



Portfolio News

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

Cambridge Capital
Management Corp.

Fourth Quarter 2014

Community First Bank of Kokomo and STAR Financial Bank Win Top Awards

Community First Bank of Indiana, based in Kokomo won the 2014 Indiana Small Business Lender of the Year Award from the Indiana Statewide Certified Development Corporation.

Community First Bank won the award for generating the largest volume -- as a percentage of its bank deposits -- of U.S. Small Business Administration 504 small business expansion loans with the Indiana Statewide CDC. Community First's two loans totaled \$1.9 million for Bel Air Events, a catering and event facility in Kokomo, and Mary Max Cinemas in Logansport.

We congratulate Community First Bank's president, Robb Blume, and vice presidents Bob Hickman and Kelly Ayers on their award. We also thank them for entrusting their 504 loans to Indiana Statewide CDC.

Nineteen Indiana banks competed for the 2014 Lender of the Year Award, with Noblesville's Community Bank coming in as runner-up.

STAR Financial Bank was recognized for working with the Indiana Statewide CDC on the most loans in 2014, with six loans to business owners. Tom Wright, President Community Banking Group, of STAR Financial received the award on behalf of the bank.

An individual award went to Mark Franklin of German American Bank in Bloomington for generating two SBA 504 loans with the Indiana Statewide CDC.



Kelly Ayers accepts the Small Business Lender of the Year award on behalf of Community First Bank



Tom Wright STAR Financial accepts the award for most 504 loans by an institution



Mark Franklin German American Bank accepts the award for the most 504 loans by an individual

Effective Interest Rate

2014	10-yr.	20-yr.
October	—	4.82
November	4.56	4.88
December	—	4.78



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

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Indiana Statewide Certified Development Corp.

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Angela Grabovsky is using a second SBA 504 loan to expand her Ameriprise Financial franchise, Grabovsky & Associates, in Carmel.

Two years ago, she secured SBA 504 financing to buy part of an office condominium building to house her practice. This year, she completed the purchase of the entire building, working again with the Indiana Statewide CDC. STAR Financial Bank also partnered on the loan.

“We are very happy with the loan and the building,” Grabovsky says. “We have increased our working space and plan to continue growing. Both STAR Financial Bank and the Indiana Statewide CDC are great to work with.”

Jim Kubacki of STAR Financial Bank says, **“The 504 program is a perfect fit for Angela and her group because it allows them to secure long term financing at a great rate.”**

Grabovsky & Associates’ staff of three financial planners and three assistants offer comprehensive financial planning and asset management to individuals and small businesses in central Indiana.

Indiana Statewide Certified Development Corporation

Permanent fixed-rate second mortgage financing for
Ameriprise Financial
Indianapolis, IN

In participation with
STAR Financial Bank
Indianapolis, IN



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Indiana Statewide Certified Development Corporation

Permanent fixed-rate second mortgage financing for
Coulter & Son, Inc.
Middlebury, IN

In participation with
1st Source Bank
Elkhart, IN



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Mark Bate says **“The SBA 504 loan was a difference-maker to us.”**

He’s talking about financing through 1st Source Bank and the Indiana Statewide CDC that helped him buy a small family business in Middlebury, Indiana.

Mark now owns Coulter & Son, a 20-year-old commercial coater with 16 employees.

Bate says, **“It’s a little niche business and the owners were ready for a change. My wife and I had lived in the community and were looking for a business we could purchase and grow.”**

He purchased the company’s real estate, factory and warehouse.

Bate adds: **“I’ve had a great experience with the SBA, 1st Source Bank and Indiana Statewide CDC.”**

Jim Spitters of 1st Source says, **“The 504 loan program was a ‘win/win’ for both the client and the bank. The bank achieved a favorable loan-to-value, while providing the customer with a long-term fixed rate, extended amortization, and reduced equity requirement to conserve the borrower’s cash. We were fortunate to have the CDC and SBA program to help facilitate this new banking relationship.”**

Buying a warehouse that he described as “a wreck” might not seem the best business option, but the purchase turned out happily for Todd Riordan and his wife, Krista.

After extensive remodeling, their “wreck” is transformed into “Happy Self Storage” on the west side of Columbus. Bright orange doors are on each of 107 storage units, 64 of which are climate-controlled for storing furniture and other items that might be sensitive to weather changes.

Jackson County Bank and Indiana Statewide CDC provided SBA 504 financing for the Riordan’s project.

Todd Riordan says, **“The 504 loan was crucial. Otherwise the bank would not have approved the loan. The rate was great and locked in for an extended period of time.”**

It was the first 504 loan for Michelle Schaefer of Jackson County Bank. She says the Indiana Statewide CDC made the 504 process easy for her and the borrower.

The project is another example of a 504 loan helping borrowers active, in one profession, begin a new business opportunity. Todd Riordan is pastor of Faith Lutheran Church in Columbus and his wife, Krista, teaches middle school.

Indiana Statewide Certified Development Corporation

Permanent fixed-rate second mortgage financing for
West Columbus Storage
Columbus, IN

In participation with
Jackson County Bank
Seymour, IN



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SBA 504 financing from German American Bank and Indiana Statewide CDC helped Kent and Leigh Ann Johnson build and open their McAlister's Deli in Evansville.

McAlister's is a popular chain of nutritious deli sandwiches, soups, salads and desserts that is attracting new customers to Evansville's growing east side commercial and residential areas.

The SBA 504's low down payment and locked-in, long-term interest rate helped the owners equip and open their restaurant and provide full-and-part-time jobs for approximately 20 people. German American's John Newcomer worked with the borrowers and Indiana Statewide CDC.

Indiana Statewide Certified Development Corporation
Permanent fixed-rate second mortgage financing for

McAlister's Deli
Evansville, IN

In participation with
German American Bank
Evansville, IN



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Indiana Statewide Certified Development Corporation
Permanent fixed-rate second mortgage financing for

Hunter Transportation, Inc.
Greenfield, IN

In participation with
First Merchants Bank
Greenwood, IN



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Hunter Transportation, a six-year-old central Indiana trucking company that picks up commercial bakery waste and delivers to a recycler, moved to a new office, maintenance and operations facility on U.S. 40 west of Greenfield.

First Merchants Bank and Indiana Statewide CDC provided SBA 504 financing so owner Pamela Hunter could buy 6.5 acres and a building. In the first few weeks after the relocation, Hunter says her company purchased three trucks -- upping its total to ten -- and plan to add to its roster of 16 employees.

Hunter Transportation picks up bakery waste -- unbaked dough and baked goods overstock -- and delivers it to companies for reprocessing. Animal feed and fertilizer are among products made from bakery waste.

Hunter says, **"The SBA experience through Indiana Statewide CDC and First Merchants Bank was exceptional. This team of professionals allowed a small family business to realize a dream."**

Mike Lenahan of First Merchants says, **"Hunter Transportation fills a little-known niche and does it quite well. The SBA 504 loan program is a nice resource for the bank to help businesses like theirs who need to think outside the box in developing their financing."**

"You can look forward to a stress-free storage experience at Shamrock Storage." That's the promise from George Anthony and his son, Shannon Anthony, on the website of their newly-expanded company in Kokomo.

Shamrock Storage offers short-and-long-term storage and a choice of six different unit sizes. Well-lighted driveways and storage areas coupled with 24-hour camera coverage add to their customers' safety.

Community First Bank of Indiana and Indiana Statewide CDC combined for SBA 504 financing to assist the Anthonys for their third expansion of Shamrock Storage.

Kelly Ayers of Community First Bank says, **"The SBA 504 program allowed the Anthonys to maximize the current low rate environment. Another important factor is that the 504 process was patient; we were able to time the loan to allow for long delays in construction due to poor weather and then getting Shamrock Storage leased up to a cash-flowing capacity after the construction was finished."**

George Anthony is retired from a Kokomo company and Shannon travels the world with Breaksk8t, a roller-blading show team that has performed at every NBA arena, among other venues.

Indiana Statewide Certified Development Corporation
Permanent fixed-rate second mortgage financing for

Shamrock Storage
Kokomo, IN

In participation with
Community First Bank
Kokomo, IN



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Indiana Statewide Certified Development Corp.

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About 100 children are enjoying day care activities at a second location for A Gifted and Talented Child Development Academy.

Ashanti Ordone opened her new Academy in northeast Indianapolis in 2013, following the success of her first location a few miles away. Together, the two locations serve more than 200 children from infants to school age and their families.

Main Source Bank and Indiana Statewide CDC assisted Ordone with her second Academy by providing a loan from the SBA 504 loan program.

Mike Veno of Main Source Bank says, **“The public acceptance of Ashanti’s first Academy underlined the need for this service in her area of Indianapolis. All the good features of SBA 504 financing helped her the first time, and they all come into play again as she makes her Academy available to more people.”**

Indiana Statewide Certified Development Corporation

Permanent fixed-rate second mortgage financing for

A Gifted & Talented Child Dev. Academy
Indianapolis, IN

In participation with
MainSource Bank
Indianapolis, IN



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Indiana Statewide Certified Development Corporation

Permanent fixed-rate second mortgage & equipment financing for

Mini-Mart
Morgantown, IN

In participation with
First Merchants Bank
Greenwood, IN



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Morgantown Mini Mart and its red and white Phillips 66 sign stand at the intersection of State Road 135 and Washington Street; the main intersection in Morgantown. It’s also a key intersection for locals who commute to Indianapolis, Martinsville or Bloomington and for travelers heading south on 135 to Nashville and Brown County.

Paramjeet Guraya obtained SBA 504 financing from First Merchants Bank and Indiana Statewide CDC to assist in buying the property and building a modern, well-lighted gas station and convenience store. The Mini Mart now employs three local residents.

Jennifer Meyers of First Merchants Bank says, **“This station filled a need in Morgantown, and the SBA 504 financing was perfect for Paramjeet’s company. This station is very popular and the borrower is happy with this financing.”**

Alex Shapiro opened AMS Cars in Indianapolis 13 years ago. He and his seven employees sell and finance used cars, trucks and other vehicles.

The company grew steadily and, eventually, needed more room. So, in 2014, AMS Cars purchased a larger property on the far west side of Indianapolis with SBA 504 financing from the State Bank of Lizton and Indiana Statewide CDC.

504 loans require a lower down payment than conventional commercial financing, coupled with a low, fixed interest rate. Those features were attractive to Alex, and -- from the banker’s viewpoint -- to Emily Biehn of the State Bank of Lizton.

Biehn says, **“My goals are to have satisfied clients and strong earning assets on the books for our bank. This project and the SBA 504 loan accomplished those goals.”**

An immediate boost in sales as soon as AMS Cars opened its larger facility proves the wisdom of the company’s move.

Indiana Statewide Certified Development Corporation

Permanent fixed-rate second mortgage & equipment financing for

AMS Cars, Inc.
Indianapolis, IN

In participation with
State Bank of Lizton
Indianapolis, IN



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Credit Corp. provides growth capital to Stimulus Engineering

Founded in 2007, by Tim Wagler and Cary Bledsoe, Stimulus Engineering has experienced tremendous growth.

Stimulus Engineering's roots are firmly planted in southern Indiana soil in Loogootee on the edge of the Hoosier National Forest and near a significant client, the Naval Surface Warfare Center (NSWC) Crane.

Stimulus has a growing team of more than 100 people with diverse academic and professional expertise, boasting a combined total of nearly 1,400 years of experience for their customers.

Having established itself as the go-to provider of consulting, engineering, and technology commercialization applications for a variety of clients, Stimulus is seeking high-growth, high-potential global opportunities. At the same time, it remains focused on sustaining high-caliber levels of service to core customers.

The Indiana Community Business Credit Corp. and Springs Valley State Bank & Trust are helping Stimulus Engineering by providing a working capital loan from the Credit Corp., a member-funded pool of mezzanine capital.

"This funding will help us further accelerate company momentum, expand into software development and services, and build our presence among the defense & national security, Homeland Security, and education markets," says Wagler, Stimulus Engineering's CEO. **"It will allow Stimulus to continue to serve as a foundation for an ecosystem of success in our region, which will attract more talented workers to our great community and quality of life."**

Greg Matheis of Springs Valley Bank says, **"The Credit Corp. is a great tool for us, as a smaller community bank, to assist companies that are vital to our regional growth, such as Stimulus Engineering."**

Indiana Community Business
Credit Corp.

Stimulus Engineering Services, Inc.
Loogootee, IN

In participation with
Spring Valley Bank & Trust
French Lick, IN



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Lynx Capital Corp.

Fourth Quarter 2014



Twenty-year-old Quality Environmental Professionals, Inc. (QEPI) competes on a high level for contracts with government agencies and private companies across the U.S. At any one time, QEPI has scores of employees performing about 150 contracts for finding and removing pollution.

Recently, QEPI secured an “Indefinite Delivery/Indefinite Quantity” (IDIQ) contract with the Army Corps of Engineers Louisville District for completing architectural, engineering and environmental (A/E/E) projects within the Great Lakes and Ohio River districts. QEPI’s President Deborah Peters says, **“We are proud to be the first woman-owned business in Indiana to win an A/E/E ID/IQ contract from the Louisville Army Corp. of Engineers.”**

Lynx Capital Corporation and Greenfield Banking Company provided funding to QEPI to help it acquire and service the contract. QEPI opened an Ohio office, hiring; an engineer whose Department of Defense experience stretches back 30 years, and an environmental biologist/Army veteran with 15 years of conducting emergency response projects.

Peters says **“Lynx came through when supplement traditional bank financing wouldn’t. Working with the DOD requires us to hire high-caliber, high-tech people, and they require high-level salaries. Plus, working for the DOD we travel to work in Kentucky, Tennessee, West Virginia, Ohio and Massachusetts.”**

Lynx Capital Corp.

Provided growth capital to:

Quality Environmental Professionals, Inc
Indianapolis



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Bill Mays Tribute



Bill Mays and the owners of The Midwest Dollar Store, Anita Bradby and Shawn Lee at the Lynx Capital Corp. 2014 Annual Reception

Bill Mays was a giant in business who helped countless others succeed.

Known as Indiana’s most visible and influential African-American businessman, Bill died on this 69th birthday December 5, after a long and fruitful career as an entrepreneur, business owner, philanthropist, corporate board member and volunteer for organizations such as the United Way and Indiana Chamber of Commerce.

We remember Bill in this issue of the newsletter as a founding member of the Lynx board, on which he continued to serve until his death. His valuable insight was honed from his experience as founder and chairman of Mays Chemical Company, one of Indiana’s -- and the nation’s -- largest minority-owned businesses.

Cambridge Capital Management Corp.

4181 E. 96th St. . Ste. 200 . Indianapolis . IN . 46240

317/843-9704

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