



**Self-Empowerment Through Self-Employment
– The Power of Entrepreneurship and How
BEDC can Assist**

Monday February 27th, 2023

7:00 pm

Bermuda Business Starts Here

Erica Smith

Executive Director



1978 Pitt Commission Report into the 1977 Disturbances



“The contributory causes, in our view, are all tangled together and derive much of their influence from the way they interact. To try to separate them, and to compile a list, can therefore be misleading.

At best those factors which, through weight of evidence are perceived to be the most important of the contributory causes, can be grouped under headings. ”

1978 Pitt Commission Report



“These groupings include the economic structure of Bermuda and the strong belief that there is inequality of economic opportunity.

Concentration of economic power in "Front Street" and the banks, lack of support for small businesses, especially if they are black, lack of job opportunities, training and Bermudianisation, all (of which) are intricately intertwined.”

1978 Pitt Commission Report



“The Government has agreed to an investigation of monopoly elements in Bermuda's business structure and to the establishment of a Business Development Bank, whose funding, in our opinion, must be sufficient to enable it to achieve the end of assisting small businesses as required.”

1978 Pitt Commission Report



“There is also an urgent need for programmes aimed at increasing the spread of Bermuda's wealth. The Business Development Bank, if equipped and staffed in a way that will enable it to help small businesses not only with finance but with expertise, will help in this direction.

But there are other instruments which can also be used simultaneously. We refer to the Co-operatives, Credit Unions, and increased employee participation in the equity of the firms in which they are employed. We recommend that Government give active support to all these movements, as part of its programme of social integration.”

Why BEDC Is Here



- Bermuda Economic Development Corporation (BEDC) was established in 1980 by Bermuda banks and the Government to actively assist the development of a strong, well managed and prosperous local business sector in Bermuda.
- We provide existing and potential small business and medium sized businesses owners with business advice and financial assistance.

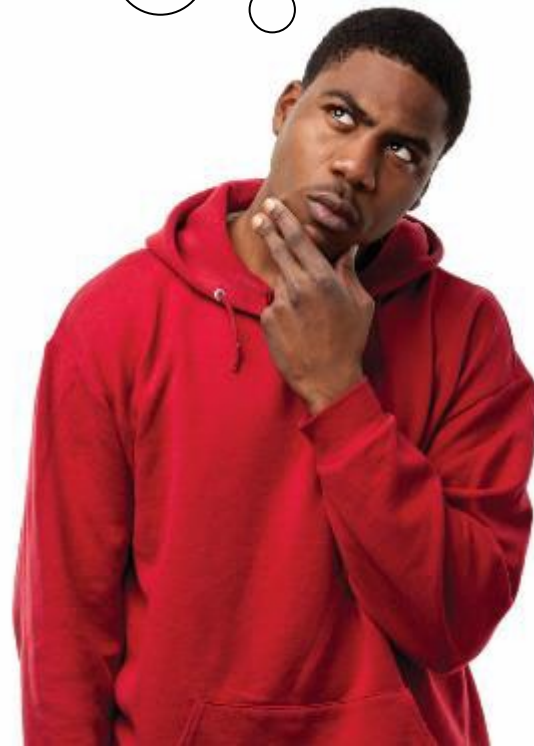
**What is
Empowerment?**



Empowerment is....

Empowerment is the process of **enabling** a person or community of people to **think, behave, take action, and have control and decision-making in self-directed ways over their future**. It is the state of feeling **self-empowered** to take **control of one's own destiny**.

**What is
Entrepreneurship?**



Entrepreneurship is....

Capacity and **willingness** to undertake **conception, organization, and management** of a productive venture with all attendant **risks**, while seeking profit as a **reward**.

Bermuda's Entrepreneurial Landscape

- One quarter of residents indicate having ever owned a business in Bermuda
- Black residents are slightly more likely to have owned a business (29%) than white residents (25%)
- Business owners are more likely to include those aged over 55 (36%) compared with those aged 35 –54 (26%) or those aged 18 –34 (16%)
- Male residents are more likely to have owned a business (34%) compared with female residents (20%)

Who Do We Serve?

Under the BEDC Act 2011,
a “small business” is :



Bermudian –
owned and
managed,
operating
locally,

an annual gross
payroll not
exceeding five
hundred
thousand dollars
(\$500,000) or

annual sales
revenues of less
than one million
dollars
(\$1,000,000).

Who Do We serve?

Under the BEDC Act 2011, a “medium business” is Bermudian owned & owner operated – enterprise with at least three of the following attributes:



Gross annual revenues between \$1 million and \$5 million

Annual payroll between \$500K and \$2.5 million

A minimum of 11 and a maximum of 50 employees

In operation for a minimum of 10 years

Net Assets of less than \$2.5 million

BEDC – What do we do?



General Business and Technical Advice



Guarantees and Direct Financing



Economic Empowerment Zones (EEZs)



Entrepreneurship Education



Vendor Licensing and Management



Global Entrepreneurship Week (GEW)

BEDC Entrepreneurship Education



Seminars and Webinars

- Ad hoc & quarterly seminars on timely topics
- 1.5 to 3 hour seminars
- Topics include but not limited to:
 - How to start a business in Bermuda
 - Family business planning
 - Marketing
 - Online Business
 - Industry specific – Retail, Restaurant, Personal Care, Hospitality
 - Government Obligations

Multi-Week Workshops

- Think Like an Entrepreneur Programme
 - Innovative, international 8 week course featuring the ICE House Entrepreneurship Programme
 - Draws on 8 fundamental concepts that can empower anyone to succeed.
- Entrepreneurship 101
 - Learn the basics of small business management & creating a business plan in this 8 week course
 - Guest experts provide detailed information on: starting a business, business formation, financial management, Government regulations, and marketing.
- Financial Statements Planning & Costing using Quickbooks
 - Learn the basics of reviewing & understanding financial statements in this 8 week course
 - Understand how to manage cash flow and getting started with QuickBooks
 - QuickBooks software included upon completion of course
- Financial Statements – Planning for Profit using Quickbooks
 - Learn how to utilise the Quickbooks software in 8 weeks
 - Manage inventory, employees and run reports
 - Prerequisite – part 1 or other Quickbooks course

Summer Student Entrepreneurship Programme

- 15 spots
- Young entrepreneurs - 16 and 23
- Create a Business
- Education & Mentorship
- Seed Funding
- Win Prizes
- July to August businesses operating

04 JULY MONDAY

Summer Student Entrepreneur Program ●

VIEW DETAIL

REGISTER TODAY AT WWW.BEDC.KE

SUMMER STUDENT ENTREPRENEUR PROGRAM

EARN MONEY & WIN PRIZES

BE YOUR OWN BOSS

RECEIVE START-UP FUNDS

RECEIVE SUPPORT & TRAINING

APPLICATION DEADLINE: Sunday, June 5th

Enterprise Bermuda

An Incubator Programme

6th Cohort
Commencing in
June

Partnership with
The Accelerator
Centre,
Waterloo,
Ontario

- International Award-winning Programme Partner
- Complementary access to BEDC Courses and Programmes
- Access to BEDC Support and Infrastructure
- Free Office Space for 1 year
- 24 hr access to infrastructure
- Access to mentors
- International networking and engagement experience
- Expanding to 3 additional incubator hubs!
- Goal for at least 18 Bermudian Startups incubated annually across Bermuda
- Commences June 2023



Enterprise Bermuda

An Accelerator Programme

Only 15 Spots
available per
cohort

Partnership
with Interise,
Boston, MA

- Streetwise MBA Programme
- International award-winning 13-week Growth programme delivered over 6 months
- Designed for established small and medium business owners 3 years or older
- Create a customised Strategic Growth Action Plan
- Access to BEDC Support and Infrastructure
- International networking and engagement experience
- Goal for at least 15 established Bermuda companies accelerated annually

Cooperative Economics

Coops and Colabs

- Commercial Kitchens Programme
- Walsingham Agriculture Cooperative
- Fisheries Development Centre
- Cooperative workshops and support
- Developing coop legislation to progress this business model as tool for empowerment



Resource Spaces Across The Island

NEW EEZ Offices & Incubator Hubs!!!

- Somerset EEZ - Forth House, #68 Somerset Road, Sandys MA 03
- St George's EEZ - St. George's Post Office Building, #11 Water Street, St. George's GE 05
- NE Hamilton EEZ - Donald French Building, #19 Elliot Street, Hamilton HM 10
- Existing Main Incubator Hub - Sofia House, #48 Church Street, Hamilton HM 12

BEDC Financial Products

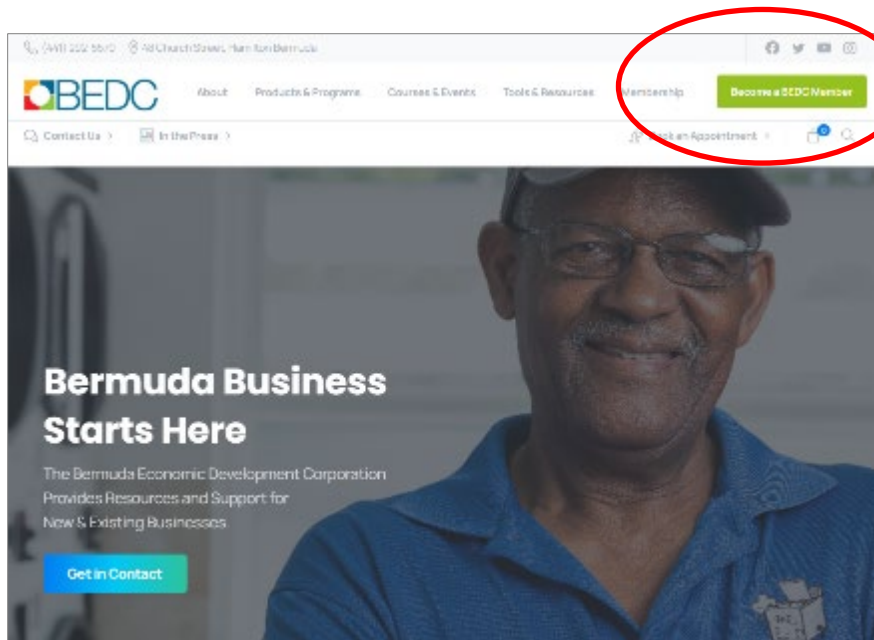
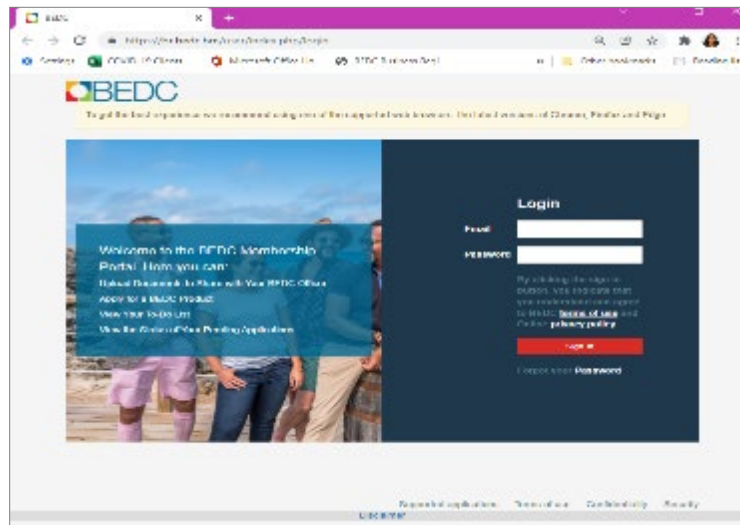


Business Financing Options



BEDC Business Register

<https://br.bedc.bm/index.php/personalinfo> and <https://br.bedc.bm/user/index.php/login>

A screenshot of the 'Business Register Profile Form' on the BEDC website. The form is titled 'Business Register Profile Form' and includes a yellow banner stating: 'To get the best experience we recommend using one of the supported web browsers: the latest versions of Chrome, Firefox and Edge.' Below this, a message says: 'Thank you for taking the time to complete your Business Register Profile. Completing this form to the best of your ability will help us to better service your needs. Once you hit submit, one of our officers will vet your information and add it to our register. You will then be given your BEDC Member #, Business Register #, Vending License # (if applicable). If you have any questions or trouble with the form, please give us a call (441) 282-5570, or send us an email at info@bedc.bm.' The form is divided into sections: 'Applicant Contact Information' with fields for First Name, Last Name, Submission Date, Date of Birth, Street Address, Apartment/Unit, Zip Code, Parish, and Phone; 'Email Address' with fields for Email and Confirm Email Address; and 'Other Information' with a question 'Do you have a Business?'. At the bottom, there is a 'Registration & Business Information' section with radio buttons for 'Starting a New Business', 'Purchasing an Existing Business', and 'Registering an Existing Business'.

BEDC Loan Guarantee



BEDC acts as Guarantor for a small business loan

- BEDC guarantees 75% of bank loans up to \$300,000
- \$12M total loan guarantee capacity



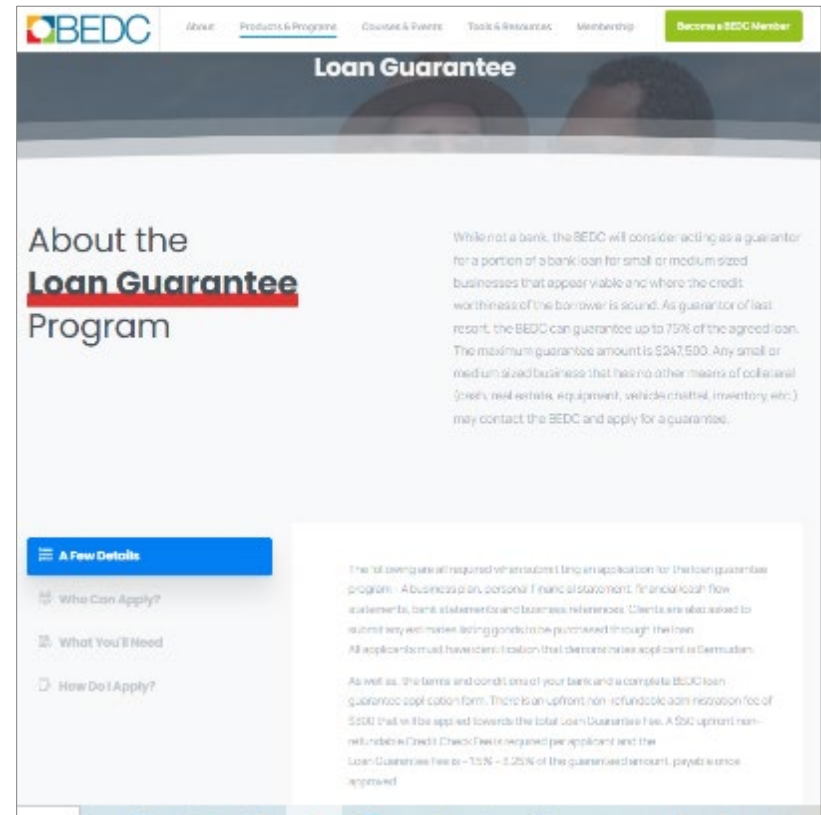
Guarantor of last resort

- any small business that has **no other means** of collateral may apply for a Guarantee



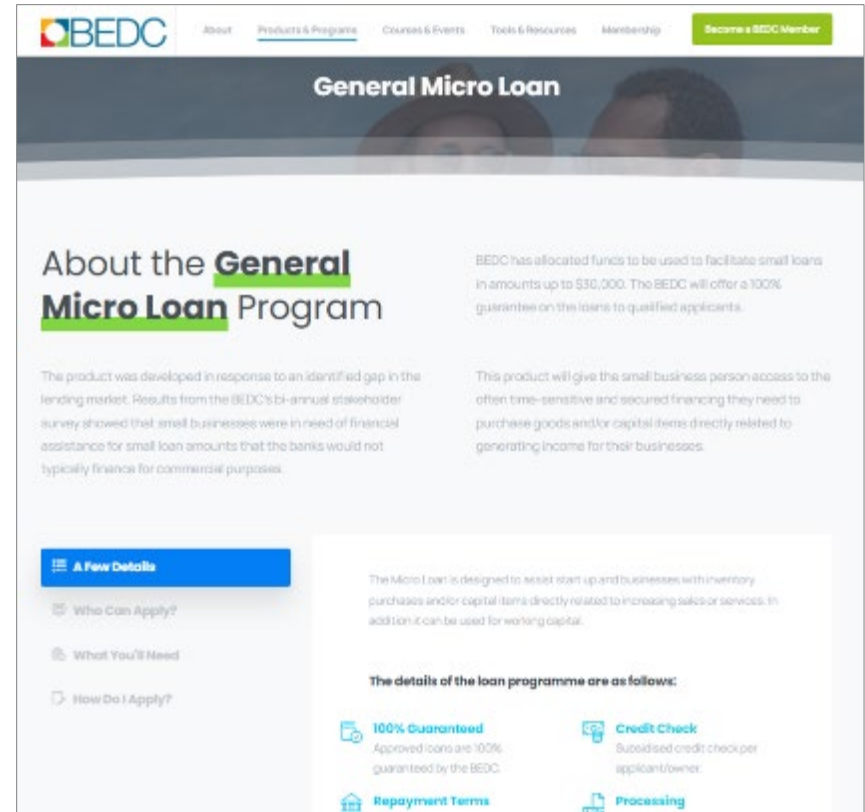
Partnership with 5 financial institutions

- Butterfield
- HSBC
- Clarien
- Bermuda Commercial Bank
- BCU Bermuda Credit Union



BEDC General Micro Loan

- Direct Loans from BEDC
 - <https://www.bedc.bm/products-services/financial-products/debt-consolidation-micro-loan/>
- Small Loans up to \$30,000
- Assists businesses with
 - inventory purchases
 - service contracts, and/or
 - capital items
- Who can apply
 - Startups
 - Existing
 - small and medium-sized businesses
 - vendors



The screenshot shows the BEDC General Micro Loan webpage. The header includes the BEDC logo and navigation links: About, Products & Programs, Courses & Events, Tools & Resources, Membership, and a button to Become a BEDC Member. The main heading is "General Micro Loan". Below this, there is a section titled "About the General Micro Loan Program" with two columns of text. The left column describes the product's development in response to a gap in the lending market, while the right column states that BEDC has allocated funds for small loans up to \$30,000 with a 100% guarantee. A sidebar on the left lists "A Few Details" with links for "Who Can Apply?", "What You'll Need", and "How Do I Apply?". The main content area on the right provides further details about the loan program, including a 100% guarantee, credit check, repayment terms, and processing.

General Micro Loan

About the **General Micro Loan** Program

BEDC has allocated funds to be used to facilitate small loans in amounts up to \$30,000. The BEDC will offer a 100% guarantee on the loans to qualified applicants.

The product was developed in response to an identified gap in the lending market. Results from the BEDC's bi-annual stakeholder survey showed that small businesses were in need of financial assistance for small loan amounts that the banks would not typically finance for commercial purposes.

This product will give the small business person access to the often time-sensitive and secured financing they need to purchase goods and/or capital items directly related to generating income for their businesses.

A Few Details

- Who Can Apply?
- What You'll Need
- How Do I Apply?

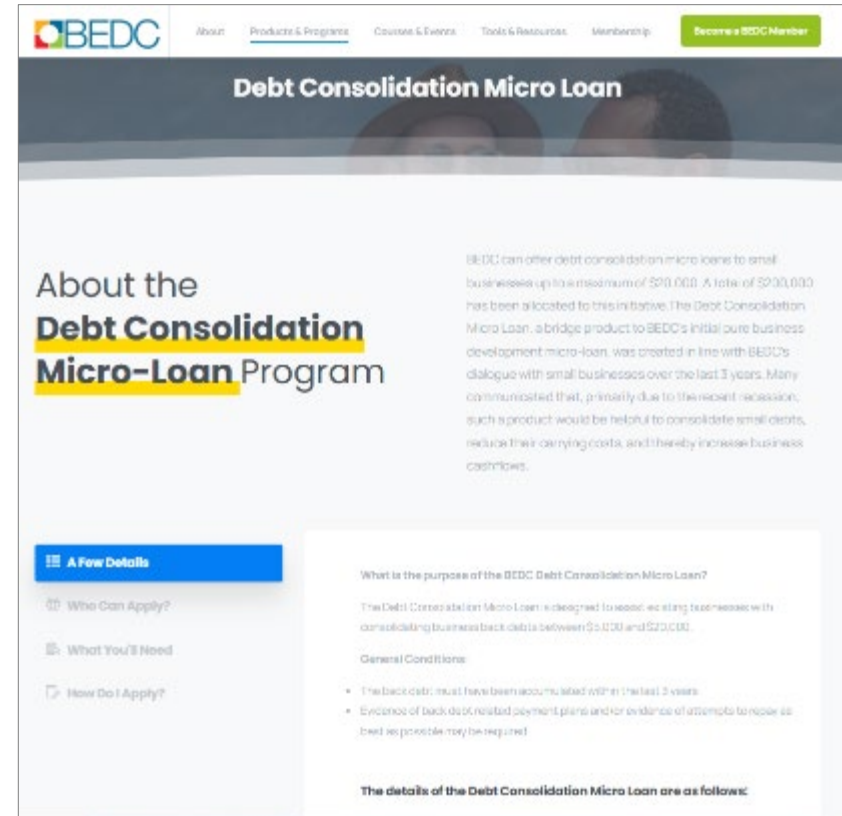
The Micro Loan is designed to assist start-up and businesses with inventory purchases and/or capital items directly related to increasing sales or services. In addition it can be used for working capital.

The details of the loan programme are as follows:

- 100% Guaranteed**
Approved loans are 100% guaranteed by the BEDC.
- Credit Check**
Subsidised credit check per applicant/borrower.
- Repayment Terms**
- Processing**

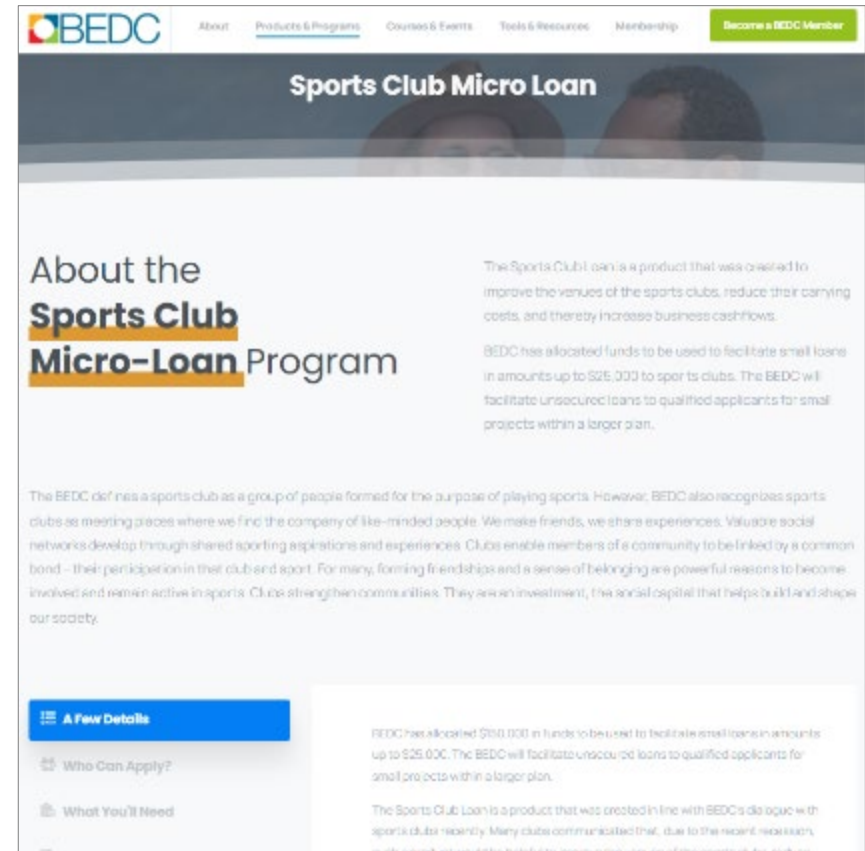
BEDC Debt Consolidation Micro Loan

- Direct Loans from BEDC
 - <https://www.bedc.bm/products-services/financial-products/debt-consolidation-micro-loan/>
- Small Loans up to \$30,000
- Assists business owners with
 - Consolidation of debt
 - Between \$5K - \$30K
 - Accumulated in last 3 years
 - Evidence of payment plans
- Who can apply
 - Startups
 - Existing
 - Small and medium-sized businesses
 - Vendors



BEDC Sports Clubs Micro Loan

- Direct Loans from BEDC
 - <https://www.bedc.bm/products-services/financial-products/sports-club-micro-loan/>
- Small Loans up to \$30,000
- Assists clubs with
 - Consolidation of debt
 - inventory purchases
 - service contracts, and/or
 - capital items
- Who can apply
 - Sports Clubs
 - Must be Ltd or LLC or have an Act stating corporate entity



Soon To Come Programmes

Stay
Tuned!!!

- Expanded Microloans – BEDC will offer direct loans up to \$70,000 total including any existing loans with BEDC
- Commercial Building Purchase Guarantees – BEDC will assist with offering guarantees (security) up to \$200K for business owners to purchase commercial buildings in the Economic Empowerment Zones

Soon To Come Programmes

Stay
Tuned!!!

- ByBermuda Virtual Marketplace -
Allowing SMEs who don't have an e-commerce platform for products and services
- Expertise Service Provider Grants –
Allowing access to expert resources such as legal, accountancy, and other specialized services to support businesses

BEDC Concession and License Programmes



BEDC Vending License Programme

Vending means selling goods by retail to passersby in a public place and includes offering or exposing goods for such sale

Annual (1 year - \$100 discounted to \$50);

Temporary (3 months - \$25 discounted to \$12.50)



Not Vending:

The sale of goods by licensed Auctioneer

The sale of agricultural produce or horticultural produce

The sale of fish by a registered fisherman

Not Vending:

Supplying a service

The sale of food/drink by a person temporarily licensed to operate a food stall by the Department of Health

Selling newspapers

Not Vending:

The sale of Bermuda-made products; selling newspapers

Selling goods only at a fair, carnival, circus, or public exhibition

Selling goods where the profits are used solely for a charitable purpose

A Vendor can only be Bermudian, Spouse of a Bermudian, or PRC holder

A Vendor must be 16 years or older to receive a vending license

- The vending license does not entitle the holder to a vehicle license nor permit
- The vending license does not entitle the holder to a health license
- The license does not entitle the holder to vend in a public park or on government land without permission from the relevant Ministries
- The license does not entitle the holder to vend within the Municipalities without permission from those entities

<https://www.bedc.bm/products-services/licences-relief-programs/vending-licence/>

BEDC HM Customs Letter of Credit



Designed to assist retail businesses with importing goods for retail sale.

Credit Line
up to a
max of
\$12,500 for
a 1-year
period

Renewable

Allows
inventory
duty to be
deferred

Small
businesses
and
vendors

100%
guaranteed
by BEDC

BEDC New Startups Payroll Tax Relief

New
Entrepreneurs

- Only for new businesses
- Encourages startup formations
- Relief on the Employer Portion for all employees
- Valid for 4 Tax Periods

BEDC Economic Empowerment Zone (EEZ) Programmes

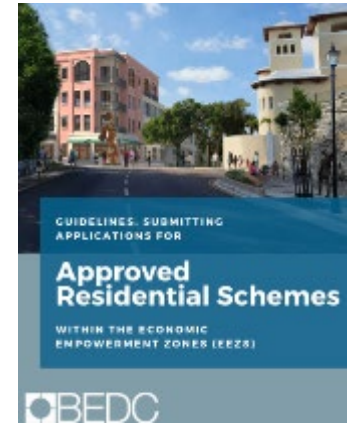
EEZ Incentives

- Somerset, St. George's, and North East Hamilton
- Encourages business growth and development in the EEZs
- EEZ Payroll Tax Relief – 9 tax periods – employer portion for all employees
- EEZ Customs Duty Deferment – Up to 5 years on capital projects/goods
- Discounted rates on BEDC products
- Negotiated preferential rates and terms with banks

Approved Residential Schemes

EEZs Regeneration

- Facilitates investment and within our EEZs through innovative economic development tools
- Removes restrictions on foreign ownership
- Allows a clear pathway for foreign direct investment to benefit local property owners, the businesses, and residents
- EEZ extension to South-East Hamilton



Our Team

BEDC currently has 18 full-time staff (recruiting 2) overseeing:

- Small & Medium – Sized Businesses
- Economic Empowerment Zones
- Financial Products & Financing
- Vendors & Vendor Markets
- Seminars & Workshops
- Incubators & Accelerators
- Cooperative Economics
- Business & Economic Development Projects



***Passionate About
Entrepreneurship!!!***

Empowerment Through Entrepreneurship



Entrepreneur's Impact

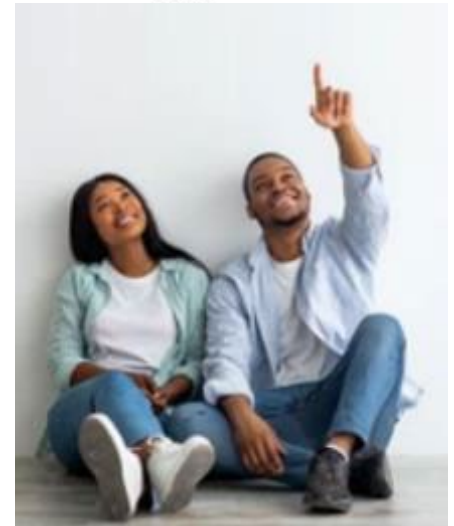
Entrepreneurship is one of the purest forms
of Self-Empowerment
and
Bermudian Entrepreneurs are
Empowered
and are making a difference!!!

Bermuda's Entrepreneurial Landscape

- A quarter of residents indicate they are likely to start up a business in the next three years
- Black residents are nearly twice as likely (27%) as white residents (15%) to start a business in the next three years
- Those who have owned a business before are more likely to be thinking about opening a new business in the future (37%) compared with those who have never owned a business (20%)

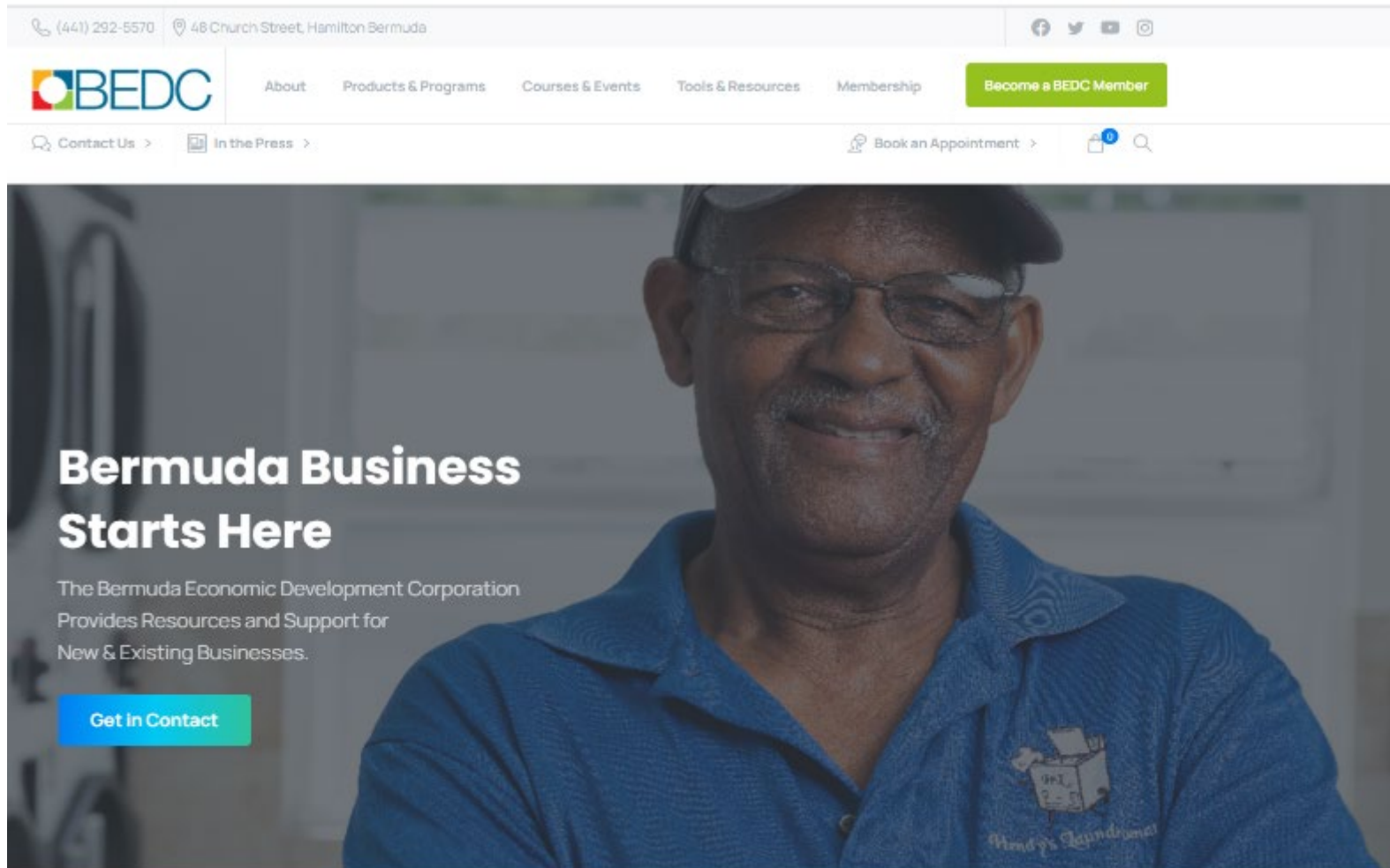
Are you holding on to a business idea to help Bermuda & Beyond?

- Can it fill a need or solve a problem?
- Have you identified a way to do things better?
- Have you identified a new product or service that isn't on the market yet?
- Do you have skills that can turn into your own business?
- Are you empowered into action?





Learn More About BEDC



“BEDC - Bermuda Business Starts Here”

P: 292-5570 F. 295-1600

Email: info@bedc.bm Web: www.bedc.bm

