

U.S. Small Business Administration



Your Small Business Resource

EL PASO DISTRICT OFFICE

RESOURCE BOOK

Also Serving: Brewster County, Culberson County, Hudspeth County, Jeff Davis County, Loving County, Pecos County, Presidio County, Reeves County, and Terrell County.

2010

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EL PASO DISTRICT OFFICE

Territory: The El Paso District Office covers the counties of Brewster, Culberson, Hudspeth, Jeff Davis, Loving, Pecos, Presidio, Reeves, and Terrell Counties.

Counties Served: 10

EL PASO DISTRICT OFFICE REGION VI

Yolanda G. Olivarez
Regional Administrator
4300 Amon Carter Blvd., Suite 108
Fort Worth, TX 76155
(817) 684-5581

DISTRICT OFFICE

Executive Direction

Phillip C. Silva
District Director
211 N. Florence Street, 2nd Floor, Suite 201
El Paso, Texas 79901
(915) 834-4620
phillip.silva@sba.gov

Administrative Division

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Acting Administrative Officer
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Lender Relations Specialist

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rita.madrid@sba.gov

**Public Information Officer
Business Development Specialist**

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915-834-4625
adrian.madrigal@sba.gov

Business Development Specialist

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Business Development Specialist

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Maria T. Ruiz
915-834-4627
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Personnel

The El Paso District Office has 8 employees, which includes the District Director that has oversight of designated office teams and of the entire office. This does not include the Procurement Center Representative housed in the District. The teams and their responsibilities are indicated below:

- The Administrative Support Team consists of one individual that provides administrative support and the position is currently held by Anna Rivera;
- The Government Contracting and Business Development Team consist of four individuals that are responsible for the procurement program led by Jose Campos and consisting of team members Suze Aguirre, Aimee Rodriguez and Terry Ruiz and Adrian Madrigal.
- The Lender Relations Team is further divided into two teams and is responsible for all finance and development programs. Rita Madrid is responsible for lender training and marketing and outreach of lending programs. Adrian Madrigal assists in the marketing of lending and government contracting programs and also is the public information officer.
- Colleen Burns, Procurement Center Representative.

SERVICE CORPS OF RETIRED EXECUTIVES

SCORE-Chapter 227

Chuck Wehmhoner, Chapter Chair

1359 Lomaland Drive

El Paso, Texas 79935

(915) 629-6711

www.elpasoscore.org

SMALL BUSINESS DEVELOPMENT CENTERS

Roque Segura, Director

El Paso Community College
Administrative Service Center
9050 Viscount Blvd., B-Building, Suite B520
El Paso, Texas 79925-6511
(915) 831-7743
www.elpasobdc.biz

David Wilson, Director

Sul Ross State University
P.O. Box C-47
Alpine, Texas 79832
(432) 837-8694
<http://www.sulross.edu/~sbd/>

WOMEN'S BUSINESS BORDER CENTER

Martha Najera, Project Manager

2401 E. Missouri Ave.

El Paso, Texas 79903

(915) 566-4066

http://www.womenbordercenter.com/index_en.html

El Paso District Office TOP Lenders

There are 16 lenders in the El Paso District (9 of these lenders have their main location out of El Paso):

**Bank of America-PLP-SBA Express, Community Express
416 N. Stanton
El Paso, Texas 79901
915-577-2407**

**Bank of the West-CLP/PLP-Community Express, SBA Express, Patriot Express
500 N. Mesa St.
El Paso, Texas 79901
915-532-1000**

**JP Morgan Chase-PLP-SBA Express, Community Express
201 E. Main St., 3rd Floor, Drawer 140
El Paso, Texas 79980
915-546-6678**

**Capital Bank
8700 Montana
El Paso, Texas 79925
915-779-8600**

**City Bank-PLP, SBA Express
7901 N. Mesa
El Paso, TX 79932
915-833-0267**

**CIT Capital-PLP
4120 Rio Brave, Suite 301
El Paso, Texas 79902
915-845-7605**

**Compass Bank-PLP
601 N. Mesa Street
El Paso, Texas 79901
915-485-9200**

**First Federal BankCLP/PLP
7015 N. Mesa Street
El Paso, Texas 79912
915-587-6599**

**First Light Federal Credit Union
 9983 Kenworthy
 El Paso, Texas 79924
 915-562-1172 X3347**

**First National Bank (Fabens)-CLP
 P.O. Box 17578
 El Paso, Texas 79917
 915-859-9191**

**First Savings Bank-Express
 909 N. Mesa
 El Paso, Texas 79902
 915-533-3111**

**Pioneer Bank-PLP-Express
 6068 Gateway East
 El Paso, Texas 79905
 915-782-2400**

**United Bank of El Paso Del Norte-Community Express, Patriot and SBA Express
 125 Mesa Hills
 El Paso, Texas 79912
 915-231-2500**

**Wells Fargo Bank-PLP-SBA Express
 6960 N. Mesa Street
 El Paso, Texas 79912
 915-521-2820**

<u>7(A) LOANS</u>		<u>Number of Loans</u>	<u>Amt.</u>
<u>1.</u>	United Bank of El Paso Del Norte	57	\$ 6,082,298
<u>2.</u>	Bank of the West	39	\$11,271,700
<u>3.</u>	GECU	14	\$ 904,500
<u>4.</u>	Wells Fargo Bank	8	\$ 2,353,000
<u>5.</u>	Borrego Springs Bank	7	\$ 225,000

<u>504 LOANS</u>		<u>Number of Loans</u>	<u>Amt.</u>
<u>1.</u>	North Texas CDC	4	\$ 2,385,000
<u>2.</u>	San Antonio CDC	4	\$ 1,836,000
<u>3.</u>	Capital CDC	3	\$ 5,105,000

EL PASO DISTRICT LENDERS LIST **RURAL LENDERS**

There are 9 Lenders in West Texas:

Trans Pecos-Alpine
108 West Ave. E
Alpine Texas 79830
432-445-4979

First National Bank in Fort Stockton
100 W. Dickson, P.O. Box 1329
Fort Stockton, Texas 79735
432-336-8541

Pecos County State Bank
P.O. Box 1527
Fort Stockton, Texas 79735
432-336-3331

Guaranty Bond Bank
#1 Spring Drive
Fort Stockton, Texas 79735
432-336-7134

Sanderson State Bank
216 W. Oak Drawer 2037
Pecos, Texas 79772
432-345-2511

Fort Davis State Bank-Ft. Davis, Alpine, Presidio
P.O. Box 1336
Fort Davis, Texas 79734
432-837-1888

West Texas National Bank-Pecos, Alpine
101 East Avenue E.,
Alpine, Texas 79831
432-837-3375

Marfa National Bank
P.O. Box S
Marfa, Texas 79845
432-729-4344

First Presidio Bank
P.O. Box 2229, N. Business 67
Presidio, Texas 79845
432-229-3724

MICROLENDER
INTERMEDIARY

ACCION-Texas
1359 Lomaland, Suite 524
El Paso, Texas 79935
Ph: (866) 312-3775
Fax: (915) 598-5307

El Paso Contact:
Senior Loan Officer-Elvira Valles
(866)312-3775 ext 1602

CERTIFIED DEVELOPMENT COMPANIES

There are (6) 504 Lenders (there are no El Paso based CDCs):

**Accion Texas
1359 Lomaland, Suite 534
El Paso, Texas 79935**

**Capital CDC
110 Wild Basin Road, Ste. 270
Austin, Texas 78746
800-504-2232**

**Enchantment Land CDC
1990 E. Lohman Drive
Las Cruces, NM 88001
505-524-6830**

**Houston-Galveston CDC
3555 Timmons Lane, Suite 120
Houston, Texas 77027
713-499-6675**

**North Texas CDC
7101 N. Mesa, #507
El Paso, Texas 79912
915-329-7261**

**South Texas Business Fund
100 W. Houston Street
San Antonio, Texas 78205-1414
210-207-3932**

COMMUNITY EXPRESS TECHNICAL ASSISTANCE PROVIDERS

**WBBC-Women's Business Border Center
El Paso Hispanic Chamber of Commerce
2401 E. Missouri Ave.
El Paso, Texas 79903**

**SCORE-Service Corps of Retired Executives
1359 Lomaland Drive
El Paso, Texas 79935
915-629-6711**

**SBDC-Small Business Development Center of the El Paso Community College
El Paso Community College
Administrative Service Center
9050 Viscount Blvd., B-Building, Suite B520
El Paso, Texas 79925-6511
915-831-7743**

Small Business Investment Company Program (SBIC)

U.S. Small Business Administration SBIC Program

<http://www.sba.gov/inv>

This website provides nationwide selections.

U.S. Export Assistance Center (USEAC)

**Export Assistance Center
2000 E. Lamar, Suite 430
Arlington, Texas 76006
Contact: Richard A. Schulze
Trade Finance Specialist
817-310-3749**

The Surety Bond Guarantee Program

**El Paso District Office
Adrian Madrigal
211 N. Florence Street, 2nd Floor, Suite 201
El Paso, Texas 79901
915-834-4625
adrian.madrigal@sba.gov**

8(a) Business Development Program

The 8(a) Business Development Division received \$58,061,299 in contracts and modifications. 8(a) firms received 198 contract awards from different Federal Agencies in Fiscal Year 2009. The total amount of support received for FY 2009 decreased 16 percent compared to \$69,128,510 in FY 2008.

8(a) Portfolio

- Total 8(a) firms as of February 10, 2010: 74 Firms
- Total 8(a) firms as of September 30, 2009: 71 Firms
- Total 8(a) firms as of September 30, 2008: 70 Firms

- No. of 8(a) firms that graduated in FY 2009: 7 Firms
- No. of 8(a) firms terminated or voluntarily withdrew in FY 2009: 4 Firms

- New firms admitted in FY 2009: 12 Firms
- New firms admitted in FY 2010: 3 Firms

- As of 02/10/2010, El Paso District Office has 59 HUBZone certified firms.

No. of Firms in the Developmental Stage:

As of **February 10, 2010:** 30 Firms

No. of Firms in the Transitional Stage:

As of **February 10, 2010:** 44 Firms

Total number of firms that received contract(s) or modification(s):

FY 2008: 49 Firms (70.0%);

FY 2009: 57 Firms (80.1%)

Joint Ventures received:

FY 2009: 2 JVA received and only 1 was approved

FY 2008: 8 JVA received and 7 were approved

Mentor Protégé Agreements received:

FY 2009: 2 MPA received and only 1 was approved

Conclusion:

The total amount of contract support received in FY 2009 in the amount \$58,061,299 is considered average for El Paso District. The total contract amount received shows a reduction of 16.0% compared to FY 2008. The number of firms receiving contracts or modifications in FY 2009 show a positive trend with an increase of 10.1% compared to FY 2008.

El Paso District office met all the required training goals in FY 2009 as follows:

	Number of Procurement Sessions	Procurement Matchmaking Attendees/Contacts or Appointments
Procurement Matchmaking Events	10	757 / 1195
Training Sessions	23	555 / 167
GC-BD 7(j) Training	2	71 / 21.3
HUBZone Program Examinations		100.0% Compliance
8(a) Annual Reviews		100.0% Compliance

Federal Procurement Opportunities

El Paso District Procurement Center Representative

Colleen Burns, SBA PCR
211 N. Florence Street, 2nd Floor, Suite 201
El Paso, Texas 79901
915-834-4630
915-834-4689 (Fax)
Colleen.burns@sba.gov

Procurement and Technical Assistance Centers (PTAC)

El Paso Contract Opportunities Center (COC)
El Paso Community College
Administrative Service Center
9050 Viscount Blvd., B-Building, Suite B545
El Paso, Texas 79925-6511
915-831-7753
915-831-7755 (Fax)
www.elpasococ.org