

Oakland “Institution” Back on Track

OBDC Helps Chef Edwards BBQ Edge Toward Completion



OBDC MISSION

Our mission is to grow strong communities by providing financing and assistance to small businesses that provide employment, services and community benefit.

We provides small business loans and training to entrepreneurs to help start and expand their businesses.

CHEF EDWARDS BBQ FIRES UP IN OAKLAND



10 Best BBQ” published by Sunset Magazine in 2004.

John Edwards started Chef Edward’s BBQ in 1956. Since then, he’s become an Oakland institution – recognition that earned him a listing in “The West’s

Redevelopment plans shuttered his long-time 20th Street location in downtown Oakland in June 2005. Even with a redevelopment grant, Chef Edwards needed additional funds to build a new restaurant a few blocks away. OBDC gave Chef Edwards a \$25,000 loan to purchase equipment and finish the project.

“I’m grateful for the assistance OBDC provided me through this transition,” said Edwards. “And I’m looking forward to reopening in February with additional staff and seating for my hungry customers.”

Visit Chef Edwards at his new location at: 1915 San Pablo Avenue.



IPA Planning Solutions
Ineda Adesanya started her land use planning and construction management company in 2000. "I love helping engineers and developers get their projects built." 10 years of City Planning experience help Ineda avoid pitfalls, before they happen.

1425 Clay Street, Suite 100,
Oakland, CA 94612.
(510) 839-4550

Spring 2006: Spotlight Borrowers

Moler Barber College
Barber training college & walk-in cuts for the public
3815 Telegraph Ave.
Oakland, CA 94609
(510) 652-4177

Playa Azul Restaurant
Mexican restaurant specializing in seafood
2818 International Blvd. 94601
Oakland, CA 94601
(510) 436-7930

Fuzzy Caterpillar Preschool
Caring school for ages 3-5
1025 Broadway
Alameda, CA 94501
510-521-51600

The Vault Restaurant
Open breakfast, lunch & dinner
3250 Adeline Street
Berkeley, CA 94703
(510) 595-9600

Seventeenth Street Studios
Professional graphic design services
1761 Broadway 94612
Oakland, CA 94612
(510) 835-1717 www.17th.com

Pete's "Greenthumb" Lawn Care
Lawn care and planting
1335 Pearl Street #B
Alameda, CA 94501
(510) 384-1552

PARTNER PROFILE: ERWIN REEVES & M



OBDC is proud to announce a new partnership with Mechanics Bank through their New Markets Tax Credit Program.

The program will enable OBDC to make loans up to \$250,000 throughout Alameda, Contra Costa and San Francisco Counties. Erwin Reeves is the Executive Director of the bank's Community Development Institution, which is extending credit to OBDC to make loans under this new program.

"OBDC was one of 3 non-profits that we picked to collaborate with

in the Bay Area," said Erwin. "They have the experience and the financial stability to run a successful program – and their deep roots in the community enable them to reach markets we aren't able to lend to in the bank."

Erwin has been a long-time supporter of OBDC, including serving on the board of directors of the organization for the

A BIG THANKS TO OUR 2005 FUNDERS

OBDC would like to thank our generous sponsors for 2005. Thank you for making our work possible!

- City of Oakland
- Small Business Administration
- County of Alameda
- Wells Fargo Bank
- City of Berkeley
- US Bank

Since 1979, OBDC has worked with cities, counties and private corporations to spur economic development in the Greater Bay Area by providing capital and business services in low-income areas.

MECHANICS BANK

past three years. Erwin has led the bank's effort to gain the federal tax credits and manage their \$14 million deployment for the bank.

Be sure to contact OBDC when you are ready to take the next step in Small Business Financing.

From the Executive Director



OBDC is thrilled to announce some changes after 25 years of service to the community. This month we are launching our new logo and newsletter, as a reflection of the energy that is building for the organization's next decade. After 15 years as executive director, I'm pleased to have touched over 866 businesses with over \$27 million in capital invested in low-income communities. As I prepare to retire in June, I want to thank all of our partners, board and staff for making this visible impact possible. Yet we still have work to be done! Please renew your commitment to help OBDC change communities, one business at a time.

Milestones

In 2005 we funded over \$4 million in financing to 86 small businesses making OBDC is the most active small business lender (non-profit or bank) in Alameda County.

From 1990 - 2005: 866 businesses financed and \$27 million in capital disbursed to low-income communities.

Watershed Year For OBDC

More than just financing, OBDC provided management consulting to fledgling and seasoned entrepreneurs to help them grow their businesses successfully. Our one-on-one coaching is still the most important part of the work that we do – giving our business owners a chance to talk about strategy, cash flow, and overcoming obstacles to growing their business. Last year we spent over 370 hours providing free, personalized coaching to our business clients.

As the number of businesses we help expanded, OBDC looked for creative ways to give timely information to our entrepreneurs. We launched an e-newsletter, filled with

business tips like “Improving your credit score” and “How to buy a business”. The newsletter has been met with great success, and 100 business owners each month join the 1800 current subscribers.

OBDC is pleased to announce the expansion of our loan programs throughout Alameda, Contra Costa and Solano counties through the partnership of Mechanics Bank. The organization will be able to serve a entire new set of business owners through our loans up to \$250,000. We look forward to continuing to expand the financing we offer throughout 2006.

Board of Directors

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ABC Company

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BORROWER PROFILE: STUMP & SONS SANDBLASTING

The Strength of Family

Stump and Sons first approached OBDC in 2004, after a couple of slow years. The company's floundering painting business was draining cash from their core sandblasting work, and cash flow was tight. The owners – a family team of mother, son and daughter – approached OBDC for a \$100,000 working capital loan.

OBDC helped Stump and Sons establish a line of credit with

California Bank & Trust one year later, and the company is thriving. Recently they completed work on the new Bloomington department store building, to open in downtown San Francisco.

“The OBDC loan came at just the right time,” explained Joanne Stump. “Now business is booming and we’re stronger than we ever have been before.”

“Thank you to OBDC staff for believing in our business and our

family. We’re grateful for the expertise of the staff and the financing they provided.”