

A report from Southern Good Faith Fund

Southern Good Faith Fund's Business Development Center provides high-quality, in-depth training, technical assistance, and counseling to entrepreneurs who want to start a business or grow an existing business. We also help our clients access various sources of financing.

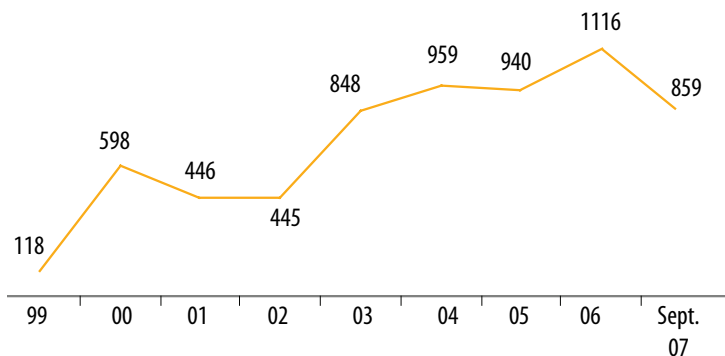
Our workshops and seminars are free, our consulting services are provided at a highly subsidized cost, and a small fee is charged for long-term training.

Who We Help

- 6,329 clients served since 1999
- 83% are female
- 81% are African American
- 28% have a high school diploma
- 41% have some college education
- 18% have a bachelor's degree
- 18% have gross income of less than \$10k
- 33% have gross income between \$10k - \$25k
- 31% have gross income between \$26k - \$50k

Clients Served

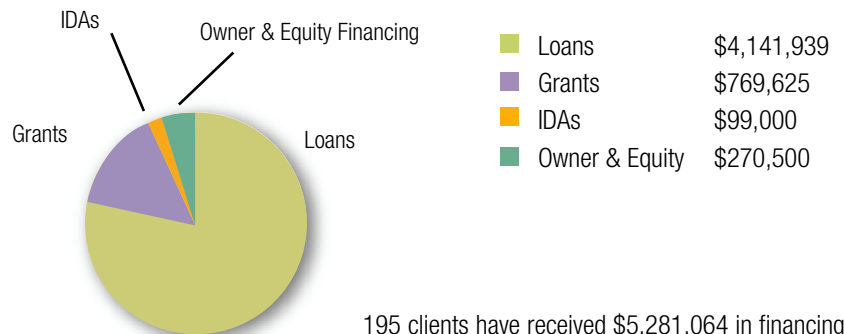
Includes technical assistance, training, workshops, counseling, and BIC usage



The Business Development Center is funded in part through a cooperative agreement with the U.S. Small Business Administration.

Access To Financing

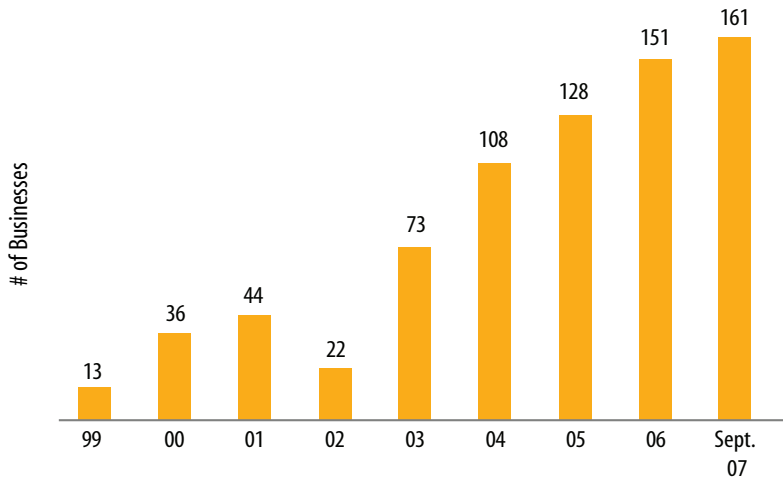
Cumulative Since 1999



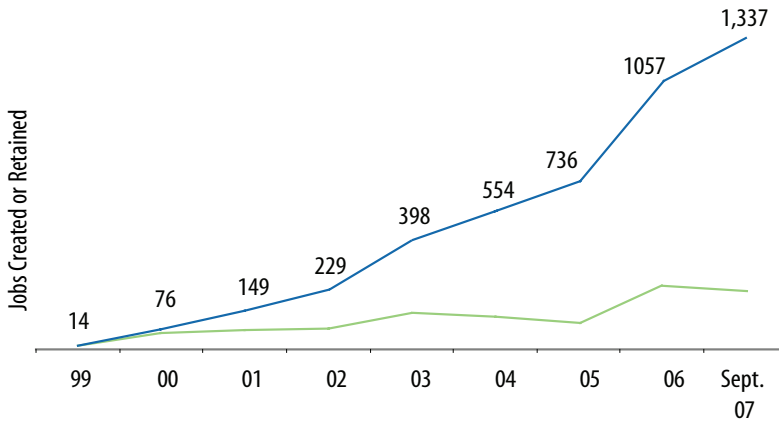
195 clients have received \$5,281,064 in financing.

Impact On Business

Businesses Assisted

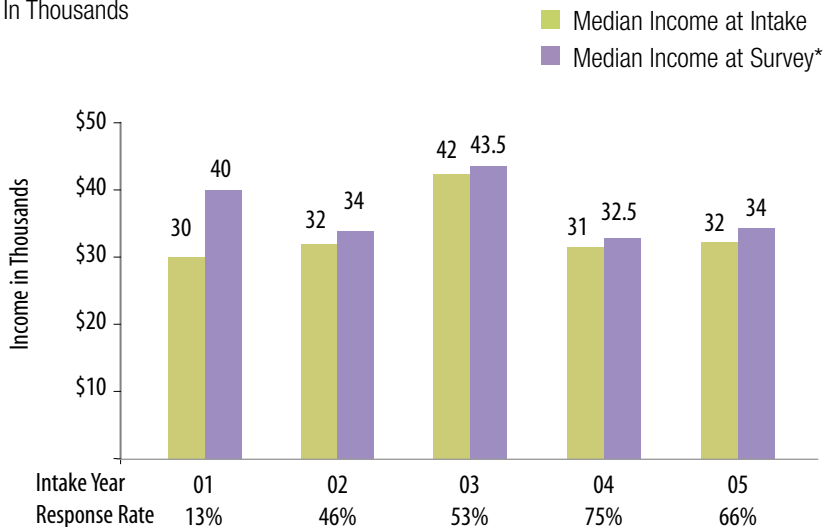


Impact On Jobs



Change in Clients' Median Household Income

In Thousands



*Clients who received at least 10 hours of service were surveyed.

A Blooming Business

Phyllis and Jerry Lawson approached the BDC in 2002 for assistance in developing a business plan that would support the start of a small



floral business. After the business plan was completed, the Lawsons were approved for a \$190,000 loan by Bank of Star City located in Pine Bluff. Lawson's Flowers and Gifts opened in 2002 and is located on Dollarway Road in Pine Bluff. Lawson's Flowers and Gifts offers a wide range of unique gifts for occasions such as graduations, baby showers, birthday parties, and much more. The business also delivers fresh flowers to any part of the country.

In 2007, a second location was opened in the Watson Chapel area. The business currently employs eight individuals in its two locations.

"It was a great experience to work with the wonderful staff at the Business Development Center," says Phyllis. "The assistance we received helped us organize, plan, and obtain the financing that we needed to start our businesses."

The business' next focus is to grow the profitability of both its locations.

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Building communities. Changing lives.