build economic prosperity.

Small Business Grant Programs Impacts 2020-2021



78% of awards were made to women or minority-owned businesses.



\$11.5 million

Total grant dollars for our small business community



300

Businesses and nonprofits received funds

"From the very beginning, we wanted to have this small business assistance really prioritize small, minority-owned, and women-owned businesses."

County Commissioner **Brigid Shea**

Dreaming Bigger: Building Business Net Worth Together

The BCL Way: Access to Capital

At BCL of Texas, keeping our local business strong is only the start. Beyond keeping the doors open during challenging times, we work to provide the resources to help businesses grow and thrive, to build net worth for their owners, and to add livable wage jobs to the economy. We want to help entrepreneurs dream bigger to run a business that provides not only income, but can also begin to build generational wealth.

We know that women, minority, rural, and veteran business owners face more barriers to starting and growing a business, and that's why we focus on providing education, resources, and access to capital to build economic equity for all Texans. In our most recent 5 years, we have supported Texas businesses with \$17.7 million in lending capital to create and retain 443 jobs through our Diversity Fund, Small Business Growth Fund, and SBA 504 loan programs.

Below we'd like to share the stories of just a few of our hundreds of small business customers and the difference that funding has made for them.

Event Stems Floral • SBA 504 Loan • Dallas, TX

As BCL transitioned to a new Dallas office, we gained a customer: Martha Banda of Event Stems Floral. Martha approached BCL because she was looking for a bigger, permanent space for her business to grow. Thanks to an SBA 504 Loan, she is now able to hold classes and workshops closer to her customer base.

Eagle Pride Supply • PPP Loan • Austin, TX

The son of a veteran and youngest of 8 siblings, Patrick Myers worked in the corporate world for 25 years before founding his own business. He grew his business 24-fold in the first years, but then COVID-19 hit. He worked with BCL for a Paycheck Protection Loan and is now going strong and seeing growth again.

ProTransport Solutions • Grown Loan • Dallas, TX

After a layoff, Richard and Theresa Starr were determined to become financially independent entrepreneurs. They started a transportation business and bought their first truck, then worked with BCL to grow with a second truck. "This is the tipping point that allows our business to be truly successful and profitable," Theresa said.



"BCL works to close the wealth divide for Texas families, businesses, and communities. We provide the access to capital Texans need to build net worth."

- David Salinas
President, Board of Directors

Prosper at Home: Mortgage Lending at BCL

BCL's Mortgage Programs

As BCL works to close the racial wealth divide, we also recognize the racial homeownership gap and we work to make housing accessible to all Texans.

This year we launched our **Pre-Development Loan** program to help developers bring affordable housing to their communities.

Our **NeighborhoodLIFT** down payment assistance programs in North and Central Texas have revolved funds to help bring the dream of buying a first home within reach to Texas families.

And in 2022, we will launch a **new in-house down payment assistance program**. In total, \$500,000 in funds will be made available to create affordability in Austin.

Through these programs, BCL brings stability, neighborhood investment, and prosperity for families.

"We know that rural, minority, and veteran home buyers face additional barriers to homeownership. We believe in bringing homeownership within reach to all families."

Raquel Valdez Sanchez, COO

HomeOwnership Impacts 2016 - 2021



\$8.2 million

down payment assistance provided



\$120.8 million

in new mortgages facilitated



\$2.8 million

added to the local tax base



2,235

Families and individuals became new homeowners through BCL's coaching and down payment assistance programs in the last 5 years.



Prosper Across Generations: Asset Building

FINANCIAL EMPOWERMENT

BCL's financial counseling supports people to achieve any financial goal they have, as part of our mission to help families build assets and achieve generational wealth. Our classes teach people how to build credit, pay down debt, build savings, and prepare for homeownership. In 2021, we worked with over 2,627 individuals for over 7,227 hours of coaching and 79 classes.

Kimberly Gilbertson is one of dozens of employees who took financial empowerment classes with BCL through her employer, the City of Austin. "I found BCL to be a very welcoming and non-judgmental place," she said. "We were able to take a big, scary issue and break it down. Working with BCL has helped me feel like I can actually achieve these financial goals, when in the past I've been easily overwhelmed by it."



COMMUNITY LOAN CENTER

As part of our financial empowerment work, the Community Loan Center is a consumer loan program designed as an employee benefit program that combines the pillars of access to credit plus personal financial coaching. Employees can access affordable short-term loans of up to \$1,000 with no credit check and affordable interest and fees.

This year, we have loaned over \$4,877,889 in affordable short-term funding to 4,952 employees at employers participating in the Community Loan Centers of Austin and Dallas.



Together, We Prosper

Thank you to our partners, sponsors, and funders who support BCL's work to Build Strong Communities across Texas!

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NALCAB
Travis County
San Juan Diego Catholic High School

2021 BCL OF TEXAS CAPITAL IMPACTS

COMMERCIAL

\$6.46 million in small business lending **161 jobs** created or retained



MORTGAGE

\$46.1 million new mortgages facilitated by BCL **202 new homeowners**



CONSUMER

\$4.9 million in affordable lending capital **4,952 borrowers**



TOTAL ECONOMIC IMPACT

\$57.46 million total economic impact **5,315 clients**



**TOGETHER,
WE PROSPER**



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