



FINANCING BALTIMORE'S GROWTH

Utilizing Small Business Financing Data



Financing Baltimore's Growth: Utilizing Small Business Financing Data

Background: Identifying Sources

- Financing Baltimore's Growth: Measuring Small Companies' Access to Capital report published September 2017 <http://21cc.jhu.edu/publications/reports/financing-baltimores-growth-measuring-small-companies-access-to-capital/>
- Data story included in Vital Signs 16
- Further analysis: Southern Maryland and Community Reinvestment Act analysis

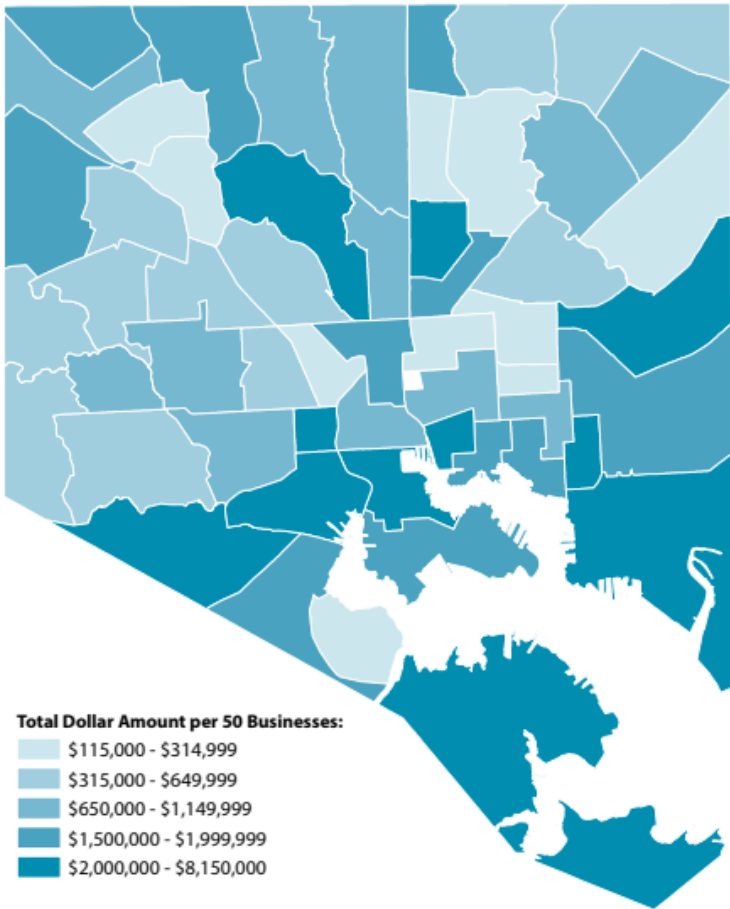


Financing Baltimore's Growth: Utilizing Small Business Financing Data

Business Financing Data Sources: What Are They?

Financing Source	Investment/Program Name	Type of Investment	Years of Data	Source of Data
Federal				
	Small Business Administration (SBA) 7a and 504 Program	Guaranteed Loan	2000-16	SBA web site
	Community Development Financial Institution (CDFI) Loans and Investments	Subsidized Loan	2006-16	CDFI Fund web site, Community Impact Investment System (CIIS), Opportunity Finance Network data agreement, Data provided by LEDC
	Export-Import Bank	Guaranteed Loan	2007-16	Export-Import Bank web site
	Small Business Innovation Research and Small Business Technology Transfer Programs	Research Grant	2000-16	SBIR web site
	Other Federal Research Grants	Research Grant	2000-16	Pitchbook subscription service
State				
	Maryland Department of Commerce Funds (12 programs in total)	Subsidized Loan, Equity Investment, Grant	2006-16	Data provided by Agency
	TEDCO Funds (7 programs in total)	Equity Investment, Grant	2011-16	Data provided by Agency
	Maryland Department of Housing and Community Development BusinessWorks	Subsidized Loan	2011-16	Maryland.gov Open Data
City				
	Baltimore Development Corporation Loan Programs (6 programs in total)	Subsidized Loan	2011-16	Data provided by agency
Private				
	Federal Deposit Insurance Corporation Insured Bank Small Business Loans	Bank Loan including Credit Card Loan	2000-16	Community Reinvestment Act Reports from the Federal Financial Institutions Examination Council (FFIEC) web site
	Venture Capital Investments	Equity Investment	2000-16	Pitchbook subscription service, Crunchbase service, data provided by Abell Foundation, Baltimore Angels, Camden Partners, Propel
	Mergers/Acquisitions and Initial Public Offerings	Equity Investment	2000-16	Pitchbook subscription service
	Financial Technology/Online Lending	Loan	2016	Data provided directly by an individual fintech firm.

Total Dollar Amounts Invested in Small Businesses per 50 Businesses, 2016



Financing Baltimore's Growth: Utilizing Small Business Financing Data

Federal Sources: SBA 7(a) and 504 Loans

What are they?

-Federally guaranteed loans up to \$5 million for small businesses (500 > employees)

How detailed are they?

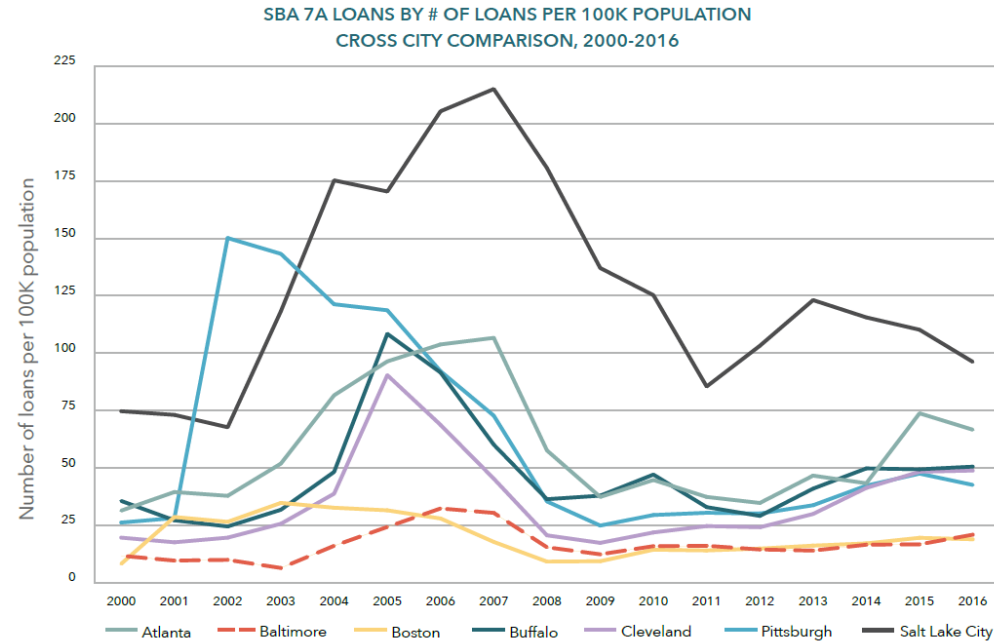
-Years available: FY2000 – present, updated quarterly
-Data on business name, address, lending institution, loan amount, industry, jobs supported

What are the limitations?

-Loans more difficult to make given federal guarantee
-No demographics on business owners, address sometimes incorrect

How do I access them?

<https://www.sba.gov/about-sba/sba-performance/open-government/foia/frequently-requested-records/sba-7a-504-loan-data-reports>



Financing Baltimore's Growth: Utilizing Small Business Financing Data

Federal Sources: Community Development Financial Institution (CDFI) Small and Micro Business Loans

What are they?

-Loans and investments made by private, mission-driven, financial institutions dedicated to lending in low-income and disadvantaged neighborhoods

How detailed are they?

-Years available: 1970s – FY2015, updated annually, but 2-3 years behind
-Data on purpose of loan, lending organization, FIPS code, industry code, year, demographics of loan recipient, and loan amount.

What are the limitations?

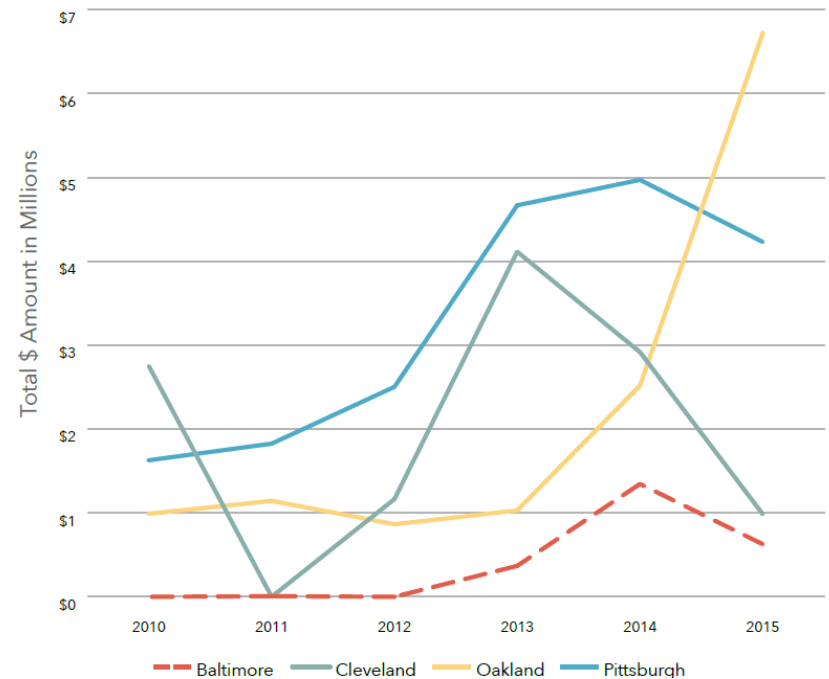
-Inconsistent data fields
-FIPS codes missing for some data, and 2010 and 2000 census tracts used
-Not all organizations report data

How do I access them?

-Community Investment Impact System (CIIS) data and New Markets Tax Credit data

[-https://www.cdfifund.gov/research-data/](https://www.cdfifund.gov/research-data/)

CDFI SMALL BUSINESS AND MICROENTERPRISE LENDING BY TOTAL \$ AMOUNT
CROSS CITY COMPARISON, 2010-2015



Source: Opportunity Finance Network



Federal Sources: Export-Import Bank

What are they?

-Loans and insurance guarantees made by private banks to businesses exporting goods

How detailed are they?

-Years available: 2007 – 2017, updated annually

-Data on type of loan, industry, business name, business city and state, loan amount, MWBE, small business status

What are the limitations?

-Business location not given beyond city

-Limited source of data, only 5-10 loans in Baltimore per year

How do I access them?

<https://data.exim.gov/>



Financing Baltimore's Growth: Utilizing Small Business Financing Data

Federal Sources: SBIR and STTR Grants

What are they?

-Grants made from federal agencies to small businesses doing research to pursue commercialization of technology

How detailed are they?

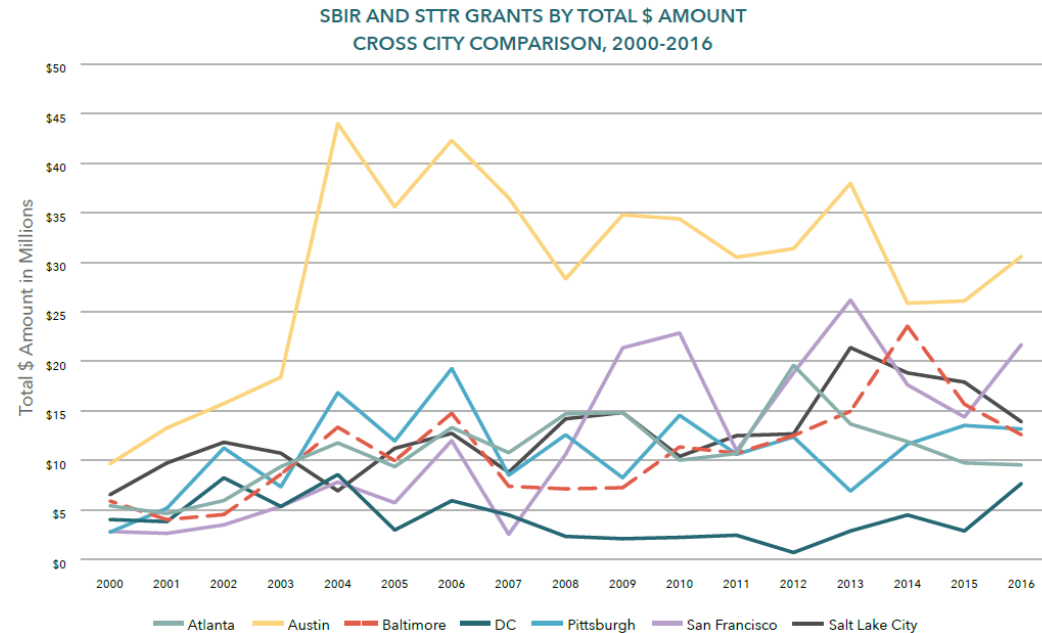
-Years available: 1983-present
-Data on business name, MWBE, awarding agency, year, address, # of employees, contact information, research description

What are the limitations?

-Business location sometimes wrong
-Can only download 1,000 records at a time

How do I access them?

<https://www.sbir.gov/sbirsearch/award/all>



Financing Baltimore's Growth: Utilizing Small Business Financing Data

State Sources: Maryland Dept. of Commerce and Dept. Housing and Community Development

What are they?

-A wide variety of financial incentive programs (grants, tax credits, loans, venture capital) for businesses in a variety of fields. 12 loan and grant financing programs used in the city

How detailed are they?

-Years available: FY2009 - FY2017, updated annually

-Data on business name, address, jobs created/retained, loan amount, total project costs, industry code

What are the limitations?

-Some programs no longer active, can be difficult to navigate

How do I access them?

-DHCD: <https://data.maryland.gov/Housing/Neighborhood-Business-Works-NBW-FY-2011-2018/xhfz-cz2z>

-Commerce: <http://commerce.maryland.gov/fund/maryland-finance-tracker>



Financing Baltimore's Growth: Utilizing Small Business Financing Data

Private Sources: FDIC Insured Bank Loans

What are they?

-The 1977 CRA law was enacted to encourage banks to lend in LMI communities where they are located. The law requires them to report lending activity.

How detailed are they?

-Years available: 1996 - 2016, updated annually
-Data on loan amount range, number of loans, census tract, and if annual revenue < \$1M
-Can download data by lending institution, geography, or flat files

What are the limitations?

-Only loans under \$1 million, only banks over \$1 billion
-Banks can report loan as being made either at business HQ or project location
-Different data reported in different years
-No recipient demographics or data beyond revenue and census tract

How do I access them?

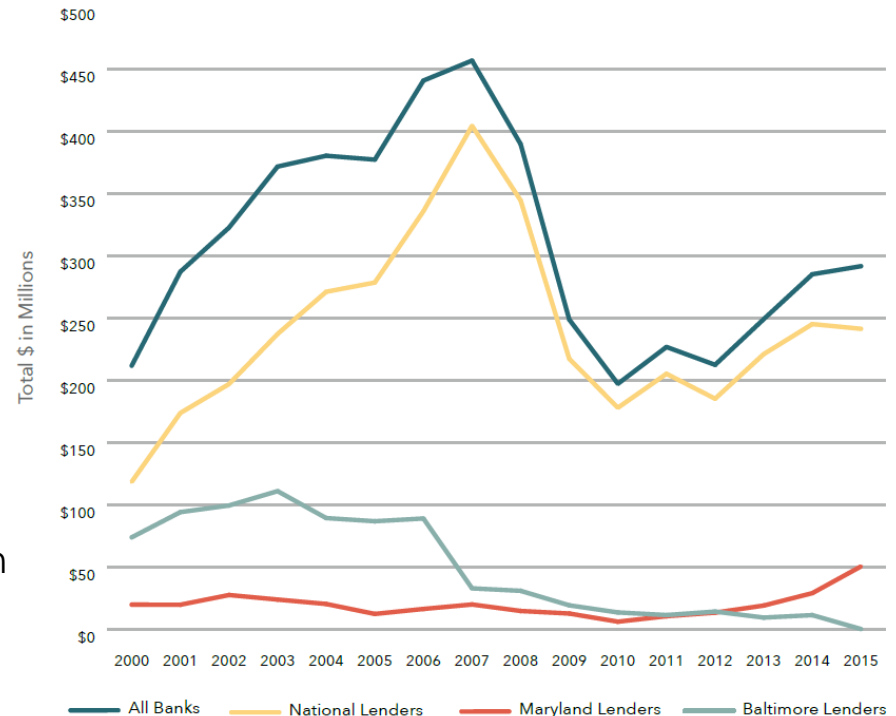
<https://www.ffiec.gov/cra/craproducts.htm>

-Bank call reports: <https://cdr.ffiec.gov/public/>

-Credit union call reports:

<https://www.ncua.gov/analysis/Pages/call-report-data.aspx>

BALTIMORE, MARYLAND, AND NATIONAL BANK LENDING BY TOTAL \$ AMOUNT
BALTIMORE CITY BUSINESSES, 2000-2015



Private Sources: Venture Capital Data

What are they?

-Funding rounds for startup businesses

How detailed are they?

-Years available: updated constantly, with reasonably reliable data going back to 2007
-Data on business name, location, field, investment amount, investors

What are the limitations?

-Around 50% accurate on number of deals and 75% accurate on total funding amount
-Data varies based on reporting method, whether it was a news story or an SEC filing

How do I access them?

<https://www.crunchbase.com/>

-Free version allows you to search companies or do specific searches with up to 15 results.
Pro version is about \$350/year.



Financing Baltimore's Growth: Utilizing Small Business Financing Data

Mac McComas, MacMcComas@jhu.edu

21cc.jhu.edu

Financing Baltimore's Growth: Measuring Small Companies' Access to Capital report published September 2017

<http://21cc.jhu.edu/publications/reports/financing-baltimores-growth-measuring-small-companies-access-to-capital/>

Total Dollar Amounts Invested in Small Businesses per 50 Businesses, 2016

