

CITY OF SAN ANTONIO CONTRACTING DIVERSITY ACTION PLAN FINANCIAL INSTITUTION PILOT LOAN PROGRAM

FINANCIAL INSTITUTION - WOMEN & MINORITY-OWNED* SPECIAL PILOT LOAN PROGRAM

Pilot program to run March 1 – August 30, 2013 and re-evaluated for continuation. The purpose of this pilot program is to enable communities, government entities and creditors to identify business and community development needs and opportunities of women-owned and minority-owned small businesses. This program seeks to assist potential clients obtain a line of credit that might be used to support a letter of credit, for bonding or other purposes. Offered to women & minority-owned* contractors with previous year's gross revenues <=\$1 million who are on the City of San Antonio's (COSA) Central Vendor Registry and awarded a contract by the COSA.

Working Lines of Credit

Consideration of COSA qualified contractors for commercial working lines of credit for up to \$1,000,000 in outstanding lines of credit. Most projects need 1/3 of the total project as a revolving line of credit for the life of the project. Once approved, this amount will help leverage up to \$1.5 million at a time.

Minimum Credit Requirements:

Applicants must meet the following minimum credit requirements:

- Minimum two years of established personal credit
- Minimum personal credit score of 680. Applicants must show good payment history in mortgage and installment accounts
- No negative information within last year – including history of slow pays
- No open/unpaid collections within last 2 years
- No unpaid write offs within last 2 years
- No repossessions in past 7 years
- No history of foreclosures
- No slow pay in child support
- No bankruptcy Chapter 7 in past 10 years
- History of Bankruptcy Chapter 13 may be acceptable if discharged over 3 years ago and new credit has been re-established
- No open civil judgments are acceptable
- No open federal or state tax liens
- Applicants cannot be on any kind of debt management program
- Have auto debit from the bank depository account

Floating rate based on pricing matrix. Bank application(s) must be completed and submitted for credit approval for both Letters of Credit and/or Lines of Credit. Standard fee structures apply.

Required documents for Lines of Credit

- Copy of Awarded Contract fully executed by City of San Antonio
 - Work plan with estimated time frames
- Conditional approval letter from bonding company
- Proof of business ownership
- Proof of identification
- Personal Financial Statements:
 - Last 2 individual tax returns
- Business Financial Statements
 - Last 3 business tax returns
 - Year to date Profit and Loss and Balance Sheet (accrual basis)
 - Aging schedule of Accounts Receivable
 - Last 4 months of business bank account
- Collateral information if additional collateral is required
- Assignment of contract fully executed by City of San Antonio
- Proof of completion of bonding education program (*may be waived at the discretion of the bank based on the clients past bonding and financial experience*)

Potential candidates should contact one of the participating financial institution listed on the back of this sheet if interested in this lending program.

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PARTICIPATING FINANCIAL INSTITUTIONS

AMEGY BANK

JC Beltran

10001 Reunion Place, #300
(210) 343-4416
j.c.beltran@amegybank.com

Joe Pena

2703 SW Military Drive
(210) 220-4815
jpena@frostbank.com

BANK OF AMERICA MERRILL LYNCH

Jennifer Dooling

300 Convent Street, 6th Floor
(210) 270-5226
Jennifer.dooling@baml.com

Micah Salinas

100 West Houston Street
(210) 220-5298
Micah.Salinas@frostbank.com

THE BANK OF SAN ANTONIO

Rob Glenn

8000 IH 10 West, Suite 1100
(210) 807-5507
rob.glenn@thebankofsa.com

Rosantina Aranda

4715 Fredericksburg Road
(210) 220-6081
raranda@frostbank.com

BB&T BRANCH BANKING AND TRUST COMPANY

Ed White, Jr.

100 NE Loop 410
(210) 247-2985
ewhite@bbandt.com

JEFFERSON BANK

Carlos Pena

1777 North East Loop 410
(210) 736-7805
cpena@jeffersonbank.com

BROADWAY BANK

David Pope

1177 NE Loop 410
(210) 493-7188
dpope@broadwaybank.com

WELLS FARGO BANK

Elva Adams

40 NE Loop 410, Suite 301
(210) 856-2092
elva.adams@wellsfargo.com

CAPITAL ONE BANK

David House

18402 US Hwy 281 North
(210) 238-6297
David.House@CapitalOne.com

James E. Douglas

40 NE Loop 410, Suite 301
(210) 856-3302
james.douglas@wellsfargo.com

FROST BANK

Diane Montes

515 SW Military Drive
(210) 220-5323
Diane.Montes@frostbank.com

Sandy R. Villasenor

40 NE Loop 410, Suite 301
(210) 856-5096
sandy.villasenor@wellsfargo.com

Floyd Wilson

4202 S. New Braunfels Avenue
(210) 220-4522
fwilson@frostbank.com

**Women-owned is defined as a business where more than 50 percent of the ownership or control of which is held by 1 or more women; and more than 50 percent of the net profit or loss of which accrues to 1 or more women. Minority-owned is defined as a business where more than 50 percent of the ownership or control of which is held by 1 or more minority individuals; and more than 50 percent of the net profit or loss of which accrues to 1 or more minority individuals. Minority means Black American, Native American, Hispanic American or Asian American (as defined in section 1204(c)(3) of the Financial Institutions, Reform, Recover and Enforcement Act).*