



Community Business Partnership
Building Businesses in Fairfax County and Beyond



Community Business Partnership

About and Impact





The Partnership: Why are we here?

U.S. Small Business Administration

1/3rd of businesses with employees fail within 2 years

Only 50% of those businesses survive over five years

Veterans are 45% more likely to be self employed than non veterans

U.S. Bank

82% of business failures are due to poor cash management

National Association of Small Businesses

27% of businesses surveyed had difficulty obtaining enough financing

National Women's Business Council

Women business owners raise smaller amounts of capital to finance their firms and are more reliant on person, rather than external sources



We Support Fairfax County

Fairfax Co. Economic Success Strategic Plan (Fall 2017 Update)

“Most [Fairfax County] startups were founded in the last five years—with 25% setting up shop in 2016. This is an encouraging sign as national economic data show startup creation at a 40 year low.”

Fairfax County & Fairfax Co. EDA

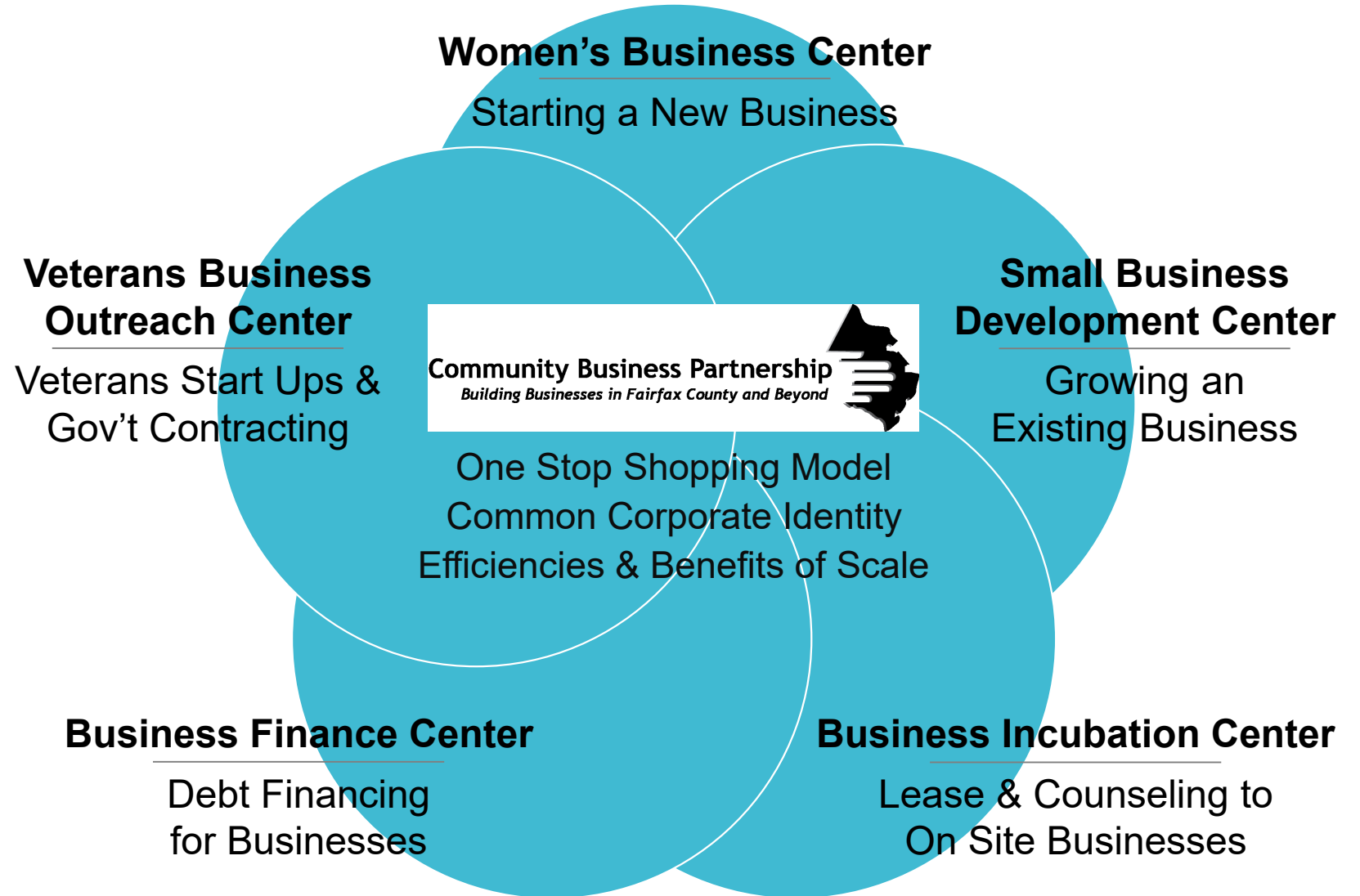
“The county is the headquarters location for 14.5 percent of startups, and Northern Virginia is home for 32 percent of startups in the region...”
Fosterly’s 2016 Regional Census

Eta Davis, Fairfax County Economic Initiatives Coordinator

“Fairfax County wants to create an innovation ecosystem that will foster more startups and entrepreneurship, and the county's Economic Success Plan is pushing forward this effort.”



The Partnership: Starting and Growing Fairfax County Businesses





CBP History

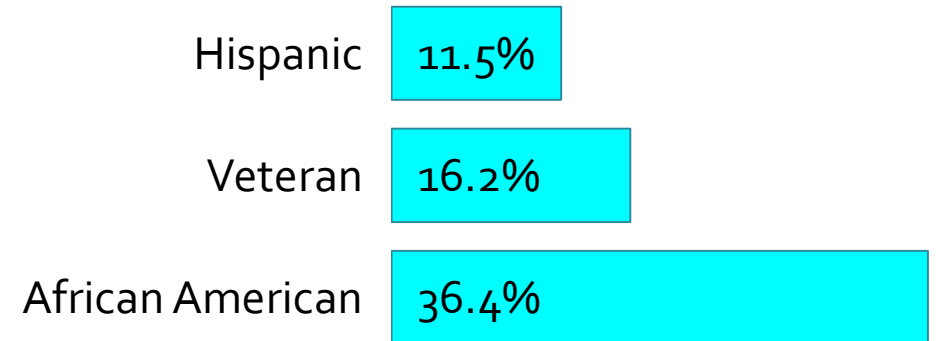
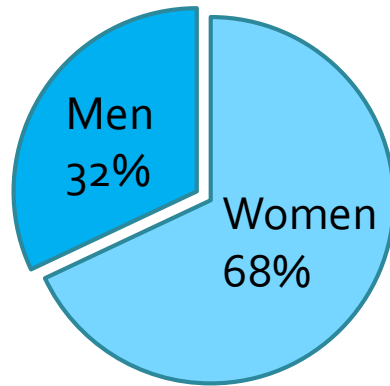
- 1991 Special Commission for small, minority, and disadvantaged businesses
- CBP formed from one of the twelve Commission recommendations
- The Partnership: GMU, FCEDA, Fairfax Co. Supervisors, Fairfax Small Business Commission, NOVA Community College, and Northern Virginia Urban League.
- 1998 – accredited as a SBA Small Business Development Center
- 2000 – Added Women’s Business Center
- 2004 – Added Business Incubation Center (4 offices)
- 2015 – Added Veterans Business Outreach Center
- 2016 - Moved to new, larger location
- 1997 Budget: +/- \$100,000M → 2018 Budget: +/- \$1.4MM



CBP Assistance: 2014-2017

7,942 Clients

495 Classes & Training Events





CBP Impact: 2014-2017

7,942 Clients

- 49 New Successful Businesses
- Annual Sales of \$81.4MM
- Sales Increases of \$11.6MM
- \$1.95MM in Loans Received
- \$5.33MM in New Capital Formation



CBP's Next Opportunity

- Renewed Focus on Debt Financing for Fairfax County Small and Minority Businesses.
- 2016: CBP became a US Treasury CDFI
- Hired a commercial lender
- Created loan policies; hired a financial counselor
- Currently seeking capital to loan to women, minority, and veteran businesses in Fairfax County.



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