

boc|wbc
What's your next step?
Business Outreach Center Network

Women's Business Center

Damaris Bergas

Director, Business Outreach Center (BOC) Network Bronx
Women's Business Center (WBC)

Bronx Business Outreach Center located at the BOC BXL
Business Incubator

1231 Lafayette Avenue, 2nd floor

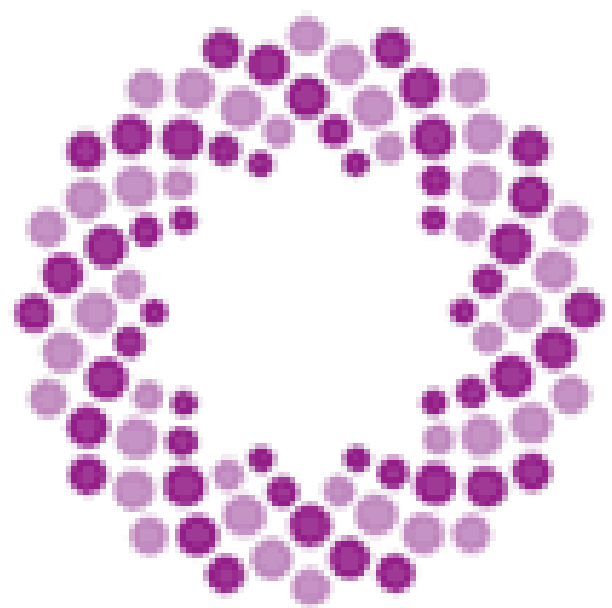
Bronx, New York 10474

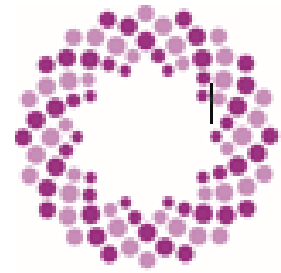
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Business Outreach Center Network Mission

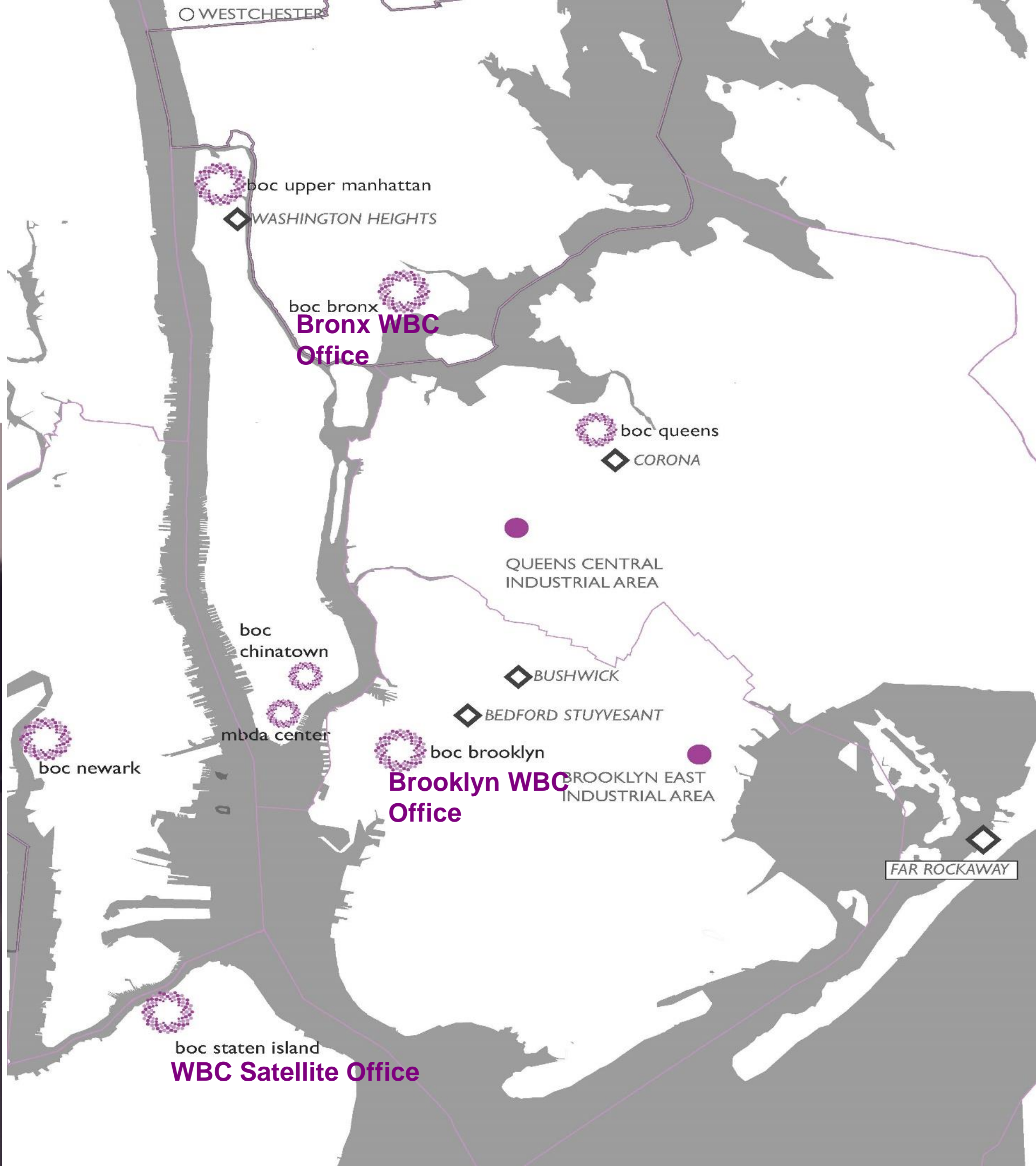
To improve the economic prospects of traditionally underserved groups, with a focus on low- and moderate-income entrepreneurs and their communities, and thereby create genuinely brighter futures.

SBA Women's Business Centers Mission

The Office of Women's Business Ownership's mission is to enable and empower women entrepreneurs through advocacy, outreach, education and support.

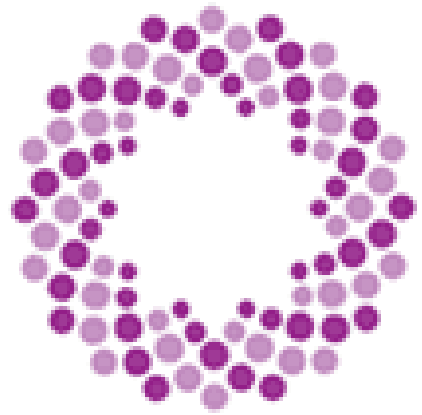


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BOC Women's Business Center

Bronx & Upper Manhattan

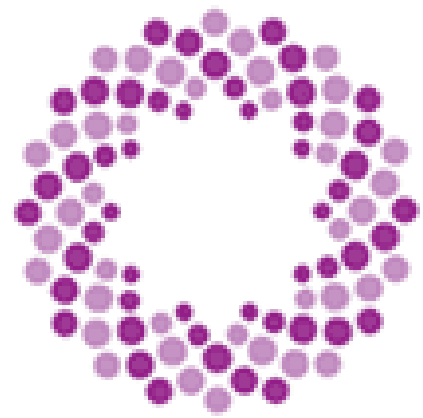


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Programs We Offer

- One-on-One Business Counseling
- Workshops & Training
- Childcare Business Development
- Worker-owned Co-operative Business Development
- COVID – 19 Workshops & Technical Assistance
- Mentoring Programs
- Access to Financing Resources
- Minority Certification
- BXL Business Incubator
- Collaborative initiatives to support businesses owned by people of color.

BOC Women's Business Center



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Special Initiatives

- Child Care Business Development
- Women Entrepreneurs NYC (WE NYC)
- Empower Program by GoDaddy
- Ascend New York City
- BOC Capital Corp
- BOC Network Related Programs
- BXL Business Incubator
- COVID – 19 relief workshops/PPP/EOCF

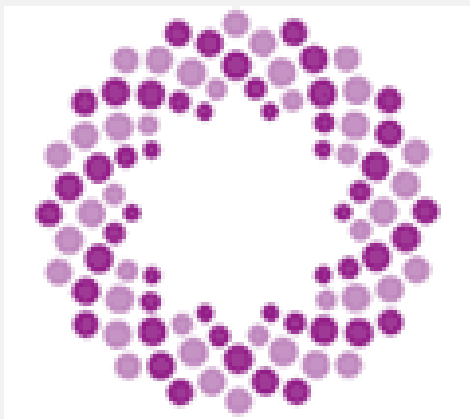
EMPOWER 1.0

- No Application
- At your pace online modules
- Digital identity
- Website Builder
- Email Marketing
- Website builder (Templates)
- Professional email
- Marketing Tools
- 1:1 Counseling

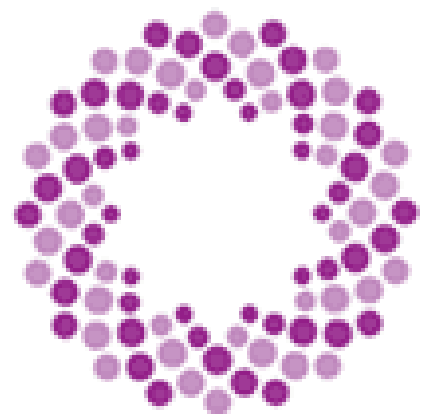
EMPOWER 2.0

JANUARY 2021

- Application
- Updated online modules
- *Building an online store*
- *Cyber Security*
- *Customer Service & Sales*
- *Website builder (Templates)*
- *Professional email*
- *Marketing Tools*
- *1:1 Counseling*



WE NYC



WE Master Money: Funding

Participants learn about financing options for their small business, how to talk to funders, and meet funding representatives.

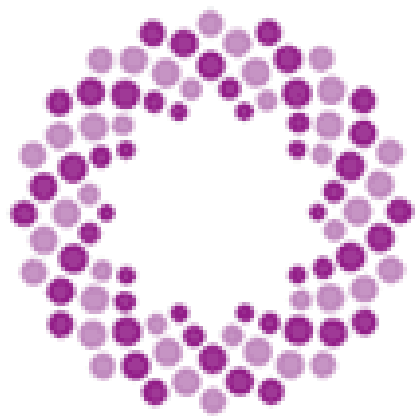
WE Master Money: Credit

Participants learn how to improve and understand their personal credit and its impact on their small business.

1-1 Credit Consultations

Certified financial counselors provide 1-on-1 counseling sessions.

**Diane Moore,
Owner
Cleanwork Solutions
LLC**



**WBC Client
Cleanwork Solutions LLC,**

**Increased Worker and Customer Engagement
New skills and practices developed in the Business Peer Exchange**

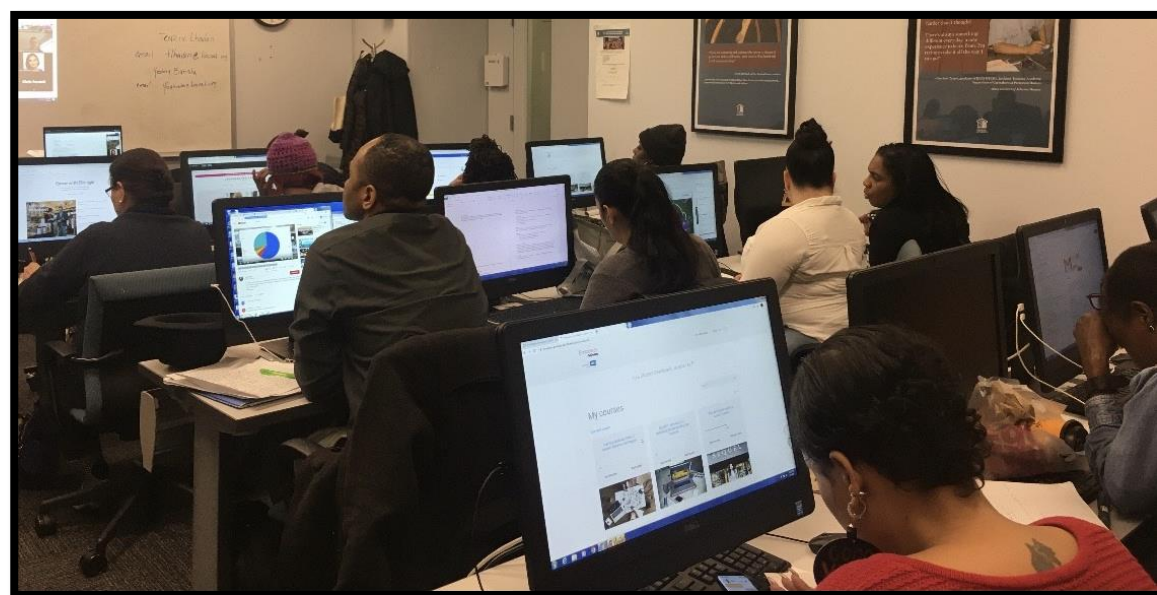
**Increased Market Access
New Contracts including \$40,000 with Wildlife Conservation
Society facilitated by BCDI**

**Contract and Term Loan Financing \$10,000
Cash flow and new equipment financing in June 2020 from
BOC Capital Corp. CDFI**

**Established a 2nd Business in 2020
The Klean Depot – a supplier and distributor of cleaning supplies
Expanded at the BXL Business Incubator in Hunts Point with BOC
Support**

**400% Revenue Growth 2017-2019
New Public and Private Contracts Added 13 Employees**

Program Partnerships



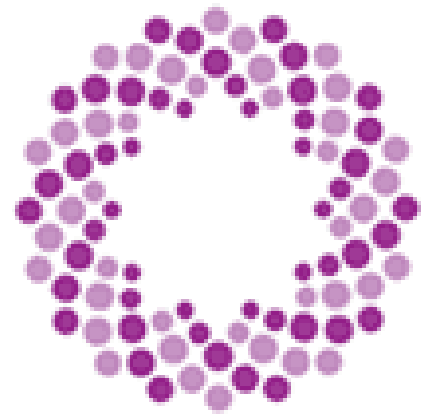
| Collaboration | Organization |
|--|--|
| Hosted Tech Workshops and Bronx Advisory Council | Small Business Development Center (SBDC) – Lehman College |
| Host Workshops | Ponce Bank |
| Women Entrepreneurship Week event | Berkeley College |
| Financial and Credit Workshops, Secured business credit card program | HSBC Bank |
| Celebrating Women in Business Month with Santander Bank event | Santander Bank |
| Ascend NYC – Bronx Anchor Council | JPMC/ Bronx Community College / Bronx Collaborative Development Initiative |
| Collaborative Workshops | Start Small Think Big |
| PPP Workshops | Third Avenue Bid |
| Hosted Workshops | CUNY on the Concourse – Lehman College – Tech Incubator |
| Hosted Workshops | Hunts Point and Tremont Public Library, Bronx Library Center |
| Hosted Workshops | NYCHA |

COVID-19 Response

Programs and resources implemented to mitigate COVID-19's impact on WBC Clients:

- Access to Small Business Administration (SBA) & Other Federal Resources relating to access to capital & business resiliency.**
- Educating on hazards & prevention of transmission of COVID-19**
- Potential effects of COVID – 19 on supply chains, distribution, and sale of products covered small business concerns & the mitigation of those effects.**
- Resources delivered in English, Spanish and French**

Ascend NYC – Bronx Launch



Ascend is...
an **ecosystem** of **business support organization partners** that combine resources to accelerate the growth of businesses owned by people of color, women and veterans.



Ascend New York

What Does Ascend New York's Leads Offer?

Market Access



- MWBE certification
- Public Agency/ICAP Opportunities
- Prime-Sub Match-Making

- Equitable economic development
- Localizing Procurement
- Match-Making

- Data and Research
- Connecting CUNY Contracting Opportunities to Bronx Businesses

Management



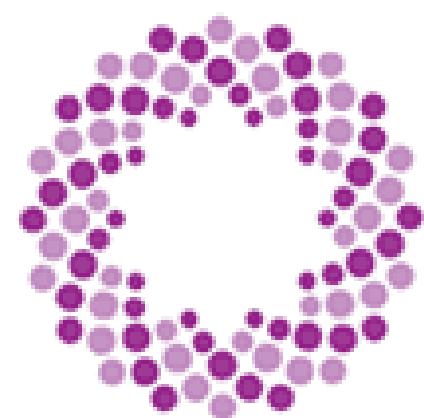
- Management Training / Business Peer-Exchange
- One on One Coaching
- Bidding & Project Management Technical Assistance

Money



- Community Development Finance
- Term loans from \$1,000 up to \$250,000
- Contract based loans up to \$500,000

BOC Capital Corp., CDFI



Entrepreneurs of Color COVID-19 Relief Fund 3% Financing

- 19 Loans approved
- 16 funded and disbursed
- Total funds disbursed to date \$429,000
- 5 loans disbursed in the Bronx
Total \$105,000

SBA Paycheck Protection Program April 24th- August 8th 2020

- 375 PPP Loans - \$5.5 Million
- 96 PPP Loans in the Bronx & Upper Manhattan - \$1.1 Million
- Average loan size \$11,911
- TA for loan packaging and for loan forgiveness

BOC Capital Corp,
CDFI

Lending Products

Small Business Term loans

- SBA Micro Finance Loans \$1,000 - \$250,000
- Credit builder loans for micro entrepreneurs

Contract Financing Loan Fund

- Loans up to \$500,000 at 3% annual rate
- For projects with NYC funding

Contract/Purchase order lending

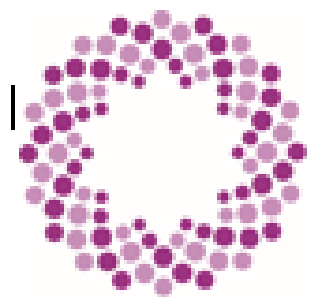
- Loans up to \$250,000 for businesses working on a projects with state, federal or private entities

Entrepreneurs of Color COVID-19 Relief Fund

- Low Interest Rate (3%)
- Loans up to \$50,000
- Black, Latinx, and Native American Business owners
- Asian businesses with less that \$1 million in annual sales

Livery and Taxi Loans

- Provide loans to people with limited or no credit in order to finance a micro enterprise taxi business (up to \$30,000)



bo**c**|capital

BOC Capital Corp



Rene Cruz, Senior Loan Officer

Rene D. Cruz

*Senior Business Lending Officer, BOC Capital Corp.
Business Outreach Center Network, Inc.*

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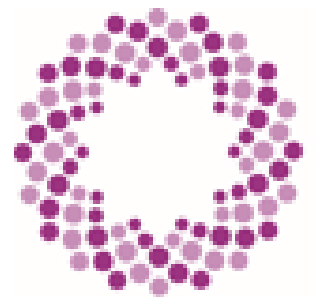
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BXL Business Incubator



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Bronx BXL Business Incubator

CO-WORKING SPACE

1231 Lafayette Ave 2nd Floor Bronx, NY 10474

6 Train to Longwood Ave

ABOUT US

THE BRONX BXL BUSINESS INCUBATOR IS THE FIRST STATE-OF-THE-ART INCUBATOR AND CO-WORKING SPACE IN THE HUNTS POINT NEIGHBORHOOD OF THE SOUTH BRONX.



SMALL & LARGE OFFICES

Prices start at \$1,050 for small offices— up to \$1,500 for larger offices.



DEDICATED DESKS

Prices start at \$350 for each dedicated desk.



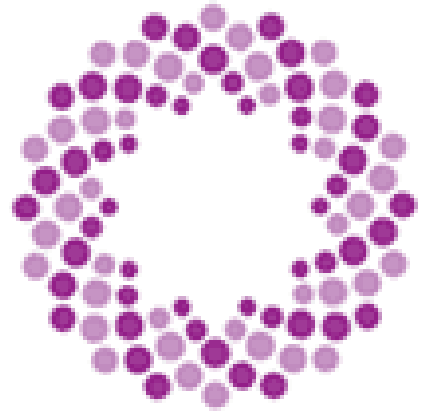
CO-WORKING & VIRTUAL MEMBERSHIPS

Virtual Membership \$99/ month & Co-working at \$225 / month

Memberships Include:

24/7 Access to the Building | Office Supplies | Conference Room Use | Mailboxes | Business Counseling | and more

GET IN TOUCH: • (718) 532-2927 • igarcia@bocnet.org • www.bxl.nyc



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Thank You