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“Never doubt that a small group of thoughtful, committed citizens can change the world; indeed, it’s the only thing that ever has.”

Margaret Mead

In the 1980s, a visionary group of individuals in Florida decided to help those who would, as they had, brave the path of entrepreneurship. They created an organization devoted to help Hispanics start and grow successful businesses that catered to the mainstream market. Driven by that greater purpose, they recruited the support of elected officials, fellow business owners, and community leaders in Tampa. In 1991, they established the foundation for today’s Hispanic Business Initiative Fund of Florida.

Each year since then, HBIF has built on that foundation, continuing to grow and adapt to meet the needs of small business owners and Hispanic entrepreneurs in our state. During 25 years HBIF has made a positive impact on thousands of individuals, families, and Florida’s overall economy. We are driven by a passion to help talented entrepreneurs start more efficiently, grow lasting and successful small businesses, generate more jobs and strengthen the economy.

While this annual report highlights accomplishments during the last fiscal year at HBIF, we also wish to journey back in time and celebrate this milestone. We are mindful of the legacy entrusted to us by HBIF’s founders and so grateful to everyone who helped start and grow HBIF since 1991 in the West Coast, 1995 in Central Florida, and 2011 in South Florida: volunteers, elected officials, providers, clients, and sponsors, many of them still involved in our nonprofit organization today.

We especially appreciate the leadership and vision of past Board Chairs, Board of Directors members and Presidents/CEOs whose commitment was instrumental in guiding HBIF. We must also recognize all of HBIF’s current and past employees whose passion and devotion to serving Hispanic entrepreneurs have driven them to go above and beyond their duties.

We invite you to join us, to embrace the vision of HBIF’s founders, and to collaborate with us to serve more Hispanic entrepreneurs. As we increase their chances of succeeding, we all benefit from a prospering community. Here’s to another 25 years of helping Hispanic entrepreneurs succeed!

Sincerely,
Mission, Vision & Values

HBIF Mission

To strengthen the economy of Florida through quality business development and training to Hispanic entrepreneurs.

HBIF Vision

To emphasize the power of economic opportunity and act as a catalyst for positive community change by contributing to the growth and success of Hispanic-owned businesses.

HBIF Organizational Values

Integrity - Personal and professional integrity is our guiding value in all that we do with honesty, loyalty and high ethical standards to deliver the best service to our clients and yield the best results.

Achievement - We value results accomplished through dedicated employees who strive for excellence to meet the needs and expectations of our clients and stakeholders and contribute to economic development.

Stewardship - To our clients who trust their information and ideas to us; to our investors who believe in the work we do; to our volunteers who give countless hours in assisting us to fulfill our mission. We continually seek to maximize the impact of contributions and use resources responsibly and efficiently.

Empathy - We continually strive to understand the needs of our clients, partners and sponsors. We appreciate the challenges that entrepreneurs experience in becoming business owners and leading their companies to success.

Teamwork - We believe in cooperation, respect, and effective communication within our organization and with our stakeholders, to enhance our combined knowledge and perform as one highly effective team.

Community - We are committed, optimistic, passionate and determined to improve our economy through a forward-looking vision, positive attitudes, innovative approaches and practical solutions to empower Hispanic entrepreneurs through education, guidance and tools that help them achieve success and benefit the community overall.
The Hispanic Business Initiative Fund of Florida’s Clients’ Circle consists of Hispanic small business owners who have benefited from HBIF services in the past to establish or grow their businesses, and who make a significant annual financial contribution so HBIF can help more Hispanic entrepreneurs achieve their business ownership dream and create jobs in the community.

Thank you for giving back to HBIF, so that other entrepreneurs can also benefit from our services!

James Harhi, JFH Technologies
John Díaz, Impact Industrial Supplies
Luis Ortega, L. Ortega & Associates of Tampa Bay
Michael & Karina Pastrana, Happy Paws Pet Resort
Rubén & Laura Pérez, Perez of Florida, Zaza New Cuban Diner

Loans Marketed

$11,308,369  $3,328,119
Annual Funders

Investors' Circle

Platinum

Gold

Workshop

Silver

Government

Regional
How Does HBIF Help Hispanic Entrepreneurs?

Understanding HBIF’s Services & Impact

Business Education: Business seminars in Spanish that offer training on critical topics for starting and expanding businesses in Florida.

Grants for Projects: Professional development services from an expert network of authorized small businesses in the local market, subcontracted and underwritten by HBIF.

Advice from Professional Volunteers: Experts from various industries serve as advisors on volunteer committees, provide input to business consultants, and offer recommendations for clients’ continued success.

Qualified Referrals: Ongoing referrals to community partners for additional resources, tools, and experts, such as other economic development organizations and chambers.

Ongoing Consulting: HBIF in-house consultants are an extension of clients’ teams, providing individual assistance and customized support to meet short and long-term needs of the new or prospective business.

Access to Capital: Guidance and help to obtain loans, including creating a business plan, preparing a presentation, completing an application, or introductions to potential lenders.

Exposure: Economic development partners as well as private and public sector sponsors learn about your business through HBIF.

Key Contacts: Meet fellow small business owners, learn from their experience and meet influential business and community leaders.
HBIF invests resources to guide and assist Hispanic entrepreneurs, fostering the establishment and development of more sustainable, successful businesses and creating jobs.

HBIF increases the likelihood of success and reduces the failure rate of small businesses—both the clients it serves, as well as the small businesses it subcontracts, constantly referring potential clients to them and increasing their revenues.

HBIF develops small businesses that have the potential of becoming clients and vendors of large corporations.

In helping individuals to prosper and increase their wealth by investing community resources in their businesses, HBIF increases their capacity and motivation to give back by volunteering and donating to community-based organizations.

HBIF helps to meet minority population needs, support small business development, mitigate unemployment, generate tax revenue, reduce the cost of creating jobs, and guide private investment for business creation and development.

HBIF helps to preserve existing jobs and create new ones, fostering economic development and well-being for the overall community.

When You Invest In HBIF

Whom Do You Support?

Hispanic Community
Hispanic Entrepreneurs
Small Businesses
Large Businesses
Nonprofit & Philanthropic Sector
Government
Community at Large and Economy
November 1991 – Born within the Hispanic Business Institute in Tampa, HBIF was first established as “Hispanic Business Initiative Fund - West Coast, Inc.” by visionary community leaders and entrepreneurs who identified the need for bilingual technical assistance and support for Hispanic entrepreneurs in the area.

1991 Board of Directors:
- Vanessa Cohn
- George Unanue
- James Jimenez
- Martin Saavedra
- Abby Guerra
- Porfiria “Millie” Ramirez
- Janice Saavedra

First Funders:
- City of Tampa Mayor Sandy Freedman
- Hillsborough County Commissioner Pam Iorio
October 1995 – Born within the Hispanic Chamber of Commerce of Metro Orlando, HBIF was established in Central Florida as “Hispanic Business Initiative Fund of Greater Orlando” by local Hispanic business leaders and with the support of local government officials.

1995 Board of Directors:
• Conrad Santiago
• Jose I. Fernandez, Jr.
• Maria Wells
• Elba Grovdahl
• H. Louis Martinez
• Consuelo Gomez
• Barbara Wetzler
• Maria Aristigueta
• Ramon “Ray” Alonso
• Anibal Torres
• Maritza Cordero
• Jose Maunez-Cuadra
• Cesar Calvet
• Tony Blanca
• William Derr
• Luis J. Perez

First Funders:
• Orange County Chairman Linda Chapin
• City of Orlando Mayor Glenda Hood
1996
Hosted first Success Stories Luncheon to recognize notable clients.

### 2015-2016 Board of Directors

#### Officers

<table>
<thead>
<tr>
<th>Name</th>
<th>Title / Position</th>
<th>Company/Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan Aspuru</td>
<td>Chair</td>
<td>OUC - The Reliable One (Orlando)</td>
</tr>
<tr>
<td>Victor Rivera</td>
<td>Vice-Chair</td>
<td>Bank of America (Orlando)</td>
</tr>
<tr>
<td>James Harhi</td>
<td>Secretary</td>
<td>JFH Technologies (Winter Garden)</td>
</tr>
<tr>
<td>Lou Martínez</td>
<td>Treasurer</td>
<td>Ruggiero, Martinez &amp; Norton, P.A. (Winter Park)</td>
</tr>
</tbody>
</table>

#### Directors

<table>
<thead>
<tr>
<th>Name</th>
<th>Title / Position</th>
<th>Company/Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adriana Comellas-Macretti</td>
<td>Director-at-Large</td>
<td>AMC Insights, LLC (Windermere)</td>
</tr>
<tr>
<td>José González</td>
<td>Director-at-Large</td>
<td>Anheuser-Busch (Tallahassee)</td>
</tr>
<tr>
<td>Linda Landman Gonzalez</td>
<td>Director-at-Large</td>
<td>Orlando Magic (Orlando)</td>
</tr>
<tr>
<td>Augusto Sanabria</td>
<td>President &amp; CEO</td>
<td>Florida Blue (Orlando)</td>
</tr>
<tr>
<td>Santiago Corrada</td>
<td></td>
<td>Visit Tampa Bay (Tampa)</td>
</tr>
<tr>
<td>Cristina Abreu</td>
<td></td>
<td>Nielsen (Tampa)</td>
</tr>
<tr>
<td>Mercedes Angell</td>
<td></td>
<td>Cushman &amp; Wakefield (Tampa)</td>
</tr>
<tr>
<td>Alfredo Balsera</td>
<td></td>
<td>Balsera Communications Group (Coral Gables)</td>
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<tr>
<td>Blanca Bichara</td>
<td></td>
<td>Bichara &amp; Hevia (Doral)</td>
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<tr>
<td>Sophie Coello</td>
<td></td>
<td>Florida Blue (Orlando)</td>
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<tr>
<td>Delvis Díaz</td>
<td></td>
<td>Diaz Fritz Isabel General Contractors (Tampa)</td>
</tr>
<tr>
<td>John Díaz</td>
<td></td>
<td>Stellar Industrial Supply (Tampa)</td>
</tr>
<tr>
<td>Juan Carlos Flores</td>
<td></td>
<td>AT&amp;T (Tallahassee)</td>
</tr>
<tr>
<td>Alex Glenn</td>
<td></td>
<td>Duke Energy (St. Petersburg)</td>
</tr>
<tr>
<td>Lilly M. Gonzalez</td>
<td></td>
<td>Entravision Communications - Univision, UniMas, LATV and Salsa 98.1FM Orlando (Altamonte Springs)</td>
</tr>
<tr>
<td>Mark López</td>
<td></td>
<td>AML Company (Tampa)</td>
</tr>
<tr>
<td>Maricela Medrano de Luna</td>
<td></td>
<td>Hillsborough County (Tampa)</td>
</tr>
<tr>
<td>Chris Moya</td>
<td></td>
<td>Jones Walker, LLP (Tallahassee)</td>
</tr>
<tr>
<td>Adriana Comellas-Macretti</td>
<td></td>
<td>director-at-large</td>
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<tr>
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<td></td>
<td>director-at-large</td>
</tr>
<tr>
<td>Chris Moya</td>
<td></td>
<td>director-at-large</td>
</tr>
</tbody>
</table>
Thank you to these individuals who also served on the HBIF Board of Directors during the 2014-2015 fiscal year:

- **Eric Muller**
  Pro-Ject International
  (Tampa)

- **Graciela Noriega Jacoby**
  Orange County Government
  (Orlando)

- **Yovannie Rodriguez, Esq**
  Marchena & Graham P.A.
  (Winter Park)

- **José Sánchez**
  Wells Fargo
  (Miami)

- **Conrad Santiago**
  Conrad Santiago & Associates with Ameriprise Financial Services, Inc.
  (Orlando)

- **Eddie Soler**
  Adventist Health System - Florida
  (Orlando)

- **Edward Bustos**
  Rollins College
  (Winter Park)

- **Rick González**
  T&G Constructors
  (Doral)

- **Javelyn Ibarra Arvay**
  Florida Blue
  (Jacksonville)

- **Michael Montalvo**
  Regions Bank
  (Orlando)

- **Giorgina Pinedo Rolón**
  GIO Communications
  HCCMO Rep
  (Orlando)

- **Christina Pinto**
  Past Chair
  MPC Wealth Management
  (Orlando)

- **Orlando Portalatín**
  Orange County Government
  (Orlando)

Total cost of entrepreneurial grants awarded*

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>2011-2015</td>
<td>$813,488</td>
</tr>
<tr>
<td>2014-2015</td>
<td>$236,575</td>
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</tbody>
</table>

*Figures do not reflect market value; costs are negotiated, discounted rates for HBIF clients

Hosted the first Don Quijote Awards in partnership with HCCMO, to recognize and celebrate the entrepreneurial spirit of business and professional men and women whose efforts have translated into success, at a ceremony that has become the premier event of Central Florida’s Hispanic community.
Construemax

Owners: Brito Brothers

Specialized in beginning-to-end emergency restoration of residential and commercial properties damaged by water, fire, storms, smoke and mold.

HBIF services received:
• Consulting
• Business plan
• Referrals to lenders
• Website

Besides 20 employees, more than 50 subcontractors, and state-of-the-art technology at their headquarters, they own an impressive fleet of vehicles that allows them to serve the entire I-4 corridor and be on call 24 hours a day.

www.construemax.com

Bazzle Baby

Co-Owner: Michaelene Cadiz

Fashionable, functional and safe products for babies and toddlers.

HBIF services received:
• Consulting
• Business plan
• Accounting assessment
• Introduction to a lender that was able to assist them with capital

They have expanded to a 3,300 square-foot warehouse and besides their website, their products are now for sale at Babies ‘R Us, hundreds of Target stores, Walmart.com and Amazon.

www.bazzlebaby.com

2001

First time HBIF received State of Florida funding with support from Governor Jeb Bush and the Florida Legislature.
2014-2015 Fiscal Year Highlights

Fall 2014
• Held three successful annual Success Stories Luncheons, hosted by each HBIF regional office.
• Participated in The Miami Foundation’s 2014 Give Miami Day fundraising initiative.
• Hosted the 18th Annual Don Quijote Awards gala in collaboration with sister organization HCCMO.

Spring 2015
• Opened a new satellite office at Hillsborough County’s Entrepreneur Collaborative Center.
• Held a pre-legislative session briefing breakfast for top annual sponsors and client donors.
• Held the second annual Tour Latino cycling fundraiser with 460 riders.
• Renewed statewide Strategic Alliance Memorandum with the U.S. Small Business Administration.

Summer 2015
• Hosted HBIF’s annual golf tournaments in Tampa and Orlando for their final year.
• Received annual grant funding from the State of Florida for $1.5 million.
• Approved for Community Development Block Grant funding by Miami Dade County.
• Participated alongside clients in the HCCMO Hispanic Business Expo.
• Announced statewide partnership with ALPFA at their national convention in New York City.

Fall 2015
• Awarded grant from the Edyth Bush Charitable Foundation to carry out 25-year economic impact study in 2016.
• Held three successful Success Stories Luncheons, hosted annually by each HBIF regional office.
• Held a successful Give HBIF Day online fundraising and awareness campaign across the state and nearly tripled the amount raised in 2014.
• Hosted another successful, sold out Don Quijote Awards gala in collaboration with sister organization HCCMO.

Clients Provided Individual Consulting

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<tbody>
<tr>
<td></td>
<td>5,615</td>
<td>1,875</td>
</tr>
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</table>

The Greater Orlando and West Coast organizations merged to form the “Hispanic Business Initiative Fund of Florida, Inc.” and serve Hispanics across the I-4 corridor.
March 2011 – With support from key community leaders, HBIF opens an office in South Florida inside the offices of the Greater Miami Chamber of Commerce.

2011-12 South Florida Regional Board:
- Adriana Comellas-Macretti
- Odalis Martinez (02/16/2011-02/16/2013) Term A
- Jeb Bush, Jr.
- Daniel Diaz Leyva
- Blanca Bichara
- Jose K. Fuentes
- Helga Silva
- Ricardo Nelson Rios
- Eddie Borrego
**South Florida**  
**Ft. Lauderdale**  
**The Closets Company**  
Owner: Oscar Ruiz  
Manufactures high-quality, custom-designed closet storage systems  
HBIF services received:  
• Consulting and business plan  
The company now has 18 employees, new machinery and their own building.  
www.theclosetscompany.com

**West Coast**  
**Tampa**  
**eSmart Recycling**  
Owner: Tony Selvaggio  
Electronic recycling company specializing in recycling, repurposing and reusing computers, electronics and IT equipment, and putting them in the hands of people across the world who would not otherwise have access to technology.  
HBIF services received:  
• Training at various workshops  
• Consulting  
• Business and marketing plans  
The business has grown rapidly in less than three years, expanding to a larger warehouse, exceeding revenues of $200,000 in the first year, and saving more than 250,000 lbs. of electronics from ending up in landfills.  
www.scraponspot.com

Received $1.5 million grant from the State of Florida to fund existing programs and begin delivering services in the Panhandle, Jacksonville.

**The Closets Company**  
Owner: Oscar Ruiz  
Manufactures high-quality, custom-designed closet storage systems  
HBIF services received:  
• Consulting and business plan  
The company now has 18 employees, new machinery and their own building.  
www.theclosetscompany.com
2015-2016 Regional Boards

We appreciate the commitment, time and passionate support of our volunteers throughout the state!

Central Florida Regional Board
Christina Pinto, Chair, MPC Wealth Management
José Cerda, State Farm
Mónica Correa, Bright House Networks
Lilly González, Entravision Communications
Kathy Hazelwood, BB&T
Kimberly López, Akerman LLP
Peter López, Esq., Lowndes, Drosdick, Doster, Kantor & Reed, P.A.
Pedro Mendoza, Wells Fargo
Héctor Pérez, New York Life
Jaime Piñero, CenturyLink
Mike Rodríguez, Orlando Magic
Paul Roldán, Allgen Financial Services
Marisol Romany, Orlando Health
Lisette Saint-Hilaire, iHeart Media

South Florida Regional Board
Odalis Martínez, Bank of America, Chair
Marta Armas, BB&T
Blanca Bichara, Bichara & Hevia PA
Eddie Borrego, Jackson Health System
Jeb Bush, Jr., Jeb Bush & Associates
Maria E. Cisneros, Cisneros Insurance Agency
James Cline, UDT
Ana Cruz, Miami Dade College
Alex Dominguez, AT&T
Miguel Montero-Bordoy, New York Life
Julio Piti, CareerSource South Florida
Alexander Rios, Wells Fargo
Ralph Rosado, Rosado & Associates
David Shujman, Mastec
Helga Silva, WSCV-Telemundo Channel 51
Helga Silva, WSCV-Channel 51

West Coast of Florida Regional Board
Renee Scott, Chair, State Farm
Marisol Casablanca, PC Net
John Díaz, Stellar Industrial Supply
Carlos Echeverry, PNC Bank
Paola Fuentes, JP Morgan Chase
Poliana Junqueira, Wells Fargo
Juan Carlos Pinto, Citibank
Maria Del Carmen Ramos, Shumaker, Loop & Kendrick LLP
Lou Ann Robinson, Retired
August B. Toscano, Workplace Advisors LLC
Filiberto Valero, BB&T

Thank you to the following individuals who also served as Regional Board members during the 2014-2015 fiscal year:


New businesses established

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<thead>
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</thead>
<tbody>
<tr>
<td>2,235</td>
<td>285</td>
</tr>
</tbody>
</table>

20
ECX Electronics Corporation
Owners: Ricardo & Rick Ballester
Develop electronic control systems to serve a variety of industries, including control panels for emergency vehicles.

HBIF services received:
• Consulting
• Marketing plan
• Referrals to additional community resources
• Website
• Assistance to obtain minority certification

In the last three years, the company’s sales have consistently increased annually by 30 percent or more and they have begun exporting products to Latin American countries.

www.ecxelectronics.com

Central Florida
Altamonte Springs

PezCo Aquafarming
Owner: Juan Carlos Libreros
Sells, markets and distributes farm-raised, certified sustainable, fresh tilapia and rainbow trout imported from Colombia.

HBIF services received:
• Legal and accounting assessments
• Corporate branding
• Website
• Business plan

During the company’s second year, revenues doubled and exceeded the million dollar mark. Pezco now supplies tilapia to more than 100 restaurant locations, supermarkets and distribution companies.

www.pezco.net

West Coast
St. Petersburg

Jobs Created/Retained

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>ECX Electronics Corporation</td>
<td>6,615</td>
<td>2,198</td>
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<tr>
<td>PezCo Aquafarming</td>
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<td></td>
</tr>
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</table>

21
2014 HBIF Success Stories Luncheons
2015 HBIF Golf Tournaments

Orlando

Orlando

Tampa

Tampa
4Pets Mobile
Owners: Joneyra & Johnny Laya
With fully equipped and customized vehicles, they offer mobile grooming services to a variety of pets in Seminole, Orange and Osceola counties.

HBIF services received:
• Legal and accounting assessments
• Corporate branding
• Business and marketing plans
• Consulting and loan facilitation assistance

www.4petsmobile.com

Fit2Go
Owner: Cesar Quintero
Helps health conscious professionals in need of something fresh, balanced and convenient to eat during hectic work days. Besides preparing, packaging, and delivering daily meals with their recipes, Cesar developed a software platform to optimize the delivery routes, increasing their efficiency and reducing costs. That software is now another division of the company which sells user licenses to other businesses with food delivery needs.

HBIF services received:
• Marketing plan
• Consulting to enhance the company structure
• Discover new opportunities
• Position himself as a leader in the food industry.

Fit2Go currently has 13 full-time employees and 14 subcontractors.

www.fit2gomeal.com
## 2014-2015 Financial Summary

### Statement of Financial Position

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$1,156,433</td>
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<tr>
<td>Investments</td>
<td>233,796</td>
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<tr>
<td>Accounts receivable</td>
<td>38,083</td>
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<td>Grants and contribution receivable</td>
<td>501,890</td>
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<tr>
<td>Other Assets</td>
<td>79,903</td>
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<tr>
<td>Property and equipment, net</td>
<td>131,751</td>
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<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>$2,141,856</td>
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<table>
<thead>
<tr>
<th>LIABILITIES</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>46,783</td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>229,047</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>172,758</td>
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<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
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<table>
<thead>
<tr>
<th>NET ASSETS</th>
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<tr>
<td>Unrestricted</td>
<td>$1,246,856</td>
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<tr>
<td>BOD Mandated Unrestricted reserves</td>
<td>341,912</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>104,500</td>
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<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td>1,693,268</td>
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</table>

**TOTAL LIABILITIES AND NET ASSETS** $2,141,856

### Statement of Activities

<table>
<thead>
<tr>
<th>SUPPORT AND REVENUE</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants</td>
<td>$1,816,292</td>
</tr>
<tr>
<td>Contributions</td>
<td>581,426</td>
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<tr>
<td>Special event revenue</td>
<td>355,343</td>
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<tr>
<td>Other income</td>
<td>1,561</td>
</tr>
<tr>
<td><strong>TOTAL SUPPORT AND REVENUE</strong></td>
<td>$2,754,622</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EXPENSES</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td>$1,662,879</td>
</tr>
<tr>
<td>General and administrative</td>
<td>292,807</td>
</tr>
<tr>
<td>Fundraising</td>
<td>427,086</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td>$2,382,772</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CHANGE IN NET ASSETS</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>NET ASSETS - BEGINNING OF YEAR</td>
<td>1,302,369</td>
</tr>
<tr>
<td>NET ASSETS - END OF YEAR</td>
<td>$1,321,418</td>
</tr>
</tbody>
</table>

These summarized financial statements are an excerpt from the externally audited financial reports from BDO on which we received an unqualified opinion.
**Ingemel**

*Owners: Morales Family*

Engineering firm that designs and manages internal systems for buildings, including water, heating, air conditioning, and electricity.

**HBIF services received:**

- Consulting
- Business plan and loan facilitation assistance

The company has more than 10 employees and contracts throughout the South Florida region, including several corporate smart buildings in Miami.

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

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**Orientation, workshop and training participants**

<table>
<thead>
<tr>
<th>Year</th>
<th>Participants</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011-2015</td>
<td>20,082</td>
</tr>
<tr>
<td>2014-2015</td>
<td>4,490</td>
</tr>
</tbody>
</table>
2014-2015 Contributors

Thanks to the following contributors, HBIF was able to provide 100% of its services during the fiscal year to clients at no cost to them. We are grateful for your investment in our mission, community and economy.

**$100,000+**
City of Orlando  
Orange County  
State of Florida  
Wells Fargo

**$75,000 - $99,999**
Bank of America  
JP Morgan Chase Foundation

**$50,000 - $74,999**
Florida Blue  
Walt Disney World Resort

**$40,000 - $49,999**
Duke Energy  
Osceola County

**$25,000 - $39,999**
Florida Hospital  
Orlando Health  
OUC The Reliable One

**$10,000 - $24,999**
Ameriprise Financial  
Anheuser Busch  
AT&T Florida  
BB&T  
Bright House Networks  
Conrad Santiago, CFP, MSFS  
Hillsborough County  
Miami Dade County  
Orlando Magic  
South Florida BMW Centers  
SunTrust  
T&G Constructors  
TD Charitable Foundation  
United Data Technologies, Inc.

**$5,000 - $9,999**
CenturyLink  
Darden  
JetBlue Airways  
L. Ortega & Associates of Tampa Bay  
Mercantil Commercebank  
Nielsen  
Nissan USA  
Perez of Florida  
PNC Bank  
Stellar Industrial Supply  
University of Central Florida  
Univision Orlando

**$1,000 - $4,999**
ALPFA  
Banco Popular Foundation, Inc.  
Bank United  
Baptist Health South Florida  
Barry University School of Law  
BBVA Compass Bank  
Bichara & Hevia PA  
Boscan & Associates, LLC  
Brown & Brown of Florida, Inc.  
C1 Bank  
Christine Vella Insurance Agency Inc.  
Cisneros Insurance Agency  
City of Kissimmee  
ClearPoint Credit Counseling Solutions  
CliftonLarsonAllen LLP  
Comelco, Inc.  
Continental National Bank

*In 2014-2015 HBIF provided individual consulting to 21% more entrepreneurs than in fiscal year 2013-2014*
Enterprise Florida
Fernandez Law PA
Fifth Third Bank
Florida Bank of Commerce
Girl Scouts of Citrus Council
Goya Foods
Grow Financial Federal Credit Union
Happy Paws Pet Resort, LLC
Harbor Community Bank
Hill Ward Henderson
Hispanic Chamber of Commerce of Tampa Bay
Ingemel
James Harhi
JRL Family Limited Partnership
Liberty Power
Lim & Associates, P.A.
Lowndes, Drosdick, Doster, Kantor & Reed
Marchena & Graham, P.A.
Marcum LLP
McGladrey, LLP
Melendez & Carmona, PL
Michael & Karina Pastrana
MPC Wealth Management
Nemours Children’s Hospital
Orange Cycle
Orlando City Soccer
Orlando Economic Development Commission
Patino & Associates
Pesquera, Cerrud & Birmingham, P.A.
Pino Entrepreneur Center
Popular Community Bank
Pro-Ject International
Regions Bank
Rollins College
Rosen Hotels & Resorts
Ruggiero, Martinez & Norton, P.A.
SBDC at Florida International University
SeaWorld Orlando
ShuffieldLowman
Shumaker, Loop & Kendrick, LLP
Sol Time
Suncoast Credit Union
Tupperware
U.S. Army
Universal Orlando
Univision Tampa Bay
UPS
Valencia College
Victor Rivera
Visit Orlando
VITAS Healthcare
Vizcaino Zomerfeld, LLP
Wal-Mart
Waste Management
Weiss, Alden & Polo, P.A.
WFTV Channel 9
Wyndham Worldwide Corporation

$500 - $999
4Pets Mobile, LLC
Aerotek
Allgen Financial Services
Allstate Insurance Company
Ana G. Mendez University System
Andrew McDonald

Bay Janitorial Services
BDO
Blackrain Partners LLC
Bridgenet Wireless
Casa de Mexico
Centennial Bank
Communicate 360
ConstrueMax
CV Miami, LLC
David’s World Cycle
Dr. Esther Pichardo
Fernandez & Associates Court Reporters
Fit2Go
Graciano & Adriana Macretti
Hunton Brady Architects
Kidsville Pediatrics
Klerigi
MCC Life Brokerage
New York Life Insurance Co.
Optimum Plumbing
Proforma A & G Marketing Group
Reiss Engineering, Inc.
Saxon Publishing
Sirata Beach Resort
The Miami Foundation
Visit Tampa Bay
Winged Wheels of South Orlando

In-Kind $10,000 +
El Osceola Star
EstrellaTV
La Prensa
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