

## Small Business Growth Summit - Funders Panel – April 10, 2012

### 8:30AM-10:15AM **Financing In Today's Environment What Are Lenders Looking For?**

John Whaley, Business Advisor for HCC Goldman Sachs *10,000 Small Businesses* Program, moderates leading business experts in a panel discussion entitled, "Financing in Today's Environment-Small Business Owners' New Access to Funds." The panel will answer questions such as *Who is lending today to Houston area small business owners? What are the various lenders looking for? When will the money be available? My business is hurting now...need an infusion of cash, but how to get money when you aren't making money? How do I start a business in a down economy? Where do I get help to produce a growth plan and a loan package? and Should I go to a bank, micro lender or credit institution?*

Finance panelists include Mark Winchester, Deputy District Director of the Small Business Administration; Shirley Brooks, Regional Director of ACCION Texas; Marlon Mitchell, Executive Director of Houston Business Development, Inc.; Gary Henderson, the Senior Vice President and SBA Loan Manager for Allegiance Bank; Bruce Hurta, Lending Manager for Members Choice Credit Union and Michael Hansen, Chair of the Houston Angel Network.

#### More on the Panelists:

#### John Whaley, Owner, PERT Center, Business Adviser, 10,000 Small Businesses

**PANEL MODERATOR:** John Whaley is a business advisor at Houston Community College. He has helped entrepreneurs strategically develop and deploy their business concepts for more than 20 years. He is President of the Professional Entrepreneur Research and Training Center, Inc., a company that specializes in creating entrepreneurial development programs for specific population niches around the world. Mr. Whaley hosts a weekly show titled Global Entrepreneur Radio which focuses on the local South Asian business community. John is one of the leading authorities on the subject of systematic integration of social media into a traditional marketing mix. He is a keynote speaker for organizations such as The Port of Houston, Metro, Texas Association of Business Brokers, and many others. John has counseled and trained thousands of business-minded people through his volunteer commitment to SCORE. He is an active spokesperson and past vice chair for the Houston Chapter. John is on the advisory board of Texas Southern University and American Intercontinental University.

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#### Small Business Administration, Deputy District Director, Mark Winchester



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Before joining SBA, Mr. Winchester worked for the University of Texas Pan American (UTPA) for nearly eight years. During that time period Mr. Winchester worked for the Women's Business Center (WBC), Small Business Development Center (SBDC), the Veteran's Business Outreach Center (VBOC) and the Rio South Texas Regional Procurement Technical Assistance Center (PTAC). Mr. Winchester is also a multiple recipient of the Lower Rio Grande Valley (LRGV) District Office Counselor of the Year Award and the SBDC State Star Award and Congressional Letters of Recognition. At UTPA, Mr. Winchester held various positions including SBDC Certified Business Advisor Level IV Counselor, Special Projects Coordinator and Assistant SBDC Director. Mr. Winchester served as VBOC Director and Director of the Rio South Texas Regional PTAC. He has also worked for several insurance companies and was exposed to complex litigation, risk management, and underwriting. Mr. Winchester has also worked for the State of Connecticut Attorney General's Office and the U.S. Navy Submarine Force. Mr. Winchester holds an AS, BBS, and MBA from the University of Connecticut.

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### ACCION Texas, Shirley Brooks, Regional Director

As Regional Director, Shirley Brooks is responsible for the management and performance of the loan program in Houston and Eastern part of the State of Texas for ACCION Texas-Louisiana. Named to this position 3 year ago, she is responsible for budget, marketing, production, delinquency, and charge offs for the Region's loan portfolio. Shirley Brooks has more than 25 years of finance, and sales experience. Prior to joining ACCION Texas-Louisiana, she served as Regional Vice President for Madison Communications. She has worked as a part of the executive sales and marketing teams for several corporations in the Houston area over the last 25 years.. Shirley Brooks attended University of Houston where she completed her studies in Business/Finance. Shirley is a member of SCORE Advisory Board as well as an active Member with her Church providing community outreach services and helping with their non-profit organization Stimuli International Center.

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### Houston Business Development, Inc., Marlon Mitchell, Executive Director



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Mitchell heads Houston Business Development Inc. (HBD), a 501(c)(3) nonprofit that combats community deterioration and stimulates economic growth in Houston. Established in 1986, HBD provides tools vital to the expansion and growth of small businesses, including access to capital and integrated support services tailored to the needs of emerging entrepreneurs. Formerly a commercial banking officer with First City National Bank, Mitchell has over 20 years of experience in commercial lending and community development financing. He has been certified as an Economic Development Finance Professional by the National Development Council and the Council for Urban Economic Development and holds a bachelor's degree in business administration. Mitchell is involved with several community and economic development organizations. He serves on the boards of the South Central YMCA, the Credit Coalition of Houston, the Texas Mezzanine Fund, the Gulf Coast Economic Development District and Empowerment Federal Credit Union, and sits on the JPMorgan Chase Community Advisory Board.

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### **Allegiance Bank, Senior Vice President, SBA Loan Manager, Gary Henderson**

Gary Henderson has been in banking in the Houston area for 27 years. He has spent the last 11 years as an SBA lending specialist. He recently was hired by Allegiance Bank Texas as a Senior Vice President and SBA Loan Manager. Gary has closed over \$88,000,000 in SBA 7a and 504 loans. He currently serves on the Board of Directors of the Houston Association of Government Guaranteed Lenders, is a member of the Houston SBA Advisory Council, the Houston SCORE Advisory Committee and serves as Chairman of the National Association of Government Guaranteed Lenders Region 6 Liaison Committee. In 2008, Gary received the SBA Financial Services Champion award for the Houston SBA District.

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### **Bruce Hurta, Business Lending Manager, Members Choice Credit Union**



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Bruce Hurta has extensive experience in Small Business Lending. He has served in a number of commercial lending and banking capacities in his career including, President of a Houston-area community bank for 6 years, managed Independence Funding Company, a non-bank start-up in 1994, where he developed his SBA lending expertise. Bruce spent 4 years in Finance as a bank examiner for the Texas Banking Department, 7 years in executive management at two community banks, and 14 years as SBA Lender. He is active in the commercial realtor and business brokerage communities, along with various business and industry.

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### **Michael Hansen, Incoming Chair, Houston Angel Network, Managing Director/Principal, Buffalo Jump Energy**

Mike has served as MD/Principal of Buffalo Jump Energy Corporation since 2008. Through Buffalo Jump, he provides capital and development support into the Renewable Power and Renewable/Alternative Fuels arenas. Mike Hansen develops, acquires and finances companies and projects. Mike has served as strategic advisor to companies from pre-incorporation to IPO and as an investment banker at Credit Swiss and a lawyer at Fulbright & Jaworski over the past fifteen years. In addition to Buffalo Jump activities, Mike has served as Chairman of Houston's Ignite Solar since 2008 and is currently president of the Houston Angel Network, a local group of accredited investors that has made over 50 investments in the last 10 years. Prior to founding Buffalo Jump in 2008, from 2005 to 2008 Mike worked in renewable energy project development with Babcock & Brown following its acquisition of Superior Renewable Energy LLC where Mike served as Executive Vice President and General Counsel of Superior. Since 2005, the group developed, acquired and financed wind power generation with aggregate value of over \$1Bn. Mike holds a JD and MBA from The University of TX and a BS in Mathematics from Georgetown.

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