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Hotels not so hot and the convention center feels the heat.

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Chamber: We're busier than ever

Visits by cos. interested in Austin up significantly

KATE HARRINGTON

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It would have been easy for Valence Technology Inc. to make plans for its proposed manufacturing plant in Nevada. The Austin-based company has a presence there with a laboratory, and Nevada was among several states that courted the battery maker.

But the company chose the Austin area, Valence CEO and President Robert Kanode said, partly because of the region's economic health and because it has a climate that "really would nur-

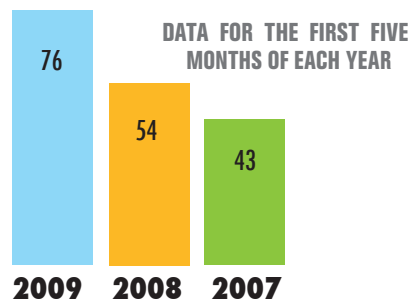
ture alternative energy solutions, not just talk about it."

Austin Chamber of Commerce officials are hoping a recent spike in inquiries and company visits prove that more businesses — across a spectrum of industries — are also seeing Austin as a desirable spot to relocate or expand.

According to the chamber's data from January 1 through May 31, the Austin region has seen 76 site visits in that time frame from companies looking to relocate. During the same period last year there were 54 site visits, and in 2007 there were 43.

In the past, chamber President Mike Rollins said site visits didn't necessarily mean a high level of interest because

PROSPECTS VISITING AUSTIN



chambers, cities and states didn't have as much material and research available online. But now if a company makes an initial site visit, it usually

SEE VISITS, P33

What now?

Austin startup to help college grads find jobs in bleak market

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In one of the toughest summers for job hunting in recent memory, college graduate Jessica Wyatt's patience is wearing thin.

Armed with a graphic design degree from St. Edward's University, Wyatt says that she's spoken to employers, sent out resumes and is volunteering at a nonprofit to bolster her portfolio.

And like many of her counterparts, Wyatt visits job sites like Jobster.com, Craig's List and industry job forums for leads. That strategy has paid off with a few interviews, but so far no job has materialized.

"There are a lot of experienced designers applying for entry-level jobs," she said. "It's been frustrating."

Wyatt and other college grads now have a new local job site alternative thanks to an Austin-based startup called TalentOnCampus.com, which is preparing to launch a Web site tailored for college students and recent college grads.

TalentOnCampus CEO Nathan Green said the startup wants to fill the gap for college students and for small to medium-sized companies that may not have the time or resources of large corporations to recruit top college grads.

Green went live June 9 with an early version of the TalentOnCampus site focusing on the Austin-San Antonio region. The aim is to take it statewide this fall and then beyond.

"Our goal is to use Texas as a springboard throughout 2010 to go nationwide, and then see how well it can pick up virally internationally," Green said.

SEE GRADS, P34

Nathan Green is TalentOnCampus' CEO.



NICK SIMONITE | ABJ

Computer shop capitalizes on down economy

Cheap space spurs expansion

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After operating one retail store for 12 years, Discount Electronics is suddenly opening two more stores in three months.

And the recession is making the process of buying and remodeling new stores easier for the owners. Discount Electronics is taking advantage of rock-bottom real estate prices and readily available general contractors — fueling rapid growth for the Austin-based retailer.

The company, which specializes in selling refurbished Dell Inc. computers from

an Anderson Lane store in North Austin, opened a store in South Austin in April. This month, it bought a Round Rock building that Discount Electronics plans to open in July, President Rick Culleton said.

The company operates a fourth location on Wall Street in Austin that processes Internet orders.

Culleton said the compa-

ny is buying the additional buildings because prices are too good to pass up. Also, the recession has thinned the line of prospective buyers.

"Because people think things are bad, they're not looking for deals," he said. "There's more [property] to choose from because people aren't paying attention."

Founded in 1997, Discount Electronics employs about 73 people, Culleton said.

In addition to cut-rate properties, the company is doing a bang-up business as consumers look to cut costs by buying refurbished PCs rather than new ones. The result is that Discount Electronics is on track to reach \$10 million in revenue this year, double what it garnered in 2007, according to the company.

About 50 percent of its business is from small and

SEE USED, P33

Discount Electronics hasn't grown in 12 years. President Rick Culleton said now is the perfect time to expand.

NICK SIMONITE | ABJ



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CAPITAL GAINS

NEWS, TALK & SPECULATION



The Austonian condo tower downtown is a few stories away from being topped off.

CLEARING THE AIR NOW THAT CONDO TOWERS HAVE FILLED IT

Developer **Terry Mitchell** has spent a lot of time recently bringing people back down to reality. Mitchell, who is marketing the new **Austonian** tower right now, always asks during speeches and roundtable discussions how many shiny new downtown condos are for sale. The guesses shock him: 4,000, 7,000 — even 20,000.

The real number, Mitchell said, is closer to 500.

“While some unease remains in the Austin real estate market, the perception is far worse than the reality, in my view,” Mitchell said. “We can put to rest any notion that the downtown condo market is overbuilt. It simply isn’t true.”

■ Colin Pope

BULA TAKES A BREATH

Veteran business consultant **Gerry Bula** is stepping down from **Bridgepoint Consulting LLC** after 10 years with the Austin firm he co-founded.

Bula is selling his stake in the company while reducing his role with Bridgepoint

for the remainder of the year as he considers subsequent ventures, he said. “After 30 years in the industry, it’s just time to take a break,” Bula said.

Bula and his firm have been involved with dozens of local start-ups, especially technology firms.

In 1999, Bula established the Austin office of Bridgepoint Consulting’s predecessor, Silicon Valley-based David Powell Inc. In 2003, he teamed up with co-founder **Bob Smith** and rebranded the firm Bridgepoint Consulting. Last year, Bridgepoint opened a new division to target mid-sized Texas companies that are struggling in the global recession with bankruptcies, restructuring, mergers and acquisitions. Smith and Principal **Bill Patterson** will assume Bula’s management duties, officials said.



Bula



Fox

■ Christopher Calnan

FOX ON THE HUNT

Restaurateur **Lisa Fox** is considering adding a neighborhood pizzeria to her eatery mix.

Fox, who owns **Asti** and **Fino**, said she is looking at restaurant space right now, but has not decided whether she will move forward with the deal.

“If it were to happen, it would be the first quarter of 2010,” Fox said.

Fox said the pizzeria would be a neighborhood eatery with a moderately priced menu. Her existing restaurants are doing well. **Fino**, a high-end modern Mediterranean restaurant and bar near North Lamar Boulevard, has added Sunday brunch. Meanwhile **Asti**, an Italian bistro located in the Hyde Park area, continues to see strong business, Fox added.

“We are doing really well considering what’s going on,” Fox said. “People might be eating a little different, but they are still going out.”

Fox has noticed some upscale diners tapering their dining habits.

“People eating at **Fino** might not have three courses, they may have two courses. Or instead of a \$50 or \$60 bottle of wine, they might buy a \$40 bottle,” she said.

■ Sandra Zaragoza

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Belt tightens at convention center

Hotel revenue down so center faces deficits

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Budgetary belts are being tightened at the Austin Convention Center Department as the recession hits local hotel occupancy.

Although no conventions have been canceled, the convention center depends on a portion of the city's hotel room tax for its revenue, and downtown occupancy rates and average room rates have declined during the economic downturn, officials said.

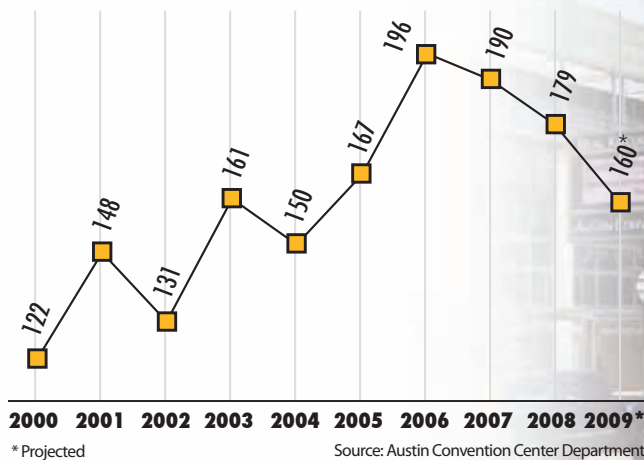
As a result, the convention center has postponed or downsized improvement projects, such as buying new furniture, and reduced overtime costs to offset the lost revenue, Convention Center Department Director Mark Tester said.

The department, which operates with a \$69.1 million budget, manages the convention center, the Palmer Events Center and three parking garages. Although the number of events at the convention center has declined for three consecutive years, Tester said the biggest recession-related factor on the department has been occupancy tax revenue.

Tester is planning on a 2 percent revenue decrease this year.

"The economy has affected us, but not through our business,"

AUSTIN CONVENTION CENTER EVENTS



he said. "Events are still spending the same money with us. Occupancy rates are comparable to last year, but the [average] room rates are down \$5."

During fiscal 2009, which ends Sept. 30, the Convention Center is scheduled to host 160 events, including 43 conventions and 14 consumer shows. By comparison, it hosted 179 events during fiscal 2008; 190 in fiscal 2007 and 196 during fiscal 2006, according to data provided by the department.

Tester said his department attaches more importance to the

economic impact of events on the city — essentially the size of events — than to the number of events it hosts. Events at the convention center last fiscal year had an estimated economic impact of more than \$240 million to the city, an increase of the previous year's \$168 million.

Harbinger of tight times

The city's hotels and the Convention Center Department have a symbiotic relationship.

The department receives 60 percent of its revenue from the hotel occupancy tax — 9 cents per every \$1 collected at city hotels. The department receives 6.5 cents of that tax, and the remain-



Tester

Lutheran Social Services' budget getting bigger

Nonprofit bucks economy in major way

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In an environment where most nonprofits are struggling, Lutheran Social Services of the South Inc. has cemented its spot as one of the largest nonprofits in Central Texas.

The nonprofit has grown its budget to more than \$85.9 million, up from \$62 million last year, by diversifying its programming and garnering a major grant to serve people affected by Hurricane Ike.

The \$24.3 million federal grant — one of three distributed nationally — will fund the LSS Hurricane Ike Relief program, allowing the nonprofit to expand its long-term case management services to more than 13,000 Hurricane Ike survivors.

"All of this really stems from a very strong strategic plan that we've put together, looking at how we best maximize services and then expand in those areas that are open to us and diversify our resources along the way," said Katherine Kerr, spokeswoman for LSS.

Right now, LSS has at least 13 job openings across Texas, including a training specialist, nurse, case worker, receptionist and cook.

Last year, LSS was the third-largest nonprofit organization in the region ranked by annual revenue, behind Seton Healthcare Network and Texas Guaranteed Student Loan Corp, according to *Austin Business Journal* research. That's a position it will likely hold onto through this year.

The nonprofit's success with attracting grant funding is perhaps more remarkable given the economic circumstances hurting many nonprofits. In the last few weeks, nonprofits such as the United Way Capital Area and Austin Museum of Art have trimmed staff in response to shrinking budgets.

The opposite is true at LSS, where all funding — which stems from individuals, grants, corporations and fundraising events — is up slightly so far this year.

Kerr said individuals donated \$916,000 so far this year, up from

SEE EVENTS, P34

Recession keeping insurance firms busy

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The recession has slowed business, but not the activity surrounding the insurance industry.

The industry has been scrambling to maintain itself amid the recession as giants such as American International Group Inc. rely on federal bailouts, consolidation activity slows and profits decline, particularly in property and casualty. Prospective customers are being more selective about premiums and carriers, lowering profit margins, industry observers said.

In addition to lower-priced plans, insurance carriers are losing business customers to bankruptcy filings. And the life insurance industry, which depends so much on investments, is in an especially vulnerable position until the economy and stock markets rebound, experts said.

The U.S. property and casualty insurance industry generated \$4.1 billion in net income during the first nine months of 2008 compared with \$49.6 billion during the same period in 2007, according to a report by Marsh Mercer and Kroll.

Agencies are offsetting the decline by freezing spending levels and nonessential travel, financial services research firm Celent reported.

Nevertheless, property and casualty insurance carriers are chugging through this recession the same as they have through others, said David VanDelinder, executive director of the Independent Insurance Agents of Texas.

"Generally, [the industry] is reasonably positive going forward," he said. "It's such a conservative industry it doesn't go up and down as much with the economy. People got to have insurance."

But they're more discerning and less trusting now. The change, prompted by the AIG (NYSE: AIG) collapse before it was taken over by the federal government, is in stark contrast to years ago when buyers always assumed that such firms were on solid financial ground, said Patrick Watkins, president of the Austin-based Watkins Insurance Group.



VanDelinder



Watkins

Potential customers are more frequently enlisting brokers and third-party rating services such as Amerivest before signing with insurance companies, he said.

"In the past, we had financial companies offering lower prices, and consumers would trade lower prices for greater risk," he said. "Now there's been a flight to quality."

Buyers are also shopping more for insurance as a way to cut costs, industry experts said.

The recession, along with its layoffs and cutbacks, is prompting consumers to look closer at their policies and premiums, said Erik Josowitz, spokesman for All Web Leads Inc., an Austin-based company that connects insurance companies with potential customers via the Internet.

During the first quarter, customer requests increased 62 percent versus the same quarter last year, he said.

Josowitz attributed the rise to the economy and cost cutting combined with the laid-off workers losing company-provided health insurance benefits. Since the average household

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SEE LSS, P6

MARK Your CALENDAR

- June 26 Fresh Starts
- July 24 Profiles in Power
- Aug. 19 Health Care Heroes
- Oct. 2 Austin-San Antonio Growth Summit
- Oct. 14 Tech Innovations
- Nov. 12 Fast 50
- Dec. 3 Williamson County Growth Summit

travel News

by Patricia Stout



Oil's Ascent To Ground Airlines Again

Just when things started looking up for the carriers, higher fuel threatens to put a lid on gains.

MATT CAVALLARO, BETTERTRADES

Don't look now, but oil is barreling toward familiar (higher) territory for the second consecutive summer. Crude prices have skyrocketed 130% since last winter, and the summer driving season isn't yet in full gear.

Airlines have cruised since the March 9 stock market low, but brewing headwinds—like oil's breakneck push higher—could force stocks to lower altitudes.

Oil has heated up to a seven-month high, and major carriers like Delta Air Lines and UAL are feeling the burn. While oil's precipitous drop from \$147 per barrel last summer did breathe new air under their wings, some carriers are still paying the price for their hedged positions.

When jet fuel prices nosedived from more than \$4.30 per gallon in July 2008 to lows around \$1.40 in March, airlines were still paying elevated prices locked in with hedged contracts. As a result, they booked huge losses, causing some resistance to continually hedging fuel costs.

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CENTRAL TEXAS BUSINESS JOURNAL



CEDAR PARK, ROUND ROCK TO TAKE CONTROL OF LCRA SEWER SYSTEM

The Lower Colorado River Authority and the cities of Cedar Park and Round Rock have signed a memorandum of understanding that should enable the sale of the Brushy Creek Regional Wastewater System to those cities this year.

The Brushy Creek system serves five wastewater providers, including Cedar Park, Round Rock and portions of Austin, the Fern Bluff Municipal Utility District and the Brushy Creek MUD.

"While the city of Cedar Park is appreciative of the LCRA for setting up this system and providing a necessary service to our residents, we believe by purchasing the system we can save our rate payers money," Cedar Park Mayor Bob Lemon said. "Ultimately, this is in the best interest of our city and our residents."

Under an agreement with customers and an alliance with the Brazos River Authority, the LCRA has developed and expanded the regional system and the Brazos River Authority has operated it since 1996. Round Rock, Cedar Park and the LCRA next need to negotiate a purchase agreement by Sept. 1, and work with the other entities served by the system.

The memorandum of understanding calls for those cities to pay all debt related to the system — about \$115 million — and costs related to the financial transaction. The cities will also pay \$2.6 million to the LCRA at the closing for project management fees.

LCRA General Manager Thomas Mason said the parties have worked together to negotiate "a fair price" for the rate payers of the Brushy Creek system and the rate payers of the LCRA's other systems.

SUN CITY ADDS AMENITIES NOW THAT IT'S TWO-THIRDS DONE

Sun City Texas is on a building spree. The senior-oriented Del Webb residential development in Georgetown, about 25 miles north of Austin, will have a groundbreaking for a 21,000-square-foot amenity complex on June 13. The development also saw a 7,300-square-foot expansion of its Village Center community center in April and has plans this fall to complete Sun City Park, which will feature a softball field, dog park and organic horticulture garden.

The new amenity center, called the

Cowan Creek Amenity Complex, has an outdoor pool, indoor lap pool, indoor walking track, amphitheater and stage. It will also have facilities for the Cowan Creek Golf Club, which opened in 2008.

"Now that the project is more than two-thirds built out, we are putting the icing on the cake by delivering the final amenity package," said Laurin Darnell, Central Texas Division president for Pulte Homes, the homebuilder of Sun City. "We believe the new amenity center will help to boost sales for the balance of the Sun City Texas community."

SITE HELPS DECIPHER SALES TAX RATES

A new Web site from the state comptroller's office helps users find out the correct sales tax rate for any Texas business address, making the complex taxing jurisdictions more transparent to business owners and shoppers alike.

In addition to the state sales tax, more than 1,400 cities, counties, transit systems and special purpose districts impose sales tax on goods and services, creating an ever-changing patchwork of overlapping taxing jurisdictions whose boundaries are unfamiliar to the average shopper.

"Two businesses located across the street from one another may charge different tax rates, leaving customers to wonder why," Texas Comptroller Susan Combs said. "By entering the business addresses in the Sales Tax Rate Locator, customers may discover that the neighboring businesses are located in different taxing jurisdictions, and they both collect the correct tax."

Businesses with multiple locations can use the Sales Tax Rate Locator <http://ecpa.cpa.state.tx.us/atj/addresslookup.jsp> to learn the correct tax rate at each location.

RESTAURANTS: BUSINESS NOT SO BAD

Fifty-seven percent of Texas restaurants responding to a recent poll said their sales in April were the same or higher than April 2008.

The monthly tracking report survey from the Texas Restaurant Association also shows that 39 percent of the state's restaurant operators expect sales to improve in the next six months, while another 54 percent expect sales to be about the same. Twenty-nine percent of those polled say overall business conditions will be better in the next six months, while about 57 percent say they'll be about the same as they are now.

The national outlook is more evenly split, with 30 percent of operators expecting sales to decline and 37 percent expecting sales to hold steady, according to the National Restaurant Association.

About half of those polled in Texas say their employee totals are about the same as they were a year ago and 71 percent expect that total will stay in place for the next six months. Also, about half of the Texas operators say they made capital expenditures in the last three months, and 64 percent say they plan to make such expenditures in the next six months.

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Multifamily added to master-planned community in Kyle

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The Plum Creek development, a massive 2,200-acre master planned community in Kyle, will soon see its first multifamily piece take shape.

American Opportunity for Housing Inc., a San Antonio-based company, has bought about 12 acres in the development and plans to build a 264-unit apartment complex under its Vantage Communities brand.

Vantage representatives and Plum Creek Development Partners declined to say how much the land cost, or the price of the project. Construction has started, and the first units will be ready by December. The project will span 233,000 square feet.

For Plum Creek's developers, the addition of a multifamily piece is an important step in filling out the project, said Peter French, Plum Creek's director of operations.

French said the overall vision for Plum Creek includes a mix of homes in varying price ranges, retail and offices close to those homes, and a community where multiple generations can live together. To that end, the developers are talking to a nursing home and hope to add a senior living element to the development soon, French said.

Of Plum Creek's 2,200 acres, about 800 are residential, 440 acres are mixed-use and about 370 are designated commercial or light industrial. Benchmark Land Development is Plum Creek's developer, while Momark Development is also part of the strategic planning.

Plum Creek's developers are just starting to add to the residential mix — except for the Vantage project, it is all single-family homes — and turn their attention to filling in the commercial and business sections. Austin Regional Clinic recently opened in the project's "uptown district." In the larger commercial section, RSI, a rugged laptops and information technology systems company, is in about 40,000 square feet.

"It used to be that you wanted [corporate] buildings to be close to where the president or CEO lived," said Brett Arabie, a partner with Oxford Commercial who is handling the leasing for Plum Creek. "Now that's changed."

For Vantage, which is owned by American Opportunity Housing, the Plum Creek project is the latest among several in the I-35 corridor between Austin and San Antonio.

INSURE: Downturn keeps industry busy

FROM PAGE 3

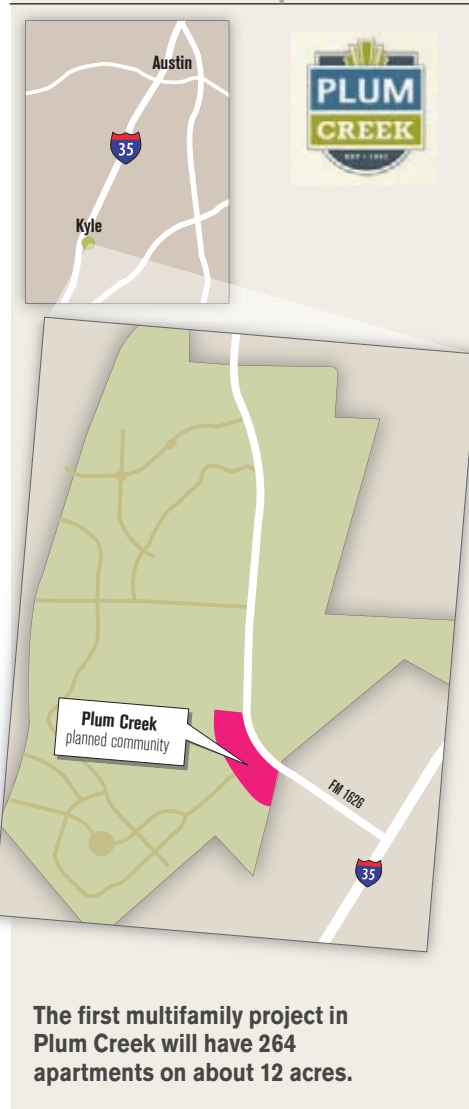
spends 8 percent of its income on insurance, he said, it becomes a legitimate place to look to cut costs.

"Across the board, there's a lot more people looking to save money on insurance."

Meanwhile, experts said the fast pace of mergers and acquisitions has slowed dramatically. Nationwide, the number of agencies has remained the same since 2006, according to a December study by the Independent Insurance Agents & Brokers of America. The change indicates a decline in acquisitions combined with an increase in the number of startup agencies, officials said.

Still, experts expect M&A activity to re-

APARTMENT PROJECT



sumption when the economy rebounds from the global recession. John Condit, a development consultant for Vantage, said Vantage has picked towns between San Antonio and Austin to locate apartments, where working families often want to live because of strong school systems but can't afford the single-family home prices. Plum Creek stood out as a good location because of a confluence of factors, he said.

"We looked for a couple things with that Vantage product," Condit said. "Places people want to live, jobs, great schools and ease of transportation, and that [Plum Creek] fit all the molds, especially with a new Seton hospital opening up there. Plus, with all the amenities there, it's a first-class area."

Watkins Insurance is mirroring the national stalled consolidation trend during the recession. Having bought 14 other firms during the last 10 years, the agency hasn't made an acquisition since 2006, Watkins said.

Watkins, with 102 employees, is one of the largest independent insurance companies in the region. Local competitors include Frost Bank, Texas Associates Insurers and Capital City Insurance Agency Inc., VanDelinder said.

The number of firms in Texas has declined from 3,000 to 1,800 during the last 15 years, VanDelinder said, because insurance firms want to deal with fewer agents.

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Company puts business model on the road

TAMARIND PHINISEE
SAN ANTONIO BUSINESS JOURNAL

A San Antonio company has developed a luxury conversion van called the Texas Land Jet designed to offer executives an on-the-road office with the amenities of a business-class jet.

Starting with the Mercedes-Benz Sprinter Van, KMG Conversions adds standard features such as pull-out tables, drawer storage, captain's chairs, a beverage center and more, depending on the design type. KMG Conversions offers three versions: the executive, the touring and the limo.

Optional features include flat-screen TVs, a GPS navigational system, mobile satellite TV and WiFi capability.

Paul Krause, managing partner for KMG, said the vehicle is similar to land jets that cost \$250,000 to \$400,000 and are available along the East and West coasts to wealthy individuals and those in the entertainment industry. KMG's intent is to make a more affordable vehicle for the corporate world that uses some of the latest technology.

"The whole idea was to provide an office-like environment with the class and luxury of business jets. This gives them an opportunity to get work done while going from point A to point B," said Krause, who has two business partners, Ken McConnell and Phillip Gillespie.

Prices range from the mid-\$80,000s for the limo to \$125,000 for the executive model.

Susan Gurley, executive director of the Association of Corporate Travel Executives, said 71 percent of business travel managers for corporations with annual



TORENCE WHITE | SABJ

Paul Krause, managing partner of KMG Conversions, displays the company's Land Jet designed for corporate ground transportation.

travel volumes of \$50 million to \$100 million will spend less on business travel in 2009 than they did in 2008.

One common cutback reported is switching from limousines to simple black cars for chauffeured surface transportation, Gurley said. In a recent survey 60 percent of association member companies said they plan to avoid making travel arrangements that could be "regarded as excessive by the media, particularly when so many companies are facing layoffs and cutbacks."

The conversion work by KMG takes

about two months per vehicle. The company, whose workshop is in New Braunfels, is able to convert two at a time.

Customers can also bring their own vehicles to KMG for conversions.

Krause said the company plans to serve the entire Texas market, focusing on San Antonio, Dallas, Houston and Austin. Krause and his partners believe Texas' vastness makes it a good market for the Land Jet.

KMG also plans to do conversions for foreign business professionals, particularly in Mexico.

LSS: Nonprofit grows, diversifies

FROM PAGE 3

\$673,000 last year, but some donors are postponing giving or stretching out payments.

About 60 percent of LSS' budget is spent on adoption and foster care services, about 30 percent goes to services for older adults and about 10 to 15 percent supports its disaster response services.

LSS is the largest provider of children's home services — foster care and residential treatment combined — in Texas. It may expand its adoption services through the merger of existing agencies, LSS Chief Operating Officer Betsy Guthrie said.

Senior services is another high-demand area for the nonprofit. It recently opened a continuum care community in Houston, which offers independent living, assisted living and skilled nursing. It also plans on growing its geriatric services program, which enables the elderly to receive care at home.

For now, the nonprofit's fastest-growing program is its Hurricane Ike Relief program. It's hired about 24 staffers and 10 subcontractors to execute the effort.

Susan McDowell, executive director of nonprofit LifeWorks, said that a large, short-term grant can be challenging for nonprofits.

"You have to ramp up very quickly and be able to produce expected outcomes in an aggressive time line," McDowell said. "It could be very frustrating and cripple [a smaller] organization. But LSS is well set up to handle something like that."

Despite its recent success with a federal grant, LSS probably won't go after federal stimulus funding, Guthrie said, because the nonprofit wants long-term funding.

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Business community warily awaits health care reform

KENT HOOVER

ACBJ WASHINGTON BUREAU

June will be a critical month for health care reform as two Senate committees begin writing legislation that aims to extend insurance coverage to every American.

President Barack Obama has mobilized the grassroots supporters that helped elect him to lobby for his vision of health care reform, which includes offering Americans a government-run health plan as an alternative to private insurance. A coalition of labor unions and progressive organizations plans to spend \$82 million on organizing efforts, advertising, research and lobbying to support the Obama plan.

Business groups, meanwhile, mostly are working behind the scenes to shape the legislation. While they have serious concerns about some of the proposals — including the public plan option and a mandate for employers to provide insurance — few are trying to block health care reform at this point. The cost of health insurance has become so burdensome that something needs to be done, they agree.

“Nobody supports the status quo,” said James Gelfand, the U.S. Chamber of Commerce’s senior manager of health policy. “We absolutely have to have reform.”

For most business groups, that means reining in health care costs and reforming insurance markets so that employers have more choices in the types of plans available. To achieve those goals, however, businesses may have to swallow some bitter medicine.

Employer mandate top concern

An employer mandate tops the list of concerns for many business groups, just as it did when Bill Clinton pushed his health care reform plan when he was president in the 1990s.

The Senate bill may include a provision that would require employers to either provide health insurance to their employees or pay a fee to the federal government. Some small business owners don’t have a problem with that, including members of the Main Street Alliance, which is part of the coalition lobbying for the Obama plan.

“The way our system works now, where responsible employers offer coverage and others don’t, leaves us in a situation with an unlevel playing field,” 11 alliance members said in a statement submitted to the Senate Finance Committee. “If we’re contributing but other employers aren’t, that gives them a financial advantage over us. We need to level the playing field through a system where everyone pitches in a reasonable amount.”

Most business lobbyists, however, contend that employers who can afford to provide health insurance do so already, because it helps them attract and keep good employees. Businesses that don’t provide health insurance tend to be “marginally profitable,” said Denny Dennis, senior research fellow at the NFIB Research Foundation. Imposing a “play or pay” insurance requirement on these businesses would cost the economy more than 1.6 million jobs, according to a National Federation of Independent Business study.

Tax credits could offset some of the costs for providing this coverage, but Gelfand said the credits under discussion are “extremely limited.”

HEALTH CARE ISSUES FOR BUSINESS

MANDATES: A bill may require all employers to offer health insurance or make payments to the government, with a possible exception for very small businesses; individuals may be required to purchase it.

PUBLIC PLAN: A bill likely will create insurance exchanges, where businesses and individuals could choose from a variety of plans. A government-provided plan could be one of the options. Some business groups fear this would undercut private insurers.

TAX INCREASES: Various options are on the table to pay for expanded coverage, including higher taxes for wealthy Americans, taxing employer-provided coverage or raising taxes on “unhealthy” products ranging from alcohol to soft drinks.

TAX CREDITS: A bill may provide small businesses with a tax credit to cover some of the costs of providing insurance.

Congress also could exempt some small businesses, such as firms with less than \$500,000 in annual payroll, from the employer mandate. Many business groups, however, see this proposal as an attempt to split the business community rather than as meaningful relief.

“We oppose small business carve-outs because they make it easier for Congress to apply mandates against larger employers,” said Neil Trautwein, vice president and employee benefits policy counsel for the National Retail Federation. “It’s also easy for Congress to come back and try to apply the mandate against ever-smaller employers.”

“No matter how good the surrounding health care reform, a bill containing an employer mandate would be too high a price to pay for reform,” Trautwein said.

Public plan or market reforms?

Most small business groups also are wary of proposals to create a government-run insurance plan, like Medicare, that would be available as an option for small businesses and individuals.

The Main Street Alliance contends a public plan is needed to provide competition to private insurers and reduce the cost of health insurance.

Richard Kirsch, national campaign manager for Health Care for America Now, has been organizing Main Street Alliance chapters across the country. He said many small business owners “believe that we do need a government solution” as an alternative to private insurers. These owners “reject the right-wing ideology” of Washington’s traditional small business organizations, he said.

NFIB spokeswoman Stephanie Cathcart said her organization’s members, however, “are wary of government-run health care.” They fear a government-run plan would drive private insurers out of the market.

Gelfand said a government plan wouldn’t be needed if insurance market reforms, such as prohibiting insurers from denying coverage for pre-existing conditions, were enacted. He hopes the larger goal of health care reform — lowering costs so more people can afford coverage — doesn’t get lost in battles over public plans and employer mandates.

“If this thing gets derailed, it’s going to be bad for everybody,” he said.



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Valence adding to its collaborations

Valence Technology Inc. has signed memorandums of understanding with two companies recently that should boost the use of its batteries.

Valence www.valence.com will collaborate with Siemens Drive Technologies Division to develop modular and scalable battery systems compatible with Siemens' ELFA Hybrid drive marine propulsion system.

The ELFA Hybrid drive range is being used in buses, cranes and boats with more than 8 million hours recorded.



Kanode

"Siemens is a world-class brand," said Robert Kanode, CEO and president of Valence, "and this agreement is a testament to Valence's capabilities."

Kanode noted that Valence's (NASDAQ: VLNC) products have been used with Siemens hybrid drive trains for more than three years in buses by Wrightbus, which has hybrid double-deck buses operating in London.

Meanwhile, Valence will work with S&C Electric Co. to develop and evaluate products for stationary grid-connected electrical storage systems.

"Renewable energy sources like wind and solar introduce ongoing and unpredictable power variations," said Jim Sember, vice president of S&C's power quality products division. "The incredibly fast response of advanced battery storage systems allow for compensation of these fluctuations."



Coffee franchise includes local bakeries



FOOD AND BEVERAGE

Lone Star Bean — which plans to open a franchise of The Coffee Bean & Tea Leaf this month at 221 S. Lamar Blvd. — is partnering with several Austin bakeries to provide daily fresh-baked breads, pastries and assorted dessert items.

Local bakers whose products will be served at The Coffee Bean & Tea Leaf include Mary Louise Butters Brownies, Austinuts, Bakerman's Bakery, Alexandra's Cookie Dreams and Round Rock Donuts.

"We feel it is extremely important to offer a wide array of food items," said Bill Duffy of Lone Star Bean www.coffeebeanaustin.com. "There are so many tremendous bakers in Central Texas, and we are privileged to establish partnerships with these outstanding local businesses."

Lone Star Bean has plans for a second The Coffee Bean & Tea Leaf at 38th Street and Lamar Boulevard.

BUSINESS SOFTWARE

Planview Inc. has signed an original

THE DEAL REPORT

BY THE ABJ STAFF

equipment manufacturer agreement with Siemens PLM Software.

Under the agreement, Austin-based Planview Enterprise portfolio management software will be integrated into Siemens PLM Software's Teamcenter software for product lifecycle management.

"This integration will help customers get new, unparalleled insight into every stage of the product lifecycle, make better decisions, and ensure that they are investing in the right products," said Gregory Gilmore, president and chief operating officer of Planview www.planview.com.

INFORMATION SECURITY

The Center for Information Assurance and Security at the University of Texas has partnered with Raytheon Co. on research for new cybersecurity solutions.

President Barack Obama has made protecting the country's digital infrastructure a top priority for his administration.

"Protecting our nation's computing systems that control critical cyber infrastructure is crucial," said Fred Chang, lead investigator and director of the Center for Information Assurance and Security www.cias.utexas.edu. "The partnership with Raytheon is designed to allow us to grow and expand to address the rapidly changing problems in cybersecurity with a great deal of agility and flexibility."

Raytheon will provide funding over the next 10 years for the center's faculty working on computer security and information assurance projects.

CONSTRUCTION

Broaddus & Associates has been chosen by Travis County commissioners to prepare a strategic needs analysis and facilities master plan of its downtown campus.

Austin-based Broaddus' campus and urban planning division will work with courts planning consultant Ricci Greene Associates of New York and nine other local and statewide technical consultants, including Dallas-based Wiginton Hooker Jeffrey.

Travis County's downtown campus is a 12-square-block area, with 16 judicial and 17 general governmental departments operating there.

Meanwhile, Broaddus + Muñoz LLC, a firm composed of Broaddus & Associates www.broaddusassociates.com and Kell Muñoz Architects of San Antonio, has been chosen by University Health System as project manager for its \$770 million University Hospital expansion and renovation.

The project will expand the campus in South Texas Medical Center, San Antonio, to 2 million square feet and 713 beds. A new trauma tower with an expanded emergency center and surgical capacity will be built beneath new inpatient rooms.

The Deal Report is a weekly feature in the Austin Business Journal that highlights Central Texas businesses. If you have a deal you'd like to include in The Deal Report, send information to austin@bizjournals.com.

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PEOPLE

Tiffany Taylor

Co-founder
Tiff's Treats

Michael Dell and Tiffany Taylor have a lot in common. Both were fiddling around with chips as University of Texas students, only Taylor's were chocolate and installed in cookie batter. Still, like Austin's most famous entrepreneur, Taylor started school with the expectation of graduating and not much else. But along the way she stumbled upon her own business, which in the past eight years has evolved into a local cookie empire of sorts with stores in Austin and Dallas. It's renowned throughout workplaces for delivering warm cookies.

It was the spring of 2001, and Taylor was only a couple of months from graduating. She began her college life focused on living out her childhood dream: to become an actress. She didn't spend long as a theater major. As she puts it, it was a childish I-don't-know-what-I'm-doing kind of thing. She transferred halfway through to get an advertising degree, but again, as she recalls, it was just another random pick. Luckily, Taylor and her schoolmate, Leon Chen, had already stumbled upon the recipe to their post-college success in Taylor's apartment. To be accurate, the recipe was concocted by Taylor's mother. But Chen and Taylor used it to make batches of cookies for other hungry college kids, reaped a modest financial reward and Tiff's Treats was born.

And the venture produced an unexpected strategic alliance between Tiff's Treats' co-founders. Later this year, Taylor, 29, and Chen are to be married.



NICK SIMONITE

What was your first job?

Actually, I've never had a "real" job where I worked for someone else.

You've been doing this a long time. Do you still enjoy the smell of cookies baking?

Yes, but when I go into a store I don't even notice it. Totally immune. But if I'm at someone's home and there are cookies baking, it still smells good.

Which is your favorite cookie?

Oatmeal chocolate chip.

What's the most influential book you've read?

"Pour Your Heart Into It: How Starbucks Built a Company One Cup at a Time" and "Tipping Point."

How many cookies does Tiff's Treats make a day?

Good question. I'm not sure. But I do know that last year's Valentine's Day we made enough cookies to

stack them as high as two Frost Bank Towers [33 stories]. This past Valentine's Day we made even more.

Have Twitter and Facebook served Tiff's Treats well?

They have; actually, really well. We've been able to do some good contests and interact with so many people — helps customers get emotionally tied to your brand.

Personally, do you use Twitter and Facebook a lot?

I don't do it, personally.

What kind of a boss are you?

I think people would say I'm straight forward. Leon is the buddy-buddy boss. I'm more reserved.

Do you think being a young entrepreneur has been helpful or a hindrance?

I think it helps a lot. You need a lot of energy to start a business. Plus, I never had a regular career, so I didn't miss anything or know any better.

What sites do you have bookmarked on your computer?

Boring stuff, like a link to the health department — things I need for business but would have a hard time finding on my own.

What's the coolest thing

about running your own business?

To be able to create your own living rather than just get a paycheck. You make your own money. And after you get things started you have more freedom, but in the beginning I had my fair share of 100-hour work weeks.

What's the toughest thing about running your own company?

The red tape and the amount of time you can put into your business, because in the beginning you can't hire others to do it for you. You must do everything yourself.

What's something many people don't know about you?

I'm shy. Those who know me would never assume that because I'm so loud.

Are you more of an advice giver or an advice seeker?

I don't give out unsolicited advice. I'm mainly a listener, so consider me an advice seeker.

Does a business like yours feel the recession?

Orders are down from corporate clients, but overall things are pretty good.

■ Interview by Colin Pope

WHAT OTHERS SAY

What about Tiffany do you admire most?

Tiff is highly intelligent and capable and has many admirable traits, but I would say the one I admire most is her humbleness. She is quick to give others credit and downplay all that she does to make the company successful.

Jack Fennell
Founder
Boomerang's Pies



She has been able to manage the role of visionary entrepreneur for her company without her role in operational management suffering. She has a unique ability to keep her eye clearly on the big picture, her goal for her business, without losing focus of the smallest details that have made Tiff's Treats the success it is.

Mike Joyce
Principal
Harrison Pearson Associates Inc.



A LIST

Do you want to contribute a business-related photo to A List? Here's how ... Each photo can show as many as four people. The contributor must supply the name, title and company/organization of each person in every photo. We reserve the right to accept or reject any photo. Photos can be sent by email to austin@bizjournals.com. Photos become property of the Austin Business Journal and may be published online.

DELOITTE IMPACT DAY



More than 175 Deloitte employees pitched in recently to help the Capital Area Food Bank. Pictured are Ahmed Faraz (left) and Mike Bourgeois.

FEELING BIGGER THAN LIFE



Ernst & Young Entrepreneur of the Year Craig Malloy, co-founder and CEO of LifeSize Communications, and Marketing Director Stacy Saxon were all smiles at the Entrepreneur of the Year after-party hosted by Andrews Kurth LLP.

FORE!



Retired UT women's basketball coach Jody Conratt showed up to support the 10th Annual CASA Kids Golf Classic Charity Tournament, which raised over \$125,000 for the nonprofit.

From left: Buddy Francese of Mutual Trust, Ben Kogut of Grubb & Ellis and Eric Layne of LH Layne Co. walked away winners at a recent CCIM awards lunch.



TIME FOR TEXCHANGE

At a recent TeXchange event are Kim Shrum, client development executive at DLA Piper; Eric Ries, co-founder of IMVU; and Adil Dalal, founder and CEO of Pinnacle Process Solutions.

MARK Your CALENDAR

- June 26 Fresh Starts
- July 24 Profiles in Power
- Aug. 19 Health Care Heroes
- Oct. 2 Austin-San Antonio Growth Summit

- Oct. 14 Tech Innovations
- Nov. 12 Fast 50
- Dec. 3 Williamson County Growth Summit

ACCOUNTING



McIntosh



Dowling

Gary McIntosh has joined Weaver and Tidwell LLP as Austin executive partner. McIntosh was previously partner with Brown, Graham & Co. PC. Timothy Dowling has joined Weaver and Tidwell as senior manager. Dowling was previously tax manager with BDO Seidman.

ADVERTISING AND PUBLIC RELATIONS

Christian Scarborough has joined Dresner Corporate Services Inc. as vice president in its Austin office. Scarborough was previously president of Inventive Public Relations and Strategic Marketing.



Scarborough

ARCHITECTURE AND ENGINEERING

Joel Wood has joined Lone Star Land

Design as lead project designer. Wood was previously landscape designer with Kevin Wood Landscapes.

ASSOCIATIONS AND NONPROFITS

Richard Halpin will transition from CEO to chief visionary officer at American YouthWorks. Halpin is founder of the non-profit. Melinda Wheatley has been named acting CEO at American YouthWorks. Wheatley is the nonprofit's chief operating officer. Jenny Emmons has been named acting superintendent of American YouthWorks' charter public high school. Emmons has worked as a social worker and educator at the nonprofit.



Halpin

Emily Eckelkamp has joined Capital Area Food Bank as nutrition educator. Eckelkamp was previously a student at the University of Texas at Austin.



Eckelkamp

AVIONICS

Dean Rudolph has been named vice president of operations at L2 Consulting Services Inc. Rudolph was previously a principal at Viameetric and founder of The Rudolph Group.

BANKING AND FINANCE

Lee Harrell has joined Eltekon Financial LLC as a financial adviser. Harrell was previously a financial adviser with Merrill Lynch.



Harrell

CONSTRUCTION

Matt Nigh has transferred from the St. Louis division of Walton Construction Co. as project engineer.



Nigh

R. Bruce Lowe has joined Structura Inc. as chief operations manager. Lowe was previously chief operations officer with Scott Thomas Construction.



Lowe

CONSULTING AND MARKETING

Jessica Sanchez has been promoted from account manager to senior account manager at Apogee Search.

ENERGY

Rebecca Hind Gough has joined Nuclear Energy for Texans as executive director. Hind Gough was previously an account executive with Elizabeth Christian & Associates Public Relations.



Hind-Gough



Tilton "T.L." Walker

President, New Braunfels Banking Center Sage Capital Bank N.A.

Experience: Walker has been in banking for 40 years. In 1975, he chartered the New Braunfels National Bank. During 29 years there, which included changes in the bank's ownership, he worked as regional director of banking operations in the Austin-San Antonio corridor, senior vice president of commercial lending and president. He also worked with State Bank of New Braunfels.

Education: Commercial banking degree, American Institute of Banking, 1968; graduate degree, SW Graduate School of Banking at Southern Methodist University, 1972

Tray Rankin, President of American National Bank, says: "T.L. brings impressive banking and community leadership background ties to Sage Capital."

INSURANCE

Robert Nielsen has joined Resource Financial Group as managing director of sales and business development.



Nielsen

Longhorn Village as administrator of health services. Erickson was previously an administrator for The Summit at Westlake Hills. Tammy Fraser has joined Longhorn Village as human resources director. Fraser was previously with The Summit at Westlake Hills. Sam Melhem has joined Longhorn Village as director of dining services. Melhem was previously director of dining services at Pacific Regent La Jolla in San Diego. Robert Sullivant has joined Longhorn Village as controller. Sullivant was previously practicing independently as a certified public accountant. Maria Sullivan has joined Longhorn Village as administrative assistant. Sullivan was previously office manager for St. Mary's Catholic School.

been promoted to assistant general manager of the Austin Turfcats.

TECHNOLOGY

Chris Griffin has been named executive vice president of wholesale and business development at StarView. Griffin was previously region vice president for Qwest Communications.

Paula Taylor has been promoted from director of human resources to vice president of human resources at Emergent Technologies Inc.



Taylor

RETIREMENT COMMUNITY LIVING

Bob Rees has joined Longhorn Village as executive director. Rees was previously with Marriott Senior Living Services. Jennifer Slayton has joined Longhorn Village as sales director. Slayton was previously sales and marketing director at The Summit at Lakeway. Samuel Cortez has joined Longhorn Village as director of facilities. Cortez was previously with the Brookdale senior living community in San Antonio. Joan Erickson has joined

SPORTS

Jenna Weynand has been promoted to director of media relations for the Austin Turfcats. Joe Martinez has

PEOPLE

News about people moving in and moving up at local companies, a guide to the area's decision makers. The Austin Business Journal publishes news about promotions and hirings each week. Listings in On the Move are free. To submit, visit http://www.bizjournals.com/austin/bol_survey/ and click on "On The Move." We can use a photo, preferably color (please send via email to progers@bizjournals.com.) Please include the person's last name and new company in the email. The larger the file, the better. Photos must be attached as .jpg or .tif files; please do not paste photos into email text.



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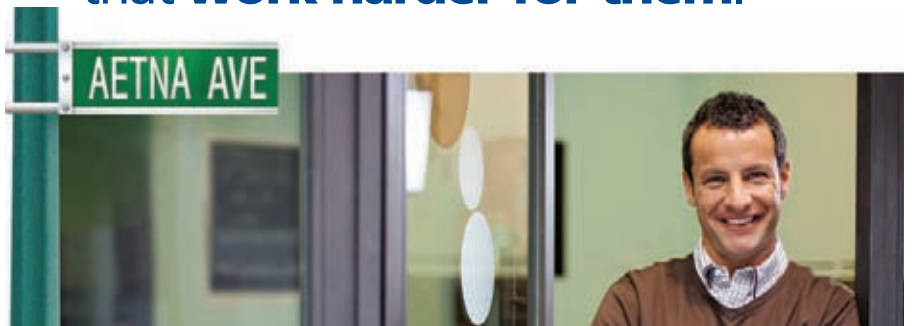
- American Red Cross of Central Texas
- Austin Children's Shelter
- Breast Cancer Resource Centers of Texas
- Caring for Children Foundation
- Dress for Success of Austin
- Heart House
- Hoop Zone
- KIPP Austin
- Lance Armstrong Foundation
- Make-A-Wish Foundation® of Central & South Texas
- Marathon Kids
- Marywood
- PetsAmerica
- Starlight Children's Foundation
- Shoes for Austin
- Texas Civil Rights Project
- Texas Network of Youth Services
- VSA arts of Texas
- Wonders and Worries

- Providing relief to victims of disaster
- Giving hope for the future to abandoned, abused, and neglected children
- Enabling women to be knowledgeable participants in their own health care
- Providing free or low-cost immunizations to medically uninsured or underserved Texas children
- Promoting the economic independence of disadvantaged women
- Providing a safe haven and academic support to low-income children
- Enriching young men and women with good life values
- Empowering underserved students
- Inspiring and empowering people affected by cancer
- Granting wishes of children with life-threatening medical conditions
- Working to save lives by preventing drunk driving
- Providing fitness and nutrition vehicles for children and families
- Providing programs for adoption, post-adoption, foster care, and new and expectant mothers
- Saving the lives of pets and people who love them
- Motivating disadvantaged children to achieve
- Improving the quality of life for children with chronic and life-threatening medical conditions
- Promoting racial, social, and economic justice
- Delivering professional development to youth service agencies
- Delivering accessible arts programs and services to those with disabilities
- Helping children cope when a parent or other loved one has a chronic or life-threatening illness like cancer



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With Aetna Avenue, your employees can enjoy more wellness benefits that help keep them healthy, and you'll benefit from our 150 years of experience.

Learn more about what Aetna Avenue can do for your business. Call 1-866-899-4379, opt. 2, opt. 5.



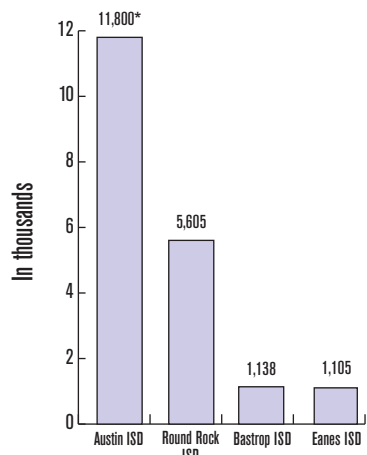
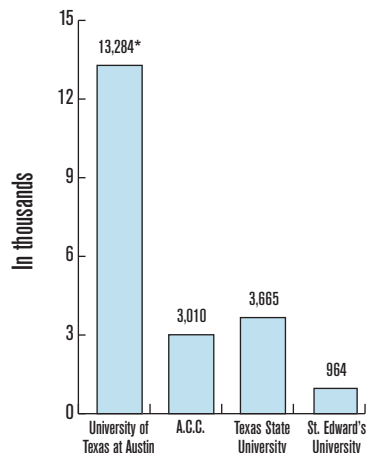
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CORPORATE EMPLOYERS

Ranked by number of Austin-area employees

A DIFFERENT VIEW

Education Employment Estimates As of June 2009



Source: ABJ surveys & local ISDs
*Most recent data available from ABJ survey, Fall 2008.

LIST NOTES

Ties listed alphabetically.
DND = Did not disclose

Entities, such as Austin ISD, universities and state of Texas government, are not included on this list.

Target has 16 stores in the Austin area but did not respond to requests for information. The SuperTarget stores employ an average of 175-200 people.

Sources: ABJ surveys, phone interviews and company Web sites. Only companies that responded to requests for information are included.

Research by Patricia Rogers.

Rank	Name Address Phone Fax	Local: Employees Locations	Co.-wide: Revenue/ Locations	General business description	Headquarters Year est. locally Public or private	Top local executive Web site
1	Dell Inc. One Dell Way 78682 338-4400 728-3653	~16,000 2	76,500 \$61.13B 55	Direct and retail sales of computer systems, servers, notebooks and related products and services	Round Rock 1984	Michael Dell, chairman www.dell.com
2	HEB Grocery Co. 6929 Airport Blvd., Ste. 176 78752 421-1000 421-1005	10,904 29	70,000 DND 300+	Retail grocery store chain	San Antonio 1938	Jeff Thomas, VP and GM www.heb.com
3	Seton Family of Hospitals 1345 Philomena St., Ste. 300 78723 324-1000 380-7569	9,793 24	9,793 \$1.25B 24	Full service acute care hospital providing a full range of healthcare services	St. Louis, Mo. 1902	Charles Barnett, president and CEO www.seton.net
4	Wal-Mart 702 SW Eighth St., Bentonville, Ark. 72716 (800)331-0085 (479)204-8191	6,900 19	2.1M global \$4B 7,928	Retail stores and wholesale membership clubs	Bentonville, Ark. 1979	Ron Acosta, regional VP www.walmartstores.com
5	IBM Corp. 11500 Burnet Road 78758 823-0000 823-8587	6,200 2	386,000 \$58.89B 170	Business infrastructure, services, consulting, hardware, software, microelectronics and research	Armonk, N.Y. 1967	Anthony Befi, senior location and site executive www.ibm.com
6	St. David's HealthCare 98 San Jacinto Blvd., Ste. 1800 78701 708-9700 482-4126	6,043 23	6,043 \$3.1B 23	Health care operating ambulatory surgery centers, outpatient rehab centers and urgent care clinics	Austin 1996	Jon Foster, president, CEO www.stdavids.com
7	Freescale Semiconductor Inc. 6501 W. William Cannon Drive 78735 895-2000 895-2487	4,300 3	20,000 \$5.2M 20	Semiconductor design and manufacturer of microcontrollers, microprocessors, DSP and analog	Austin 1974	Rich Beyer, chairman, CEO www.freescale.com
8	Harden Healthcare Inc. 8701 N. MoPac Expwy., Ste. 410 78759 634-4965 634-4966	3,312 19	29,510 \$522M 126	Harden Healthcare strives to serve the post-acute continuum in the Central & Southeast U.S.	Austin 2001	Lew Little Jr., CEO www.hardenhealthcare.com
9	AT&T Inc. 400 W. 15th St. 78701 800-499-7928 870-3696	2,849 16	302,660 \$124B 1	Advanced IP-based business services, a wireless, high-speed Internet access and voice services	Dallas 1881	Don Cain, president, Texas www.att.com
10	National Instruments Corp. 11500 N. MoPac Expwy., 78759 683-0100 683-9300	2,327 1	5,000 \$821M 40	Tools to help engineers and scientists design, prototype and deploy systems	Austin 1976	James Truchard, president, CEO, chairman, co-founder www.ni.com
11	Evins Personnel Consultants Inc. 2013 W. Anderson Lane 78757 454-9561 483-9191	2,208 2	3,065 DND 4	Temporary personnel staffing, recruiting, HR consulting, HR outsourcing, payroll processing	Austin 1967	Mary Evins, CEO www.hrnetconnection.com
12	Advanced Micro Devices Inc. 7171 Southwest Pkwy., 78735 602-1000 602-6985	2,200 12	DND \$5.8B 80	Develop and manufacture processors for desktops, notebooks, servers and workstation	Sunnyvale, Calif. 1979	Dirk Meyer, president, CEO www.amd.com
13	Flextronics International 12455 Research Blvd. 78759 425-4100 425-7347	1,875 4	175,000 \$30.94B 30	Provides design, manufacturing and logistics solutions to companies worldwide	San Jose, Calif. 2007	Don Holt, Roger Molenda, Scott Hauser, all GMs www.flextronics.com
14	Home Depot Stores and data center 2455 Paces Ferry Road, Atlanta, GA 30339 770-433-8211	1,837 13	300,000 \$84.74B 2,012	Home improvement retailer	Atlanta, GA DND	DND www.homedepot.com
15	Samsung Austin Semiconductor LLC 12100 Samsung Blvd. 78754 672-1000 672-1515	1,650 1	DND \$28.67T (won) DND	DRAM & NAND Flash memory	Seoul, S. Korea 1997	Y.B. Koh, president www.samsung.com
16	Whole Foods Market Inc. 550 Bowie St. 78703 477-4455 477-1301	1,605 4	53,000 \$7.95B 281	Natural and organic foods industry and America's first national certified organic grocer	Austin 1980	John Mackey, chairman, CEO and co-founder www.wholefoodsmarket.com
17	Keller Williams Realty Inc. 807 Las Cimas Pkwy, Ste. 200 78746 327-3070 328-1433	1,600 5	1,600 \$9.68M 5	Recruits, trains and coaches real estate agents	Austin 1983	Gary Keller, chairman www.kw.com
18	Lowe's Companies Inc. 1000 Lowe's Blvd., 28117 800-445-6937	1,540 12	228,000 \$48.2B 1,650	Home improvement retail store	Mooresville, N.C. 1998	Teresa Johnson, regional VP www.lowes.com
19	Applied Materials Inc. 9700 E. Hwy. 290 78724 272-1000 272-3041	1,510 8	14,600 \$8.12B 70	Nanomanufacturer of tech, service and s/w products needed for semiconductor chips fabrication	Santa Clara, Calif. 1992	Rick Gesing, VP, global operations manufacturing www.appliedmaterials.com
20	Time Warner Cable Central Texas 12012 N. MoPac Expwy. 78758 485-6100 485-6105	1,468 11	1,468 DND 11	Communications, entertainment and media, includes News 8 Austin	New York 1981	Kathy Brabson, division president www.timewarnercentral.com
21	Sears TeleServ Center 1300 Louis Henna Blvd. 78664 248-7990 248-3795	1,460 1	1,460 DND NA	Call center for Sears Home Services and related business	Hoffman Estates, IL 1998	Peter Gregg, GM www.searsholdings.com
22	Wells Fargo Bank Texas NA 111 Congress Ave. 78701 347-7000 344-7291	1,455 48	28,100 DND 11,000	Commercial and private banking, loans, mortgages	San Antonio 1964	Don Kendrick Jr., regional president, Central Texas www.wellsfargo.com
23	JPMorgan Chase Bank NA 221 W. Sixth St. 78701 877-302-4273 479-2333	1,400 62	225,000 \$67.3M 5,000	Leading global financial services firm with assets of \$2.2 trillion	New York, NY 1934	Joe Holt, community contact officer www.jpmorganchase.com
24	Austin Regional Clinic PA 4515 Seton Center Pkwy., Ste. 215 78759 231-5513 231-5583	1,320 20	1,320 \$160M 20	Multispecialty medical group providing primary and specialty health care in 15 different specialties.	Austin 1980	Norman Chenven, founder and CEO www.austinregionalclinic.com
25	Hospira Inc. 3900 Howard Lane 78728 512-255-2000	1,200 1	14,000 DND DND	Global specialty pharmaceutical and medication delivery company	Lake Forest, Ill. 1982	Matt Mehl, director, Austin plant operations www.hospira.com

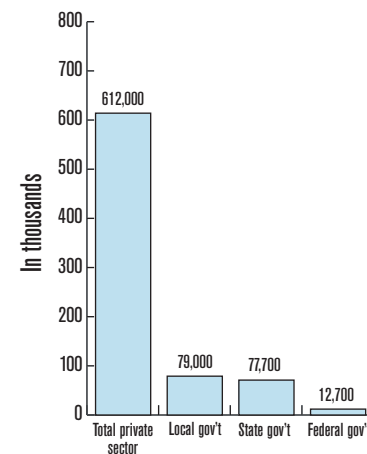
CORPORATE EMPLOYERS

Ranked by number of Austin-area employees

Rank	Address	Local: Employees Locations	Co.-wide: Employees/ Revenue/ Locations	General business description	Headquarters Year est. locally	Top local executive Web site
26	Pisces Foods LP 5407 Parkcrest Drive, Ste. 200 78731 452-5454 452-7676	1,150 1	1,150 \$45.36M 1	Wendy's Old Fashioned Hamburger Restaurants	Austin 1995	David Near, Jason Near, partners www.wendys.com
27	PPD Inc. 7551 Metro Center Drive, Ste. 200 78744 447-2985 448-8850	1,100 2	10,500 \$1.4B 7	CRO providing discovery, development and post approval services and compound partnering programs	Wilmington, NC 1983	Cindy Doerfler, VP, clinics www.ppd.com
28	Farmers Insurance Group of Cos. 15700 Long Vista Drive 78728 533-8009 512-533-8049	1,030 3	29,000 \$2.45B NA	Multiline insurance provider	Zurich, Switzerland 1960	Jim Snikeris, VP servicepoint operations www.farmers.com
29	State Farm Insurance Co. 8900 Amberglen Blvd. 78729 918-5000 918-5495	1,015 2	85,000 DND 1,300	Property and casualty insurance company with 17,700 agents and 81 million policies and accounts	Bloomington, Ill. 1971	Mike Wey, SVP www.statefarm.com
30	URS Corp. 9400 Amberglen Blvd. 78729 454-4797 454-8807	1,005 3	51,095 \$10.1B 500	Engineering, transportation, W/WW, infrastructure, remediation, environmental, air quality services	San Francisco, Calif. 1969	Mike McCloskey, VP, Austin office operations www.urscorp.com
31	The Progressive Group of Insurance Cos. 7301 Metro Center Drive 78744 440-461-5000 440-395-9928	1,001 2	26,000 \$12.8B 500	Insurance products	Mayfield Village, Ohio 2005	R. Scott Spriggs, product mgr. www.progressive.com
32	3M Co. 6801 River Place Blvd. 78726 984-1800 984-3369	1,000 2	79,000 \$25.26B NA	Develops and manufactures products for the electrical, electronic and telecom industries	St. Paul, MN 1984	Joe Harlan, EVP www.3m.com/austin
33	Spansion Inc. 5204 E. Ben White Blvd. 78741 691-8500	1,000 1	6,200 \$2.28B 6	Semiconductor chip design and manufacturing	Sunnyvale, Calif. 2005	Randy Blair, VP of Fab 25 www.spansion.com
34	Austaco Ltd. 500 N. Cap. of Tx. Hwy., Bldg. 2 78746 327-4654 327-4027	972 1	1,879 \$87.59M DND	Taco Bell Franchisee	Austin 1968	Dirk Dozier, president, CEO www.austaco.com
35	Goodwill Industries of Cen. Tx. Inc. 1015 Norwood Park Blvd. 78753 637-7100 637-7400	966 26	966 \$39.92M 38	Provides job-related services for people with barriers to employment	Austin 1958	Gerald Davis, president, CEO www.austingoodwill.or
36	GCA Services Group 2324 Ridgepoint Drive, Ste. A 78754 615-3400 615-3510	925 1	22,000 \$500M 52	National provider of facility maintenance, cleanroom, janitorial and production services	Cleveland, OH 1977	Brant Miller, regional VP www.gcaservices.com
37	Intel Corp. 1501 S. MoPac Expwy., Ste. 400 78746 314-0024 314-0459	889 2,500	NA DND 294	Semiconductor firm designing processors for desktops, notebooks, servers, cell phones, PDAs and wireless	Santa Clara, Calif. 1998	Brad Beavers, Austin site mgr. www.intel.com/community/texas
38	Randall's Food Markets Inc. 3300 Bee Caves Road 78746 427-2544 329-7423	830 14	10,404 DND 112	Retail grocery store	Pleasanton, Calif. 1972	Tom Schwilke, president, TX www.randalls.com
39	J.C. Evans Construction Co. Inc. 8660 Hwy. 183-A Toll Road 78641 244-1400 244-1900	825 1	825 DND 1	Subdivision infrastructure, underground communications, gas and electric	Austin 1955	Blake Kuhlman, president, CEO www.jcevans.com
40	Scott & White Healthcare ¹ 300 University Blvd. 78665 509-0400 509-0257	817 2	NA DND 3	Acute care hospital and community clinic	Temple 2007	Ernie Bovio, CEO www.sw.org
41	YMCA of Austin Inc. 1402 E. Cesar Chavez 78702 332-9622 457-1972	800 9	800 \$14M 9	Provides health and wellness, family enrichment and human services programs	Chicago, Ill/ 1953	James Finck, president, CEO www.austinyymca.org
42	JC Penney 6501 Legacy Drive 75024 (972) 431-1000	761 7	150,000 \$18.5B NA	Department stores, catalog and Internet sales	Plano, TX 1923	Greg Carroll, district manager www.jcp.com
43	Barton Creek Resort & Spa 8212 Barton Club Drive 78735 800-336-6158 329-4520	670 1	NA DND 1	Full-service hotel, spa and golf, conference center, catering and business center	La Quinta, Calif. 1986	Paul McCormick, VP, managing director www.bartoncreek.com
44	Austin Travis Co. MHMR Center 1430 Collier Street 78704 447-4141 440-4081	668 40	668 DND 40	Community-based mental health/retardation and substance abuse services to disabled adults and children	Austin 1967	David Evans, executive director www.atcmhmr.com
45	Horseshoe Bay Resort Ltd. One Horseshoe Bay Blvd. 78657 830-598-2511 830-598-8999	660 1	660 DND 1	Full-service 7,000-acre resort in the heart of the Texas Hill Country on the shores of Lake LBJ	Horseshoe Bay 1970	Douglas Jaffe III, CEO www.hsbresort.com
46	Bank of America 515 Congress Ave., Ste. 100 78701 542-9799	652 41	209,000 DND 5,697	Full-service, consumer, commercial, mortgage, investments, trust, private and premier banking	Charlotte, NC 1890	Kenny Wilson, Central/South Texas market president www.bankofamerica.com
47	BAE Systems 6500 Tracor Lane 78725 926-2800 929-4372	650 1	106,000 \$34.4B 109	Defense/security/aerospace firm delivering advanced electronics, security, IT and customer support	Rockville, MD 1700	Kent Jacobson, VP, GM www.baesystems.com
48	Central Texas Medical Center 1301 Wonder World Drive 78667 512-353-8979 512-753-3822	650 1	650 \$227M 37	In/outpatient medical/surgical services, ER, cardiology, ob/gyn, imaging, rehab., home health, hospice	Winter Park, Fla. 1960	Gary Jepson, president, CEO www.ctmc.org
49	Emerson Process Management 12301 Research Blvd. 78759 835-2190 418-7505	593 1	5,008 DND 600	Process automation hardware, software and services	St. Louis, Mo. 1981	John Berra, president www.emersonprocess.com
50	CSC 200 W. Cesar Chavez St. 78701 800-345-7672 275-8380	588 4	92,000 \$17.1B 80 countries	Systems design/integration, IT and business process outsourcing, applications s/w develop., hosting, support, mgmt.	Falls Church, VA 1996	Lou Anne Gilmore, CFO, financial services sector www.csc.com

A DIFFERENT VIEW

Employment Estimates
Austin-Round Rock MSA
as of April 2009



Source: Texas Workforce Commission Web site www.twc.state.tx.us

LIST NOTES

Ties listed alphabetically.
DND = Did not disclose

¹ Full name is Scott & White Healthcare Round Rock Clinic and Hospital

Entities, such as Austin ISD, universities and State of Texas government, are not included on this list.

Sources: ABJ surveys, phone interviews and company Web sites. Only companies that responded to requests for information are included.

Research by Patricia Rogers.

CORPORATE PHILANTHROPISTS

Listed alphabetically

A DIFFERENT VIEW

Corporate Philanthropists
Ranked by Austin-area employee
volunteer hours in 2008

Name	Hours
AT&T Inc.	530,000
GSD&M Idea City	7,292
Coldwell Banker United, Realtors	7,042
Applied Materials Inc.	6,163
Spansion Inc.	4,000
Akin Gump Strauss Hauer & Feld LLP	3,586
Bank of America NA	2,459
Samsung Austin Semiconductor LLC	1,060
Tokyo Electron America	1,051
Four Seasons Hotel Austin	982
The Fowler Law Firm PC	810
Dresser Wayne, Dresser Inc.	450
Bazaarvoice Inc.	421
IF Marketing & Advertising	400
Lombardi Software Inc.	200
Omnibank NA	150
The Karis Group	80

*Source: ABJ surveys. Only companies that disclosed number of volunteer hours are included.

Name Address Phone Fax	Austin: Total giving/ Cash giving/ In-kind giving	Austin: Revenue/ Employees/ Vol. hrs	Co-wide: Revenue/ Cash giving/ In-kind giving	Single lg.: Cash gift/In-kind Beneficiary	Top local executive Exec. in charge of giving Web site
Akin Gump Strauss Hauer & Feld LLP 300 W. Sixth St., Ste. 2100 78701 499-6200 512-499-6290	\$1.50M \$157,336 \$1.34M	DND 38 3,586 hrs.	\$776.9M \$2.56M NA	Cash: \$10,000; in-kind: \$351,108 Pro bono legal services for Volunteer Legal Services of Central Texas	James Scheske, partner-in-charge Same www.akingump.com
Applied Materials Inc. 9700 E. Hwy. 290 78724 272-1000 272-3000	\$1.15M \$1.15M NA	DND 1,500 6,163 hrs.	\$8.1B \$12M ¹ NA	Cash: \$136,000 Capital Area Food Bank	Rick Gesing, VP, global ops. Kay Kirchner www.appliedmaterials.com
AT&T Inc. 400 W. 15th St. 78701 800-499-7928 870-3696	\$2.49M² \$2.49M NA	DND 2,900 530,000 hrs.	\$124B \$153.02M NA	Cash: \$335,000 UT: Ctr. for Politics and Governance	Don Cain, president, TX Lisa Bruce www.att.com
Austin Regional Clinic PA 4515 Seton Center Pkwy., Ste. 215 78759 231-5513 231-5518	\$122,750 \$113,000 \$9,750	\$160M 1,330 DND	\$160M \$113,000 \$9,750	Cash: \$10,000; in-kind: \$2,550 Physician's time-RR ISD sports physicals; Children's Medical Fdn. of Cen. Tx.	Norman Chenven, founder, CEO Same www.austinregionalclinic.com
BAE Systems 6500 Tracor Lane 78725 926-2800 929-4372	\$96,654 \$95,500 \$1,154	\$174M 650 NA	\$34.4B \$2.44M \$401,077	Cash: \$20,500; in-kind: \$302 Pflugerville High School	Kent Jacobson, VP, GM DND www.baesystems.com
Bank of America NA 515 Congress Ave., Ste. 100 78701 542-9799	\$1.7M \$1.7M NA	DND 652 2,459 hrs.	DND \$200M+ NA	Cash: \$200,000 Community Partnership for the Homeless, College Forward	Kenny Wilson, Gen. TX president Nikki Salzillo www.bankofamerica.com
Bazaarvoice Inc. 11921 N. MoPac Expwy., Ste. 420 78759 732-9990 732-9997	\$48,000 \$7,000 \$41,000	\$10.1M 175 421 hrs.	\$10.1M \$7,000 \$41,000	Cash: \$5,000; in-kind: \$41,000 V Foundation in-kind	Brett Hurt, founder, CEO Ken Saunders www.bazaarvoice.com
Central Texas Medical Center 1301 Wonder World Drive 78666 512-353-8979 512-353-3678	\$12.11M \$50,000 \$12.06M	\$227M 660 DND	DND DND DND	Cash: \$5,000; in-kind: \$11.3M Health for uninsured/underinsured	Gary Jepson, president, CEO Clay DeStefano www.ctmc.org
Coldwell Banker United, Realtors 3701 Executive Ctr. Drive, Ste. 161 78731 691-1960 343-8945	\$31,702 \$31,702 NA	DND 62 7,042 hrs.	DND \$104,861 NA	DND American Cancer Society	Helen Edwards, president, COO Same www.cbunited.com
Dresser Wayne, Dresser Inc. 3814 Jarrett Way 78728 388-8311 388-8429	\$19,000 \$19,000 NA	DND 500 450 hrs.	DND DND DND	Cash: \$4,000 Matched Red Cross donations to the Chinese Earthquake relief fund	Mike Carlson, president Kathryn Edwards www.dresser.com
EcoBox Co. 2212 Rutland Drive 78758 836-7644 836-1255	\$4,362 \$3,882 \$480	\$3.03M 10 NA	\$3.03M \$3,882 \$480	Cash: \$3,882; in-kind: \$473 Dell Children's Medical Center Foundation	Sam Lee, managing partner Abby Blank www.ecobox.com
Four Seasons Hotel Austin 98 San Jacinto Blvd. 78701 478-4500 477-0704	\$100,620 \$17,500 \$83,120	DND 433 982 hrs.	DND DND DND	Cash: \$17,500; in-kind: \$30,000 Seton Shivers Cancer Center	Tom Segesta, GM Peggy Thompson www.fourseasons.com/austin
GSD&M Idea City 828 W. Sixth St. 78703 242-4736 242-4740	\$1.08M \$153,626 \$929,885	\$72M 473 7,292 hrs.	\$72M \$153,626 \$929,885	Cash: \$10,000, Ad Council; In-kind: \$87,425, Unscrew America	Duff Stewart, president, CEO David Rockwood www.ideaicity.com
IF Marketing & Advertising 807 Rock St., Ste. 103 78628 930-5558 930-5568	\$60,000 NA \$60,000	\$5.2M 21 400 hrs.	\$5.2M NA \$60,000	DND The Nathan Chapman Foundation, Susan G. Komen Foundation	Jeffrey Novak, CEO, principal Kelli Furrer www.yourifteam.com
JPMorgan Chase Bank NA 221 W. Sixth St. 78701 877-302-4273 479-2333	\$900,000 \$900,000 NA	DND 1,400 NA	\$67.3B \$142M NA	Cash: \$75,000 Southwest Key Program	Joe Holt, chairman, Austin Same www.jpmorganchase.com
Keller Williams Realty Inc. 807 Las Cimas Pkwy, Ste. 200 78746 327-3070 328-1433	\$146,175 \$146,175 NA	DND 169 NA	DND \$146,175 NA	Cash: \$142,625 KW Cares, nat'l 501(c)(3) charity that as- sists KW agents in need	Gary Keller, chairman DND www.kw.com
Lombardi Software Inc. 4516 Seton Center Pkwy., Ste. 250 78759 382-8200 382-8201	\$85,000 \$45,000 \$40,000	DND 85 200 hrs.	DND \$30,000 \$40,000	Cash: \$27,550, Austin Cup-The Ctr. for Child Protection; in-kind: \$500-\$2k, Bill Willis Memorial Blood Drive	Rod Favaron, CEO Carol Howard www.lombardi.com
Omnibank NA 3901-A Spicewood Springs Road 78759 231-5022 512-231-5001	\$20,000 \$20,000 NA	DND 20 150 hrs.	DND DND DND	DND	Brian Anderson, EVP Julie Cripe www.omnibank.com
Pisces Foods LP 5407 Parkcrest Drive, Ste. 200 78731 452-5454 452-7676	\$116,766 \$116,766 NA	\$45.36M 1,150 NA	\$45.36M \$116,766 NA	Cash: \$70,190 Juvenile Diabetes Research Foundation	David Near, Jason Near, partners Jason Near www.wendys.com
Pluckers Wing Bar 811 Barton Springs, Suite 520 78704 512-236-9110 512-236-9113	\$32,500 \$25,000 \$7,500	\$17M 400 NA	\$27M \$30,000 \$10,000	Cash: \$2,000; in-kind: \$7,000 Cedar Park High School	DND Kristin Wollman www.pluckers.net
Samsung Austin Semiconductor LLC 12100 Samsung Blvd. 78754 672-1000 672-1095	\$315,500 \$276,500 \$39,000	DND 1,650 1,060 hrs.	DND DND DND	Cash: \$55,000; Univ. of Tx. Solar Vehicle team; in-kind: \$25,000, Rosedale founda- tion	Y.B. Koh, president Bill Cryer www.samsung.com
Spansion Inc. 5204 E. Ben White Blvd. 78741 691-8500	\$236,000 \$232,000 \$4,000	DND 1,000 4,000 hrs.	\$2.28B \$750,000 NA	Cash: \$15,000; in-kind: \$1,440 Del Valle ISD, office equipment	Randy Blair, VP of Fab 25 Ann Stafford www.spansion.com
The Fowler Law Firm PC 919 Congress Ave., Ste. 1150 78701 441-1411 441-1410	\$205,262 \$40,387 \$164,875	\$1.98M 15 810 hrs.	\$1.98M \$40,387 \$164,875	Cash: \$5,000, Howard College Founda- tion; in kind: \$25,000, Williamson Co. Teen Court	Laura Fowler, president, owner Same www.thefowlerlawfirm.com
The Karis Group 3755 S. Cap. of Tx. Hwy., Ste. 240 78704 292-9560 292-5700	\$437,435 \$6,735 \$430,700	\$1.6M 10 80 hrs.	\$1.6M \$6,735 \$430,700	Cash: \$5,000; in-kind: \$72,250 Bill mediation for Samaritan Ministries	Levi Smith, CEO Same www.thekarisgroup.com
Tokyo Electron America 2400 Grove Blvd., mail stop c-310 78741 424-1000 512-424-1001	\$75,500 \$70,000 \$5,500	DND 306 1,051 hrs.	DND \$120,000 DND	Cash: \$6,800; Juvenile Diabetes Research Foundation, JDRF's Walk for the Cure	Barry Mayer, president ³ Same www.tel.com

LIST NOTES

Ties list alphabetically.
DND = Did not disclose
NA = Not available

¹ Applied Materials: Includes foundation giving.

² AT&T: Includes foundation giving.

³ Tokyo Electron America: Full title is Barry Mayer, president, Tokyo Electron US Holdings Inc.

Convio: Firm responded to survey request but giving programs are not measured in dollars. Convio hosts "Convio Cares Week," an employee volunteer program, where teams volunteer at local nonprofits over the course of five days. In addition, employees are given three paid days each year to use for volunteer work.

Sources: ABJ surveys, company Web sites and phone interviews. Information provided by the companies. Only firms that responded to requests for information are included.

ACG Central Texas *Growth Awards*

ASSOCIATION FOR CORPORATE GROWTH



Back Row: Bill Bock, Silicon Labs; James Whittenburg, Healthtronics; Benjamin Hanson, Harden Healthcare; Jennifer Delgado, Angel Staffing; Bill Daniel, All Web Leads.
Front Row: J. Barton Kalsy, SolarWinds; Craig Malloy, LifeSize Communication; Patrick McClain, Rules Based Medicine; Al Wargo, Zebra Imaging

Congratulations
TO THE 2009 ACG
OUTSTANDING CORPORATE
GROWTH & EMERGING
COMPANY AWARD WINNERS!

ACG Outstanding Corporate Growth & Emerging Company Awards recognize excellence in sustained growth and financial performance in companies within three categories: revenues up to \$25 million, revenues between \$25-100 million, and revenues greater than \$100 million.

And the winners are...

UP TO \$25 MILLION	\$25 TO \$100 MILLION	OVER \$100 MILLION
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Winners and finalists of The Awards for Outstanding Corporate Growth have been selected by the Central Texas Chapter of ACG to recognize outstanding financial performance and growth. To learn about membership in the ACG Central Texas Chapter or to be placed on the emailing list, contact us at acgcentraltexas@acg.org. For more information about ACG Central Texas visit <http://chapters.acg.org/centraltexas/>.

ACG Central Texas *Growth Awards*

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Congratulations



All Web Leads, Inc.
Michael S. LaFair



Angel Staffing, Inc.
Shannon Ralston



HealthTronics, Inc.
James Whitteburg, CEO



LifeSize Communications, Inc.
Bill Paape, VP Finance & CEO



Silicon Laboratories, Inc.
Shannon Pleasant



Zebra Imaging, Inc.
Robert Anderson, CFO

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THANK YOU ALSO

to the event's emcee, Crestina Chavez, News8Austin; to Matt Hunter and the ABJ team; to Ray Murphy, Ray Murphy Creative; to Enrique Garcia, Omni Broadcast Group; and to the event's keynote speaker – Bob Boldt, Partner of Perella Weinberg Partners and Chief Investment Officer of Perella Weinberg Partners' Agility products.

Graves, Dougherty, Hearon & Moody congratulates three of our clients who have been chosen as finalists for the Association of Corporate Growth awards.

- All Web Leads, Inc.
- Harden Healthcare
- Zebra Imaging, Inc.

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Business Symposium EXPO

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FRESH START SPEAKERS



CAREER STRATEGIES:

9:10 - 9:40AM

Renee Trudeau
Career Strategists, LLC

Renée Peterson Trudeau is a nationally recognized career/work-life balance coach and president of Austin-based Career Strategists, a coaching/consulting firm dedicated to helping professionals and entrepreneurs successfully navigate their career path.

At the Fresh Start Expo, Trudeau will help aspiring entrepreneurs and professionals of all types figure out which career paths may be best for them. Her passion for helping others realize their career dreams has been a driving force in her life. Innovative and results-oriented, she has the unique ability to help guide clients on their personal career path.

Her corporate clients include Fortune 500 companies and national women's organizations. Her coaching clients include professionals employed by IBM, Shell Oil, Whole Foods Market, 3M, GSD&M Advertising, AMD, State Farm Insurance, Intel, MCI, Amazon.com, Dell Inc., Accenture, National Instruments and public-sector organizations, among others.

A sought after career and work/life balance expert, Trudeau's work has been featured in *U.S. News and World Report*, *Working Mother*, *American Way*, *Family Circle*, *AARP* magazine and numerous business publications and consumer media. Trudeau is also the author of the award-winning *The Mother's Guide to Self-Renewal: How to Reclaim, Rejuvenate and Re-Balance Your Life*.

Trudeau graduated with a double major in journalism (advertising/public relations emphasis) and English (creative writing emphasis) from Texas Christian University in Fort Worth. She has graduate-level training and education in leadership and organizational development.

Thousands of women around the United States and Canada are starting and joining life coaching groups based on her guide as a way to enhance balance and well-being in their lives. Learn more about Trudeau and her techniques at www.careerstrategists.net and www.reneetrudeau.com.



RE-EDUCATING YOURSELF:

9:45 - 10:15AM

Curt Schafer
Director of career services,
Texas State University

During Curt Schafer's Fresh Start seminar titled "Re-educating yourself for today's economy — and that career you really want," professionals of all types will be exposed to the benefits of going back to school.

Schafer has been the director of career services at Texas State University since 1997. He started his professional career as a teacher and high school counselor and then spent 20 years in various capacities at Louisiana State University, including 10 years as the associate director of career services. He currently serves on the boards of directors for the American Association for Employment in Education and the Southern Association of Colleges and Employers. He also recently chaired the Future Directions Task Force of the National Association of Colleges and Employers. He has presented workshops at both the national and regional levels, and his leadership and service were recognized in 2005 when he was honored with the Southwest Association of Colleges and Employers President's Award.

Schafer has had a private practice in career counseling and also helped to found and operate a successful outplacement and human resource development consulting firm. His experience with career development issues spans from presentations for elementary students about career awareness to individual career counseling with retirees looking to find meaningful ways to live and work.

He has also been an integral part of city and state associations. He is the founding member and past president of the Louisiana College Counseling Association, and has served as president of the following state and local associations: the Louisiana Counseling Association, the Louisiana Association of Colleges and Employers, the Texas Association for Employment in Education, and the San Antonio Colleges and Universities Career Centers Association. In San Marcos, Schafer has been active in the Greater San Marcos Chamber of Commerce for 12 years.



WORKFORCE TRAINING:

10:20 - 10:50AM

Mike Midgley
Vice president
Austin Community College

Time to retool your career? You may want to consider several innovative workforce training programs being developed between Austin Community College and local employers.

As one of 50 community college districts in Texas, ACC provides access to high-quality education at affordable tuition rates and produces the backbone of the local workforce — and you don't need to consume four years of your life in school to take advantage of this.

Join ACC Vice President Mike Midgley for a presentation that will focus on how best to use ACC as a resource for everything from skills upgrades to better position you for continued employment to initiating major life and career changes. With more than 180 educational programs, ACC promises that it can help you get to a lot of places you want to be.

Midgley serves as vice president of workforce education and business development for the Austin Community College District, and is also currently serving as interim executive vice president/provost. In these roles, he has administrative responsibility for all the college's instructional programs, including workforce, academic transfer, continuing education, adult education and international programs.

Midgley came to ACC as a full-time faculty member in accounting, and has held various positions within the college. Prior to joining ACC, he worked as a practicing CPA with both local and international firms. He is also a member of the Skillpoint Alliance Board of Directors and the Workforce Solutions – Capital Area. He is very involved in workforce development, as well as various economic development initiatives in our region.

Among the largest and fastest-growing two-year colleges in the nation, ACC is home to more than 40,000 students per semester, 2,350 faculty and staff, and seven full-service campuses with number eight opening in 2010.

SPEAKERS CONTINUED ON NEXT PAGE

FRESH START SPEAKERS CONTINUED



NETWORKING:

10:55 - 11:25AM

Scott Ingram

Founder
NetworkInAustin.com

Whether you need to get the word out about yourself to find a job or communicate your abilities in order to climb the corporate ladder or

find new clients, networking is key.

At the Fresh Start Expo, NetworkInAustin.com founder Scott Ingram will outline strategies you can use to build a productive network and leverage those relationships into real opportunities. You'll learn what you shouldn't do, and how not to be a "Nasty Networker." He'll also show you simple ways to make networking part of your daily life so that you'll always have this important lifeline available.

Though he is perhaps best known as the founder of NetworkInAustin.com — the premier networking site for professionals and executives in Central Texas — Ingram is also the district manager for Automatic Data Processing's (ADP) major accounts. He has 10 years of experience as an entrepreneur, expert networker and sales executive and has also been recognized as one of the top 10 percent of ADP sales professionals in the United States.

Ingram has a passion for connecting people and helping others learn to develop their relationship building and networking skills. In 1999, he founded Grey Matter Technologies, a professional IT services company focused primarily on building network infrastructure for small businesses. He subsequently sold the business in 2004.

In 2004, Ingram relocated to Austin, where he quickly realized that he'd left his biggest asset behind in California, and it wasn't the real estate. His extensive network had been the secret to his first company's success and he didn't know anyone in Austin, so he quickly set out to build a local network. As a newcomer to the Lone Star State, he quickly realized that there was both a need and demand for an organization that could track and communicate all the unique and varied networking events in the Austin area. In 2005, NetworkInAustin.com was born.



SUPPORT FOR ASPIRING ENTREPRENEURS:

11:30 - 12:00PM

Vicky Valdez

City of Austin Small Business
Development Program

Small business owners in the Austin area have a jewel in Central Austin and they'll get a slice of it at the Fresh Start Expo.

The City of Austin's Small Business Development Program, led by Vicky Valdez, offers resources for entrepreneurs to expand their existing businesses, or to help those with dreams of business ownership to realize their visions. The program, part of the Economic Growth and Redevelopment Services Office, has become a portal of information for Austin entrepreneurs to get the tools they need to be successful in our changing economy.

Valdez, the city's small business administrator, will share information about the free and low-cost resources and services offered to Austin entrepreneurs through the city.

Valdez joined the city's Small Business Development Program in March of 2001 after working in the planning department for two years. Since joining the Small Business Development Program, she has founded and managed its online plan room, business solutions center, and development information resources program. Valdez and the Small Business Development Program work with an array of customers, from all walks of life, while guiding them through the process of starting or expanding their small business. Entrepreneurs and business managers across Austin have said that the city's small business program is a vital element of the city's entrepreneurial spirit and success.

Prior to her work at the city, she was deputy director for a local nonprofit agency and lead project manager for all of its construction projects. She has more than 15 years of commercial and residential construction experience. Additionally under her belt, she has six years of experience in owning her own small construction company. Valdez has an undergraduate degree in engineering from Texas A&M University — Kingsville and an MBA from the University of Texas at Austin.



BOOTSTRAPPING YOURSELF:

12:05 - 12:40PM

Bijoy Goswami

Founder
Bootstrap Austin

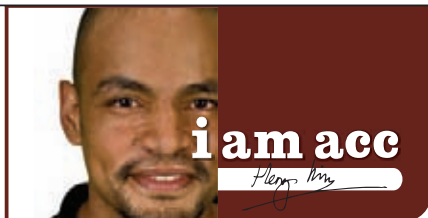
Bootstrap yourself! Learn from one of the best the universal principles that bootstrap entrepreneurs use in building their businesses

from scratch and with minimal help from outsiders. These principles are relevant in any work situation and include: know thyself, use everything, power of two, yes!, constraint creates innovation, and right action right time.

Bijoy Goswami www.bijoygoswami.com is deeply interested in how we create extraordinary, meaningful and joyful lives. He sees our unique human capability of building mental models as a vital part of this endeavor. He loves building and sharing simple, yet powerful models, including the "Maven, Relater, Evangelist" model www.mremap.com, You-PlusU www.youplusu.com and Bootstrap www.bootstrapmap.com.

Goswami's life has been an inadvertent study of contrasting spiritual, cultural and intellectual models. He was born in Bangalore, India, to a Catholic mother and a Hindu father. He came to the United States in 1991, attending Stanford, where he studied computer science, economics, history and completed an honors program in science, technology and society. In 1995, he moved to Austin to join a software startup and co-founded Aviri software in 2000. In 2003, he began his work as a model-builder, bootstrapper and evangelist — helping entrepreneurs of all types connect with a business model that works best for them.

Goswami expresses and communicates his models through books, music, film, community and Web sites. The process also deepens his understanding of the models and how to effectively convey them. Collaboration is at the heart of this process and he has been very lucky in finding extraordinary partners. Their expertise combines with the model, and through multiple iterations, a unique creation results. Some of these include the organization Bootstrap Austin www.bootstrapaustin.org, a book titled "The Human Fabric" and a film called "Mystic Cab."



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EXPO AGENDA

2009 FRESH START: Business Survival & Career Growth Expo

Agenda: Friday, June 26, 2009

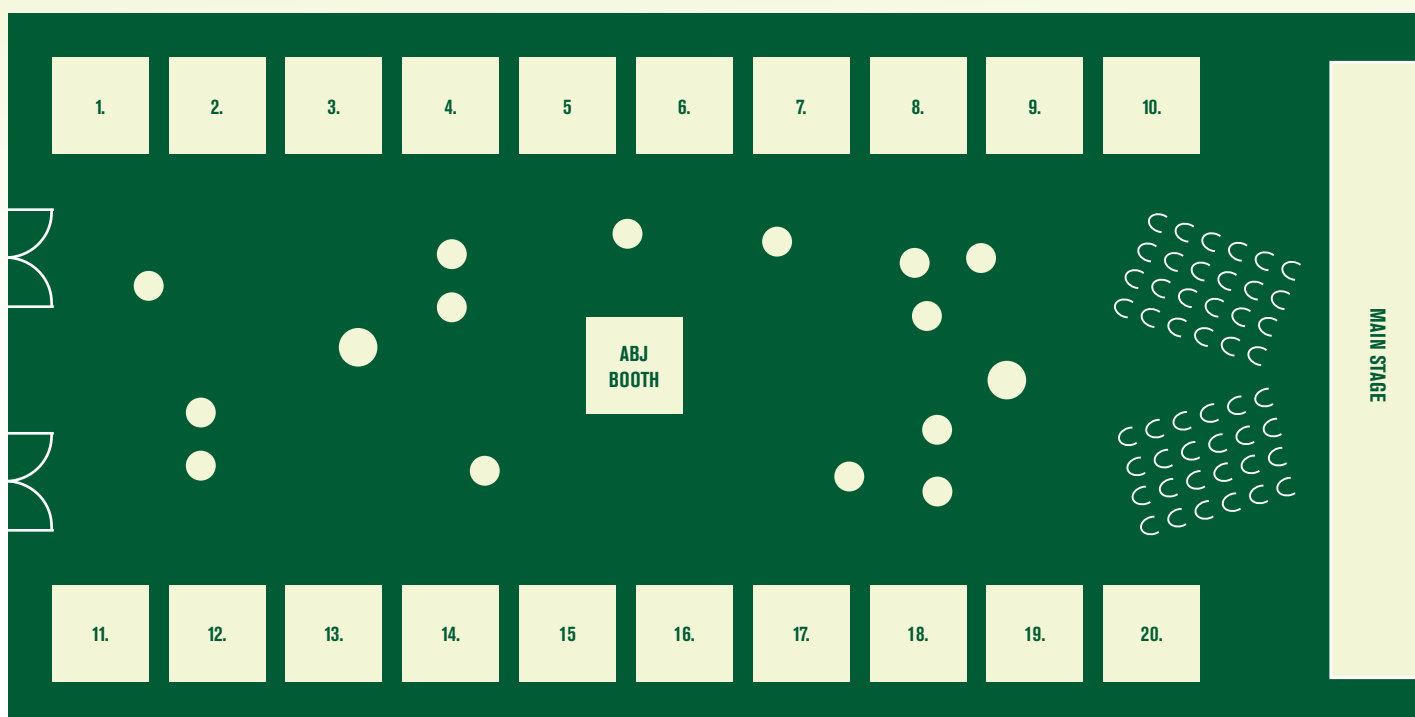
Hilton Austin

- | | |
|---|--|
| <p>7:30 am Booth set-up</p> <p>8:30 am Registration / Networking</p> <p>9:00 am Lyn Chasteen, Publisher, Austin Business Journal
Welcomes audience & recognizes sponsors</p> <p>9:05 am Colin Pope, Editor, Austin Business Journal
Introduce Program & Speakers</p> <p>9:10 am Speaker Presentations</p> <p>9:10 am - 9:40 am
Career Strategies - Renee Trudeau, Career Strategiests, LLC</p> <p>9:40 am Intro speaker two</p> <p>9:45 am - 10:15 am
Re-Educate Yourself - Curt Schafer, Director of Career Services, Texas State University</p> | <p>10:15 am Intro speaker three</p> <p>10:20 am - 10:50 am
Workforce Training - Mike Midgley, Austin Community College</p> <p>10:50 am Intro speaker four</p> <p>10:55 am - 11:25 am
Networking - Scott Ingram, Network Storming/Social Networking</p> <p>11:25 am Intro speaker five</p> <p>11:30 am - 12:00 pm
Support Systems for Aspiring Entrepreneurs - Vicky Valdez, City of Austin Small Business Development Program</p> <p>12:00 pm Intro speaker six</p> <p>12:05 - 12:40 pm
Bootstrapping Your Business - Bijoy Goswami, Bootstrap Austin</p> <p>12:45 pm Colin - Closing Remarks</p> |
|---|--|

BOOTH EXHIBITORS & LAYOUT

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- 1) AQUENT
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- 5) BIG AUSTIN (BUSINESS INVESTMENT GROWTH)
- 6) FOX CAREER MENTORS
- 7) GREEN ENERGY AUDIT CERTIFICATION
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- 19) WORKFORCE SOLUTIONS
- 20) TBD



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Texas State University

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NetworkInAustin provides a host of networking resources. From a comprehensive business events calendar, business directory and weekly referral newsletter to Scott Ingram's Business Networking in Austin Blog.

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About
ACG Central Texas *Growth Awards*
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ACG Outstanding Corporate Growth & Emerging Company Awards recognize excellence in sustained growth and financial performance in companies within three categories: revenues up to \$25 million, revenues between \$25-100 million, and revenues greater than \$100 million.

The Association for Corporate Growth (ACG) provides unparalleled opportunities for networking, deal making, personal growth, and professional development. This premier global non-profit association is for professionals involved in corporate growth, corporate development, and mergers and acquisitions. For more information, please visit <http://chapters.acg.org/centraltexas>.

The ACG Central Texas Chapter – which values its regional composition – is one of the fastest growing U.S. chapters. To be placed on the emailing list or to learn about membership, contact us at acgcentraltexas@acg.org.

Membership benefits include:

- Access to CapitalLinkSM
- Access to National member database
- ACG's monthly magazine *Mergers & Acquisitions*
- Discounts on event registration fees including Texas Capital Connection

Calendar

ACG CENTRAL TEXAS 2009 EVENTS:

- 06.30.09 San Antonio Bob Watson, President, CEO & Chairman, Abraxas Petroleum Corporation
- 07.08.09 Austin Mike Peter, CEO, Campus Advantage
- 07.28.09 San Antonio Speaker TBA
- 08.12.09 Austin Maury L. Magids, President/COO, American Physicians Insurance Company
- 08.25.09 San Antonio Speaker TBA
- 09.09.09 Austin Bill Bayless, CEO of American Campus Communities
- 09.29.09 San Antonio Speaker TBA
- 10.14.09 Austin Todd Biederman, President of Blackhawk Healthcare
- 10.27.09 San Antonio Speaker TBA



A TOAST TO PRIVATE EQUITY

Thursday, October 8, 2009 | 6:00 PM
 Sullivan's Steakhouse (Austin)

ACG Central Texas annual Toast to Private Equity - an evening of informal networking, wine tasting, hors d'oeuvres and conversation amidst the casual elegance of Sullivan's Steakhouse in Austin – where we recognize Texas Middle Market Private Equity Investors for their contributions to the Texas economy.

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[Salute!]

V&E is pleased to congratulate our clients as the 2009 Outstanding Corporate Growth and Emerging Company Award Finalists:

**LifeSize Communications, Inc.
 Rules-Based Medicine, Inc.
 Silicon Laboratories, Inc.**

Best wishes to all of the nominees and finalists!

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STRATEGIES



Christina Mabley, left, admissions director for the McCombs School of Business' full-time MBA program, talks with incoming student Sarah Dooley.

NICK SIMONITE | ABJ

BACK to school

Applications up at MBA programs as many seek to wait out economy

SANDRA ZARAGOZA | STAFF WRITER

After spending five years in the Big Apple, Aaron Wilson is coming to Austin to get his MBA at the University of Texas' McCombs School of Business.

Wilson, who cut his teeth in finance at large corporate firms, said the recession pushed him to rethink his career path. Like many in his position, Wilson began to see the writing on the wall after the collapse of Wall Street icons like AIG and Bear Stearns.

"It's a difficult time, and the world is changing," he said. "There are fundamentally fewer jobs in investment, ... and it means you have to be ready to take on a potentially different role."

He is now one of thousands enrolling in business school this fall, betting that an MBA will provide the skills and know-how for careers in growing and emerging industries.

While the level of applications to business schools this year were a bit of a mixed bag nationally, applications to large and small MBA programs in Central Texas were up.

Keeping with historical tendencies, the recession has prompted some to consider bolstering their skills in business school as a means to advancement, while others who are out of work also see it as a productive way to wait out a

challenging job market, admissions experts said.

The economy also seems to be influencing the areas MBA students are choosing to concentrate on, with industry specializations such as energy and social enterprise rising to the top of students' lists.

The University of Texas' McCombs School of Business full-time MBA program received 2,464 applications this year, a 20 percent increase compared with last year, Admissions Director Christina Mabley said.

Mabley believes the fact that Texas' economy is weathering the recession better than many states may also be a reason for the rise in applicants.

"When you consider the costs, Texas certainly has one of the lower costs of living," Mabley said. "As students are seeking ways to make their MBA program more cost-effective, cost of living for their two years in school is a big factor."

Students pay \$24,000 a year for in-state tuition and \$40,000 a year for out-of-state tuition.

Anecdotally speaking, Mabley said applicants are showing a lot more interest in MBA specializations that have been identified by the Obama administration and by the business community as growth areas.

"Students are looking to see where industries are going and what's growing, and energy is high on that list," she said.

The relatively new digital media program at St. Edward's University appears to be attracting more and more students' attention.

Applications for St. Edward's full-time digital media management MBA program have increased 57 percent this year, said Bridget Davidson, director of the Center for Academic Progress at St. Edward's. The program, started in 2005, received 36 applications this year, compared with 23 applications last year.

Awareness of the digital media program has grown primarily through word of mouth, Mabley said. And the ubiquity of digital media has added to the fledgling program's appeal, she added.

The program "is more reflective in some ways of today's realities and the impact that digital media is having on all space, not just entertainment," Davidson said.

Meanwhile, applications for St. Edward's evening MBA program have remained steady.

UT's MBA program is also seeing a greater interest in nonprofit management and sustainability. Many are turning to its social enterprise concentration, a relatively new program that consists of courses from the Lyndon B. Johnson School of Public Affairs.

This year's larger pool of applicants is making it more

SEE MBA, P25

SBA expects money for new bridge loans to run out quickly

Small businesses that want emergency bridge loans from the Small Business Administration should act quickly. The money for this program likely will run out in a few months.

The SBA will begin accepting applications from lenders for its new America's Recovery Capital loans June 15. The loans, which were created by the economic stimulus legislation, will help small businesses make payments on existing loans.

Through this program, small businesses can borrow up to \$35,000 to make up to six months of payments on qualifying loans, including credit cards if that debt was used for business purposes. The loans will be made through private-sector lenders, not the SBA itself.

Borrowers won't have to start repaying the ARC loans until a year after they receive their last ARC loan disbursement. They then will pay the principal on the ARC loans over five years.

Small businesses won't have to pay interest on the loans. Instead, the SBA will pay the lender a monthly interest rate of prime plus 2 percentage points. The SBA also will guarantee 100 percent of the loan's amount.

To be eligible for the loans, small businesses must show they were profitable or had positive cash flow in at least one of the past two years. Future cash flow projections must demonstrate that the businesses will be able to repay their debts, including the ARC loan.

Borrowers can't be more than 60 days past due on any loan being paid through an ARC loan, and they must have a business credit score that is acceptable to the

SBA. ARC loans can't be used to make payments on an SBA loan made prior to Feb. 17, 2009, the date the economic stimulus bill became law.

To be eligible, small businesses also must show that they are experiencing an immediate financial hardship, such as declining sales or difficulty making payroll.

The SBA hopes small businesses will use the ARC loans as "breathing room to rework their business strategy in order to position themselves for future success," said Eric Zarnikow, who heads the agency's Office of Capital Access.

Most of the loans probably will be made through lenders that already have a business relationship with the borrowers, Zarnikow said. Small businesses that are interested in ARC loans should first contact their current lenders, according to the SBA. Lenders that currently don't make SBA-guaranteed loans can join the program, in a process that takes about a week, he said.

The agency has enough funding for the ARC program to make about 10,000 loans. Zarnikow expects high demand for these loans, but he said it may take some time for some lenders to ramp up for this new program. The loans will be available until the money for the program runs out or until Sept. 30, 2010, whichever comes first.

Zarnikow expects the loans "will go pretty quickly."

Tony Wilkinson, president and CEO of the National Association of Government Guaranteed Lenders, agreed the "funding will be exhausted rather quickly."

Some lenders already are ready to submit applications for the program, and were just waiting for the SBA's June 8 guidance to lenders on program details, he said.

"I think a lot of lenders will find the parameters acceptable," he said.

For lenders who have customers who were profitable in 2007, took a hit in 2008 and could survive this year with a little help, "this is the product," Wilkinson said.

'Buy American' delays work



Simonson

It may look like the economic stimulus bill is only funding paving projects, but other types of construction work will get under way soon, said Ken Simonson, chief economist for Associated General Contractors of America.

Stimulus-funded projects are one of the few bright spots for the construction industry, along with energy projects and military base realignment work, Simonson said. The unemployment rate for the construction industry is more than 19 percent, double the rate for the economy as a whole, he noted.

Road repair projects can be awarded quickly compared with other types of construction projects, Simonson said, which is why so many paving crews have found work. There's still a lot of stimulus money that will be spent on water and wastewater projects, he noted. Plus, the National Park Service and the U.S. Army Corps of Engineers have released long lists of construction projects that will be awarded in

RECOVERY REPORT

BY KENT HOOVER

the coming months.

At the same time, Simonson said some water and wastewater projects are being delayed because the stimulus bill requires the use of American-made steel, iron and equipment in stimulus-funded projects. Don Laskey, president of Laskey-Clifton Corp. in Oregon, which builds water treatment plants, said vendors have told him much of the materials needed for stimulus projects aren't made in the U.S. anymore.

"That's what's really sad about the whole situation," said Laskey, whose company got a stimulus-funded paving contract that isn't expected to generate much profit.

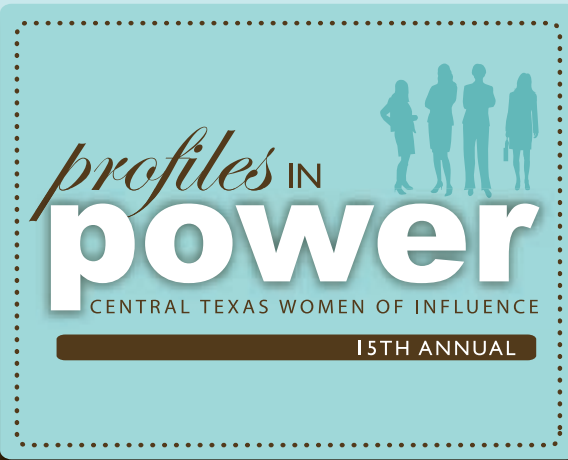
The U.S. Chamber of Commerce cited problems that the "Buy American" provision is causing for stimulus projects in a June 2 letter to members of Congress. Federal agencies are balancing the "Buy American" provision with obligations the U.S. has under various trade agreements, but many state and local governments are not, the chamber noted.

As a result, even some U.S. manufacturers are being barred from stimulus projects because they "rely on global production chains that integrate components from U.S. and foreign sources," the chamber noted. "It is often impossible to avoid sourcing at least a portion of their content from other countries," the letter stated.

The chamber urged Congress to reject "Buy American" provisions in future legislation.



Zarnikow





WHO FROM YOUR COMPANY DESERVES TO BE RECOGNIZED AS A PROFILE IN POWER & WOMAN OF INFLUENCE?

Austin Business Journal announces the call for nominations for the 15th annual Profile in Power & Women of Influence Awards. This is an opportunity to elevate your friends and colleagues that have shown excellence in the workplace and the community.

WOMEN OF INFLUENCE CATEGORIES:

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INDUSTRY STANDOUT	LEADING THE CHARGE
CENTRAL TEXAS STANDOUT	NONPROFIT/GOVERNMENT
INSPIRATION/MENTOR/IN-	LEADERSHIP





KEYNOTE SPEAKER



Ambassador Hughes,
Global Vice Chair of Burson-Marsteller

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FRIDAY, JUNE 12

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FRIDAY, JULY 24

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MBA: UT keeping enrollment steady

FROM PAGE 23

difficult for students to get noticed, Mabley said, adding that UT will look more closely at differentiators such as leadership potential and how well students have researched UT.

“Some students don’t do their due diligence. They may be just as qualified as another student, but someone else may have made a much better case about why this is the right program for them,” Mabley said.

Even though UT’s MBA program is seeing more applicants, the school has no plans to increase enrollment. It selects about 27 percent of applicants annually.

On the other hand, Acton School of Business is expanding its 2010 class size to 40 students from 28 students in 2009 to accommodate growing demand, said Jessica Blanchard, director of marketing and enrollment.

This year, Acton’s nontraditional MBA program received 64 applications, up from 46 last year.

Acton’s fellowship program, which lets recipients pay tuition after they graduate, has been one of the program’s draws.

Also, beliefs about the faltering economy have prompted some people to apply to Acton’s entrepreneurship program.

“There have been several applicants who have been so disappointed in how the current economic situation has been handled that they want to pursue their own entrepreneurial ventures to make a real difference in the world,” Blanchard said.

Opportunities at hand for energy efficiency

Welcome to a vibrant Texas marketplace where public sector decision makers have funds and an immediate interest in buying energy efficiency and energy conservation solutions.

Public entities have long been concerned about energy efficiency and conservation, but until now they have not been incentivized to focus intently and immediately on finding solutions. That all changed with the federal stimulus bill. Funding is now available, public interest has intensified, budgets cry out for relief and elected officials are championing the cause.

Many energy-saving projects are planned, under way or recently completed in Texas. More will follow as stimulus funds dedicated specifically to this objective flow to governmental entities of all sizes. The American Recovery and Reinvestment Act offers funding for weatherization assistance, state energy programs, efficient transportation and more. If there was ever a time for private firms to approach government with energy efficiency solutions, it is now.

Local governments throughout Texas are preparing for a new energy initiative, a \$3.2 billion Energy Efficiency and Conservation Program. In March, it was announced that Texas would receive \$209 million from this program to be used for projects that reduce total energy use and fossil fuel emissions or improve energy efficiency.

A complete list of allocated funding for state, city and county governments in Texas is available at www.spartnerships.com. Look at the Recent Reports section of the Web site.

The program funding will support activities such as energy audits, energy efficien-

cy retrofits in residential and commercial buildings, advanced building codes and inspections, and financial incentive programs — such as rebates — for energy efficiency improvements. Other eligible activities include transportation programs that reduce fuel usage, projects to reduce or capture methane from landfills, renewable energy installations such as solar panels on government buildings, energy-efficient traffic signals and street lights, and others.

The allocated funding amounts for public entities are significant:

- No award is under \$150,000.
- The median award amount is \$786,500.
- The largest award is to the City of Houston for \$22.7 million.

Applications for more funding are due to the U.S. Department of Energy this month.

Here are a few examples of upcoming Energy Efficiency and Conservation Program projects in Texas:

- Dallas plans to use \$2.4 million of a \$12.8 million allocation to achieve energy efficiency improvements in selected communities. Contracting opportunities will include energy audits, primary weatherization and energy upgrades.
- Lubbock is eligible to receive more than \$2.1 million. The city is expected to install more efficient lighting in Mahon

Library, upgrade to more efficient traffic signal lights and initiate other projects.

■ Fort Worth is still developing plans for its \$6.7 million allocation. City council members recently discussed installing solar panels for its regional library (\$750,000); community center solar water heating (\$150,000); “greening” facilities such as the convention center (\$250,000), Will Rogers Memorial Complex (\$150,000) and Village Creek Wastewater Treatment Plant (\$2 million); LED lighting for city parking facilities (\$900,000); citywide greenhouse gas inventory (\$100,000); traffic signalization improvements (\$800,000); and an energy efficiency revolving loan fund program (\$500,000).

■ San Antonio has a number of prioritized projects for its \$12.9 million allocation, including roof-mounted solar installations at the San Antonio International Airport (\$1 million) and Henry B. Gonzalez Convention Center (\$1 million); energy-efficient lighting systems with occupancy sensors (\$1.5 million); creating a renewable and compressed natural gas fueling station for city vehicles and potentially commercial and public access (\$1 million); and an enhanced municipal facility retrofit for other upgrades to include solar thermal improvements and HVAC upgrades (\$2 million).

Funding is flowing. Local governments are hiring outside contractors. Now is the time to be getting positioned to capture the new business.

MARY SCOTT NABERS is president and CEO of Strategic Partnerships Inc., specializing in public sector procurement. She can be reached at mnabers@spartnerships.com.



MARY SCOTT NABERS

GOVERNING SALES

NOMINATIONS are being accepted online at: austin.bizjournals.com

A U S T I N B U S I N E S S J O U R N A L

BEST CFOs OF THE YEAR AWARDS 2009

The Austin Business Journal announces its 2nd annual awards program honoring the Austin area’s outstanding CFOs. Awards will be given in the following six categories:

- Public Company CFO
- Small Private Company CFO
(based on 2008 revenue up to \$9.9 million)
- Medium Private Company CFO
(based on 2008 revenue from \$9.9 million to \$49 million)
- Large Private Company CFO
(based on 2008 revenue over \$49 million)
- Nonprofit CFO
- Best Turnaround Specialist: CFO who led the best effort to transition his/her company from ailing to acceptable.

Recipients will be honored at a special reception on June 18, and in a special section published June 19 in the Austin Business Journal. You may nominate more than one individual or organization, and you may nominate yourself or your organization.

For questions, contact Colin Pope at cpope@bizjournals.com or 512.494.2521.

NOMINATION DEADLINE IS MAY 8, 2009 at 5 pm CST.



LEGACY AWARD

Bill Bock
Senior Vice President and Chief Financial Officer
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LEADS

READERS GUIDE

The Austin Business Journal compiles information about businesses in Travis, Williamson and Hays counties. In this section, you'll find leads for selling to consumers and businesses, and alerts to bids.

PATENTS 26-27

Patents recently granted to local inventors.

BANKRUPTCIES 27

Obtained from bankruptcy courts. Provides credit information about businesses and serves notice of change in company structure. A Chapter 7 filing means a company is liquidating its holdings. A Chapter 11 filing means a company is free from the threat of creditors' lawsuits until it develops a reorganization plan.

ABSTRACTS OF JUDGMENT 27

Court judgments filed against businesses, including dollar amounts.

LAWSUITS FILED 27

Obtained from local district and federal courts. Represents valuable information to consider in dealings with businesses. Judgments of \$5,000 or more are listed. Cases are referred to as named when the suit was filed.

FEDERAL TAX LIENS AND RELEASES 27

Liens filed against businesses by the federal government for failure to pay taxes and releases given for paying those taxes.

STATE TAX LIENS AND RELEASES 27

Liens filed against businesses by the Texas government for failure to pay taxes and releases given for paying those taxes.

AFFIDAVITS OF MECHANICS' LIENS 27-28

Mechanics' liens are filed with the county clerk. Such a lien is filed over a disputed payment of a least \$5,000 involving a construction project.

REAL ESTATE TRANSACTIONS 28

Real Estate Transactions are recorded with the county clerk. The following information is included: seller, buyer, buyer's address, zip code, subdivision/property description (if available), mortgage amount (if available) and document number. This information is also available on disk or via email. For cost or more information, call 877-593-4157.

ASSUMED NAMES 28-30

Business names filed with the Texas Secretary of State's office for the purpose of doing business. Leads on new businesses needing services and goods. This information is also available on disk or via email. For cost or more information, call 877-593-4157.

SALES TAX PERMITS 30

Businesses receiving permits to charge sales tax. Leads on types of businesses, including mailing addresses. This information is also available on disk or via email. For cost or more information, call 877-593-4157.

PATENTS

The following patents were granted to Austin-area inventors between May 27, 2009 through June 2, 2009. The information was supplied by the Austin office of Winstead PC, a full-service law firm with more than 300 attorneys and offices in seven locations including Austin, Dallas, Fort Worth, Houston, San Antonio, The Woodlands, and Washington D.C. Direct inquiries to Robert A. Voigt, Jr. at (512) 370-2800.

PATENT OF THE WEEK

7,542,536 Resampler for a bit pump and method of resampling a signal associated therewith
Inventors: Barnette; James D. (Austin, TX), van Bavel; Nicholas R. (Austin, TX)

The existing public switched telephone network represents a significant capital investment that has taken place in great part over the last 80 years. The public switched telephone network was originally designed for voice services (so-called plain old telephone service) and was entirely analog.

Originally, the public switched telephone network included "local loops," which connected homes and businesses to central office switches. This allowed anyone having a telephone connected to the central office switch to call one another. A given central office typically only covers a relatively small area.

Today, technology known as High-Bit Rate DSL (HDLS) is used. However, the multiplication process involved is quite complex. Hence, there is a need in the art for a "resampler" that reduces this complexity.

This patent discloses a resampler that includes an interpolation stage, coupled to an input of the resampler, that receives a one-bit input signal representing at least a portion of a receive signal propagating along a receive path of the bit pump and generates a plurality of intermediate samples from at least two input samples associated with the one-bit input signal. The resampler also includes a selection stage, coupled to the interpolation stage, that receives the plurality of intermediate samples via one delay line of single bits and select one thereof, thereby providing an output sample that corresponds to a phase of the oscillator.

In one aspect, the resampler advantageously performs interpolation and selection operations on individual bit streams prior to other processing functions such as recombining operations into a single data stream. Inasmuch as the resampler avoids the necessity of a hardware multiplier, the resampler is simpler to implement, demands less power and requires less real estate compared to systems in the past.

Advanced Micro Devices, Inc.
7,542,880 Time weighted moving average filter
Inventors: Good; Richard P. (Austin, TX), Chamness; Kevin A. (Austin, TX), Schulze; Uwe (Dresden, DE)

7,543,131 Controlling an I/O MMU
Inventors: Hummel; Mark D. (Franklin, MA), Lueck; Andrew W. (Austin, TX), Strongin; Geoffrey S. (Austin, TX), Alsup; Mitchell (Austin, TX), Haertel; Michael J. (Sunnyvale, CA)

Agere Systems Inc.

7,542,425 Traffic management using in-band flow control and multiple-rate traffic shaping
Inventors: Grant; Kevin S. (Piscataway, NJ), Simkins; Mark Benjamin (Macungie, PA), Sonnier; David P. (Austin, TX)

Alcatel-Lucent USA Inc.

7,542,536 Resampler for a bit pump and method of resampling a signal associated therewith
Inventors: Barnette; James D. (Austin, TX), van Bavel; Nicholas R. (Austin, TX)

American Power Conversion Corporation

7,542,963 Method and system for journaling and accessing sensor and configuration data
Inventors: Primm; Michael (Austin, TX)

Applied Materials, Inc.

7,540,371 Break-away positioning conveyor mount for accommodating conveyor belt bends
Inventors: Rice; Michael R. (Pleasanton, CA), Enghardt; Eric A. (Palo Alto, CA), Lowrance; Robert B. (Los Gatos, CA), Elliott; Martin R. (Round Rock, TX), Hudgens; Jeffrey C. (San Francisco, CA)

AT&T Intellectual Property I, LP

7,542,763 Provisioning of wireless private access subscribers for location based services
Inventors: Russell; Alicia Marie (Austin, TX)

Biglever Software, Inc.

7,543,269 Software customization system and method
Inventors: Krueger; Charles W. (Austin, TX), Jungman; Mark N. (Cedar Park, TX)

Board of Regents, The University of Texas System

7,543,010 Modular pipeline fast Fourier transform
Inventors: Swartzlander, Jr.; Earl E. (Austin, TX), El-Khashab; Ayman Moustafa (Austin, TX)

Broadwing Corporation

7,542,420 Systems, devices, and methods utilizing port dimensioning strategies
Inventors: Mokhtar; Ahmed G. (Austin, TX), Benmohamed; Lotfi M. (Clarksville, MD)

Chatsworth Products, Inc.

7,542,287 Air diverter for directing air upwardly in an equipment enclosure
Inventors: Lewis, II; Richard Evans (Austin, TX), VanLith; Dennis W. (Oxnard, CA), Alaniz; Daniel (Austin, TX), Donowho; D. Brian (Georgetown, TX)

ConMediSys, Inc.

7,540,044 Patient lift and transfer device
Inventors: Patterson; Richard A. (Georgetown, TX), Smucker; Ralph M. (Austin, TX)

Dell Products L.P.

7,542,272 Rotatable cooling fans and method for use
Inventors: Pike; Jimmy D. (Georgetown, TX), Kotzur; Gary B. (Austin, TX)

7,543,089 Adaptive input/output bus sharing method to improve performance of SCSI/SAS clusters
Inventors: Nguyen; Nam V. (Round Rock, TX), Sankaran; Ananda Chinnaiah (Austin, TX)

7,543,183 Method and system for automated technical support for computers
Inventors: Vrhel, Jr.; Thomas (Austin, TX), Huber; Gary D. (Austin, TX), Stedman; Roy W. (Austin, TX), Van Artsdalen; James (Austin, TX), Venkatramani; Krishnamurthy (Austin, TX) 7

Entorian Technologies, LP

7,542,297 Optimized mounting area circuit module system and method
Inventors: Wehrly, Jr.; James Douglas (Austin, TX), Wolfe; Mark (Round Rock, TX), Goodwin; Paul (Austin, TX)

7,542,304 Memory expansion and integrated circuit stacking system and method
Inventors: Rapport; Russell (Austin, TX), Cady; James W. (Austin, TX), Wilder; James (Austin, TX), Roper; David L. (Austin, TX), Wehrly, Jr.; James Douglas (Austin, TX), Buchle; Jeff (Austin, TX)

Everspin Technologies, Inc.

7,543,211 Toggle memory burst
Inventors: Nahas; Joseph J. (Austin, TX), Andre; Thomas W. (Austin, TX), Subramanian; Chitra K. (Austin, TX)

Freescale Semiconductor, Inc.

7,542,351 Integrated circuit featuring a non-volatile memory with charge/discharge ramp rate control and method therefore
Inventors: Choy; Jon S. (Austin,

TX), Chrudimsky; David W. (Austin, TX)

7,542,360 Programmable bias for a memory array
Inventors: Rashed; Mahbub M. (Austin, TX), Booth; Robert E. (Austin, TX), Davar; Sushama (Austin, TX), Nallapati; Giri (Austin, TX)

7,542,365 Apparatus and method for accessing a synchronous serial memory having unknown address bit field size
Inventors: Bodnar; John W. (Cedar Park, TX)

7,542,369 Integrated circuit having a memory with low voltage read/write operation
Inventors: Kenkare; Prashant U. (Austin, TX), Russell; Andrew C. (Austin, TX), Bearden; David R. (Austin, TX), Burnett; James D. (Austin, TX), Cooper; Troy L. (Austin, TX), Zhang; Shayan (Austin, TX)

International Business Machines Corporation

7,541,940 Proximity-based task alerts
Inventors: Upton; John Daniel (Georgetown, TX)

7,542,329 Virtual power rails for integrated circuits
Inventors: Cheng; Zhibin (Cary, NC), Dutta; Satyajit (Austin, TX), Klim; Peter J. (Austin, TX)

7,542,862 Calibration of multi-metric sensitive delay measurement circuits
Inventors: Singh; Harmander (Austin, TX), Drake; Alan J. (Round Rock, TX), Gebara; Fadi H. (Austin, TX), Keane; John P. (Minneapolis, MN), Schaub; Jeremy D. (Austin, TX), Senger; Robert M. (Austin, TX)

7,543,041 Pattern based web services using caching
Inventors: Bou-Ghannam; Akram A. (Lake Worth, FL), Creamer; Thomas E. (Boca Raton, FL), Moore; Victor S. (Boynton Beach, FL), Winters; Scott L. (Austin, TX)

7,543,081 Use of N.sub.-Port ID virtualization to extend the virtualization capabilities of the FC-SB-3 protocol and other protocols
Inventors: Dugan; Robert J. (Hyde Park, NY), Frazier; Giles Roger (Austin, TX), Meritt; Allan Samuel (Poughkeepsie, NY)

7,543,084 Method for destroying virtual resources in a logically partitioned data processing system
Inventors: Arndt; Richard Louis (Austin, TX), Biran; Giora (Zichron-Yaakov, IL), Kiel; Harvey Gene (Rochester, MN), Makheravaks; Vadim (Austin, TX), Recio; Renato John (Austin, TX), Shalev; Leah (Zichron-Yaakov, IL), Srikrishnan; Jaya (Wappingers Falls, NY)

7,543,109 System and method for caching data in a blade server complex
Inventors: Bell, Jr.; Robert H. (Austin, TX), Escalera; Jose R. (Austin, TX), Herescu; Octavian F. (Austin, TX), Miller; Vernon W.

(Tucson, AZ), Roll; Michael D. (Tucson, AZ)

7,543,116 Data processing system, cache system and method for handling a flush operation in a data processing system having multiple coherency domains
Inventors: Guthrie; Guy L. (Austin, TX), Hollaway, Jr.; John T. (Austin, TX), Starke; William J. (Round Rock, TX), Williams; Derek E. (Austin, TX)

7,543,120 Processor and data processing system employing a variable store gather window
Inventors: Bell, Jr.; Robert H. (Austin, TX), Shen; Hugh (Austin, TX), Stuecheli; Jeffrey Adam (Austin, TX), Williams; Derek Edward (Austin, TX)

7,543,124 Method for preventing page replacement of unreferenced read-ahead file pages
Inventors: Accapadi; Mathew (Austin, TX), Michel; Dirk (Austin, TX), Dunshea; Andrew (Austin, TX), Accapadi; Jos M. (Austin, TX)

7,543,147 Method, system, and storage medium for creating a proof of possession confirmation for inclusion into an attribute certificate
Inventors: Benantar; Messaoud B. (Austin, TX), Gindin; Thomas L. (Potomac, MD), Sweeney; James W. (Milbrook, NY)

7,543,155 Method for developing a password based on biometric template
Inventors: Kobylak; Adriana (Round Rock, TX), Langford; John S. (Austin, TX), Vega; Madeline (Austin, TX)

7,543,161 Method and apparatus for tracking variable speed microprocessor performance caused by power management in a logically partitioned data processing system
Inventors: Olaszewski; Bret Ronald (Austin, TX), Smolders; Luc Rene (Austin, TX), Swanberg; Randal Craig (Round Rock, TX)

7,543,187 Method to dynamically filter active system state (live dump) data
Inventors: Madan; Gunisha (Austin, TX)

7,543,223 Accessibility to web images through multiple image resolutions
Inventors: Rodriguez; Herman (Austin, TX), Smith, Jr.; Newton James (Austin, TX), Spinac; Clifford Jay (Austin, TX)

7,543,234 Stacking portlets in portal pages
Inventors: Daniels; Fonda J. (Cary, NC), Kumbyr; David Bruce (Austin, TX), McMahan; Paul Franklin (Apex, NC)

7,543,322 Method for enhanced event specific features on personal video recorders
Inventors: Bhogal; Kulvir S. (Pflugerville, TX), Boss; Greg J. (American Fork, UT), Hamilton, III; Rick A. (Charlottesville, VA), O'Connell; Brian M. (Cary, NC), Polozoff; Alexandre (Bloomington, IL)

IP-First, LLC

7,542,566 Apparatus and method for performing transparent cipher block chaining mode cryptographic functions
Inventors: Henry; G. Glenn (Austin, TX), Crispin; Thomas A. (Austin, TX), Parks; Terry (Austin, TX)

7,543,134 Apparatus and method for extending a microprocessor instruction
Inventors: Henry; G. Glenn (Austin, TX), Hooker; Rodney E. (Austin, TX), Parks; Terry (Austin, TX)

Kabushiki Kaisha Toshiba

7,543,091 Self-organized parallel processing system
Inventors: Hamanaka; Yoshiyuki (Austin, TX), Ishibashi; Kazuko (Austin, TX), Hayashi; Hiroo (Round Rock, TX)

National Instruments Corporation

7,542,810 System and method for user controllable PID autotuning and associated graphical user interface
Inventors: Chandhoke; Sundeep (Austin, TX)

7,542,867 Measurement system with modular measurement modules that convey interface information
Inventors: Steger; Perry G. (Georgetown, TX), Foote; Garritt W. (Austin, TX), Potter; David L. (Austin, TX), Truchard; James J. (Austin, TX)

7,543,281 Disabling and conditionally compiling graphical code in a graphical program
Inventors: King; Jason (Austin, TX), Hogan; Kevin (Austin, TX)

Novacentrix Corp.

7,543,170 Equipment fail safe safety system
Inventors: Ross; Rens (Austin, TX), McCool; Steven C. (Austin, TX)

Penson Worldwide, Inc.

7,542,939 Modeling financial instruments using bid and ask prices
Inventors: Ferguson; Ralph Bruce (Round Rock, TX), Cheung; Liam (St. Lambert, CA), Boyd; Ronald Scott (Austin, TX)

QLOGIC, Corporation

7,542,418 Method and apparatus for detecting and removing orphaned primitives in a fibre channel network
Inventors: Fike; John M. (Austin, TX), Wen; William J. (Austin, TX)

Sigmatel, Inc.

7,543,186 System and method for implementing software breakpoints
Inventors: Schultz; Russell A. (Austin, TX)

Stampede Technologies, Inc.

7,543,072 Method and system capable of performing a data stream over multiple TCP con-

BUSINESS CALENDAR

Featured event

Austin Hispanic Chamber of Commerce

Topic: Finding the appropriate solution to your credit needs
Date and time: Tuesday, June 16, 7:30-10 a.m.
Speakers: Various lenders and investment experts, including Hall Martin of the Central Texas Angel Network (pictured)
Cost: \$15
Location: Austin City Hall, Council Chamber, 301 W. Second St.
For more information: Contact Nayeli Gallegos at ngallegos@gahcc.org or (512) 476-7502



TUESDAY, JUNE 16

Consortium for Advanced Management International. Topics: Multiple. Speakers: Various. 8 a.m.-7:30 p.m., Sheraton Austin Hotel, 701 E. 11th St. Cost: Free. For details about topics and speakers visit www.cam-i.org or call Ashok Vadgama at (512) 296-6872. To RSVP, call (817) 426-5744.

Commercial Real Estate Women. Topic: Not easy being green. Speakers: Angel Benschneider, principal, Bourn Partners LLC; Nikelle Meade, partner, Brown McCarroll LLP; Jennifer Sherrill, council, Fulbright & Jaworski LLP; and Linda Strickland, a director at Integra Realty Resources Austin. 11:30 a.m., Sullivan's Steakhouse, 300 Colorado St. Cost: \$30 for members, \$35 for guests. For more information or to RSVP, visit www.crewaustin.com.

Jewish Community Association of Austin. Topic: Whole Foods' real estate decisions, and how environmental issues are incorporated throughout the company and in building plans. Speaker: Jim Sud, vice president of growth and business development at Whole Foods. 6-8 p.m. Whole Foods Market at Sixth Street and North Lamar Boulevard. Cost: Free. RSVP at www.shalomaustrin.org/greenknot. For more information, contact Liza Levine at (512) 795-9937, ext. 14, or liza.levine@shalomaustrin.org.

WEDNESDAY, JUNE 17

Metropolitan Breakfast Club. Topic: Inman's view of the world. Speaker: Admiral Bobby Inman, U.S. Navy, (Ret.). 7-8:30 a.m., UT Club, Sixth Floor, Darrell Royal Memorial Stadium, 2108 E. Robert Dedman Drive. Cost: \$15 for members and first-time guests with registration. \$25 for others. For more information or to RSVP, contact Katherien Deats at mbscaustin@mbscaustin.org or (512) 479-9460.

Greater Austin Hispanic Chamber of Commerce. Topic: Networking. 5:30-7:30 p.m., Hilton Garden Inn, 500 N. I-35 Austin. Cost: \$10. For more information or to RSVP, contact Selina Aguirre at saguirre@gahcc.org.

THURSDAY, JUNE 18

Austin AMA. Topic: Earn customer loyalty in a compulsion-to-compete world. Speaker: Jill Griffin. 11:30 a.m.-1 p.m., Cool River Cafe, 4001 W. Parmer Lane. Cost: \$25 for members and students, \$40 for nonmembers. For more information or to RSVP, visit www.austinama.org/events.

Austin Chamber of Commerce. Topic: New member orientation and reception. 4:30-5:30 p.m., 210 Barton Springs Road, Suite 400. Cost: Free. For more information or to RSVP, contact Rachel Isenhower at risenhower@austinchamber.com.

FRIDAY, JUNE 19

Austin Leadership Forum. Topic: Developing community leaders. Speaker: East Austin activist Allen Weeks. 7:30-9:00 a.m., The Austin Club, 110 E. Ninth St. Cost: \$20. RSVP at www.theaustinleadershipforum.com.

TUESDAY, JUNE 23

Austin Chamber-IBM Education Roundtable. Topic: Education, business and legislative leaders. Speakers: Civic and business leaders throughout Central Texas. 11:30 a.m.-1 p.m., AT&T Executive Education and Conference Center, 1900 University Ave. Cost: \$25 for members, \$35 for nonmembers. For more information, contact Molly Bloom at mbloom@austinchamber.com.

FRIDAY, JUNE 26

Greater Pflugerville Chamber of Commerce. Topic: Networking. Speaker: Craig McKay of Help Fund Our Cause. 7:30-9:00 a.m., Pflugerville chamber, 101 S. Third St., Pflugerville. Cost: Free. RSVP to Shiloh Brown at gpcc3@sbglobal.net or (512) 251-7799.

nections or concurrent interleave of multiple data streams over multiple TCP connections
Inventors: Hertzog; Scott P. (Round Rock, TX), Morris; Brian C. (Austin, TX), Yohe; Thomas P. (Dayton, OH)

Sun Microsystems, Inc.
7,543,132 Optimizing hardware TLB reload performance in a highly-threaded processor with multiple page sizes
Inventors: Grohowski; Greg F. (Bee Cave, TX), Saulsbury; Ashley (Los Gatos, CA), Jordan; Paul J. (Austin, TX), Shah; Manish (Austin, TX), Sugumar; Rabin A. (Sunnyvale, CA), Debbage; Mark (Santa Clara, CA), Iyengar; Venkatesh (Santa Clara, CA)

Tokyo Electron Ltd.
7,542,859 Creating a virtual profile library
Inventors: Funk; Merritt (Austin, TX), Prager; Daniel J. (Hopewell Junction, NY)

VIA Technologies, Inc.
7,543,090 Double-pumped/quad-pumped variation mechanism for source synchronous strobe lockout
Inventors: Lundberg; James R. (Austin, TX)
7,543,094 Target readiness protocol for contiguous write
Inventors: Gaskins; Darius D. (Austin, TX)

Unassigned
7,542,855 Water quality sampling system
Inventors: Sihalla; Zakaria (Hutto, TX)

BANKRUPTCIES

WESTERN DISTRICT OF TEXAS AUSTIN DIVISION

Chapter 7

Ellaview Homes LLC, 7317

Ellaview Lane, Austin 78759; Assets, not shown; Debts, not shown; Major Creditor, not shown; Attorney, Gordon W. Hardin; case #09-11423, 06/01/09.

D-Corp Surface Technology Inc., 6015-A Dillard Circle, Austin 78752; Assets, \$51,981; Debts, \$508,116; Major Creditor, Chase Bank, \$100,000; Attorney, Charles Nettles; case #09-11437, 06/01/09.

Chapter 11

Evolution Energy & Light LLC, 400 Parker Drive Suite 1120, Austin 78728; Assets, \$500,001 to \$1,000,000; Debts, \$500,001 to \$1,000,000; Major Creditor, ProLogis Texas I LLC, \$62,000; Attorney, Mark C. Taylor; case #09-11333, 05/27/09.

Balli Trucking Inc., 15103 Sabal Palm Road, Austin 78724; Assets, \$0 to \$50,000; Debts, \$50,001 to \$100,000; Major Creditor, not shown; Attorney, Morris E. 'Trey' White III; case #09-11361, 05/28/09.

It's New to Me Inc., 7719 Burnet Road, Austin 78757; Assets, \$50,001 to \$100,000; Debts, \$100,001 to \$500,000; Major Creditor, Chase Bank Arboretum, \$81,000; Attorney, Lee Norton Bain; case #09-11384, 05/29/09.

ABSTRACTS OF JUDGMENT

TRAVIS COUNTY

TCB Quality Landscaping Inc. vs. Herb Deck individually/dba H. Deck Construction, 1601 Oxford Blvd., Round Rock 78664, \$17,936, plaintiff, case #08 1453 CC4, 05/13/09.

Dell Marketing LP vs. SMS AC Inc., 741 F St., San Diego, Calif. 92101, \$48,465, plaintiff, case #C 1 CV 08

012782, 05/13/09.

LAWSUITS FILED

TRAVIS COUNTY

Willie Clark vs. Fiesta Mart Inc., personal injury-other, case #D 1 GN 09 001615, 05/22/09.

Scientific Machine and Welding Inc. vs. Nextech Solutions Inc., breach of contract, case #D 1 GN 09 001620, 05/22/09.

Brazos Forest Products LP vs. Trans Pacific Trading Co., account and sworn account, case #D 1 GN 09 001624, 05/22/09.

Lauren Concrete Inc. vs. Precise Construction Inc., breach of contract, case #D 1 GN 09 001628, 05/22/09.

Prudence Adams vs. Centex Freight Lines LLC, discrimination, case #D 1 GN 09 001629, 05/22/09.

Systems and Processes Engineering vs. Micro Systems Inc., damages other, case #D 1 GN 09 001631, 05/22/09.

Richard E. Kaelin vs. Summit Modular Transport LLC, breach of contract, case #D 1 GN 09 001635, 05/26/09.

Louisiana Stadium and Exposition District vs. BFS Diversified Products LLC, (type not shown), case #D 1 GN 09 001640, 05/26/09.

Terry Gupton vs. Alamo Cement Co. II Ltd., personal injury-vehicle, case #D 1 GN 09 001655, 05/26/09.

Vicente Garcia Ramirez vs. Westdale Asset Management Ltd., breach of contract, case #D 1 GN 09 001656, 05/26/09.

David W. Bryant vs. NFC Marketing Associates Inc., fraud, case #D 1 GN 09 001658, 05/27/09.

Severita Luna vs. Charania Investments LLC, discrimination, case #D 1 GN 09 001662, 05/27/09.

Metcalf Builders Inc. vs. PFF Bank and Trust, (type not shown), case #D 1 GN 09 001663, 05/26/09.

Ronald McDonald House Charities vs. Eckols and Associates AIA Inc., breach of contract, case #D 1 GN 09 001669, 05/27/09.

Russell D. Warren vs. Texas Disposal Systems Inc., discrimination, case #D 1 GN 09 001676, 05/27/09.

Donald Abrams vs. Innovative Barbeque Solutions, promissory note, case #D 1 GN 09 001677, 05/27/09.

Austin Oral Surgery LP vs. Ehlers Co. Inc., breach of warranty, case #D 1 GN 09 001678, 05/28/09.

Janet Redfern vs. G. Harvey Gallery Inc., personal injury-vehicle, case #D 1 GN 09 001687, 05/28/09.

OAG Resources Inc. vs. Cavalier Oil and Gas Inc., breach of contract, case #D 1 GN 09 001689, 05/28/09.

WILLIAMSON COUNTY

Candice Rhoton individually and friend of Josh Rhoton Jr. (a minor) vs. Garden Ridge Corp dba Garden Ridge, damage, case #09 483 C277, 05/18/09.

Debra A. Smith vs. James East individually and dba Avery Fine Wine and Spirits, damage, case #09 486 C368, 05/22/09.

FEDERAL TAX LIENS

TRAVIS COUNTY

Akram N Inc., 4417 E. Saint Elmo Road, Austin 78744, \$9,188, (940/941), document

#2009079651, 05/15/09.
Austex Industries Inc., 14900 Avery Ranch Blvd. No. 200, Austin 78737-3951, \$6,592, (941), document #2009079652, 05/15/09.

Eat More Bread Inc., 8803 Sky Mountain Drive Apt. B, Austin 78735-8043, \$8,416, (941), document #2009079673, 05/15/09.

Affordable Sound & CD Duplication, 1029 Reinli St. Suite 3, Austin 78723-1748, \$8,061, (GIVP), document #2009082045, 05/19/09.

Jamie Montgomery-Heger, 204 Sioux Trail, Leander 78641, \$22,242, (940/941), document #2009082046, 05/19/09.

Tactic Advisors Inc., 2901 Scenic Drive, Austin 78703-1042, \$162,844, (1120), document #2009082050, 05/19/09.

Synergy Dynamics Inc., P.O. Box 1579, Pflugerville 78691-1579, \$29,524, (941), document #2009082063, 05/19/09.

Austin Fertilization Inc., 3705 San Antonio St., Austin 78734, \$16,809, (941), document #2009082067, 05/19/09.
Teachers Inc., 600 N. Cuernavaca Drive, Austin 78733-3212, \$6,802, (941), document #2009082070, 05/19/09.

RELEASES OF FEDERAL TAX LIENS

TRAVIS COUNTY

Action Decorating Inc., 1201 Kramer Lane, Austin 78758, \$8,938, (6721), document #2009082071, 05/19/09.

Gourmet Grits Restaurant Group Inc., 18645 FM 1932, Jonestown 78645-3412, \$36,304, (941), document #2009082083, 05/19/09.

DAT LLC, 3736 Bee Cave Road Suite 2, Austin 78746-5378, \$7,095, (941), document

#2009082087, 05/19/09.
Scott A. Sterling, 7901 Southwest Parkway Unit 99, Austin 78735-8947, \$10,679, (6672), document #2009082098, 05/19/09.

STATE TAX LIENS

TRAVIS COUNTY

Kodiak Assembly Solutions LLC, 12100 Technology Blvd., Austin 78727-6203, \$52,412, (Sales/Excise & Use), document #2009077830, 05/13/09.

Banam Investments Inc., 157 E. Travis St., La Grange 78945-2614, \$18,255, (Sales/Excise & Use), document #2009077953, 05/13/09.

Tejas Insurance Managers Inc., 5100 Little Creek Trail, Spicewood 78669-6751, \$582,282, (Insurance Premium), document #2009077954, 05/13/09.

WILLIAMSON COUNTY

Deli Management Inc., 2400 Broadway St., Beaumont 77702, \$36,044, (Limited Sales Excise and Use), document #2009036787, 05/27/09.

RELEASES OF STATE TAX LIENS

TRAVIS COUNTY

Robnett & Co. LP, 13809 N. Highway 183 No. 900, Austin 78750-1241, \$5,094, (Franchise Tax), document #2009077816, 05/13/09.

Flint Hills Resources LP, P.O. Box 2900, Wichita, Kan. 67201-2900, \$6,403, (filed in error), document #2009079230, 05/14/09.

Aspen Pet Products Inc., P.O. Box 1246, Arlington 76004-1246, \$15,199, (Franchise Tax), document #2009081982,

05/19/09.
Hollingshead International Inc., 2276 Goodyear Ave., Ventura, Calif. 93003-7746, \$128,955, (Franchise Tax), document #2009081983, 05/19/09.

American Apparel Retail Inc., 747 Warehouse St., Los Angeles, Calif. 90021-1106, \$8,755, (Sales/Excise & Use), document #2009081984, 05/19/09.

Texas MoneyMaker Inc., 2900 W. Anderson Lane No. 12-B, Austin 78757-1102, \$5,186, (Sales/Excise & Use), document #2009081985, 05/19/09.

Joe Alvarado Jr., 4619 S. Congress Ave. Suite C, Austin 78745-2342, \$9,543, (Sales/Excise & Use), document #2009081988, 05/19/09.

AFFIDAVITS OF MECHANICS' LIENS

TRAVIS COUNTY

Claimant: Trimbuilt Construction Inc., Contractor: Stream Realty Partners Austin, \$55,070, Owner: Crow Family Holdings Industrial Texas LP, on property at 6301 E. Stassney Lane No. 6, Austin 78744, document #2009078369, 05/13/09.

Claimant: Airtron LP, Contractor: Blue Horse Building & Design, \$5,703, Owner: VLC Acquisition Group LLC, on property at R.R. Germany Survey No. 301, document #2009077910, 05/13/09.

Claimant: Airtron LP, Contractor: Blue Horse Building & Design, \$5,586, Owner: VLC Acquisition Group LLC, on property at R.R. Germany Survey No. 301, document #2009077911, 05/13/09.

Claimant: Rogers O'Brien Construction Ltd., Contractor: The College Houses, \$557,533, Owner: The College Houses, on property at Lots 17/18

Louis Horsts Subdivision, document #2009078961, 05/14/09.
Claimant: Piper Weatherford Co., Contractor: Lago Construction Co., \$20,063, Owner: St. Davis Healthcare, on property at 12201 N. Mo Pac Expressway Suite 100, Austin 78758, document #2009078767, 05/14/09.

Reinforcing Steel Supply, Contractor: Browning Construction (original contractor), \$27,439, Owner: STS Property Development LLC, on property at Abstract 791 Survey 67 Walters, document #2009079120, 05/14/09.

Claimant: Dry Utilities of Texas LLC, Contractor: Time Warner Cable (original contractor), \$63,120, Owner: Simon Property Group, on property at 10850 Domain Drive, Austin 78758, document #2009078852, 05/14/09.

Claimant: Innovative Interiors Inc., Contractor: Blue & Associates Inc., \$29,845, Owner: The Lake Travis Island Venture LP, document #2009078764, 05/14/09.

Claimant: Texas Fifth Wall Roofing Systems Inc., Contractor: Waynand Builders WBK LP, \$12,000, Owner: Sabine Residences LP, on property at Sabine Master Condominium, document #2009079409, 05/15/09.

Claimant: Travis Spaulding dba Capital Construction, Contractor: MDR Hollows LP, \$11,957, Owner: MDR Hollows LP, on property at Lots 27-30 Block B The Bluffs, document #2009080154, 05/15/09.

Claimant: Texas Concrete Materials Ltd., Contractor: JC Concrete, \$14,039, Owner: Craig Coale, on property at 18124 Old Burnet Road, document #2009079960, 05/15/09.

Claimant: Design Systems Group Inc., Contractor: Make Ready Masters, \$6,500, Owner: Hill Country Galleria LP, on property at Hill Country Fitness/12912 Hill Country Blvd., Bee Caves

78738, document #2009079741, 05/15/09.

Claimant: Crist Industries Inc., Contractor: Harvey Cleary Builders, \$39,951, Owner: The University of Texas System, on property at UT Chilling Station No. 6/24th & Speedway, document #2009079509, 05/15/09.

Claimant: Terracon Consultants Inc., Contractor: Opus West Corp., \$18,272, Owner: Hill Country Galleria LP, on property at Jas G. Swisher Survey No. 152 Abstract No. 691, document #2009079496, 05/15/09.

Claimant: Southwest Construction Services, Contractor: Opus West Construction Corp., \$40,594, Owner: Hill Country Galleria LP, on property at A. Ziller Survey No. 2 Abstract 2529, document #2009079440, 05/15/09.

Claimant: Express Interiors Inc., Contractor: K. Tooley Enterprise (original contractor), \$14,028, Owner: Park Row Lighting, on property at Park Row Lighting/9715 Burnet Road, Austin 78758-5215, document #2009079414, 05/15/09.

Claimant: Travis Spaulding dba Capital Construction, Contractor: MDR Hollows LP, \$17,900, Owner: Velton Crawford, on property at 20203 Old FM 1431, Lago Vista 78645-4500, document #2009080156, 05/15/09.

Claimant: TDIndustries Inc., Contractor: AIMCO Management (original contractor), \$8,406, Owner: Travis One Oxford LP, on property at Hunt Club Apartments/3101 Shoreline Drive, Austin 78728, document #2009080082, 05/15/09.

Claimant: Tiki Trucking LLC, Contractor: GH Contracting, \$13,645, Owner: DLC Acquisitions Group LLC, on property at The Villas on Lake Travis, document #2009079954, 05/15/09.

Claimant: Keystone Structural Concrete LLC, Contractor: Senderro Construction Services Inc., \$138,344, Owner: Speedway Condo Project LP, on property at 305 E. 31st St., Austin 78705, document #2009079643, 05/15/09.

Claimant: Crist Industries Inc., Contractor: Rogers O'Brien Construction, \$97,940, Owner: Seton Medical Center, on property at 1201 W. 38th St., Austin 78705, document #2009079508, 05/15/09.

Claimant: Southwest Fire Protection LLC dba Texas Southwest Fire Protection, Contractor: Opus Construction, \$30,479, Owner: Hill Country Galleria LP, on property at 4005 FM 620 S., Bee Cave 78738-6303, document #2009079470, 05/15/09.

Claimant: Southwest Construction Services, Contractor: Opus West Construction Corp., \$5,084, Owner: Hill Country Galleria LP, on property at A. Ziller Survey No. 2 Abstract 2529, document #2009079439, 05/15/09.

REAL ESTATE TRANSACTIONS - COMMERCIAL

TRAVIS COUNTY

Lozier Properties Ltd. to Walter Biel, P.O. Box 869, Dripping Springs 78620, Noel Bain Survey No. 1, \$5,140,000, document #2009078114.

Christopher R. Barnhart and Daria Dione Conlan to Elizabeth Lane Properties LLC, 1900 Mountainview Road, Austin 78703, Being a Part of Block 2 Ward Addition, \$305,100, document #2009078947.

Mitchel Wong to Stoneridge Capital Partners Ltd., 1700 Stoneridge Terrace, Austin 78746, S.J. Dover League Abstract No. 168, document #2009078922.

Mitchel Wong to Stoneridge Capital Partners Ltd., 1700 Stoneridge Terrace, Austin 78746, Lot 1 Block A Interport, document #2009078923.

Frank and Angelia Gonzales to Commerce Max Inc., 1051 Ebazzo St., San Benito 78586, Lot 20 Block R The Villages of Hidden Lake, document #2009079584.

Jennifer I. Brown/Billy Wayne Hester Jr./Martha Hudson to Valhalla Realty LLC, 6705 Highway 290 W. No. 505-254, Austin 78735, Lot 30 Block B Maple Run, document #2009079586.

Britt and Kelly Peterson to 20/20 Realty Partners LP, 6836 Bee Cave Road No. 245, Austin 78746, Lot 22 Block B Barton Creek, document #2009080034.

Mitchel Wong to Stoneridge Capital Partners Ltd., 1700 Stoneridge Terrace, Austin 78746, Lot 3 Tobin's Subdivision, document #2009081823.

REAL ESTATE TRANSACTIONS - RESIDENTIAL

HAYS COUNTY

Randall H. and Andrea H. Robinson to Edwin C. and Donnadee T. Swedberg, 325 Madera Way, Dripping Springs 78620, Lot 13 Block A Dos Lagos Subdivision, \$417,000, document #3656/809.

Michael Hatfield to Trish J. Locke and Ginger K. Floyd, 3916 Greystone Drive, Austin 78731, Lot 9 Block C Northwest Hills Mesa Oaks, \$388,000/48,400, document #3657/747.

Lacey R. Goodpasture and Stephanie E. Bell to Rod Douglas and Stacey Napier, 371 Torrington Drive, Austin 78737, Lot 13 Block B Belterra, \$354,971, document #3659/764.

PCA Interests LLC to Miguel A. and Rosa A. Mancha, 10156 Bragus Road, Buda 78610, Lot 5 Block B Rutherford West, \$349,046, document

#3660/151.

Wells Fargo Bank NA to Michael Racis and Elizabeth McConnell, 151 Unbridled, Austin 78737, Lot 2 Block D The Polo Club at Rooster Springs, \$319,920, document #3659/73.

William C. and Beth A. Barnes to Jerry Chanek, 115 Poplar Drive, Mountain City 78610, Lot 17 Mountain City Oaks, \$304,000, document #3660/120.

Pulte Homes of Texas LP to Jonathan Bonilla/Cindy Bonilla/Bradford Bonilla, 1505 Grassy Field Road, Austin 78737, Lot 26 Block A Highpointe, \$302,800, document #3659/104.

Gary G. and Ann Gromer to Bob Paul Valliant and Susan Irene Belez, 5112 Jenkins Cove, Austin 78730, Lot 38 Block K River Place, \$409,925, document #2009081837.

Paul and Pat Hime to Roberta A. Galarza, (no address shown), Lot 290 The Hills of Lakeway, \$408,000, document #2009079268.

Scott Meyer to Shaun D. and Leticia M. Lamont, 2503 Deerfoot Trail, Austin 78704, Lot 17 Block 5 Barton Terrace, \$400,000, document #2009080266.

Meritage Homes of Texas LLC to Stephen and Roxanne Ziekle, 15413 Bat Hawk Circle, Austin 78738-6865, Lot 6 Block L Shillman Ranch, \$393,450, document #2009080852.

Von E. and Elizabeth D. Breaux to Bruce Edward and Jeannie H. Feltner, (no address shown), Lot 31 Block B Steiner Ranch, \$371,200, document #2009081356.

Robert F. Coffee and Jack S. Crier to Chris and Teri Taylor, 1703 W. 11th St., Austin 78703, Lot 7 Woodland, \$350,000, document #2009080739.

Weekley Homes LP to Robert John and Brenda Denise Sours, 12509 Alcanza Drive, Austin 78739, Lot 3 Block P Meridian, \$340,400/63,000, document #2009081029.

Christiaan and Wilhelmina Steenbergen to Daniel G. Jr. and Maria R. Stanzone, 12726 Cloud Mountain King, Austin 78726, Lot 12 Block I Grandview Hills, \$340,000, document #2009080450.

Kenneth R. Dubuque and Eileen A. Guerrin to Bob E. and Mary A. Atnip, 1504 Barton Creek Blvd., Austin 78735, Lot 11 Barton Creek, \$340,000, document #2009080892.

Sharon and David L. Sneed to Earl and Renee Kilbride, 1625 Chesterwood Cove, Austin 78746, Lot 11 Block A Cortona Subdivision, \$339,950, document #2009080745.

Richard A. and Valerie V. Lee to Hod W. Pharis and Alexandra Grace Newbury, 103 Tallstar Drive, Austin 78734, Lot 2245 Lakeway, \$327,750, document #2009081008.

37th Oyster LLC to Sato Yuda, 3401 W. Palmer Lane No. 1726, Austin 78727, Lots 29-30 Block 38 The Highlands, \$319,113, document #2009079908.

Sue White aka Sue W. White to Carl E. Neusch and Kathleen K. Gulf, 4105 Mesa Court, Austin 78731, Lot 10 Block F Northwest Hills Lakeview, \$415,000, document #2009080448.

Brad Allen and Julie A. Medford to Muralidhar R. Randlapalli and Himabindu Koduru, 7300 Fabian Drive, Austin 78759, Lot 6 Block A Great Hills, \$414,000, document #2009080365.

Gary G. and Ann Gromer to Bob Paul Valliant and Susan Irene Belez, 5112 Jenkins Cove, Austin 78730, Lot 38 Block K River Place, \$409,925, document #2009081837.

Paul and Pat Hime to Roberta A. Galarza, (no address shown), Lot 290 The Hills of Lakeway, \$408,000, document #2009079268.

Scott Meyer to Shaun D. and Leticia M. Lamont, 2503 Deerfoot Trail, Austin 78704, Lot 17 Block 5 Barton Terrace, \$400,000, document #2009080266.

Meritage Homes of Texas LLC to Stephen and Roxanne Ziekle, 15413 Bat Hawk Circle, Austin 78738-6865, Lot 6 Block L Shillman Ranch, \$393,450, document #2009080852.

Von E. and Elizabeth D. Breaux to Bruce Edward and Jeannie H. Feltner, (no address shown), Lot 31 Block B Steiner Ranch, \$371,200, document #2009081356.

Robert F. Coffee and Jack S. Crier to Chris and Teri Taylor, 1703 W. 11th St., Austin 78703, Lot 7 Woodland, \$350,000, document #2009080739.

Weekley Homes LP to Robert John and Brenda Denise Sours, 12509 Alcanza Drive, Austin 78739, Lot 3 Block P Meridian, \$340,400/63,000, document #2009081029.

Christiaan and Wilhelmina Steenbergen to Daniel G. Jr. and Maria R. Stanzone, 12726 Cloud Mountain King, Austin 78726, Lot 12 Block I Grandview Hills, \$340,000, document #2009080450.

Kenneth R. Dubuque and Eileen A. Guerrin to Bob E. and Mary A. Atnip, 1504 Barton Creek Blvd., Austin 78735, Lot 11 Barton Creek, \$340,000, document #2009080892.

Sharon and David L. Sneed to Earl and Renee Kilbride, 1625 Chesterwood Cove, Austin 78746, Lot 11 Block A Cortona Subdivision, \$339,950, document #2009080745.

Richard A. and Valerie V. Lee to Hod W. Pharis and Alexandra Grace Newbury, 103 Tallstar Drive, Austin 78734, Lot 2245 Lakeway, \$327,750, document #2009081008.

37th Oyster LLC to Sato Yuda, 3401 W. Palmer Lane No. 1726, Austin 78727, Lots 29-30 Block 38 The Highlands, \$319,113, document #2009079908.

Kristie Clanton to Heidi Ross, (no address shown), Lot 14 Block N The Hielscher, \$306,000, document #2009080664.

WILLIAMSON COUNTY

Jerry and Linda McCrary to Curt and Martha Misako, 604 Marquesa Trail, Georgetown 78633, Lot 21 Estates of Westlake, \$576,821, document #2009036449.

Devon Bank to Syed and Seema Haiderzaidi, 3917 Obsidian Lane, Round Rock 78681, Lot 5 Block H Walsh Ranch, \$523,534, document #2009037002.

Jimmy Jacobs Custom Homes Ltd. to Harvey M. and Judy Allen, 1202 Prosperity Hills Drive, Georgetown 78628, Lot 16 Block C The Reserve at Berry Creek, \$417,000, document #2009036461.

Deutsche Bank National Trust Co. to Manoj Iyer and Ashley Lai, 1288 County Road 180, Leander 78641, Lot 1 Block B/Lot 1 Block C Lakewood Country Estates, \$412,000, document #2009036484.

Matt and Christi Barber to Brett J. and Kala K. Strand, 1804 Brushy Bend Drive, Round Rock 78681, Lot 39 Brushy Bend Park, \$379,050, document #2009036536.

Donald A. Long to Joanne and Jacob Webre, 2302 First View, Leander 78641, Lot 59 Block F Fairways at Crystal Falls, \$336,000, document #2009036438.

William A. and Jane M. Clarfella to Gerald W. and Susan Calk, 2918 Cedar Crest Circle, Round Rock 78665, Lot 27 Block J Forest Ridge, \$325,395, document #2009036811.

Michael A. and Tara Pehl to Brian W. and Marcy W. Steward, 216 Landons Way, Georgetown 78633, Lot 32 Block A Twin Springs, \$292,000/18,250, document #2009036561.

BUILDING PERMITS - COMMERCIAL

CITY OF AUSTIN

Austin Commercial LP, commercial construction at 200 Lavaca St., (shell (mixed-use) building), \$119,389,750.

Franklin-Alan LLC, commercial addition/alteration at 201 Brazos St., Outlot 17 Division E (addition & interior remodel to restaurant), \$140,190.

Lyda Swinnerton Builders, commercial building at 3210 1/2 N. I-H 35 Service Road SB, (chilled water central plant), \$182,500.

Preston Harvey, commercial addition at 1522 S. Congress Ave., \$260,000.

CITY OF SAN MARCOS

Comanche Contractors LLC, commercial building at 550 Barnes Drive, Academy Sport & Outdoors, \$3,500,000.

Darrell Hill Custom Homes, commercial alteration at 1917 Dutton Drive No. 204, Anytime Fitness, \$118,000.

F&F Builders, commercial alteration at 117 E. Hopkins St., Jimmy Johns Gourmet Sandwiches, \$115,000.

Olishan Foundation, commercial construction at 1348 Highway 123, Austin Radiology (foundation), \$132,975.

Trainor Commercial Construction Inc., commercial alteration at 3939 S. I-H 35 No. 1370, Bare Escentuals Outlet, \$109,000.

BUILDING PERMITS - RESIDENTIAL

CITY OF AUSTIN

Antero Homes LP, single-family residence at 6620 Bay City Bend, \$129,700.

Brad Marshall Homes, single-family residence addition/alteration at 2000 Alguno Road, \$141,010.

Centex Homes, single-family residence at 133 Grazing Horse Lane, Ashbrook, \$131,740.

D.R. Horton Homes, single-family residence at 14220 Canyon Trail, \$102,575.

D.R. Horton Homes, single-family residence at 11221 Per-simmon Gap Drive, \$102,740.

Da Vida Pools, inground pool at 14132 Flat Top Ranch Road, \$100,000.

David Weekley Homes, single-family residence at 4220 Berkman Drive, Mueller, \$129,995.

David Weekley Homes, single-family residence at 4228 Berkman Drive, Mueller, \$124,995.

David Weekley Homes, single-family residence at 4224 Berkman Drive, Mueller, \$143,495.

David Weekley Homes, single-family residence at 4240 Berkman Drive, Mueller, \$137,495.

David Weekley Homes, single-family residence at 4232 Berkman Drive, Mueller, \$143,495.

David Weekley Homes, single-family residence at 4236 Berkman Drive, Mueller, \$129,995.

Hohnstreiter Construction LLC, single-family residence at 800 Oakland Ave., Terrace Park 1913, \$345,000.

Meritage Homes Corp., single-family residence at 11520 Cherisse Drive, Meridian, \$106,760.

Pivoda Brothers Construction, single-family residence addition/alteration at 2635 Deerfoot Trail, The Oaks of Barton, \$140,000.

Poolscales Inc., inground pool at 6901 Greenshores Drive Unit 3, \$200,000.

Richard McIntyre, single-family residence at 2502 E. 10th St., Tobin & Johnson's Subd., \$100,000.

William Bradley, single-family residence addition at 10814 Laurel Creek Drive, (guesthouse), \$345,300.

CITY OF GEORGETOWN

Jimmy Jacobs Custom Homes, single-family residence at 841 Caprock Canyon Trail, Lot

60 Heritage Oaks, \$254,302.

Jimmy Jacobs Custom Homes, single-family residence at 715 Caprock Canyon Trail, Lot 71 Block 1 Heritage Oaks, \$199,262.

Taylor Morrison Homes, single-family residence at 30111 Drifting Meadow Drive, Lot 11 Villages at Berry Creek, \$213,194.

Taylor Morrison Homes, single-family residence at 30126 Bumble Bee Drive, Lot 25 Villages at Berry Creek, \$241,402.

Taylor Morrison Homes, single-family residence at 7809 Little Deer Trail, Lot 3 Block D Villages of Berry Creek, \$204,594.

CITY OF SAN MARCOS

Bigelow San Marcos Development LLC, multi-family residence at 117 Rush Haven No. 101, \$106,600.

Bigelow San Marcos Development LLC, multi-family residence at 117 Rush Haven No. 103, \$105,950.

Bigelow San Marcos Development LLC, multi-family residence at 118 Rush Haven No. 103, \$105,950.

Briggs Construction LLC, single-family residence addition at 919 Belvin St., \$108,450.

Homes by Avi, single-family residence at 105 Silo St., \$130,325.

Homes by Avi, single-family residence at 121 Silo St., \$126,660.

Homes by Avi, single-family residence at 126 Fence Line Drive, \$142,600.

Homes by Avi, single-family residence at 146 Fence Line Drive, \$144,100.

Homes by Avi, single-family residence at 517 Easton Drive, \$162,000.

Pacesetter Homes LLC, single-family residence at 238 Silo St., \$138,100.

Reytex Homes, single-family residence at 101 Split Rail Drive, \$224,900.

Reytex Homes, single-family residence at 114 Old Settlers Drive, \$181,700.

Reytex Homes, single-family residence at 122 Split Rail Drive, \$180,000.

Roel Bazan Construction, single-family residence at 805 Arizona St., \$100,230.

ASSUMED NAMES

HAYS COUNTY

Allegro School of Music and Dance, 181 Cimarron Park Loop No. A, Buda 78610.

Fischer Lawn Care, 231 Carriage Way, Kyle 78640.

Neukams Landscape, 626 Atlantis, Kyle 78640.

Backyard Leisure Escapes, 167 Pimlico, Kyle 78640.

A. Ivey's Lawn and Landscaping, 158 Country Lane, Maxwell 78656.

Flower Dance Landscaping and Design, 3610 Lime Kiln Road, San Marcos 78666.

North Hays Gold Association, P.O. Box 1187, Buda

78610.

Community Creative Alliance, P.O. Box 1040, Dripping Springs 78620.

Christ Community Church San Marcos, P.O. Box 332, San Marcos 78666.

Empyrean JV, 1138 Misty Lake Drive, Sugar Land 77478.

The Pink Polka Dot, 150 Camp Creek Court, Buda 78610.

Casita De Botes, 1101-D Thorpe Lane Suite 149, San Marcos 78666.

Rocky LaRues, 401 Hughson Drive, San Marcos 78666.

Circa, 14015 Ranch Road 12, Wimberley 78676.

Sinya on Lone Man Creek, 428 Deer Lake Estate, Wimberley 78676.

Niemann and Niemann LLP, 1122 Colorado St., Austin 78701.

Nexus Medical Consulting, 127 Adams Way, Canyon Lake 78133.

Hong Kong Restaurant and Sushi Bar, 812 S. Guadalupe St., San Marcos 78666.

Let's Bow Crazy, 1230 Springlake Drive, Dripping Springs 78620.

Twigs and Holly Childrens Books, 5912 Steiner, Kyle 78640.

Bloomin' Babes, 461 Masonwood Drive, Kyle 78640.

JCS Automotive, 179 Walker Road, San Marcos 78666.

Nichols Tire and Automotive, 301 N. L.B.J. Drive, San Marcos 78666.

Adam Sanchez of Jani King, 1048 Country Club Drive No. F-5, Seguin 78155.

You've Got It Maid, 117 Santa Fe Run, Kyle 78640.

Bird's Roofing and Construction, 3571 Far West Blvd. PMB 173, Austin 78731.
Eric Anderson Roofing, 3571 Far West Blvd. PMB 173, Austin 78731.
Edge Roofing, 8408 Appaloosa Run, Austin 78737.
Mondragon Roofing, 739 W. William Cannon Drive Apt. 2087, Austin 78745.
Little Miracles Christian Pre-School, 907 Edgerly Lane, Pflugerville 78660.
Harmony School of Excellence-Austin, 2100 E. Saint Elmo Road, Austin 78744.
The Natural Child Learning Community, 928 E. 53rd 1/2 St., Austin 78751.
JD Express Checkcashing, 10500 N. Lamar Blvd., Austin 78753.
RMD Investments, P.O. Box 143682, Austin 78714.
Aaron Contract Services, 2265 Lipscomb St., Fort Worth 76110.
Austin Kitchen and Bath, 409 W. Park St., Cedar Park 78613.
Lafayette Contracting, 12225 Triple Creek Circle, Dripping Springs 78620.
Conscientious Construction, 204 Bronco Blvd., Liberty Hill 78642.
Austin Home Remodeling, P.O. Box 5421, Leander 78645.
Landreth Construction, 2142 Settlers Park Loop, Sandy 78665.
Bianchi Construction Services, 2311 Thornton Road Unit G, Austin 78704.
Austin Landmark Property Services Inc., P.O. Box 202344, Austin 78720.
Cruz Construction, 4805 Blueberry Trail, Austin 78723.
Bird's Restoration Services, 3571 Far West Blvd. PMB 173, Austin 78731.
Southwestern Construction Services, 6923 Scenic Brook Drive, Austin 78736.
Green Action Remodeling, 2311-B Teri Road, Austin 78744.
Fishbone Contracting, 9108 Spring Lake Drive, Austin 78750.
Uro-path Laboratories, 7909 Fredricksburg Road Suite 150, San Antonio 78229.
Riverside Rehabilitation and Health Care Center, 19115 FM 2252, San Antonio 78266.
West Oaks Rehabilitation and Health Care Center, 19115 FM 2252, San Antonio 78266.
Brodie Ranch Rehabilitation and Health Care Center, 19115 FM 2252, San Antonio 78266.
Gucci Health Care Services, 919 Anmadale Drive, Cedar Park 78613.
God's Helpers Pradia Home Health Care, 11508 Marshall St., Manor 78653.
Natural Effects Dental Laboratory, 17844 Glacier Bay St., Pflugerville 78660.
It's All About You Therapeutic Massage, 921 Ahbyglan Castle Drive, Pflugerville 78660.
Pflugerville Periodontics,

3226 Bay Hill Lane, Round Rock 78664.
Pflugerville Periodontics & Dental Implants, 3226 Bay Hill Lane, Round Rock 78664.
Trinity Pathology Services, 1608 W. 34th St., Austin 78703.
Walking the Straight Path Rehabilitation & Cultivation Center, 301 E. Croslin St. Apt. 103, Austin 78752.
HDA Lawn Service, 705 Laurel St., Bastrop 78602.
Victor Garcia dba V&M Lawn Care, 15506 Schmidt Loop, Manor 78653.
Texas Landscape Management dba Forevergreen, 10211 FM 969, Austin 78724.
A&S Landscaping Services, 4602-A Brown Bark Place, Austin 78727.
Gonzalo Landscaping Services, 400 W. Anderson Lane No. 1103, Austin 78752.
Law Office of Adam D. Rowins, P.O. Box 341152, Austin 78734.
Ramsey Abarca Lawyer, P.O. Box 9123, Austin 78766.
Abarca Lawyer, P.O. Box 9123, Austin 78766.
Fishbone Woodworks, 9108 Spring Lake Drive, Austin 78750.
Woodworx for You, 910 Neans Drive, Austin 78758.
Tile Creations, 5505 Tallow Tree Drive, Austin 78744.
Lamar Stone Supply, 12003 N. Lamar Blvd., Austin 78753.
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Infinity Builders Group, 2899 S. Congress Ave. Suite 201, Austin 78704.
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Solar Sensations, 14219 Lit-tig Road, Manor 78653.
Chip's Away, 1308 FM 685, Pflugerville 78660.
Baby to Girl, 505 Stevenage Drive, Pflugerville 78660.
Russell Walker dba Solo-point, 21215 Secretariat Ridge Lane, Pflugerville 78660.
Parrillada Northena, 1604-C Nightview Drive, Pflugerville 78660.
JST Management Inc. dba Cowboy Toothpick Clips, 704 S. Cowal Drive, Spicewood 78669.
Yogilicious, 7006 Rambollet Terrace, Round Rock 78681.
The Austin American-Statesman, 701 Brazos St. Suite 1050, Austin 78701.
The Dogwood, 715 W. Sixth

St., Austin 78701.
Palazzo at Cypresswood, 701 Brazos St. Suite 1050, Austin 78701.
Studio Slomo, 1411 E. Second St. Unit A, Austin 78702.
Ina Taylor's, 4609 Glissman Road, Austin 78702.
Mr. Yogato, 1200 E. 11th St. Suite 104, Austin 78702.
East End Ink, 2412-A Cesar Chavez St., Austin 78702.
Bitty Baby Bites, 2806 Pecos St., Austin 78703.
Rouge Hearts, 3411-A Dolphin Drive, Austin 78704.
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ByMeasure.Com, P.O. Box 180546, Austin 78718.
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Instrument Flight Rules Inc., 4321 General Aviation Ave. Hangar 1, Austin 78719.
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Kingco, 15030 Wells Port Drive, Austin 78728.
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S2SMC, 11113 Muddler Cove, Austin 78733.
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Breier and Associates, 8200 Scenic Ridge Cove, Austin 78735.
Simple Civi, 4513 Foster Ranch Road, Austin 78735.
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Rainy Day, 11113 Claro Vista

Cove, Austin 78739.
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Bells.Com, 109 Denson Drive, Austin 78752.
Go Getta Enterprise, 300 W. Huntland Drive, Austin 78752.
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Blue Tuesday, 2425 Ashdale Drive No. 5, Austin 78757.
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Nuria Iman, 3220 Duval Road Box 2811, Austin 78759.
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Herald Publishing Co. Inc. The dba The Daily Sentinel, 701 Brazos St. Suite 1050, Austin 78701.
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Austin Pregnancy Magazine, 801 W. Fifth St. No. 1-00, Austin 78703.
Capstone Comics Publishing, P.O. Box 140421, Austin 78714.
Corporate Move Management, P.O. Box 5421, Leander 78645.
Fox Management Services, 7604 Stagecoach Cove, Leander 78645.
TER Consulting, 1320 Zephyr Lane, Round Rock 78664.
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Younglove Consulting, 4301 Walling Forge Drive, Aus-

tin 78727.
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TAR Consulting, 2006 Matthews Lane, Austin 78745.
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Yum Yum's Cup Cakes, 7013 Auckland Drive, Austin 78749.
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dba: Hot Dog Xpress, 12800 Center Lake Drive Apt. 612, Austin 78753.
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Crawfish Express, 8500 Shoal Creek Blvd. Building 4 Suite 200, Austin 78757.
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Veggie Bites Pizza, 12113 Metric Blvd. No. 1414, Austin 78758.
Aleman Appliances & Brothers, 3232 E. Cesar Chavez St., Austin 78702.
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Take Supply Chain, 6805 Capital of Texas Highway Suite 370, Austin 78731.
Artlinks, 5810 Highland Hills Drive, Austin 78731.
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Aaliyah Store, 5506 Fernview Road, Austin 78745.
Wonkos Toys and Games, 13729 Highway 183 Suite 630, Austin 78750.
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Balcones Supply, 1700 DK Ranch Road, Austin 78759.
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Assembly Made Easy, P.O. Box 741, Pflugerville 78691.
Easy Innovative Solutions, P.O. Box 383, Pflugerville 78691.
ACS Government Information Services, 701 Brazos St. Suite 1050, Austin 78701.
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Transition Technologies, 1612 Haskell St., Austin 78702.
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Institute for Professional and Creative Development, 5806 Mesa Drive Suite 305, Austin 78731.
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Brittani Memorial Fund, 15 Mountain Terrace Cove, Austin 78734.
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Texas Wild Network, 4604 Englewood Drive, Austin 78745.
Joy Psychology, 2525 Wallingwood Drive Building 70 Suite 704, Austin 78746.
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Residential Energy Audit, 5804 Charles Schreider Trail, Austin 78749.
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When Doodie Calls, 12238 Abbey Glen Lane, Austin 78753.
Green Energy Resources, 12800 Harrisglenn Drive Suite 521, Austin 78753.
Smart Green Energy, 12800 Harrisglenn Drive Suite 521, Austin 78753.
ATX Energy Services, 1406 W. Koenig Lane, Austin 78756.
Austin Gate Operators, 11900 Metric Blvd. Suite J No. 114, Austin 78758.
Help in Texas, 4815 W. Braker Lane No. 502-116, Austin 78759.
IMS Concepts, P.O. Box 353, Austin 78767.
Lone Star Auto Care, 902 Old Austin Hutto Road, Pflugerville 78660.
Capstone Auto Repair, 16305 Malden Drive, Pflugerville 78660.
Hurricane Bus Wash Co., 1760 Horseshoe Circle, Round Rock 78681.
Ultimate Dent Removal, 12005 Misty Brook Drive, Austin 78727.
Ultimate Mobile Car & Boat Detail, 12005 Misty Brook Drive, Austin 78727.
ATX Windshield Repair & Auto Glass, 8817 Black Oak St., Austin 78729.
Los Pinos Auto Repair, 7011 W. Parmer Lane No. 227, Austin 78729.
Talent Works, P.O. Box 302645, Austin 78703.
Trade Show Evolution, 12601 Uvalde Creek Drive, Austin 78732.
Optimal Process Solutions, 1804 Whitney Way, Austin 78741.
Fourseen Designs, 3420 Sand Dunes Ave., Austin 78744.
SMD Design, 1010 Wesssex Way, Austin 78748.
Beyond Basic Editing, 3220 Duval Road No. 2012, Austin 78759.
Merlin's Windows & Web Magic, 4104 Dauphine Drive, Austin 78727.
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St. Thomas the Domain, 10000 Research Blvd. Suite 113, Austin 78759.
Eurostaff, 8312 La Plata Loop, Austin 78737.
Global Recruiters of Austin, 9600 Escarpment Blvd. Suite 745-127, Austin 78749.
Authentic Bowling, P.O. Box 1964, Shelter Island, N.Y. 11964.
Crim Dela Crim Youth Track and Field Club, 6205 Vida Nueva Ave., Del Valle 78617.
Aztex DJ, 13909 Conner Downs Drive, Pflugerville 78660.
Falcon Beach Volleyball Club, 21600 Highway 71 W., Spicewood 78669.
The Driftn' Drive-In, 1603 Lightsey Road, Austin 78704.
Keys Jazz Club, 9901 Capital of Texas Highway Suite 150, Austin 78729.
Musical Services Group of

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Wolfpack Recordings, 707 Colonial Park Blvd., Austin 78745.
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Executive Clean, 12804 James Madison St., Manor 78653.
All Pure Cleaning Systems, P.O. Box 201031, Austin 78720.
Eva Torres dba E.T. Cleaning Solutions, 7126 Howerington Circle, Austin 78724.
Pop's Window Cleaning, 2301 Ranch Road 620 S. No. 135, Austin 78734.
HME's Cleaning, 12308 Ranch Road 620 N., Austin 78750.
MGNP Cleaning Services, 12501 Tech Ridge Blvd. No. 213, Austin 78753.
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Aristos Data Centers International Inc., 2415 E. Camelback Road Suite 700, Phoenix, Ariz. 85016.
Dragonfly Wellness Center, 705 Laurel St., Bastrop 78602.
Fast Bail Bonds, 809 Rio Grande St. Suite 102, Austin 78701.
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JMP Productions, 1712 E. Riverside Drive Box 255, Austin 78741.
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HBF Deliveries, 12443 Tech Ridge Blvd. No. 538, Austin 78753.
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Cornerstone New Home Solutions, 125 Thornwood Road, Georgetown 78628.
Triple C Fence Co., 14003 Rockcliff Drive, Leander 78641.
Longhorn Commercial & Residential Services, 303 County Road 179, Leander 78641.
Dynamic Construction, 1800 Plateau Vista Blvd., Round Rock 78664.
Express General Lawn Care, 605 E. Pecan St., Taylor 76574.
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LawnPro, 716 Northcreek Blvd., Leander 78641.
Neighborhood Lawn Service, 2100 Willow Bend No. 35-B, Round Rock 78664.
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Decatur Oaks LLC, P.O. Box

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A Casting Place, 107 Muir Court, Georgetown 78633.
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Affordable Wishes, 2909 Favero Cove, Round Rock 78665.
Avey Ventures, 2827 Cool River Loop, Round Rock 78665.
Jimenez-Reyes, 1004 Tamara Cove, Round Rock 78681.
Aaron's Own, P.O. Box 5581, Round Rock 78683.
Westbrook Enterprise, 9611 Newberry Drive, Austin 78729.
Health Kap Consulting, 338 Patricia Road, Georgetown 78628.
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Mosaic Property Services, 12440 Alameda Trace Circle, Austin 78727.
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Fabulous Fence, 2965 Donnell Drive, Round Rock 78664.
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Peak Performance Combat Cardio, 500 Brushy Creek Suite 504, Cedar Park 78613.
Peak Performance MMA, 500 Brushy Creek Suite 504, Cedar Park 78613.
Peak Performance Martial Arts, 500 Brushy Creek Suite 504, Cedar Park 78613.
Peak Performance Wrestling, 500 Brushy Creek Suite 504, Cedar Park 78613.
Peak Performance Yoga, 500 Brushy Creek Suite 504, Cedar Park 78613.
Holistic Health & Healing Hands, 806 Pack Saddle Pass, Round Rock 78681.
Cedar Park Acupuncture and Herbal Medicine, 11558 Spicewood Parkway No. 3, Austin 78750.
Points for Health Acupuncture and Herbal Medicine, 11558 Spicewood Parkway No. 3, Austin 78750.
Kristin Coker Photography, 912 Deer Run, Round Rock 78681.
Cimarron Self-Storage, 6510 Highway 29, Georgetown 78628.

SALES TAX PERMITS

HAYS COUNTY
Leal Vineyards of Austin Texas Inc., 2100 Creek Road, Dripping Springs 78620, agricultural services.
Ladies of Amberwood, 118 Pecanwood N., Kyle 78640, agricultural-crops.
AFD Services LLC, 2310 W. McCarty Lane, San Marcos 78666, contractors-heating/plumbing/mechanical.
DSISD Council of PTA's, 24711 Ranch Road 12, Dripping Springs 78620, educational services.
Science Hall Elementary PTA, 1510 Bebee Road, Kyle 78640, educational services.
J&D's Landscaping, 210 Nicola Alley, San Marcos 78666, landscape and tree maintenance.
Seton Medical Center Hays, 6001 Kyle Parkway, Kyle 78640, restaurants.
Gil's Broiler 2, 1917 Dutton Drive Suite C, San Marcos 78666, restaurants.
Cafe' Express, 321 FM 2325, Wimberley 78767, restaurants.
Karen Tumlinson Interiors, 2513 Great Oaks Drive, San Marcos 78666, retail-home furnishings/computer/stereos/video equipment.
BMB Customs Inc., 402 Village Lane, Buda 78610, retail-miscellaneous.
GLC Imaging, 1904 Ranch Road 12 Suite 108, San Marcos 78666, retail-miscellaneous.
Pideon Cay III LLC, 270 Grafton Lane, Austin 78737, retail-miscellaneous.
Re-Treasures, 1301 Kemp Hills Drive, Austin 78737, service-business.
Krazy K Designs, 143 Desert

Willow Way, Austin 78737, service-business.
Allegro School of Music and Dance, 181 Cimarron Park Loop Suite A, Buda 78610, service-entertainment.
Showstoppers Video, 2400-B W. Highway 290 Suite 3, Dripping Springs 78620, service-video production and rentals/theaters.
Cassandra Garza, 161 Pompey Springs Court, Buda 78610, wholesale-apparel.
The Perfect Gift-A Baby Boutique, 103-A Hinson St., Wimberley 78676, wholesale-apparel.
Redbox Automated Retail LLC, 15300 S. I-H 35, Buda 78610, wholesale-durable goods.
Speaking of Character LLC, 3020 Lime Kiln Road, San Marcos 78666, wholesale-durable goods.

TRAVIS COUNTY
Thompson Wood Products, 9807 Dessau Road, Austin 78754, agricultural-crops.
EZ Errands, 13800 Merseyside Drive, Pflugerville 78660, communications.
PAS Sports Marketing Inc., 104 Acapulco Court, Lake-way 78734, communications.
Strike Lightning Protection Corp., 401 Congress Ave. Suite 1540, Austin 78701, contractors-concrete.
Pool Guard of Central Texas, 1779 Wells Branch Parkway No. 110B-253, Austin 78728, contractors-concrete.
Concrete 4 Less Inc., 11808 Athens St., Manor 78653, contractors-drywall/masonry.
Precision Granite, 1710 Bench Mark Drive, Austin 78728, contractors-drywall/masonry.
Sylvania Lighting Service Corp., 15202 Marsha St., Austin 78728, contractors-heating/plumbing/mechanical.
Lightning Electrical, 12609 Dessau Road Lot 423, Austin 78754, contractors-heating/plumbing/mechanical.
Certapro Painters, 8711 Burnet Road Suite H-99, Austin 78757, contractors-painting/paper hanging.
Leafguard Austin, 8222 N. Lamar Blvd. Suite F-61, Austin 78753, contractors-roofing/siding.
Agilent Publishing LLC, 2110-A Boca Raton Drive, Austin 78747, educational services.
Bee Caves Medical, 6836 Bee Caves Road Suite 112, Austin 78746, health services.
Center for Music Therapy Inc., 4106 Marathon Blvd. Suite C, Austin 78756, health services.
Rock Monsters LLC, 20005 Algre St., Pflugerville 78660, heavy construction.
A&S Landscaping Services, 4602 Brown Bark Place Unit A, Austin 78727, landscape and tree maintenance.
Izzy Landscaping, 15504 Scarlet St., Austin 78728, landscape and tree maintenance.
Austin Turfgrass Maintenance, 7208 Scenic Brook Drive, Austin 78736, landscape and tree maintenance.

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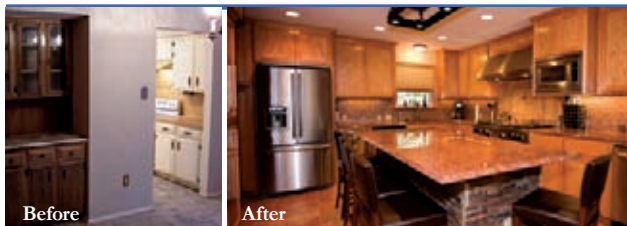
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“What the expert says:

Now that summer is here, it is time to think about ways to keep our homes cooler. One simple way to do that is with a solar powered attic fan. Not only is it an eco-friendly way to help homeowners save on their monthly utility bills, but now with the added tax credit incentive, the pay back on your investment is even faster.

A poorly ventilated attic can increase cooling costs, contribute to problems with mold and accelerate the deterioration of critical roof structures. Temperatures inside an attic with inadequate ventilation can reach as high as 140 degrees. Heat trapped in the attic also often radiates into the living space below causing air conditioning units to work even harder.

The Solar Star attic fan's photovoltaic capabilities utilize a “run-by-the-sun” solution, harnessing the sun's rays to solve heat and moisture problems.



MELISSA LINK, Owner
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VISITS: 76 site selectors have visited Austin so far this year; 54 all of last year

FROM PAGE 1

means Austin has been well-researched and made it to a short list, Rollins said.

Of the 76 site visits so far this year, 32 have been repeat visits. Chamber executives decline to say which companies have visited — and in some cases they may not know themselves due to cloak-and-dagger tactics used by some site selectors.

Rollins said the increase in interest is likely because companies are exploring cost savings. Austin, one of the few metropolitan areas in the country with positive job growth and a relatively low cost of living, is attracting attention from companies on both coasts.

Rollins said the factors influencing how

many of those companies actually land here have changed too. Historically, one out of three visits ended up in a site selection within 16 to 18 months. But he said that with nationwide economic uncertainty, many companies reach the final stages of a site search and then put all plans on hold, waiting until the economy takes a clearer direction.

Brokers also say they've seen an increase in activity in the region. Scott Flack, vice president of leasing with Live Oak-Gottesman, said while Central Texas still faces challenges with incentives, all deals start with a visit, and there have been plenty of those in the past 90 days. Flack said his company is actively involved with two prospects.

"In my mind, we have everything we've always had to offer, just more of it — talent,

quality of life and available quality space," Flack said. "We just need that edge, incentives, to make some deals happen."

Jeff Pace, vice president of office development with Simmons Vedder Partners, said he saw an uptick in activity from the Austin and Round Rock chambers in January and February. Two of Simmons Vedder's new office developments, The Crossings at Lakeline and Frontera Vista, have been short-listed as possible locations for out-of-town companies, he said. But Pace also said such inquiries have slowed recently.

"Out-of-town inquiries regarding our office buildings have been noticeably slower since the first of the year, although one or two prospects continue to express interest. San Antonio won the Medtronics relocation,

and two others have postponed decisions."

Joe Vining, vice president of economic development with the Round Rock Economic Development Partnership, said Round Rock has also seen strong interest and a jump in visits and inquiries this year.

"Here we are in the crappiest economy since who knows when, and I'm being run over by people prospecting," Vining said.

Vining and Rollins said they have seen an increase in inquiries from companies that would move their headquarters to the region. So far this year, the Austin area has seen four headquarter relocations, according to statistics from the Austin Chamber. In 2008, 11 companies moved their headquarters to the region, and in 2007 there were 12 headquarter relocations.

USED: Computer reseller adding stores quickly because of weakend economy

FROM PAGE 1

mid-sized corporate clients, Culleton said.

Culleton entered the refurbished PC business almost by accident. In the early 1990s, he was selling pagers and cell phones to retail and wholesale customers through his company, Intouch Telecom, when he learned that a customer needed several used PCs.

Culleton filled the order and soon began filling others while it became apparent that pagers were on the way out, so he sold his stake in Intouch and launched Discount Electronics.

Today, the business is mostly split evenly between Web-based sales and re-

tail business, he said. The No. 1 seller on the Internet side of the business is laptop AC adapters; in the retail stores it's USB cables, which Discount Electronics sells at a deep discount compared to most electronics stores.

The Dell computers the company refurbishes and resells are bought by the pallet from several brokers such as Austin-based Harper Remarketing Group Inc. The brokers get the PCs from Dell Financial Services after business customer leases expire.

Discount Electronics buys its Dell parts from Converge, a Massachusetts-based company that specializes in what it calls "reverse supply-chain solutions."

The process of buying used equipment comes with a strong environmental com-

ponent, requiring plenty of documentation, Culleton said.

Environmental concerns from companies such as Dell, coupled with anti-counterfeiting efforts, have forced companies to be more aware of proper disposal, said Debra Eggeman, executive director of the California-based Independent Distributors of Electronics Association. That bodes well for companies such as Discount Electronics because fewer potential products end up in landfills.

But since the economic downturn, companies are keeping their information technology longer, so used equipment is getting harder to come by. Harper Remarketing President Ty Black said he typically sells 1,500 to 2,000 PCs per month versus 4,000 a month last year.

At Discount Electronics, the demand for used PCs remains strong.

Its newest store, on Manchaca Road in South Austin, opened in April. Culleton said he bought the building — a former Hollywood Video store — from a California-based real estate investment trust for \$1.1 million.

During its first week of operation, the store generated the amount of business that Culleton had projected for after six months of operation.

Another benefit of the recession — trade workers aren't as busy, which makes it easier to enlist them, shortening from months to weeks the time it takes to get new stores to open, Culleton said.

"It's tougher in a boom time," he said. "It's slower to get everything done."

PUBLIC NOTICES

JOE GERATY 494-2535

NOTICE TO ALL PERSONS HAVING CLAIMS AGAINST THE ESTATE OF RAYMOND ERIC MALMQUIST.

The administration of the Estate of RAYMOND ERIC MALMQUIST, Deceased, has been commenced by the issuance of original Letters Testamentary to the appointed Independent Executor, RALPH RONALD WELCH, on June 9, 2009 by the Probate Court Number One, Travis County, Texas, acting in Cause Number C-1-PB-09-000569, and styled *In Re: Estate of RAYMOND ERIC MALMQUIST, Deceased*, in which Court the matter is pending. All persons having claims against the estate are hereby notified to present them to the undersigned representative at the address shown below within the time prescribed by law. Dated: June 9, 2009. **FORREST N. TROUTMAN**; State bar No. 20244000; 3345 Bee Cave Rd., Suite 104; Austin, Texas 78746-5463; Telephone: (512)469-9765. Attorney for the Estate of RAYMOND ERIC MALMQUIST, Deceased.

NOTICE TO ALL PERSONS HAVING CLAIMS AGAINST THE ESTATE OF FLORENCE CLARE COATES WERKENTHIN, DECEASED

Notice is hereby given that original Letters Testamentary for the Estate of Florence Clare Coates Werkenthin, Deceased, were granted on the 19th day of May, 2009, pending in Cause No. C-1-PB-09-000480, in Probate Court Number One of Travis County, Texas to: Conrad Plitt Werkenthin, Independent Executor. Claims may be presented in care of the attorney for the Independent Executor of the Estate addressed as follows: Conrad Plitt Werkenthin, Independent Executor, Estate of Florence Clare Coates Werkenthin, Deceased, c/o CLARK, THOMAS & WINTERS, A Professional Corporation, Attn: Sam K. Hildebrand, Post Office Box 1148, Austin, Texas 78767. All persons having claims against this Estate which is currently being administered are required to present them within the time and in the manner prescribed by law. Dated this 8th day of June, 2009. Conrad Plitt

Werkenthin, Independent Executor of the Estate of Florence Clare Coates Werkenthin, Deceased. By: Sam K. Hildebrand, Post Office Box 1148, Austin, Texas 78767, (512) 472-8800, FAX: (512)474-1129, Attorneys For The Independent Executor.

NOTICE TO CREDITORS

Notice is hereby given that original Letters Testamentary for the Estate of CARLOS RIVERA PINEDA, Deceased, were issued on June 2, 2009, under Docket No. C-1-PB-09-000583, pending in the Probate Court of Travis County, Texas, to MAURA HOSE. Claims may be presented in care of the attorney for the estate, addressed as follows: MAURA HOSE; C/O: Mike Manos, Attorney, 1601 Rio Grande, Ste 360, Austin, TX 78701. All persons having claims against this estate, which is currently being administered, are required to present them within the time and in the manner prescribed by law. Dated this 8th day of June, 2009. By MIKE MANOS, (512) 476-9698 (512) 476-9918 FAX SB No. 12954000

NOTICE TO ALL PERSONS HAVING CLAIMS AGAINST THE ESTATE OF BLANCH O. NITSCHKE, DECEASED

The administration of the Estate of Blanch O. Nitschke, Deceased, has been commenced by the issuance of original Letters Testamentary to Frank O. Holder, Jr., and Danny L. Holder, on June 4, 2009 by the Probate Court Number One, Travis County, Texas, acting in Cause Number C-1-PB-09-000594, styled *IN RE: ESTATE OF BLANCH O. NITSCHKE, DECEASED*, in which Court the matter is pending. All persons having claims against the estate are hereby notified to present them to FRANK O. HOLDER, JR., AND DANNY L. HOLDER c/o ROBERT E. BLACK, 500 W. 16th Street, Suite 120, Austin, Texas 78701.

NOTICE TO ALL PERSONS HAVING CLAIMS AGAINST THE ESTATE OF ALFRED GEORGE DALE, DECEASED

NOTICE IS HEREBY GIVEN that original Letters Testamentary for the Estate of ALFRED GEORGE DALE, Deceased, were issued on June 4, 2009, in Cause No. C-1-PB-09-000590, pending in Probate Court No. 1 of Travis County, Texas to: NELL BOYLAN DALE. Claims may be presented in care of the attorney for the Estate addressed as follows: Estate of Alfred George Dale, Deceased, c/o Vacek, Kiecke & Currier, LLP, P.O. Box 1845, Austin, Texas 78767. All persons having claims against this Estate which is currently being administered are required to present them within the time and in the manner prescribed by law.

CITATION BY PUBLICATION

THE STATE OF TEXAS TO ALL PERSONS INTERESTED IN THE ESTATE OF KEVIN GLENN BORMAN, Deceased, No. C-1-PB-09-000660 in Probate Court Number One of Travis County, Texas. SHERYL B SUMMERS and all the alleged heir(s) at law in the above numbered and

entitled estate, filed on June 4, 2009, an Application to Determine Heirship and Application for Independent Administration in the said estate and request (s) that said Court determine who are the heirs and only heirs of the said KEVIN GLENN BORMAN, Deceased, and their respective shares and interests in such estate. Said application will be heard and acted on by said Court at 10:00 o'clock a.m. on the first Monday next after the expiration of ten days from date of publication of this citation, at the County Courthouse in Travis County, Texas. All persons interested in said estate are hereby cited to appear before said Honorable Court at said above mentioned time and place by filing a written answer contesting such application should they desire to do so. If this citation is not served within 90 days after date of its issuance, it shall be returned unserved. GIVEN UNDER MY HAND AND SEAL OF SAID COURT at office in Travis County, Texas, on June 04, 2009. County Clerk, Travis County, Texas; P.O. Box 149325 Austin, Texas 78714-9325. By Deputy: O. RUIZ.

GRADS: Only one in five college seniors this year found a job as they graduated

FROM PAGE 1

Also, Green is hoping to raise more than a million in funding for the startup, which is receiving consulting from IC², the University of Texas' global business think tank.

Likening the application to Facebook, Green said college-age job seekers will post their resumes, videos, photos and class projects on the site. In turn, businesses will post job openings and have access to job seekers' media-rich profiles.

Unlike other sites, TalentOnCampus will vet job seekers and employers. For instance, employers will be able to rank interns based on performance. And TalentOnCampus will screen businesses to make sure the jobs and internships they offer would be of value to job seekers.

While the site's base services are free to use, the site plans to eventually offer spe-

cial features or services to premium users for a fee. TalentOnCampus also plans to generate revenue through advertising, data mining and consulting services.

Green believes the timing for the site couldn't be better.

Only 19 percent of seniors looking for a job found one upon graduating this year, according to a survey by the National Association of Colleges and Employers.

It's a trend that appears to be bearing out at Southwestern University in Georgetown, said Alexandra Anderson, the school's associate director of career services. Fewer college grads have secured jobs after graduation so far this year compared with last year, according to an ongoing survey.

"I think there is still a demand for interns, especially for unpaid interns who are experienced," Anderson said.

While Southwestern is likely partnering

with the TalentOnCampus site, Anderson warns students about relying too heavily on job sites.

"The majority of opportunities aren't advertised," Anderson said. "Students should be working their network of contacts and building relationships."

Nevertheless, job sites are continuing to see strong traffic.

CollegeGrad.com, which bills itself as the No. 1 site aimed at entry-level graduates, has about a half million active job seekers and more than 1,000 job postings monthly, said Adeola Ogunwole, director of marketing for CollegeGrad.com.

Green says his site differs from competitors' because it focuses on small to medium-sized employers, which may be overlooked at traditional campus job fairs.

TalentOnCampus is starting its site with about 200 local employers and 800 job seek-

ers from local universities. To try to get the word out to employers, Green is building relationships with chambers of commerce and small business development centers.

The Web site has entered a partnership with the Texas State University-San Marcos Small Business Development Center.

Larry Lucero, director of the center at Texas State, said his organization is teaming with the Web site as a way to boost its offerings to small business owners.

"When talking with our current clients, we know that money is very tight and hiring personnel is challenging," Lucero said. "This [Web site] will provide a benefit to employers and students."

When Green's not networking with employers, he spends a few hours daily on Skype talking to TalentOnCampus founder Ashwin Bhambri, who lives in India. Oddly, Green has never met Bhambri in person.

EVENTS: Convention center deficit was \$969,000 last year; tight times ahead too

FROM PAGE 3

the Austin Hotel and Lodging Association and general manager of the Four Seasons Hotel, declined to talk about the recession's negative effects on the city's convention and meetings business, instead saying he'd like to focus on Austin's assets.

During fiscal 2008, which ended Sept. 30, 2008, \$22.5 million of the convention center's \$38 million in revenue was from the hotel occupancy tax. The center operated with a \$969,000 deficit versus a \$3.1 million surplus in fiscal 2007, according to the department.

But the department is planning \$11 mil-

lion in capital improvements and the hiring of 20 new full-time employees. It currently employs 181 workers, Tester said.

Although some capital improvements will be delayed, the department is proceeding with construction of a \$2 million convention center walkway designed to connect two parts of the building, he said.

Tester, who joined the department in late 2007, was previously a senior director of convention sales and marketing at Chicago's McCormick Place. He succeeded Robert Hodge, who had been director since 1994 and was fired in April 2007 for allegedly doctoring customer service surveys that provided the basis for employee bonuses.

In Texas, Austin's chief competitors for convention business are San Antonio, Dallas and Houston. Nationally, Austin competes with cities such as Baltimore, New Orleans, Denver and Detroit, Tester said.

In Austin, the lack of another large downtown hotel — 800 to 1,000 rooms — puts the city at a disadvantage when competing for convention businesses, Tester said. The situation forces prospective event organizers to use nine hotels rather than four, which diminishes negotiating power, driving up costs, Tester said.

"We run out of hotel rooms before we run out of space here," he said. Another hotel "would put us in the market for the next

step up in big conventions."

The 31-story, 800-room Hilton Austin is the largest downtown hotel.

Tester expects the number of events hosted by the convention center will remain flat during the next two years. But the department is already booking events for 2013-15.

And since annual conventions are major revenue generators for most associations, Tester expects them to remain a steady part of his department's business.

"They're going to have their events every year," he said. "If the economy is down, what you need is more customers, and the way to find customers in one spot is through industry conventions."

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OPINION



EDITORIAL William Brewer and Michael Gardner

Lawyers: Don't charge by hour

The best business executives often have two things in common: an unwavering commitment to protect their companies' legal rights and the confidence to exercise those rights during tough times. But knowing how much to invest in your company's legal position can be difficult — especially in a challenging economic environment.

It is no wonder then that we see so many corporate executives exploring an idea we originally introduced 20 years ago — the death of the lawyers' billable hour. Higher investor expectations and shrinking operating budgets are prompting local executives to ask how they can place new demands on commercial litigation services and raise the stakes on the law firms that offer them.

The answer lies in an alternative fee arrangement model, one that invests lawyers in their client's legal position and helps protect that client's financial resources. Alternative fee arrangements, in particular contingency engagements, have long worked in personal injury and other types of litigation. We are renewing the call for the same pay-for-performance system to be used in commercial litigation. The process works by paying attorneys a minimal fee up front, and then building in incentives that compensate lawyers based on the success of a legal outcome.

The most pernicious defect in the hourly billing system is that it creates inherent conflicts between lawyer and client. The lawyer who swiftly and successfully reaches the client's goals — which is nearly always the client's desire — puts himself out of a job. If, on the other hand, he gets bogged down in protracted litigation, the lawyer's fees earned will be substantial. Simply stated, the hourly billing system rewards inefficiency and, from the lawyer's perspective, penalizes swift victory.

Clients are concerned with lawyers performing unnecessary work and padding their hours to meet firm productivity requirements. Regrettably, there are occasions where those concerns are justified.

Against that backdrop, why is it that the hourly billing system remains prevalent? Perhaps the simplest explanation is that

it is familiar to both counsel and clients. To many clients, paying lawyers by the hour eliminates the risk of a windfall to the lawyers in the event that a dispute is resolved quickly and with minimal effort. This is particularly appealing to in-house counsel or others charged with monitoring the work of outside trial lawyers, who can explain the component parts making up the legal fees to their superiors or the board. They can cite a list of activities undertaken by counsel and the hours spent and rates charged.

When considering contingency fee deals as plaintiffs or paying premiums for favorable results in defense engagements, clients often project that their total legal costs will be less if they pay by the hour. This may seem surprising to many, considering that premium trial lawyers now charge in excess of \$1,000 an hour.

Nevertheless, in a typical commercial engagement, where there can be hundreds of millions of dollars at stake, it can take many months, sometimes years, to resolve a dispute through trial and appeals. Aggregate fees often exceed \$10 million, and yet still may be less than the payment of a 40, 30, or even 25 percent contingency. This is so even considering the conflicts and other problems with hourly billing.

In the nearly 20 years since Bickel & Brewer first criticized the hourly billing system, attorneys' rates have increased substantially, jury trials in commercial disputes have become far fewer, commercial arbitration panels have reduced the size of their awards, and legislatures across the country have passed laws limiting noneconomic damages.

Nevertheless, old habits die hard. The pendulum has yet to swing far enough to allow corporate executives to fully embrace alternative billing concepts. Doing so would minimize up-front legal costs and, at the same time, incentivize attorneys. That is a win-win situation — in any economic environment.

WILLIAM BREWER and **MICHAEL GARDNER** are partners at the commercial litigation firm Bickel & Brewer, with offices in Dallas and New York.

GUEST EDITORIAL Bill Rhea

State should pay for mistake

Imagine for a moment that the State of Texas sent a wrecking crew to demolish a home a mile from yours but gave them your address by mistake.

Could something like that really happen? It did. On Memorial Day weekend last year, the Texas Railroad Commission sent a contractor into the Gulf of Mexico to plug a nonproducing well, but plugged our well — one mile away — instead. The state gave the crew the wrong longitude/latitude coordinates, became lost at sea, and as a result plugged the nearest well they could find — ours.

When individuals or entities make mistakes, they have to make good on them. Unfortunately, we have found that is not necessarily so when the government makes one.

By plugging that well, the Railroad Commission hurt not only Gulf Energy, but also itself in the form of lost royalties and severance taxes to be paid by our company. Gulf Energy has invested more than \$3.2 million to redevelop the field, with the state being a principal beneficiary.

The wrongful plugging is not easily rectified. The plugging constitutes a denial of access to Gulf Energy property and the oil and gas reserves located up to 3,000 feet below the ocean bottom. Since a wellbore is the only way to access oil and gas reserves, the two choices now to rectify the situation are to either 'unplug' the wrongfully plugged well or drill a new well. Neither is cheap and the cost estimate for either is about \$2.5 million.

Texas has a long heritage of protecting private property rights. So imagine our surprise when the Railroad Commission,

with the staff readily admitting its mistake, claims no liability for Gulf Energy's damages. Instead, it hides behind the doctrine of "sovereign immunity." Try that with your mortgage company in the hope they will forgive your indebtedness to the now-demolished property. Can it be said the commissioners are not supporting either their staff or our small business?

We have all seen the signs in retail stores and reminded our children: "You break it, you buy it." This is such a simple principle that holds true in our lives as citizens of Texas — if we make a mistake, we need to make it right. What kind of message does the state's failure to honor this simple principle send to its residents? Also, does Texas still honor private property rights?

Our only recourse was to petition the state legislature through Senate Concurrent Resolution 72 to waive "sovereign immunity" and allow us to pursue claims against the state for the wrongful well plugging. Fortunately, the Texas Senate and the Texas House of Representatives did the right thing and passed a resolution allowing us to pursue our claim against the Railroad Commission.

The resolution now awaits the signature of Gov. Rick Perry. The governor can signal his support of property rights for our citizens and companies by signing SCR 72. Otherwise, this will serve as one more example of what happens when government runs roughshod over the property rights of its residents.

BILL RHEA is the owner of Austin-based Gulf Energy Exploration.

ANOTHER VIEW Lori Gracey

Textbook bill good for everyone

Texas schools need more choices and greater flexibility to ensure that our students are prepared for college and a 21st century workforce.

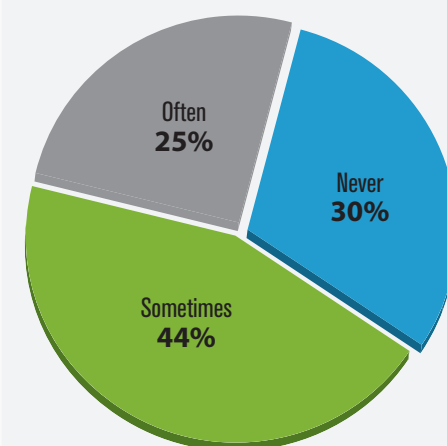
House Bill 4294, which received strong support from Texas lawmakers, will help our schools meet this goal by giving school districts more choices in how they spend their textbook allotment dollars. Right now, schools can only spend those funds on traditional textbooks. With 4294, schools will be able to use those dollars to purchase textbooks as well as an exciting array of innovative learning materials and tools to ensure local educators can not only teach, but inspire, their students.

HB 4294 embraces local control and encourages fiscal responsibility: It does not mandate change, nor does it cost any additional tax dollars. Texas school districts are working hard to incorporate new materials and facilitate innovative ways of learning to encourage student success in the classroom.

HB 4294 is a step in the right direction

ABJ BUSINESS PULSE

Do you go online to find places to eat? *



* Unscientific Web survey conducted June 5-10, 2009, at austin.bizjournals.com

as educators work hard to find new and innovative ways to engage their students and keep them excited about learning. I urge Governor Perry to sign HB 4294 into law.

LORI GRACEY is executive director of the Texas Computer Education Association.



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