

Chandler & Campbelle Investment Group, LLC (“Chandler”) is a Florida corporation since 2009. The company is a SBA 8(a) certified company whose principal, Darrell Searcy, is African American and represents 100% ownership. The company specializes in providing professional management consulting services to government, nonprofit agencies and commercial organizations.

Chandler’s need for finance grew as opportunities with the Federal Government, Department of Defense; US Navy; US Army; and US Air Force arose. As Chandler received notices to proceed on the contracts awarded, the demand for capital increased to fund those new projects; however, Chandler was unable to meet the requirements of mainstream banking to fund said contracts.

Chandler sought assistance from BAC Funding Consortium, Inc. (“BAC”) who reviewed the loan application and gave Chandler the opportunity to present at its Board meeting. After the presentation, the Board agreed that this prospect represented the type of client that it would support, however, because of BAC’s funding capacity, a partnership or loan participation would be needed to adequately provide the much needed funding. With the help of a Loan Participation under the State Small Business Credit Initiative (SSBCI) through Enterprise Florida, Inc. (“EFI”), BAC was able to meet the full demand of Chandler while maximizing the limited resources of BAC at a time when demand for financing increases. Because of the SSBCI credit enhancement in the financing to Chandler, the company has been able to win additional contracts and has been nominated for numerous awards of achievement. This company’s growth has also meant an anticipated increase in employees, from 29 to 50.

BAC has experienced an excellent relationship with EFI and the SSBCI program. Mr. Jessie Houston, Comptroller for BAC, comments: “The program uses a streamlined documentation process that is clear and concise. The program has its requirements; however, the program does not micromanage and allows the lender to use its processes and procedures to monitor and service the loan.”