



News Release

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Local SBA Announces 2012 Small Business Week Award Winners

SAN ANTONIO, TX –The U.S. Small Business Administration (SBA) San Antonio District Office and the South-West Texas Border Small Business Development Center Network will honor the district 2012 Small Business Week winners at a special awards ceremony to be held on May 11, 2012, from 11:30 a.m. to 1:30 p.m. at the Omni Hotel, 9821 Colonnade Boulevard, San Antonio, Texas.

Every year since 1963, the President of the United States has declared National Small Business Week to formally recognize the important role and contributions of America’s small businesses. National and local events recognize top entrepreneurs for their achievements to include those individuals and organizations who champion small business. Special recognition is also given to SBA resource partners and community organizations for their outstanding efforts in business and entrepreneurial development.

District Director Pamela Sapia is proud to announce the San Antonio District Office 2012 Small Business Week award winners:

2012 SMALL BUSINESS PERSON OF THE YEAR

Julissa Carielo, President
Tejas Premier Building Contractor, Inc.
San Antonio, TX

Julissa began her career in the construction industry about 17 years ago working for an architectural firm, a building manufacturer and eventually for a general contractor. In August of 2006, Julissa decided to start up her own full-service woman-owned building construction

company: Tejas Premier Building Contractor, Inc. began with an office size of approximately 900 square feet, just three employees and the support of several subcontractors. Tejas Premier won its first bid and has had continued success, growing to 37 full-time employees and now operates out of a 3,000 square foot office building in a HUBZone area. Tejas Premier has continued to grow steadily, even during a down economy; a multi-million dollar construction business. Tejas Premier is a full-service building contractor specializing in design-build, new construction and renovation of commercial, industrial, medical and life science facilities for public and private sector clients. Headquartered in San Antonio, TX, self-perform on the majority of the projects including, concrete, steel erection, and carpentry. Tejas Premier has provided design build construction services to Randolph Air Force Base, Lackland Air Force Base, Fort Sam Houston/Camp Bullis, and Department of Veteran Affairs: Audie Murphy Hospital and Kerrville VA. Tejas Premier is an SBA 8(a), 8(m) Women-Owned Small Business Program, HUBZone, Economic Development Women-Owned Small Business (EDWOSB), State HUD and holds various local small business certifications.

2012 WOMEN IN BUSINESS CHAMPION OF THE YEAR

Laura Waldrum, MPA
Chair-Elected Women's Chamber of Commerce
San Antonio River Authority, Community Relations Coordinator
San Antonio, TX

Laura Waldrum is the Chair-Elect of the San Antonio Women's Chamber of Commerce, which promotes women-owned businesses through education, networking opportunities and mentoring. She has served voluntarily on the Board of Directors of the Women's Chamber for over five years in numerous roles including event planning, marketing, and membership. Laura has played a vital role in strengthening business and financial opportunities for women. She has organized networking events, educational luncheons, and other events geared at bringing women together so they can learn from each other and build their businesses. She has supported the Chamber educational programs for Chamber members. She has helped the Women's Chamber develop their local media capacity to provide an online forum for women in business to connect via Facebook and Twitter. Laura has leveraged resources to help the Women's Chamber provide services that advocate for women-owned businesses. Through her work at the Women's Chamber of Commerce, she is continually referring people to the SBA, the Women's Business Center, SCORE and the UTSA-Small Business Development Center. During the day, Laura works for the San Antonio River Authority. She has overseen coordination for various community events such as the 2010 Mission Reach Grand Opening Celebration, a two-mile of the multi-million dollar Mission Reach Ecosystem Restoration and Recreation Project, officially opened to the public. She has coordinated numerous ribbon cuttings, ground breakings, press conferences, public meetings, and professional conferences.

2012 FINANCIAL SERVICES CHAMPION OF THE YEAR

**Lynn Walsdorf, Assistant Vice President
Broadway Bank
San Antonio, TX**

Lynn Walsdorf trained herself on SBA lending. Became a recognized expert in the field of SBA guaranty loans by focusing, diligently review SBA Standard Operating Procedures and taking the initiative to reach out to other SBA lending professionals for assistance. She developed a successful SBA loan portfolio at Broadway Bank, an SBA Preferred Lender since 2005. She advocates for the SBA 7(a) and 504/CDC loan programs and promote these programs to bank's clients and prospects. Lynn successfully built and oversees a \$17 million loan portfolio. These loans resulted in the creation and expansion of small businesses as well as jobs created and retained. Lynn is an advocate for small businesses and financial training and carries this out not only at her bank's institution where she works but with her partners at the SBDC Network. She encourages business owners and potential entrepreneurs to utilize the services of the SBDC to compile their business plans, projects, marketing plans and to take advantage of the business classes they offered. She takes the time to train SBDC advisors on lending and lending criteria to better assist and prepare their clients in seeking SBA and other loans. Lynn is a member of the UTSA SBDC Board of Advisors and helps set the direction for them to assist small business owners. She volunteers and serves at many events and fundraisers for organizations and as a treasurer and financial officer volunteers to assist organizations with the financial analysis of their operations to ensure they have a financial strong and fiduciary responsible organization. Lynn Walsdorf is a member of the Central Texas Association of Government Guaranteed Lenders (CTAGGL). She is very active in the community and school organizations.

2012 SMALL BUSINESS DEVELOPMENT CENTER EXCELLENCE AND INNOVATION AWARD

**Angelo State University SBDC Team
San Angelo, Texas
Director: David A. Erickson & Staff**

The Angelo State University-Small Business Development Center (ASU-SBDC) helps build small businesses by creating and implementing innovative programs, events, and publications. The ASU-SBDC team scored high in performance, achievements and role in driving our nation's economic growth. The Center advocates and collaborates with the SBA in several ways, from receiving client referrals to providing program training to new staff and updates to existing staff. They help lenders understand SBA loan programs, initiate lender training on SBA programs, and refer lenders to the SBA district office for questions. The partnership between the SBDC and SBA is critical to the success of the program and clients. The Center provides counseling and training assistance to potential entrepreneurs, new and existing business owners.

Additionally, District Director Pamela Sapia will present special award categories at the local level to recognize and honor those individuals and organizations for their outstanding services and contributions to the small business communities in our district area. Awardees are as follow:

2012 SCORE COUNSELOR OF THE YEAR CHAPTER 164

**Samuel L. Smith
San Antonio, TX**

Samuel Lynn has been a SCORE volunteer for more than 8 years. During his tenure, he has contributed to the support of SCORE clients through mentoring, serving as the Workshops Committee chairman and serving a year as our chapter chairman. Under his leadership, SCORE Chapter in San Antonio has doubled the number of clients attending the workshops and expanded the number of locations where the workshops are held thus enhancing community support. Sam is a team player who has always been willing to step forward when special projects demand SCORE participation. He is a superb mentor.

2012 SCORE COUNSELOR OF THE YEAR CHAPTER 249

**Celia Bell
Austin, TX**

Celia Bell joined the Austin SCORE Chapter in 2003 and has held several leadership positions including Chapter Secretary, Chapter Chair and is currently Assistant District Director and oversees the activities of the Corpus Christi Chapter. In addition, she is chair of the committee for the Development of Community Partners and a member of the Fundraising committee. She facilitates workshops on Social Media and Franchising. She served as the District Representative to the National organization for the development of the Mentoring Methodology Module. In addition to these activities, Celia is one of the chapter's most active mentors and is currently working with five successful and growing small businesses that she helped in their start-up phase. She mentors other clients during the week and is also an active cyber mentor.

2012 DISTRICT DIRECTOR'S ALLIANCE AWARD (Team Award)

Texas Department of Transportation
Office of Civil Rights
Business Outreach and Supportive Services Programs
Austin, TX

Texas Department of Transportation (TxDOT) is comprised of 25 district offices located across the State of Texas with 24 divisions, 6 offices, 4 regional support centers and a workforce of more than 12,000 employees. TxDOT is the lead agency in providing safe and reliable transportation solutions for the State of Texas. TxDOT, Business Outreach and Supportive Services Branch was selected for this award for their commitment to work together with SBA to increase business opportunities for small businesses in Texas. TxDOT and SBA have

coordinated numerous educational business briefings to provide essential information and resources to assist the shared clients in doing business with TxDOT and other federal, state and local public sector organizations.

2012 SMALL BUSINESS SERVICES AWARD

Tamarind Phinisee
Reporter
San Antonio Business Journal
San Antonio, TX

Tamarind Phinisee was selected for this award for the second consecutive year for her continued dedication and efforts in providing news coverage for the small business community. She is currently a reporter with the San Antonio Business Journal. During her 16-year career as a journalist, Phinisee has been recognized for a number of times for her stories and her outstanding work. She has received a number of Awards of Merit as well as an Award of Excellence from the Association for Women in Communications. Additionally, Phinisee was one of 12 selected last year by the International Center for Journalists to travel to Washington, D.C. to participate in the week-long Scripps Howard Immigration Reporting Program.

District Lender Awards:

Lender awards are presented to those lenders that have used SBA loan programs to help the maximum number of small business owners obtain the financing they need to start, build and grow their businesses in the San Antonio District office serving area.

7(a) Lender of the Year (Large Lender Award)

JP Morgan Chase N.A.
POC: Larry Conley
Station: Houston, TX.

7(a) Lender of the Year (Small Lender Award)

Broadway Bank
POC: Lynn Waldorf
San Antonio, TX

504 Certified Development Company Award (Large Lender)

Texas Certified Development Company
POC: Suzanna Caballero
Austin, TX

2012 Community/Rural Lender of the Year

PlainsCapital Bank
POC: Michael Litton
Austin, TX

The South-West Texas Border Small Business Development Center (SBDC) Network Regional Director Al Salgado will recognize a counselor from the SBDC network for their outstanding work performance and the highest score in outreaching and assisting small business owners and potential entrepreneurs.

2012 SMALL BUSINESS DEVELOPMENT CENTER STATE STAR COUNSELOR OF THE YEAR

and

2012 NATIONAL ASSOCIATION SMALL BUSINESS DEVELOPMENT CENTER STAR PERFORMER AWARD

Janie Caballero
Certified Business Advisor IV
South-West Texas Border SBDC Network
The University of Texas Pan American SBDC
Edinburg, TX

Janie Caballero earned the top honor as her work performance resulted in 460 total client jobs created; 25 client businesses started and expanded; 1,215 hours of advising effort; and 33 client capital formations totaling \$7,788,810. Janie was the SBDC lead in the creation of the Latina Hope Project providing counseling and training to low-income women starting home-based businesses. She has served as a mentor to her own SBDC team members and developed advanced training curriculum on many levels.

Please make plans to join us in honoring the 2012 San Antonio District Office Small Business Week award winners for their success and accomplishments. Contact Frances Riojas from SBDC at 210-458-2453, email: frances.riojas@utsa.edu for required registration and sponsorship opportunities.

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