

# SAVE THE DATE

In Partnership With MBRT



TAKING YOUR MINORITY BUSINESS TO ANOTHER LEVEL

## Creating Bridges To Job Creation In Florida Minority Communities

### June 7-8

Doubletree Hotel & Exhibition Center  
Miami-Florida



Florida Minority Community Reinvestment Coalition  
Presents

No Cost to Non Profits and  
Minority Businesses

## 8th Annual-

### 2010 FMCRC

## Florida Minority Community Economic Development Summit And



## Let's Do Business Florida

Let's Do Business California ([www.ldbnow.com](http://www.ldbnow.com)) comes to Florida.  
Let's Do Business Florida will provide 300 Florida and Southeast U.S. Minority small businesses the opportunity to access contract opportunities with Tier 1 (Prime) suppliers in the financial, telecom, utility and automotive industries



- 2nd Annual Florida Legal Opportunity Forum**  
*Providing contract opportunities in financial industry for Florida minority law firms*
- CRA Investment Test Forum (Job Creation Focus)**  
*Panelist engage new models for CRA investments*
- Access To Capital Forum**  
*Bringing access to equity-mezzanine investment funds for minority businesses*
- Basics of Equity and Mezzanine Financing**
- Access To Community Economic Development Capital Forum**
- Creating Jobs in Inner Cities**
- Creating Community Economic Development Corporations**  
*New generation master community development mechanism for job creation in Florida minority low-moderate income communities*
- Builders of Community and Country Awards Dinner**



Free Hotel Rooms For Non-Profits (Limited To First Come)  
Online Registration Let's Do Business Florida: [www.letsdobusinessflorida.com](http://www.letsdobusinessflorida.com)  
Online Registration FMCRC Summit: [www.fmcrc.org](http://www.fmcrc.org)  
Special Hotel Room Rate: \$109 per night

FMCRC  
[www.fmcrc.org](http://www.fmcrc.org)  
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# AGENDA



## Let's Do Business Florida Forum

June 7th, Miami Florida  
Doubletree Hotel and Expo Center

In the past twenty-four months, our communities have lost over half of the Tier 1 minority suppliers. This has had a horrendous impact on the overall economic health of our communities. In partnership with national financial institutions, FMCRC will launch a minority supplier development model proven to be successful in California. On June 7<sup>th</sup>, “**Lets Do Business-Florida**” will bring over 300 minority Tier 2 & 3 suppliers to engage Tier 1 (prime) suppliers that will allow our communities to counter the significant losses of suppliers and jobs in minority communities. There will be **no registration costs for minority businesses** attending Let's Do Business Florida.

### AGENDA (June 7th)

**9:00am - 9:30am**

**Introductions**

**9:30am - Noon (Seminar)**

### Basics to Private Equity-Mezzanine Capital Forum

-Access to Patient Capital for Minority Businesses

This forum will allow minority business owners to better understand the current state and role of equity and mezzanine financing. Minority businesses are the foundation to job creation in minority communities but they are not islands unto themselves, but operate in a rapidly changing global economy. Minority businesses are the fastest growing segment yet only account for a fraction of equity capital investments. Patient capital is critical to allowing minority growth companies to expand and create jobs. The panelist will address pervasive problems confronting minority small market businesses and the basics to private equity capital.

**Moderators:** Craig Fowler (Managing Director, Bank of America/Merrill Lynch Capital Access Funds) Willie Woods (Managing Director, ICV Capital Partners)

**Invited Panelists:** Kauffman Foundation, Wells Fargo Mezzanine Capital, Citi Private Equity Services, J.P. Morgan Partners, Morgan Keegan & Company, BB&T Capital Partners, PNC Equity Partners, SBIC Investment Funds

**Noon - 1:00pm**

**Lunch Break**

**1:15pm - 2:30pm (Seminar)**

**Minority Joint Ventures: A Business Model For Growth**

**3:00pm - 5:00pm Tier 1 & Access to Capital Expo**

**Access to Tier 1 Suppliers Expo Island**

**Access to Capital Funds/Sources Expo Island**

**5:30pm - 6:30pm**

**Annual Builders of Community & Country Awards Dinner Reception**

**6:30pm - 8:00pm**

**Annual FMCRC Builders of Community & Country Awards Dinner**

### Invited Financial Institutions Tier 1

- \*Bank of America
- \*TD Bank
- \*BB&T
- \*Citi
- \*Chase
- \*PNC Bank
- \*Fifth Third Bank
- \*Regions Bank
- \*Wells Fargo
- \*Bank of NY-Mellon
- \*25 Community Banks
- \*Verizon
- \*AT&T
- \*Walgreens
- \*Toyota
- \*BMW
- \*Other Auto Tier 1

### Access To Capital Funds Invited:

- \*Financial Institutions
- \*Financial Institutional Equity Funds
- \*SBICs
- \*Insurance Companies
- \*Equity Funds

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In Partnership With:



# AGENDA

## Florida Legal Economic Opportunity Forum

June 7th, Miami Florida  
Doubletree Hotel and Expo Center

[www.letsdobusinessflorida.com](http://www.letsdobusinessflorida.com)



FMCRC, along with organizing partners, is hosting the 2nd Annual Florida Minority Legal Economic Opportunity Forum in conjunction with Let's Do Business Florida. The focus of this forum is to match financial institutions with Florida minority firms that are limited in their ability to gain exposure to the billions of dollars of Financial Industry contracts. The goal is to stimulate jobs and economic growth for Florida's minority law firms and attorneys.

The Minority Legal Economic Opportunity Forum will provide an opportunity for a select group of Florida minority attorneys and law firms to gain access to decision makers in target cities for financial institutions that operate in Florida.

### AGENDA (June 7th)

(Program Separate From Let's Do Business Florida)

**9:00am - 9:30am**

**Introductions**

**9:30am - Noon**

**CRA Investment Test Forum**

**Impacting Florida Minority Low-Moderate (Under-Served) Income Communities  
Creating Model CRA Activities for Florida**

This session will review the future of the Investment Test for the Community Reinvestment Act in light of the financial crisis and the impact for Florida minority low-moderate income communities. The panel will discuss innovate CRA activities and what currently qualifies as a service investment and recommended service investments that will benefit both financial institutions and Florida inner cities that have an impact on job creation.

**Moderators:** Representatives of Coalition of Florida Minority Bar Associations

**Invited Panelist:** Board of Governors of the Federal Reserve System (**confirmed**), Federal Reserve Bank of Atlanta (**Confirmed**), OCC(**Confirmed**), FDIC, American Bankers Association, Independent Community Bankers of America, Florida Bankers Association and Florida Community Development Leaders, Kaufmann Foundation

**Noon - 1:00**

**Lunch Break**

**1:30pm - 3:30**

**Round Robin Bank Interviews With Minority Attorneys**

#### Invited Financial Institutions:

- \*Bank of America
- \*TD Bank
- \*BB&T
- \*FDIC
- \*Citi
- \*Chase
- \*PNC Bank
- \*Fifth Third Bank
- \*Regions Bank
- \*Wells Fargo
- \*Bank of NY-Mellon
- \*25 Community Banks

#### TARGET CITIES FOR LEGAL PROCUREMENT:

- \*Miami
- \*Ft. Lauderdale
- \*West Palm Beach
- \*Sarasota
- \*Clearwater
- \*St. Petersburg
- \*Tampa
- \*Orlando
- \*Jacksonville

[www.letsdobusinessflorida.com](http://www.letsdobusinessflorida.com)  
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# FMCRC SUMMIT

## Program Overview

Creating Jobs in Florida Minority  
Low-Moderate Income Communities

### **8th Annual-**

### **2010 FMCRC Florida Minority Community Economic Development Summit**



June 7<sup>th</sup>:

5:30pm – 6:30pm

**Annual Builders of Community & Country Awards Reception**

6:30pm – 8:00pm

**Annual Builders of Community & Country Awards Dinners**

June 8<sup>th</sup>:

9:00am – 9:30am

**Introductions**

9:30am – Noon

#### *Creating Jobs In Inner Cities*

#### **Access to Community Economic Development Capital**

##### **-Impacting Florida minority low-moderate (Under-Served) income communities**

This panel will discuss Florida's community development since the recent financial crisis and the impact on Access to community economic development Capital. This session will introduce some of the most common tax credit investments used to satisfy the CRA Investment Test, such as the Low Income Housing Tax Credit, New Markets Tax Credit and Community Development Financial Institution (CDFI) investments. New innovations in community economic development capital will be presented by panelist.

**Moderators:** Ronald Frazier (Chair, BAC Funding Corporation) Debra Reyes (President, Neighborhood Lending Partners) Dr. Joy Bruce (President, Asian American Federation of Florida)

**Invited Panelists:** Board of Governors of the Federal Reserve System (confirmed), Federal Reserve Bank of Atlanta (Confirmed), CDFI Fund-U.S. Treasury, NMTC CDEs, Al Pina (Chair, FMCRC), Ford Foundation, Key Financial Institutions

**Noon – 1:30 Lunch Break**

1:30pm – 3:30pm

#### **Assets & Hope: *Creating Jobs In Inner Cities***

#### **Creating Self Sufficient Community Economic Development Corporations**

Presented by: **Bank of America, Citi, Wells Fargo, Chase, Regions, Fifth Third**

#### **Legal-Corporate-Accounting Infrastructure**

**Non-Profit Corporation**

**For Profit Corporation (Wholly owned by non-profit)**

**FREE HOTEL ROOMS  
FOR NON PROFITS**

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