



Portfolio News

A quarterly update from Cambridge Capital Management Corp.™
professional manager of non-traditional financing sources

Cambridge Capital
Management Corp.

Second Quarter 2014

A quick way to your next 504 loan

For a small business, quick decisions are critical.

SBA recently began publishing the average turnaround time of all Certified Development Companies in the country. This activity began in March of 2014, and we are pleased to announce that in each of the monthly announcements received to date Indiana Statewide CDC has led Indiana and also provides faster turnaround than the average national provider.

The most recent data for the period ending May 31, 2014 shows the following

Indiana Statewide CDC	5.89 days
Regional Dev. Corp	7.00 days
National Average	8.41 days
Premier Capital	9.30 days
CDC of Fort Wayne	11.50 days
Bus Dev Corp of South Bend	13.80 days

All the figures were compiled by the SBA.

You probably already know the 504's benefits, including 90% loan to value and a fixed rate, long term loan for 40% of the project.

So, isn't faster better than slower for your SBA 504 loan? Contact Indiana Statewide CDC's team of experts and see how quickly we can work for you. Contact us at: (317) 844-9810 or email:

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Cambridge Capital Management's new website is Bigger, Better, Faster!!!

Cambridge Capital Management Corp. has replaced its website with a new one that users say is deeper, faster and better organized. And it hits the road on virtually any platform.

The website still located at www.cambridgecapitalmgmt.com organizes information on five programs administered by Cambridge Capital Management, including; Indiana Statewide Certified Development Corporation (SBA 504 loans), Lynx Capital Corporation (loans to minority-owned firms), Indiana Community Business Credit Corporation (mezzanine financing), Cambridge Ventures L.P. (growth capital) and the City of Indianapolis Section 108 fund (for loans to businesses in specific census tracts).

A more robust loan calculator for SBA 504 loans is a big feature. Cambridge Capital President Jean Wojtowicz says, "Our new loan calculator app allows site visitors to quickly determine their monthly and

yearly debt service, as well as how much money they will be responsible for providing at loan closing; and they can use it just about anywhere, on their laptop, desk top or smart phone."

The new website aims for efficiency, accuracy, complete information and portability, says Wojtowicz. "We work with borrowers and lenders who create and grow Indiana's economy, but they are starved for information and time. We are giving them the tools they need to make quick decisions that are right for the short and long term."

The website was designed by The White House Group, Inc., of Fishers, whose president, Steve Schneider, says, "The new website is much more graphically appealing to encourage longer visits and repeat visitors and it better reflects the level of professionalism and expertise delivered by the Cambridge Capital Management team."

Among other features on the new www.cambridgecapitalmgmt.com, many forms and research documents that visitors need to start their loan application process, an intuitive navigation system that allows quick access to desired content, and success stories!

Please take a look and let us know what you think.

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Electro-Spec hosts June Indiana Statewide CDC meeting

The success of Electro-Spec, Inc. in Franklin reflects courage, tenacity, good business planning and the ability to rebound after potential disaster.

Founded in 1959 by Clarence Yates and purchased by Jeff Smith from Clarence's son, David, upon his retirement in 1997, Electro-Spec built customer bases in medical, aerospace, defense and other manufacturing sectors. There is zero tolerance for error for plating devices that will be implanted in human patients and sensitive equipment is being plated for the International Space Station.

Indiana Statewide CDC board members conducted their June meeting at Electro-Spec and were led on an informative tour by Darren Habig, Electro-Spec's sales director. He showed off the modern equipment in the company's new building, a building that was partially financed by SBA 504 funding from Indiana Statewide CDC and Huntington Bank.

Habig said that the company's employees feel good about plating components for equipment that is used by customers in a tremendous variety of industries. And -- most importantly -- dramatically improves the lives of medical patients implanted with heart valves or hips plated at Electro-Spec.

Electro-Spec's most recent 504 loan was its second with Indiana Statewide CDC and Huntington Bank. Its first was back in 2004 after a fire leveled the company's original building and threatened its existence. Indiana Statewide CDC and Huntington Bank stepped in with funds for a new building. Other financing supplied equipment and working capital. Twenty-six employees retained their jobs as Electro-Spec reopened just before its business interruption insurance expired.

The new loan funds a building expansion and equipment for the company's latest expansion to service sales growth. It's quite a story. The fact that Electro-Spec now employs 85 people attests to the company's ability to build from the ground up more than once.



ISCDC Board Members L-R: Jean Wojtowicz, Sam Schlosser, Bill Denton, Tom Surgener, Amy Thurmond, Sandy McCleese, Rita Hutcheson, Gene Dawson (partially hidden), David Spade, Jaynecia Posey, Sam Eckart, Carrie Kosac, Mary Jo Kennelly



The "effective" interest rates include the monthly amortization of the notes and the monthly payment of servicing fees.

Effective Interest Rate		
2014	10-yr.	20-yr.
April	—	5.19
May	4.51	5.08
June	—	5.07

Indiana Statewide Certified Development Corporation

Permanent fixed-rate second mortgage financing for

Great Lakes Plant Services
Gary, IN

In participation with
1st Source Bank
Valparaiso, IN



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Cambridge Capital Management Corp.

Northwest Indiana is still one of the world's top steel producing regions, though the industry's efficiencies mean that more steel is produced with fewer overall employees. So, the area's giant plants are less of a presence than in past decades.

Keeping the plants efficient and in environmental compliance is the job of Great Lakes Plant Services. The company recently purchased and refurbished a building that had been dormant with SBA 504 financing from 1st Source Bank and the Indiana Statewide CDC. Great Lakes left a smaller building it had leased for several years.

President Jim McGlothen says the expansion not only puts Great Lakes in an ownership position, it provides more space for the company's workshop and equipment.

Eric Back of 1st Source Bank says, "The project met a need for Great Lakes to expand and own its own space. The Indiana Statewide CDC is great to work with, and the loan helps solidify more than 20 highly skilled jobs in the region."

Indiana Statewide Certified Development Corp.



Second Quarter 2014

Indiana Statewide Certified Development Corporation

Permanent fixed-rate second mortgage financing for

69 Petro
Indianapolis, IN

In participation with
BMO Harris Bank
Indianapolis, IN



ISCDC managed by:
Cambridge Capital Management Corp.

Truck drivers can fuel up, rest up and get a good meal for the road at 69 Petro near Noblesville.

BMO Harris Bank and Indiana Statewide CDC assisted owners Noni Dhindsa and Jaswant Singh-Banwat in building the new truck stop and gas station with a loan from the SBA 504 program.

69 Petro is almost a small city along the road: with truck mechanical services and parts, showers, WIFI and business facilities.

Noni Dhindsa says, **"We own a couple of gas stations, 69 Petro is a new building. We currently employ 9-12 people, including a couple part-time. We are thankful we were able to get the 504 loan."**

Doug Howie of BMO Harris Bank says, **"The owners of 69 Petro had a proven track record of successfully operating gas stations and convenience stores. When they approached the bank about building a new location we felt the 504 program was well suited to help with the risks associated with a start-up business. The owners identified a great location and based on their experience in the industry we believe they will be successful in the long term. The process from start to finish with the folks at Indiana Statewide was great."**

In just eight years, Doug Shoemaker worked his way up at Syracuse's The Frog Tavern on the shore of Lake Wawasee in Kosciusko County. First he did all the odd jobs of an intern, then became general manager and now he owns the tavern and restaurant, including its 70-foot dinner houseboat, the S.S. Lillypad.

The Frog Tavern opened in 1931. Shoemaker says, **"Eighty percent of our business is between Memorial Day and Labor Day. We have 45 employees in the summer and 15 the rest of the year."** Shoemaker bought The Frog with SBA 504 financing through Crossroads Bank and the Indiana Statewide CDC.

Shoemaker met the former owners, Bob and Karen Fawcett, when he lived above their other restaurant in downtown North Manchester while he was sports information director and earning his MBA at Manchester College.

Shoemaker says, **"The Indiana Statewide CDC, Crossroads Bank and SBA went above and beyond to make sure this purchase went through for me. The SBA 504 program has given me an opportunity to start a business. A person without the means and financials to do it on his own, can now pursue an opportunity to take a business that he loves and make it his own and continue to build upon its history and tradition."**

Randy Holler of Crossroads Bank says, **"Doug needed to finance 90 percent of the project, and participation from the Indiana Statewide CDC and SBA enabled the bank to fund the property."**

Indiana Statewide Certified Development Corporation

Permanent fixed-rate second mortgage financing for

The Frog Tavern
Syracuse, IN

In participation with
Crossroads Bank
Columbia City, IN



ISCDC Managed by:
Cambridge Capital Management Corp.

Indiana Statewide Certified Development Corporation

Permanent fixed-rate second mortgage financing for

Midwest Center for Sight
Carmel, IN

In participation with
Stock Yards Bank
Indianapolis, IN



ISCDC managed by:
Cambridge Capital Management Corp.

The founder of one of central Indiana's most advanced ophthalmology practices purchased the building housing his company, Midwest Center for Sight.

Dr. Michael Behforouz established the Midwest Center for Sight in Carmel several years ago and more recently expanded into Greenwood. He and two other ophthalmologists, Christopher Pesavento and Lindsey Huff, built a large practice specializing in LASIK surgery, corrective lens implants, laser eye surgery, low-vision rehabilitation and other services.

After deciding on ownership rather than continuing to lease Midwest Center for Sight's building, Dr. Behforouz obtained SBA 504 financing from Stock Yards Bank and the Indiana Statewide CDC.

Jeane Winn-Kehl of Stock Yards Bank says, **"Stock Yards Bank views the SBA 504 program as a very useful way for us to participate in a greater number of important economic development projects in our markets. Certainly, Dr. Behforouz is putting his practice on more firm footing thanks to the SBA 504 loan, and assuring his patients that Midwest Center for Sight is here to stay."**

Dr. Behforouz says, **"We appreciate the participation of Stock Yards Bank and the Indiana Statewide CDC. We obtained a 20-year-fixed-rate loan from the SBA 504 program that helps solidify our practice and plan for the future."**

Indiana Statewide Certified Development Corp.

Second Quarter 2014



A familiar name in central Indiana auto service moved into a new building in the same neighborhood as its old location north of Lafayette Square Shopping Center.

R&R Auto and Fleet Services and McKinney Transmission owner Roger Chung and his eight employees perform complete maintenance on autos and light trucks. Now they work in a modern, 12,000 square-foot facility. Chung says, **“We have 12 bays doing all kinds of commercial and retail fleet maintenance; everything except body work.”**

Old National Bank and the Indiana Statewide CDC provided SBA 504 financing.

Chung -- a 30-year auto mechanic vet -- started R&R Auto and Fleet Services in 2004. In 2009, he purchased an older company, McKinney Transmission. McKinney originated downtown in 1950 and moved to Lafayette Road in 1969.

“The SBA 504 program is working out well for me,” says Chung. **“My interest rate for repayment is lower than I could have gotten from a conventional loan.”**

Kathy Cooper of Old National Bank says, **“It has always been great working with the Indiana Statewide CDC people. They are very helpful and make the SBA 504 process go very smoothly. It has been great getting to know Mr. Chung and his business and watching it go to the next level. I believe it is a great fit for Old National.”**

Indiana Statewide Certified Development Corporation

Permanent fixed-rate second mortgage financing for

R & R Auto and Fleet Services
Indianapolis, IN

In participation with
Old National Bank
Indianapolis, IN



ISCDC managed by:
Cambridge Capital Management Corp.

Indiana Statewide Certified Development Corporation

Permanent fixed-rate second mortgage financing for

Mary Max Cinemas
Logansport, IN

In participation with
Community First Bank
Kokomo, IN



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Cambridge Capital Management Corp.

People are enjoying the movies at Mary Max Cinema 5 in Logansport.

Owner William Hawes says, **“Logansport embraced us from the start since we opened in October. Holiday attendance was great. We lost some days to the winter weather, like everyone else, but crowds are back.”**

Hawes and his company built, equipped and opened Mary Max Cinema (named for Hawes' three-year old daughter Mary Maxine) with a loan from the SBA 504 program through Community First Bank and Indiana Statewide CDC.

Bob Hickman of Community First Bank says, **“The SBA 504 program allows us to build an affordable loan structure with a fixed, long-term rate. It's a real job-creator for local lenders like Community First.”**

“The financing worked out well for us,” Hawes says. **“It helped us build exactly what we felt Logansport wanted: a movie theater that offers a viewing experience equivalent to any theater in the country.”**

Mary Max's five screens are equipped with the latest digital visual and audio projectors and comfortable stadium seating. About 35 people are employed at Mary Max in full-and-part-time jobs.

What better way to celebrate your company's 10th anniversary than buy and move into larger offices? Scott Bollenbacher thought so, and he really likes the upgrade for his CPA firm in Portland. Even if you don't believe him, ask two employees of Bollenbacher & Associates who had to work in the hallway of their old place.

“It was cramped,” says Bollenbacher of his company's former office. Then he used SBA 504 financing from First Merchants Bank and Indiana Statewide CDC to buy a former Movie Gallery building on Portland's main street and remodel it into modern CPA offices.

“The loan process was so smooth,” Bollenbacher says. **“We gutted the building and the financing allowed us to do exactly what we wanted to make this the best worksite possible.”**

Duane Sautbine of First Merchants Bank says, **“This is another example of how the SBA 504 program helps a good small business expand not only its footprint, but its services.”**

Now Bollenbacher's staff of 14, including four part-timers, all work in their offices -- none in the hall -- helping their small and medium-sized clients with tax planning and filing and payroll administration. Bollenbacher's clients are engaged in farming, agricultural production and marketing, manufacturing and non-profit services.

Indiana Statewide Certified Development Corporation

Permanent fixed-rate second mortgage & equipment financing for

Bollenbacher & Associates, LLC
Portland, IN

In participation with
First Merchants Bank
Portland, IN



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Cambridge Capital Management Corp.

Indiana Community Business Credit Corp.

Second Quarter 2014



Newbold Continues as Credit Corp. Board President

The Indiana Community Business Credit Corporation re-elected board President Mike Newbold, and other officers at its annual meeting.

Newbold is market president of The Huntington National Bank. Other officers elected are Vice President/Treasurer Kevin Smith of KeyBank, and Secretary Jean Wojtowicz of Cambridge Capital Management Corp.

Kevin Hipskind of Fifth Third Bank was elected as a new member of the Board and Richard Barbercheck of First Financial Bancorp; Steve McGlothlin of Old National Bank and Newbold were re-elected to the Board.

The Indiana Community Business Credit Corporation administers a statewide pool of loan capital for small businesses. Twenty-eight Indiana banks contribute to and have access to the pool.

Wojtowicz, executive director of the Indiana Community Business Credit Corp., says, **“We refer to our capital pool as a ‘mezzanine fund’ Our fund meets the need for growth capital that can supplement financing available from a senior lender. Our borrowers are promising firms that need more than conventional financing can provide.”**

Since 1986, the Indiana Community Business Credit Corp. has provided more than \$57 million to 124 Indiana companies in partnership with its bank partners.

Indiana Community Business Credit Corp.

Growth Capital for

Fatheadz, Inc.
Brownsburg, IN

In participation with
Lake City Bank
Indianapolis, IN



ICBCC managed by:
**Cambridge Capital
Management Corp.**

All the glasses Rico Elmore tried on were too small, so Elmore started a company, Fatheadz, to serve folks like himself whose heads are too large for conventional glasses. Fatheadz started manufacturing sunglasses, then moved into providing frames for prescription eyewear.

The Indiana Community Business Credit Corp. pool of mezzanine funding has spurred Fatheadz development with two working capital loans in partnership with Lake City Bank.

Using working capital from the Credit Corp., Fatheadz has developed more than 120 different frame designs and expanded its markets. Now, Fatheadz sells thousands of sunglasses and prescription eyewear in dozens of countries and across the US. Its largest customer stocks over 3,000 vision centers worldwide with Fatheadz designs. At the same time, Fatheadz is increasing distribution of prescription eyewear to more ophthalmologists and optometrists.

Elmore located manufacturers in China to meet Fatheadz' cost and quality expectations. But he hopes to bring manufacturing back to the U.S. in order to shorten supply lines and delivery times.

Elmore says, **“The Credit Corp. funding is giving us a lot more flexibility to get things in place and operate much more efficiently.”**

Brad Grabow of Lake City Bank says, **“We like partnering with the Credit Corp. They are able to extend credit where others are not, but they do it in a smart and savvy way. The Credit Corp. is a door-opener for our bank.”**

By giving its products names such as “Backbone Bourbon” and “Bonesnapper Rye,” the folks at Double Down Spirits are either tremendously confident or want to attract attention.

Actually, both are true. Double Down Spirits is the second venture headed by Nolan Smith to receive funding from the Indiana Community Business Credit Corporation. The first, Crossroad Vintners, is a successful wine distributor.

Smith says Double Down contracts with a bourbon distiller in Lawrenceburg to produce Backbone Bourbon. Double Down handles the bottling, marketing and distribution. Bonesnapper Rye is produced in Ohio. Soon to hit store shelves from Double Down are Bone Dry Gin and Backbone Prime Bourbon. The latter is “barrel strength bourbon,” meaning that the bottle contains whatever proof bourbon is in the barrel when aging is complete.”

“There is a massive interest in high-end spirits,” says Smith. **“The Credit Corp. is important to us and we are very appreciative of their help.”**

Mike McCulloch of Stock Yards Bank says, **“The Credit Corp. looks for unusual businesses that are founded on sound business practices and then helps those deals become reality.”**

Indiana Community Business Credit Corp.

Growth Capital for

Double Down Spirits, LLC
Indianapolis, IN

In participation with
Stock Yards Bank
Indianapolis, IN



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Management Corp.**

Check out our website at www.cambridgecapitalmgmt.com

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Lynx Capital Corporation
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Mays and Grein re-elected to lead Lynx Capital Corporation Board

William Mays of Mays Chemical and Thomas Grein of Eli Lilly & Company were re-elected as chairman and president, respectively, of the Lynx Capital Corporation board at the recent annual meeting.

Two current board members were re-elected to new three-year terms. They are David Kretschmer of WellPoint and Dobbie Smith of Perfect Impressions Printing.

Kretschmer was also re-elected as treasurer of the Lynx board and Jean Wojtowicz, president of Cambridge Capital Management Corp., was re-elected as secretary of the board.

Willie Roper retired from the board after many years of excellent service. He retired from Indianapolis Power & Light earlier this year.

Lynx Capital is a privately owned company established to link capital to minority businesses. Now in its 23rd year, Lynx has funded \$16 million to 69 companies; each is a minority-owned firm that provides livelihoods for Indiana residents.

Cambridge Capital Management Corp. has managed Lynx Capital Corporation since its founding in 1991.



Lynx borrowers Bridget Brown of New Orleans on the Avenue restaurant and Stephen Reed of Thomas & Reed CPA firm join Lynx board member Dobbie Smith at the annual Lynx reception.



Lynx Board Chairman Bill Mays talks with Anita Bradby and her husband Shawn Lee. Lynx Capital helped them open Midwest Dollar, a new neighborhood store in Indianapolis.