



Directory of Exhibitors

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This directory lists exhibitors that attended the City of Austin’s 2011 “Meet the Lender SM” Business Loan Fair on August 4th, 2011. This list includes banks, community lenders and government programs that make commercial loans or accounts receivable financing.

With the exception of our own departments, the City of Austin does not endorse any lending organization listed in this document. The purpose of this directory is to provide information to the public.

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Lending Exhibitors

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With the exception of our own departments, the City of Austin does not endorse any lending organization listed in this document. The purpose of this directory is to provide information to the public.

ACCION Texas

912 Bastrop Highway
Suite 201
Austin, Texas 78741
888.215.2373 ext. 1202

www.acciontexas.org

Contact: Asal Shokati, Loan Officer, at ashokati@acciontexas.org

ACCION Texas provides individual business loans from \$500 to \$50,000 for startups and up to \$100,000 for established businesses. ACCION Texas also provides business lines of credit from \$5,000 to \$50,000 for established businesses with two years of financial history. All loan funds repaid to ACCION Texas are reinvested in the community.

American Bank of Commerce

10920 Lakeline Mall Drive
Suite 100
Lakeway, Texas 78717
512.391.5611

www.theabcbank.com

Contact: Mark Hodges, Vice President of SBA Lending, at mhodes@theabcbank.com

American Bank of Commerce understands the daily challenges of business ownership. American Bank of Commerce has been a valuable partner to entrepreneurs in navigating the changing and uncertain path to success. American Bank of Commerce's expert team of lenders and their in-depth knowledge of the Small Business Administration and Commercial Lending has helped owners in taking their next steps in the marketplace. American Bank of Commerce is a preferred lender with the Small Business Administration.

ArTex Funding

17009 Flintrock Road
Austin, Texas 78738
512.261.0024

www.artexfunding.com

Contact: Artie Bernie at, Artie@ArTexFunding.com

ArTex Funding provides alternative working capital, private debt and joint venture funding to small and medium businesses. ArTex Funding provides a world class array of financial tools under one roof to solve your funding situations. ArTex Funding work closely with companies experiencing financial difficulty so they can get back to profitability. ArTex Funding specialize in Accounts Receivable Funding, also known as Factoring or Invoice Financing.

Broadway Bank

320 East US Hwy 290
Dripping Springs, Texas 78620
512.858.1039

www.broadwaybank.com

Contact: Charlton Laird, Market Manager, at claird@broadwaybank.com

Broadway Bank has extensive experience with providing credit solutions to firms with larger credit needs in many different industries. Broadway Bank provides Commercial Lines of Credit for seasonal or variable working capital demands. In addition, Broadway Bank provides Commercial Term Loans for major expansion initiatives, fixed asset purchase or permanent working capital.

Business and Community Lenders of Texas

2212 South Congress Avenue
Austin, Texas 78704
512.912.9191

www.bcloftexas.org

Contact: Robert Kennedy, Loan Officer-Central Texas, at rkennedy@bcloftexas.org

Business and Community Lenders of Texas (BCL of Texas) is a not-for-profit economic and community development lender. BCL of Texas (formally CEN.TEX CDC) was formed in 1990 at the invitation of the SBA San Antonio District Office to make commercial real estate loans for established Central Texas businesses. All of BCL of Texas's loans must meet a public purpose test.

Business Investment Growth

5407 North IH 35
Suite 200
Austin, Texas 78723
512.928.8010 ext. 115
www.bigAustin.org

Contact: Shamsah Jaferali, Loan Director, at shamsah@bigAustin.org

Business Investment Growth (BiGAUSTIN) offers a variety of loan programs to fit the growing needs of small businesses. With BiGAUSTIN's Smart Loans clients receive funding, education, and one-on-one counseling for the term of the loan. BiGAUSTIN Smart Loans are flexible, and affordable, with fast turnarounds. BiGAUSTIN is the single-source solution for entrepreneurs who have limited time and prefer to form a single relationship with one business development partner.

Capital Certified Development Corporation

1250 South Capital of Texas Highway
Building 1, Suite 600
Austin, Texas 78746
512.327.9229
www.CapitalCDC.com

Contact: Jen Glatz, Marketing Coordinator, at jenniferglatz@capitalcdc.com

Capital Certified Development Corporation (Capital CDC) is a leading private, not-for-profit provider of business financing solutions throughout Texas and New Mexico. Capital CDC has worked with hundreds of small businesses and partnered with multiple financial institutions to assist with their needs to finance building acquisitions, construction projects, and machinery and equipment.

Capstone Equipment Finance

10803 Opal Trail
Suite 132, Building J
Austin, Texas 78750
512.331.9787
www.CapstoneEquipmentFinance.com

Contact: Neil Morstad, President, at neil.morstad@capstoneEF.com

Capstone Equipment Finance offers a variety of financial and cash flow products to help meet your sales needs and your customers' financial needs. Capstone Equipment Finance offers several types of traditional loan financing and they also specialize in equipment leasing.

City of Austin Economic Growth and Redevelopment Services Office

301 W. 2nd Street
2nd Floor West
Austin, Texas 78701
512.974.7821

www.ci.austin.texas.us/redevelopment

Contact: Don Pitts, Music Program Manager, at don.pitts@austintexas.gov

The City of Austin Economic Growth and Redevelopment Services Office (EGRSO) was created to manage the city's economic development policies and to promote and facilitate sustainable growth in Austin. The goal is to enhance livability and economic viability in a manner that preserves the character of Austin and its environment. EGRSO established a Creative Industries Loan Guarantee Program (CIL) to help individuals, companies, and nonprofits involved in music, film, art, and technology. CIL Guarantee Program is designed to encourage private lenders to provide financing for creative industries in Austin, non-profits related to those creative industries, and individuals involved in those creative industries in Austin.

City of Austin Neighborhood Housing and Community Development

1000 East 11th Street
2nd Floor
Austin, Texas 78702
512.974.3199

www.ci.austin.texas.us/housing/

Contact: Pam Skoglund, Housing Development Specialist, at pamela.skoglund@austintexas.gov

The City of Austin's Neighborhood Housing and Community Development (NHCD) provides housing, community development, and small business development services to benefit eligible residents so they can have access to livable neighborhoods and increase their opportunities for self-sufficiency. NHCD's Neighborhood Commercial Management Program (NCMP) provides financial assistance in the form of business loans to existing businesses looking to expand their operations. Firms that have been in existence for two or more years can apply for the NCMP loan. The loan provides money for acquisition of land and improvements, construction of a new building, leasehold improvements, and purchasing machinery and equipment.

Comerica Bank

2315 East Anderson Lane
Austin, Texas 78752
512.407.8120

www.comerica.com

Contact: Sande Eckert, Assistant Vice President, at smeckert@comerica.com

Comerica Bank is a SBA Preferred Lender who will arrange your loan or line of credit quickly, so you can get back to business. A loan with the right terms and the flexibility to do what you need to do. Comerica Bank is a national leader in small business lending. Whether you're financing a growing business or withstanding a temporary cash shortfall, Comerica Bank is here to help.

BBVA Compass Bank

2401 South Congress Avenue
Austin, Texas 78704
512.421.5861

www.bbvacompass.com

Contact: Nikki Jordan, Assistant Branch Manager, at nikki.jordan@bbvacompass.com

BBVA Compass Bank meets small business borrowing needs by providing loans and lines of credit, commercial real estate lending, SBA loans, credit cards and loan payment assistance. BBVA Compass has an entire team of experts who focus exclusively on helping customers apply for and receive SBA loans. BBVA Compass Bank has also earned SBA's "National Preferred Lender" status.

Frost Bank

401 Congress Avenue
Austin, Texas 78701
512.473.4902

www.frostbank.com

Contact: Betty Davis, Vice President, at bdavis@frostbank.com

Frost Bank is committed to providing financial solutions to businesses in the communities we serve. That's why we offer a wide range of flexible and sophisticated financing options for short-term, seasonal and long-term borrowing needs. Frost Bank knows businesses are looking for a financial partner and adviser who understand the challenges they face every day. That's where Frost Bank's experience in relationship banking makes a difference. One of Frost Bank's Relationship Bankers will work with your company to find the best solution to your financing needs.

Greater TEXAS Federal Credit Union

6411 North Lamar Boulevard
Austin, Texas 78752
512.458.2558

www.gtfcu.org

Contact: Rachel Fausett, Business Development Officer, at rachel.fausett@gtfcu.org

Greater TEXAS Federal Credit Union (GTFCU) provides multiple financial resources to assist small businesses. Greater TEXAS Federal Credit Union partnered with CU Business Solutions to offer full service business loans for large and small companies. CU Business Solutions offers services such as accounts receivable and inventory financing, equipment financing, Small Business Administration financing, business acquisition financing, owner occupied and investor real-estate mortgages, and construction/development lending.

Horizon Bank

600 Congress Avenue
Suite G260
Austin, Texas 78701
512.637.5730

www.accesshorizon.com

Contact: Guy Perry, Vice President at, guy.perry@horizonbanktexas.com

Horizon Bank offers a diverse selection of loans to give your business the momentum it needs to grow and thrive. In addition, Horizon Bank offers a variety of loan programs through the Small Business Administration (SBA), the U.S. Department of Agriculture, and the Indiana Capital Access Program. Among the programs Horizon Bank offers are SBA 504 loans, which provide long-term, fixed-rate financing toward certain purchases for expansion or modernization with a down payment as low as 10%.

JP Morgan Chase Bank

221 West 6th Street
Austin, Texas 78701
512.479.1581

www.chase.com

Contact: Shawn Lucas, Branch Manager, at shawn.j.lucas@jpmchase.com

JP Morgan Chase Bank offers a diverse selection of loans to give your business the momentum it needs to grow and thrive. As an SBA Preferred Lender, JP Morgan Chase can expedite the loan approval process because we make the loan decision within SBA guidelines. JP Morgan Chase's vast experience with SBA guaranteed loans could help you obtain the loan you need to grow, with terms you can afford.

Music Capital, LLC

11210 Salt Cedar Trail
Austin, Texas 78750
512.996.9956

www.music-capital.com

Contact: Orlando Barnabei, Commercial Lending Specialist, at orlando@music-capital.com

Music Capital, LLC offers a diverse selection of loans to give your business the momentum it needs to grow and thrive. Music Capital, LLC offers best funding sources from around the nation, market knowledge of what is funding and by whom, and creative financing, e.g. Self Directed Individual Retirement Accounts.

PeopleFund

2921 East 17th Street
Building D, Suite 1
Austin, Texas 78702
512.472.8087

www.peoplefund.org

Contact: Ivette Benitez, Loan Officer, at ivette@peoplefund.org

PeopleFund provides flexible loans to small businesses, not-for-profit organizations, and affordable housing ventures throughout the State of Texas. PeopleFund's loans and financial services help entrepreneurs strengthen their businesses, and keep Austin's economies thriving. With financing available for equipment purchases, permanent working capital term loans, and revolving lines of credit, PeopleFund helps you grow.

Prosperity Bank

1701 West Parmer Lane
Suite 100
Austin, Texas 78758
512.490.6658

www.prosperitybanktx.com

Contact: Patricia Moreno, Assistant Vice President, at patricia.moreno@prosperitybank Texas.com

Prosperity Bank offers all types of loans to accommodate and promote your business. From small loans for sole proprietorships to large loans for corporations, Prosperity Bank wants to be your business banking partner. In addition, Prosperity Bank offers loan products through the Small Business Act 7(a) and 504 Loan Programs to businesses who meet SBA eligibility requirements.

Regions Bank

100 Congress Ave
Suite 1700
Austin, Texas 78701
512.226.0235

www.regions.com

Contact: Patrick O'Beirne, Business Banking Sales Manager, at pat.obeirne@regions.com

Regions Bank provides loans and lines of credit products that are tailored to your specific request. Regions Bank has loan solutions to meet almost any need. Regions Bank is proud to be classified by the SBA as a Preferred Lender, which means they have the expertise to meet your business needs and close your loan quickly. Regions Bank provides a flexible, cost-effective way to obtain everything from office furniture to heavy equipment thru their lease financing options.

Southwestern National Bank

11220 North Lamar Boulevard
A.100

Austin, Texas 78758

512.299.2725

www.swnbk.com

Contact: Sunita Murti, Commercial Business Developer, at sunita.murti@swnbk.com

Southwestern National Bank offers a variety of products and services to meet your banking needs. Southwestern National Bank offers competitive rates on or interest-bearing accounts and provides personalized customer service. Southwestern National Bank speaks your language. In most instances, Southwestern National Bank's multi-lingual tellers, account representatives and bank officers can assist and serve you in your own language.

Superior Financial Group

536 San Ramon Valley Boulevard

Suite 137

Danville, California 94526

925.899.8449

www.superiorfg.com

Contact: Sue Malone, Director of Marketing, at SMalone165@aol.com

Superior Financial Group (SFG) is 1 of only 13 companies to be approved as a non-bank United States Small Business Administration (SBA) Lending Company in the country. This license allows SFG to continue to offer the award winning Small Office Home Office SBA loans and traditional 7(a) loans that accounted for 90% of the growth rate for the number of SBA loans in 2003-2004. The innovative program that was created by the founders while owning a small bank in Oakland California, vaulted the bank from the 64th to the 3rd largest SBA lender in the United States.

United States Small Business Administration

17319 San Pedro

Building 2, Suite 200

San Antonio, Texas 78232

210.403.5918

www.sba.gov

Contact: Annie Hudspeth, Brand Manager, at annie.hudspeth@sba.gov

United States Small Business Administration (SBA) provides a number of financial assistance programs for small businesses that have been specifically designed to meet key financing needs, including debt financing, surety bonds, and equity financing. SBA offers a variety of loan programs for very specific purposes. Loans that include: The 7(a) Loan Program, Microloan Program, CDC/504 Loan Program, Export Loan Programs, and Rural Business Loans.

Union State Bank

902 Palm Valley Boulevard
Round Rock, Texas 78664
512.246.6800

www.usbanktexas.net

Contact: Rene Flores, Vice President, at rflores@usbanktexas.net

Union State Bank is committed to providing quality service to our Commercial Customers. They offer creative financing solutions to our Business Partners through Commercial Real Estate loans, Commercial Equipment Loans, Long and Short-Term Financing and Small Business Loans. Union State Bank makes their own loan decisions, which means you won't have to wait a month to "get a decision back from corporate" in another state. Most loans are decided at the branch level and their loan committee meets every week. If you have an emergency need, it can usually be worked out.

University Federal Credit Union

8100 Shoal Creek
Austin, Texas 78757
512.421.7346

www.ufcu.org

Contact: Felica Jamison, Business Loan Officer, at fjamison@ufcu.org

Whether you need a business loan for a growing business, a checking account for daily operations, or group insurance for your employees, University Federal Credit Union (UFCU) is able to help. UFCU works with hundreds of area employers to provide financial resources for daily operations, future growth, and employee retention. UFCU offers competitive financing options for businesses. As a locally owned business with more than 65 years experience serving our members in Austin and Galveston, UFCU understand the market and have programs designed to meet your needs.

USDA Rural Development

1100 Martin Luther King Street
Georgetown, Texas 78626
512.863.6502 ext. 4

www.rurdev.usda.gov

Contact: Larry Jones, Area Director, at larry.jones@tx.usda.gov

USDA Rural Development's Business Program (BP) works in partnership with the private sector and the community-based organizations to provide financial assistance and business planning. BP helps fund projects that create or preserve quality jobs and/or promote a clean rural environment. The financial resources of BP are often leveraged with those of other public and private credit source lenders to meet business and credit needs in under-served areas. Recipients of these programs may include individuals, corporations, partnerships, cooperatives, public bodies, nonprofit corporations, Indian tribes, and private companies.

Velocity Credit Union

P. O. Box 1089
Austin, Texas 78767
512.469.7000

www.velocitycu.com

Contact: Luis Acuña, Business Development Manager, at luis.acuna@velocitycu.com

Velocity Credit Union offers a host of services to fit your business or association needs. Velocity Credit Union currently offers the following types of business loans: Business equipment and vehicles, Secured line of credit loans, Unsecured line of credit loans, Real estate purchase, and Construction and development loans. They are an approved Small Business Administration (SBA) lender. Any business or association located in the five-county area is eligible to become a Velocity member.

Wells Fargo Bank

1400 Cypress Creek Road
Cedar Park, Texas 78613
512.336.1574

www.wellsfargo.com

Contact: Sharon Mackenzie, Branch Manager, at sharon.mackenzie@wellsfargo.com

Wells Fargo Bank offers business financing solutions that work together or separately to meet your business needs. Whether you want an unsecured loan or one secured by equipment or real estate, a Wells Fargo business loan can give your business the financing it needs in one lump sum, so you can put the funds to work quickly and meet your goals sooner. Wells Fargo Bank and the Small Business Administration have partnered to provide businesses with secured SBA-backed financing options. Choose from several loan options and get access to up to \$4 million in funding for your small business.

OMNIBANK

1861 South Lakeline Boulevard
Cedar Park, Texas 78613
512.231.5018

www.omnibank.com

Contact: Alexis Michael, Vice President-Lending, at AlexisM@omnibank.com

OMNIBANK has provided personalized service and custom-tailored financial tools to small businesses in Texas for over the past 50 years. OMNIBANK's business lending team has the experience, expertise, and creativity to find the ideal loan program for your business needs. Whether you need to purchase equipment, construct facilities, or develop your inventory, OMNIBANK has a commercial loan to help your business succeed.

Non-Lending Exhibitors

City of Austin Austin Energy

811 Barton Springs Road
Austin, Texas 78704
512.972.9529

www.austinenergy.com

Contact: Elaine Herrmann, Marketing Community Consultant, at elaine.herrmann@austinenergy.com

Austin Energy provides various rebates and incentives to small businesses. In addition, Austin Energy has been funding the Meet the LenderSM Business Loan fair since its inception.

City of Austin Economic Growth and Redevelopment Services Office

301 W. 2nd Street
2nd Floor West
Austin, Texas 78701
512.974.1357

www.ci.austin.texas.us/redevelopment

Contact: Eve Richter, Emerging Technology Coordinator, at eve.richter@austintexas.gov

The City of Austin Economic Growth and Redevelopment Services Office (EGRSO) was created to manage the city's economic development policies and to promote and facilitate sustainable growth in the Desired Development Zone, in partnership with the community, project developers and the City of Austin organization. The goal of the Emerging Technology Program (ETP) is to foster job growth and investment in the technology sectors in Austin by bringing new companies to Austin and helping the companies we have to grow. The ETP provides business consulting, matchmaking, and cheerleading services and resources to meet this goal.

Austin Entrepreneur Network

2100 Wychwood Drive
Austin, Texas 78746
512.656.9487

www.aenetwork.org

Contact: Hall T. Martin, Director, at director@austinentrepreneurnetwork.org

Austin Entrepreneur Network's mission is to educate entrepreneurs about the process of funding and growing companies by profiling positive movement, interviewing investors, and offering insightful opinions and advice, and bringing the overall community together.

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www.austinchronicle.com

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Austin, Texas 78753
512.832.4000
www.klbjfm.com

soulciti.com

815A Brazos #546
Austin, Texas 78701
512.498.5491
www.soulciti.com