



Access Florida Finance Corporation
Minority Business Newsletter
Inaugural Issue February 2007

20 Year Old Agency is “Brand New”:

The Florida Black Business Support Corporation (FBBSC)
has a new name, and a new look

The name and logo may be new, but [Access Florida Finance Corporation](http://www.AccessFloridaFinance.com) (AFFC, for short) has been around for almost 20 years. Formerly known as the Florida Black Business Support Corporation (or “FBBSC”), AFFC seeks to help diversify Florida’s economy by encouraging the expansion of innovative businesses and by supporting high-wage job creation and retention.

According to AFFC President Mark Scovera, “We want AFFC to be known as *the* place you can get a better deal.” AFFC was featured prominently in the October 2006 issue of *Florida Trend* magazine.

“We provide access to financing for minority business owners in the state of Florida. We believe the new name better reflects what we do. The new logo gives us an updated look and the new web site is designed to provide more resources for our clients” says Scovera. “We are here to assist minority-owned businesses in becoming strong contributors to their local communities and Florida’s economy.”

See for yourself. Visit <http://www.AccessFloridaFinance.com> to check out our new look, obtain more information about our loan program, or to download your finance application today.

Financing Available for Minority Businesses

The ***Preferred Lender Financing Program*** is an innovative collaborative among leading business financial service providers with the strategic financing objective of adding value to Florida’s minority-owned businesses. The program focuses on the core needs of minority businesses, such as capital access, technical assistance, information sharing, procurement opportunities and mentoring.



Visit <http://www.AccessFloridaFinance.com> to learn more about the *Preferred Lender Financing Program* or to download your application today.

www.AccessFloridaFinance.com

Financing Available for Startups



The *Preferred Lender Financing Program* also considers applications for start-up businesses. A start-up is defined as a business that has less than one year of operational history. Although capital options may be limited for start-up businesses, technical, educational and mentoring assistance services are available to all minority entrepreneurs.

5 Tips for Making the Most of Your Business Plan:

1. Take the long view and do long-term planning. Map out where you want to be five years from now and how you plan to get there.
2. Write the plan yourself. You will learn more about your business by doing so.
3. Think of your plan as a living document. Review it regularly to make sure you are on track or to adjust it to market changes.
4. Share the plan with others who can help you get where you want to go—such as lenders, key employees and advisors.
5. Understand that you might experience short-term pain to obtain long-term business growth and health.

Visit <http://www.AccessFloridaFinance.com> for additional tips on writing a solid business plan.



Partnerships extend your options

While our name has changed, our relationship with some of Florida's top financial institutions has not. Access Florida Finance Corporation will continue the great partnerships that have been part of FBBSC's success for almost two decades.

"It is absolutely critical to the success of AFFC and, ultimately, the minority business owners in Florida for us to maintain the valuable relationships with financial institutions statewide. This allows us to leverage our funds and provide more financing for you, the business owner."-Mark Scovera, President, AFFC

Institutions spearheading this collaborative include Bank of America, Citibank, Florida Black Business Investment Board, Inc., Florida State Hispanic Chamber of Commerce, Wachovia Bank and other participants with specialized services catering to minority-owned businesses.

Upcoming Events



Remember that February is National Black History Month.

According to History.com, much of the credit for the origins of Black History Month goes to Dr. Carter G. Woodson, a Harvard Scholar, "who was determined to bring Black History into the mainstream public arena." He organized the first Negro History Week in 1926 to coincide with the birthdates of Frederick Douglas and Abraham Lincoln, both of whom had tremendous impact on the black population.

We want to hear from you

We want to know what you think.

Please visit <http://www.indigokey.com/AccessFloridaFinance/> to take an informal survey of your business needs in order to assist us in serving you better. You can also "opt-in" for future communications from AFFC.



Send your comments and suggestions to info@AccessFloridaFinance.com.

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