Mission
Business Center for New Americans (BCNA) creates a pathway to financial self-sufficiency for immigrants and refugees by providing access to affordable small business loans, specialized savings programs, services for first-time home buyers, personalized technical assistance and training.
About Us
BCNA has an unwavering commitment to helping immigrants and refugees succeed. Our services include small business loans from $500 to $250,000, specialized savings programs, home buying incentives, customized guidance and educational workshops. We help achieve the American Dream by empowering low- to moderate-income New Yorkers become success stories that create jobs, stimulate economic growth and boost the vibrancy of New York City communities. BCNA is a Small Business Administration Microlender and Community Advantage lender certified by the U.S. Department of the Treasury.

History
Founded in 1997, BCNA was originally part of the New York Association for New Americans (NYANA), which was founded in 1949 to resettle World War II refugees. For two decades, NYANA was the largest refugee and immigrant services agency in the U.S. NYANA started BCNA to assist refugees interested in starting a business. Having fulfilled its mission of resettling World War II refugees, NYANA closed in 2008. However, BCNA continued and was established as an independent Economic Development Organization in 2009.

Staff
Most of our dedicated team members are foreign born and have firsthand knowledge of the challenges of living in a new country. We offer one-on-one counseling in 14 languages to ensure clients can access the resources needed to prosper and we work with clients every step of the way to ensure long-term success. Both startups and existing small businesses trust our loan officers to provide not only financial assistance but also the personalized advice they need to help meet their goals.

Clients
BCNA clients come from exceptionally diverse backgrounds: from Azerbaijan to Zambia, from a few years of elementary school to MDs and PhDs, from farmers and nomads to cooks, accountants, teachers, and physicians.

Accomplishments
Recognized by CNN Money as a Top 10 microlender, BCNA is an eight-time recipient of SBA’s Achievement Award for making the most SBA-funded loans in New York and the second-most loans in the country.
Technical Assistance

High Level of Integration with Lending
- Credit Counseling
- Pre and Post Site Visits
- Annual Survey Site

One-on-One Consultations & Coaching

Stand Alone Workshops
1. How to Establish & Manage A Successful Business
2. Basics of Money and Assets for New Americans
3. Quickbooks
4. Business Taxes
5. Using Social Media to Promote Your Business
6. How to Establish Good/Business Credit

Referrals for Specialized TA
1. Pro-bono legal services, Brooklyn Legal Services and VOLS
2. Permits and Fines for Street Vendors, Street Vendors Project
3. Mentoring for Women, WEALF
4. Grocery & Corner Bodega Stores, City Harvest’s Health Corner Stores Initiative

1. One-on-One Consultations over 6 to 10 months to improve on-line presence and use of social media to increase sales
2. One-on-One Financial Management Coaching over 12 months to develop in-house capacity to track finances, understand financial reports, and how to work with an accountant
INVESTING IN ACCOUNTABILITY

Investing in helping immigrants and refugees flourish is not only our mission, but also our passion. To achieve the highest standards, decision making is data driven, collaborative and transparent. By managing our revenue and resources wisely, we are able to improve the quality of our services, without increasing administrative expenses. BCNA has the vision, the plan and a record of progress. We aspire to accomplish much more and will remain focused on implementing strategies designed to improve the lives of the clients we serve.

FISCAL YEAR 2019 FINANCIALS
For the year ending September 30, 2019

REVENUE AND SUPPORT

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Government Grants &amp; Contracts</td>
<td>$2,088,682</td>
</tr>
<tr>
<td>Corporate Contributions &amp; Grants</td>
<td>$914,111</td>
</tr>
<tr>
<td>Program Service Income</td>
<td>$104,179</td>
</tr>
<tr>
<td>Interest Income from Loans</td>
<td>$444,480</td>
</tr>
<tr>
<td>Other Income</td>
<td>$13,815</td>
</tr>
<tr>
<td><strong>Total Revenue and Support</strong></td>
<td><strong>$3,565,267</strong></td>
</tr>
</tbody>
</table>

EXPENSES

<table>
<thead>
<tr>
<th>Service Type</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>$1,403,078</td>
</tr>
<tr>
<td>Micro-enterprise &amp; technical assistance</td>
<td></td>
</tr>
<tr>
<td>Financial Empowerment</td>
<td>$299,195</td>
</tr>
<tr>
<td>Total Program Expenses</td>
<td>$1,702,273</td>
</tr>
<tr>
<td>Supporting Services</td>
<td></td>
</tr>
<tr>
<td>Management and General</td>
<td>$491,027</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$199,935</td>
</tr>
<tr>
<td>Total Supporting Services</td>
<td>$690,962</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$2,393,235</strong></td>
</tr>
</tbody>
</table>

Change in Net Assets
- Net Assets – Beginning of Year: $4,505,832
- Net Assets – End of Year: $5,677,864
- **Change in Net Assets**: $1,172,032

**In summary:**
- Revenue and Support total: $3,565,267
- Total Expenses: $2,393,235
- Change in Net Assets: $1,172,032
- Net Assets at end of year: $5,677,864
Write Your Own Playbook Event

BCNA Hosted an event in partnership with New York Women in Business and SCORE Mentors, sponsored by New York Women’s Foundation to bring female entrepreneurs together to network and learn from a panel of successful women in business. The panel discussed ways entrepreneurs can write their own playbook based on individual goals, skills and interests therefore creating their own opportunities. Keynote speaker, Heidi Moore, gave attendees insight on how to best position your business in competitive environments and a multicultural panel of small business owners shared their personal and business strategies that have led to success.

Refugee and Immigrant Entrepreneurship Panel

In December, BCNA was pleased to present an important and timely panel discussion in partnership with Santander Bank and Impact Capital Forum: "Grits, Wits and Good Old American Values: Refugee and Immigrant Owned Businesses Revitalizing American Communities" - led by noted TED Talks Fellow and first-generation Chanaian-American Michael Rain. A panel of BCNA clients who own businesses ranging from restaurants, to beauty salons and taxi services discussed the challenges immigrant and refugee entrepreneurs face in the United States, particularly New York City.
INVESTING IN CONNECTIONS

Thanks to the generous support of funders, partners, and donors like you, BCNA can empower hardworking immigrant and refugee entrepreneurs, first time home buyers, and students to build a better future for themselves and their families, and to contribute to vibrant New York City communities. On behalf of our staff, board, and clients, we would like to extend our deepest gratitude for your belief in, and investment in, helping thousands achieve the American Dream.

If you would like to explore how you can help, please contact Yanki Tshering at ytshering@nybcna.org or 212.898.4112.

Organizations & Foundations
Bridgehampton National Bank
Capital One Community Development
Citi Community Development
Episcopal Diocese of New York
First Republic Bank
HSBC Bank
New York Women’s Foundation
Missionary Sisters of the Sacred Heart
Signature Bank
Santander Bank
Wells Fargo
Wells Fargo’s Diverse Community Capital Program

Government Funders
Office of Refugee Resettlement (ORR)
U.S. Dept. of Health and Human Services
U.S. Small Business Administration (SBA)
CDFI Fund, U.S. Dept. of the Treasury
Empire State Development Corporation
Brooklyn Legal Services

Partners
82nd Street Partnership
Association For Enterprise Opportunities
Chhaya CDC
City Harvest
Lawyers Alliance for New York
NYC Dept. of Small Business Services
New York State Small Business Development Center
New York Women In Business
Opportunity Finance Network
Queens Chamber of Commerce
Queens Public Library
Street Vendor Project
Sunnyside Shines
Sutphin Boulevard BID
Volunteers of Legal Services
Women Enterprise Action Loan Fund

Donors
Kwame Marfo
Peter R. Brest
Larry Rubenstein
Michelle Danso
Dave Sidhu
Carolina Simon
Colleen Galvin
Yanki Tshering
James Vaughan
Harriet Joynes
BCNA Team

Nicole Adler
Manager of Development and Communications
nadler@nybcna.org
212-898-7815

Asisat Adebola
Finance & Administration Manager
aadebola@nybcna.org
212-898-4196

Calvin Fletcher
Manager of Refugee Program
cfletcher@nybcna.org
212-898-4126

Ervin Gega
Supervising Senior Loan Officer
egega@nybcna.org
212-401-6229
Speaks: Albanian, Italian

Frances Smith
IDA Program Manager
fsmith@nybcna.org
212-898-7850
Speaks: French, Creole

Jessica Martin
Portfolio Manager
jmartin@nybcna.org
212-898-4127

Juan Gonzalez
Senior Loan Officer
jgonzalez@nybcna.org
212-898-4167 or 347-649-1248
Speaks: Spanish

Leonid Ostrovsky
Director Of Lending
lostrovsky@nybcna.org
212-898-4130
Languages: Russian

Maria Paulino
Senior Loan Officer
mpaulino@nybcna.org
718-701-4110
Speaks: Spanish

Robert Evans
Development/Data Associate
revans@nybcna.org
212-898-4195
Speaks: Spanish

Tshering Gurung
Business Development Manager
tgurung@nybcna.org
347-730-6468
Speaks: Nepali, Hindi, Nyeshang, Tibetan

Vish Dasma
Senior Loan Officer
vdasma@nybcna.org
347-808-7827
Speaks: Hindi, Kannada

Yanki Tshering
Executive Director
ytshering@nybcna.org
212-898-4112
Speaks: Tibetan, Nepali

Zacharaiah Logan
Loan Officer
zlogan@nybcna.org
212-898-4125
Speaks: African dialects of Liberian Coloqua, Bassa, Kru
Business Center for New Americans

Manhattan
120 Broadway, Suite 230
New York, NY 10271
646.723.1378

Queens
78-27 37th Avenue, Suite 1
Jackson Heights, NY 11372
347.730.6468

nybcna.org