

UPLIFTING DIVERSE INNOVATORS

2021 Community Impact Report



ARKANSAS
CAPITAL
EMPOWERING ENTREPRENEURS

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“ Arkansas Capital has proudly taken a proactive approach to reaching deeply into underserved and under-resourced areas. ”

As I take the helm of this organization that has witnessed peaks and valleys since 1957, I am excited about the opportunity to do more. 2020 unveiled not only the challenges that certain communities have faced, but also uncovered a plethora of thoughts and ideas for us as a community and organization to go above and beyond to make the world a better place.

Arkansas Capital has proudly taken a proactive approach to reaching deeply into underserved and under-resourced areas. We have made a bold effort to create opportunities for women and communities of color to excel in not only owning and operating sound, profitable ventures, but also to dream and compete in new and exciting ways. The Arkansas Capital team has been very strategic, thoughtful, and sensitive to the ways in which we work to address respective groups in assisting in laying a more solid foundation for enduring success.

We are proud of the fact that after 65 years of financing Arkansas businesses, we are well-positioned to serve another 65. With continued partnership throughout local communities in our operating territory, as well as with government and private sectors, we stand at the ready to go the distance. Economic development requires patience, clever ideas, unapologetic boldness and the deep-seated belief that by working in concert, our region will thrive and continue to attract the best and the brightest, most savvy entrepreneurs. Success is in Arkansas's DNA. It's why we thrive. It's the way we will continue to push forward despite pandemic challenges and other unforeseen circumstances.

I welcome you to take a look inside the work that makes me proud and that has impacted the lives of thousands of residents across the region. I hope you are inspired to join us on our mission to empower entrepreneurs and drive bold change and equity in 2022 and the years to come.



Sam Walls, III
CEO, ACC



Our Founding Story

Since its beginning, Arkansas Capital Corporation (ACC) has been built upon a purpose-driven mindset and a generous, can-do attitude.

No matter what the challenge, no matter how great the need, ACC found a way to achieve results for the benefit of Arkansas and surrounding states, and for the benefit of the greater good. The organization's unique role in the state traces back to the 1950s, as leaders in the post-war economy sought new financial tools to accelerate economic growth.

ACC, originally named First Arkansas Development Finance Corporation (FADFC), was created in 1957 by a cohort of influential individuals, including soon-to-be Arkansas Governor Winthrop Rockefeller, Tyson Foods founder John Tyson, executive Harvey Couch, and most of the state's utility companies. FADFC was formed to provide a mechanism for financing the state's transformation from an agricultural economy to an industrial economy. Legislation enabling the creation of FADFC was approved by a unanimous vote in the state Senate.

Though modeled off of capital development companies that had emerged in the northeast U.S., the particular design of FADFC was



From left: Winthrop Rockefeller, Rollo Asmussen, and Charles Frierson devising plans for the new First Arkansas Development Finance Company at Rockefeller's home atop Petit Jean Mountain, 1957.

unprecedented at the time. Although FADFC was privately owned, it was structured to provide no return to its individual investors. At a critical fundraising juncture, future FADFC stockholders (including Rockefeller) literally passed around a hat, collecting donations from the group necessary to close the funding gap.

Since its founding, ACC has diversified, growing to include the commercial financing needed in the modern economy. Along the way, ACC has made hundreds of loans and deployed hundreds of millions in capital. Still, ACC has never lost sight of its distinct origins, nor its ultimate mission-driven purpose.

UPLIFTING Diverse Innovators



At Arkansas Capital, we apply thoughtful action combined with a focus on championing diversity, equity and inclusion in the entrepreneurial space – and within our personal lives. This will play a pivotal role in ensuring adequate connections to resources – financial and supportive – for generational wealth attainment and continued respect. The Arkansas Capital family will use whatever means we have to move all entrepreneurs toward a better, more just tomorrow; we will climb together.”

– Angela Shirey

Vice President of Community Development, Arkansas Capital Corporation



The Venture Center shares Arkansas Capital Corporation's goal of helping businesses grow at every stage of their development.

The collaborative partnership between our organizations has had a significant impact on the entrepreneurial journeys of some of the most dynamic small to medium-sized businesses in our community. The Venture Center provides access to educational, networking and mentoring opportunities, while ACC provides creative financing and technical expertise. This combination of talent and resources is what entrepreneurs in our state need to advance to the next level.”

– Mimi San Pedro

Chief Strategy Officer, The Venture
Co-Creator of Women Rise, a joint women
mentorship program sponsored by ACC



The strategic intent of the Black Founders Summit is to provide a space for business leaders, policymakers, and entrepreneurs to come together and discuss actionable insights with the goal of building an equitable ecosystem for Black-owned Businesses.

As I reflect on the success of the 2021 summit, I am reminded of a proverb from my native homeland of Africa which says, 'If you want to travel fast, travel alone. If you want to travel far, travel together.'

Thank you, Arkansas Capital Corporation, for being a part of this exciting journey.”

– Benito Lubazibwa

CEO of ReMix Ideas

What We Do

We help businesses grow at every stage of their development through creative financing, collaborative partnerships and technical expertise.



Seed

ENTREPRENEURIAL DEVELOPMENT

ACC operates statewide business plan competitions and education initiatives to cultivate entrepreneurship through its 501(c)(3) organization, Arkansas Economic Acceleration Foundation. These programs help ACC nurture entrepreneurs at the start of the ecosystem and teach core principles, before capital or growth are concerns.



Growth

USDA GUARANTEED/B&I

The USDA provides funding opportunities for small communities through guaranteed loans, grants, and other programs, with the goal of improving economic conditions in rural areas. The B&I loan program is designed to increase rural access to business capital.

SBA 7(a) & 504 LOANS

Both the 504 and 7(a) SBA programs are intended to provide flexibility and ultimately costs savings for small businesses looking to grow. The former is more geared toward providing working capital, and the latter for the purchase of fixed assets.

CONVENTIONAL LOANS

ACC offers an array of traditional loan products, predominantly for meeting the needs of small businesses.



Maturity

EB-5 FINANCING

The federal EB-5 Immigrant Investment Program was established in 1990 to draw foreign capital to qualifying job-creating projects in the U.S. The program offers residents of other countries the opportunity to gain permanent residence in the U.S. by making large investments into the American economy.

NMTC FINANCING

The New Markets Tax Credits Program was created by Congress in 2000 to spur private investment in distressed communities. Investments made with NMTCs are used to finance businesses and a wide variety of community development projects, breathing new life into often neglected and underserved low income communities.



What inspires me the most about the work we provide is the success that we receive while growing the business community. As once quoted, 'growth is never by mere chance; it is the result of forces working together.'

– Sandra Hairston

Executive Vice President, Veteran Arkansas Capital Employee



How We Support Economic Growth and Innovation

Through our dynamic subsidiaries and affiliated entities that make up the Arkansas Capital Corporation Group (ACCG), we deploy a suite of tools that enhance our ability to leverage capital for the growth and overall well-being of our community.

ARKANSAS CAPITAL CORPORATION GROUP

Small Business Lending



Arkansas Capital Corporation (ACC)

The flagship company of ACCG, Arkansas Capital continues to provide both government guaranteed and conventional loan products to grow small businesses throughout the state and surrounding region.



Six Bridges Capital

Specializing in SBA 504 loans for owner-occupied commercial real estate, business equipment and refinancing of eligible business expenses.



Arkansas Capital Relending (ACRC)

A provider of loans to small businesses under the USDA's Intermediary Relending Program

Project Financing



Pine State Regional Center

Certified by the USCIS as a "regional center" under the EB-5 Immigrant Investor Program, the company's mission is to attract foreign investor capital for qualifying job-creating projects that benefit Arkansas.



Heartland Renaissance Fund

A CDE dedicated to stimulating economic activity in Arkansas's disadvantaged areas through the use of the NMTC Program. Heartland has received \$265M in federal allocations since 2003.

Entrepreneurial Development



Arkansas Economic Acceleration Foundation

A non-profit 501(c)(3) arm that reinvests in the community through several high-impact initiatives, including the Arkansas Governor's Cup Collegiate Business Plan Competition

COMMUNITY:

Ensuring Support & Overcoming COVID-19 Challenges

HARMONY HEALTH CLINIC

Little Rock, AR

FINANCED BY:



In 2021, ACC worked alongside U.S. Small Business Administration (SBA) officials and leaders at Harmony Health Clinic, a non-profit medical and dental clinic in Little Rock to ensure continued operations throughout the pandemic. The PPP loan program was created by the U.S. Congress to provide financial assistance to businesses during the COVID-19 crisis as part of the CARES Act.

Harmony Health works to address the health needs of the medically uninsured and underserved throughout Central Arkansas by providing access to quality medical care at no cost to the patients. It is also the beneficiary of the wildly popular World Cheese Dip Championship, a local event for both professional and amateur chefs to compete for the title of World's Best Cheese Dip!

In 2020–2021, ACC supported over 1,244 small business owners in their efforts to adjust and adapt in the wake of the COVID-19 pandemic. Nearly \$200 million in small business loans were deployed into communities across Arkansas, Tennessee, Mississippi, Oklahoma and beyond.



PPP lending total: \$22,179,861

LARSEN TOOL & PLASTICS, LLC

Prairie Grove, AR

FINANCED BY:



Larsen Tool & Plastics was founded in 2018 in Prairie Grove, Ark., out of the realization that Northwest Arkansas needed a machine shop that could provide high-tech plastic molds and parts. In 2019, ACC, with the participation of a local community bank, funded the construction and equipment needed to make this realization possible. Opening its doors in December 2019, Larsen Tool & Plastics was up and running for just a few months before COVID hit. However, their commitment to the industry, knowledge, right choices in equipment, and perseverance ensured that the business not only survived COVID, but flourished.

The company specializes in full life cycle manufacturing, including tooling, molding, molded plastic parts and on-site testing. Larsen co-owner Trygve Larsen became an apprentice tool maker in 1987, specializing in tool and dye making for injection molding equipment, bringing more than 35 years of experience to the company when it opened its doors.

The facility houses extensive top-of-the-line equipment, capable of providing customers with anything they need in the areas of high speed milling, new molds, dyes and fixtures, CNC machining, CNC sinker EDM, CNC wire EDM, engineering, and plastic injection molding. Although they work with many local customers, they ship their products nationwide. Larsen prides itself with being able to build 100% of its components in the USA, in their shop.

Larsen Tool & Plastics is a complete, full life-cycle shop and builds new molds and running parts in a fully-equipped machine shop. The shop is climate-controlled



Larsen Tool & Plastics Owners Susan and Trygve Larsen in front of their Sodick Plustech Injection Molding Machine.

and kept in pristine condition. The company is proud of its quick lead times and reliability – co-owner Susan Larsen says they have never missed a deadline, and will go above and beyond to get the job done right.

The company primarily serves the medical and aerospace industries. However, its services are not limited to these industries, and business has grown simply by word-of-mouth. “We don’t have salespeople, we have done no advertising – we’ve gained all our business from satisfied customers telling their friends and colleagues about us,” stated Susan Larsen.

The business started with just Trygve and Susan at a tumultuous time. They have been able to bring on three employees to keep up with demand. Despite the unpredictability of the pandemic, the shop has flourished. Where there is a will, there is a way, and the shop overcame those challenges and found what they needed without ever missing a deadline.

COMMUNITY: Elevating Vital Standards of Service

FINANCED BY:



HDL GROCERY, LLC Oklahoma City, Okla.

For over 25 years, the residents of Northeast Oklahoma City have been without a full-service grocery store. The area was declared a food desert by the U.S. Department of Agriculture because residents had no convenient options for securing affordable and healthy foods, especially fresh fruits and vegetables. Oklahoma City Councilwoman Nikki Nice, the Oklahoma City Urban Renewal Authority, and several additional local economic development groups have worked since 1993 to spotlight this issue and to put into place several financing tools to help address the needs of the community. This included an Urban Renewal Plan, a TIF District, and an Opportunity Zone, all as part of an effort to attract commercial development to the area – especially their highest priority, a new grocery store.



The Alliance for Economic Development of Oklahoma City and Endeavor, a national real estate developer, partnered to address the lack of access to fresh, healthy foods by developing a 30,000 square foot facility that will be leased to local grocery chain Homeland. Due to extremely low real estate comps in the blighted neighborhood, the “as built” value of the facility was well below the estimated construction cost, which left a significant gap in their capital stack despite receiving over \$3 million in Tax Increment Financing from the city.



The developers worked with HRF and US Bank Community Development to secure \$10.5 million in New Markets Tax Credits to support the project that is located in an area where more than half the residents are minorities and 25% live below the poverty level.

The highly anticipated Homeland Grocery opened in late 2021. It offers a deli, bakery, pharmacy, and a butcher shop, as well as a casual dining area. It has created 90 new jobs, most of which are held by area residents. During the groundbreaking for the project, Oklahoma City Mayor David Holt said, “a full-service grocery store is a fundamental building block for a community. It is something most of us take for granted. The situation we begin to remedy today has been unacceptable for decades. But resolving it wasn’t easy. On behalf of the people of Oklahoma City, my deepest gratitude to the many people who dreamed of and fought for this day, for more years than they ever could have imagined. Those of us today who get to turn a shovel, and next year cut a ribbon, are just the lucky ones who get to stand on their shoulders.”

ARKANSAS MUSEUM OF FINE ARTS

Little Rock, Ark.



In partnership with Simmons Bank and Centennial Bank, Heartland Renaissance Fund (HRF) financially supported the evolution of Arkansas's latest premier visual and performing arts institution, the Arkansas Museum of Fine Arts, with a \$10 million investment of allocated New Markets Tax Credits. In addition to

ACC, the city of Little Rock, Windgate Foundation, Harriet and Warren Stephens, the Winthrop Rockefeller Trust, and a host of other dedicated public-private investors are also involved in making the museum a leading arts and culture destination for enthusiasts and travelers nationally and worldwide.

SAFE FOODS

North Little Rock, Ark.

Safe Foods was founded in 1999 to commercialize food safety applications to reduce food-borne pathogens, extend the safe shelf-life of food, and manage food safety costs. After outgrowing their production space in 2018, Safe Foods purchased a facility that would allow the company to integrate its corporate office and all chemistry and production needs into one location. This facility was a shuttered plant in the North Little Rock Industrial Park, a neighborhood with the highest poverty rate and lowest median family income in Arkansas. Safe Foods' \$24 million investment in the industrial park was the first new project to locate there in 15 years.

Due to the excessive cost of securing private equity or equipment financing, in addition to the debt provided by its senior lender to purchase the real estate, the company approached HRF to help address a critical gap in its financing.

HRF provided \$6 million in New Markets Tax Credits for working capital, equipment purchases needed to complete the \$11 million project, and for refurbishing the facility to LEED standards.



As COVID has impacted food processing facilities, effective, touchless antimicrobials are critical to protect food supply. HRF is proud to have invested into this growing essential business. Safe Foods has retained 60 full-time jobs and is adding 40 additional quality jobs. The project created 300

construction jobs and 172 indirect jobs with suppliers per third party modeling. Safe Foods has a partnership with neighboring Shorter College, a Historically Black College, to provide training and internship opportunities for students, and is working with Seventh Street Elementary, designated as a 95% free and reduced lunch school with 85% minority enrollment, to support science curriculum.

LENDING:

Funding Innovation

Thuc Tran and his wife Jackie Tran opened their first Smoothie King store in Bentonville, Ark., in 2016, bringing Northwest Arkansas its first taste of the New Orleans-based restaurant. ACC, in partnership with an area bank, provided the funding, and now the franchise has grown to four stores.

"Smoothie King is a great franchise in terms of the brand and the marketing support available from the headquarters," Thuc Tran said. "With those pieces in place, we believe we can be very successful in Northwest Arkansas."

Smoothie King was founded in 1973 by Steve Kuhnau in Kenner,

La. Wan Kim, a franchisee in South Korea, bought the company in 2012. The company has 750 locations internationally, with 650 in the United States. In addition to more than 50 nutritional smoothie choices, Smoothie King offers healthy living products, including energy bars, snacks, and vitamin supplements.



Thuc moved to Bentonville in 2002 and has more than a decade of experience working in the supplier community, most notably for The

Coca-Cola Company. He and his wife also own and operate Rouge Salon and Nail Spa, which has a location in Rogers. Thuc chose to become a franchisee because he recalled how the smoothies helped him to improve his health. He knew there were countless others who lived a busy lifestyle like his, and they would

benefit from having a Smoothie King nearby.

His first challenge? Introducing the Smoothie King brand to the region. He credits the "share of stomach" advice he received from a mentor at one of his

previous positions for creating the solid marketing mindset he has today:

"He told me that a person can only consume so much in a day," recalled Thuc. "If they consume Smoothie King, they have to give up something else, like Starbucks. He challenged me to think about how I can compete for that 'share of stomach.'" According to Thuc, the most important asset needed to win that "share of stomach" is to educate the consumer. He used networking as a way to connect with his community and promote an active and healthy lifestyle.

Besides getting involved with the local Chamber of Commerce, he also attended baseball games with smoothie samples and sponsored two local baseball teams. He utilized his connections

with vendors that he had made while working with Coca-Cola, and he made an appearance at several potluck-style block parties where neighbors would each bring a dish to share. Of course, he would bring some of his delicious blends. He has also partnered with local schools for spirit nights and other businesses with similar values to mutually grow their businesses. In addition, he donated funds to a children's organization that Sam's Club supports, and Sam's Club showed their appreciation by placing a large banner featuring Smoothie King above their

checkout line. Some of the most effective partnerships Thuc has engaged in have been with local gyms, where he would drop off Smoothie King coupons at the membership desk. This mutually beneficial relationship meant that every time someone purchased a membership with the gym, they would receive a free 20-oz. smoothie.



What inspires me the most about the work we do at ACC is the chance to enable those who have faced challenges over the years to overcome them and lay down the foundations that will lead the next generation of families down a path of financial independence and security."

– Craig C. Calafati
Executive Vice President Lending

LENDING:

Nationwide Industrial Innovation

BIG RIVER STEEL PHASE II

The Big River Steel (BRS) Phase II expansion is the second phase of an advanced Electric Arc Furnace steel mill (flex mill), which produces high grade

annually and further improves BRS's ability to produce high-grade value-added steel products. Located in rural Mississippi County, Ark., the flex mill will

BRS Phase II has created 5,856 direct, indirect and induced jobs during federal FY 2021*, and 9,405 since project inception. Former BRS CEO David Stickler stated, "We are confident in saying that BRS's facility is one of the most, if not the most, technologically-advanced steel mills in the industry and represents the future of this country maintaining its positions as the world's premier producer of the advanced steel needed in today's – and tomorrow's – global economy."



steel at industry-leading margins. The expansion, completed in Q3 2021, has doubled steel production to 3.3 million tons

utilize up to \$100 million in EB-5 financing with the help of Pine State Regional Center.

U.S. Steel (USS) announced in early 2021 the full acquisition of the remaining equity in Big River Steel. The acquisition combines Big River Steel's advanced manufacturing technology with US Steel's product development capabilities.

NOTEWORTHY ACCOMPLISHMENTS

-  **World's first & only steel producer with LEED certification**
-  **World-leading steel-making efficiencies**
-  **World's first flex mill and learning mill empowered by artificial intelligence**
-  **Employee Compensation at 3-4x average household income for region**
-  **Catalytic impact on multi-state region**
-  **ACC NMTC support of collateral service facilities**
-  **Company-wide focus on sustainability**
-  **Daimler Sustainability Recognition 2021**

*October 1, 2020 to September 30, 2021

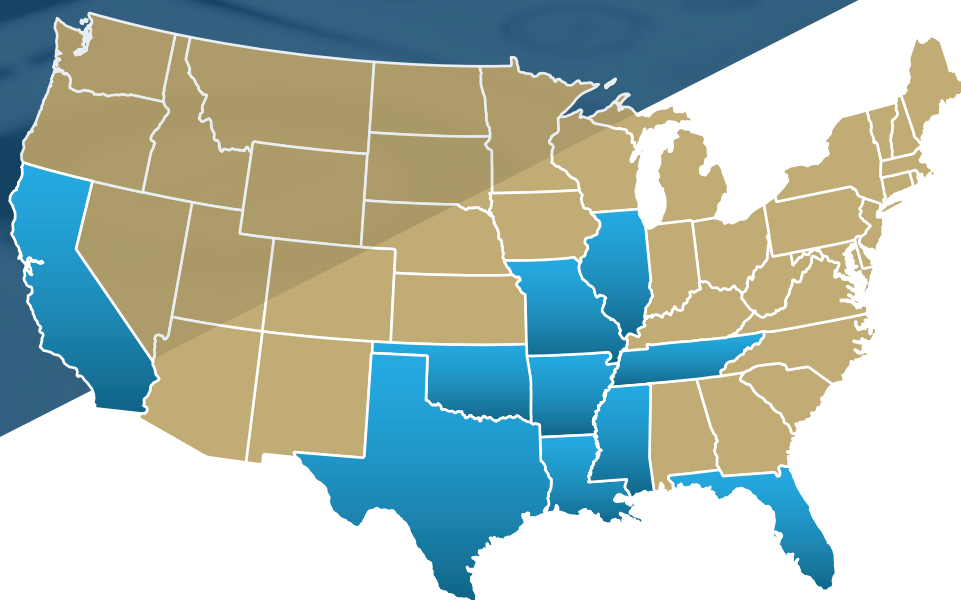


DELIVERING RESULTS:

Activity by the Numbers

States served in 2021:

- Arkansas
- Mississippi
- Tennessee
- Oklahoma
- Louisiana
- Missouri
- Texas
- Illinois
- Florida
- California



Types of Loans Made:

- Startup Ventures
- Acquisition and Expansion of Existing Businesses
- Building or Expanding Commercial Real Estate
- Working Capital
- Purchase of Commercial Equipment
- Facilitating Rehabilitation of Properties
- Debt Refinance

Lending Partners & Products:

- SBA 504
- SBA 7(A)
- SBA Express
- USDA Business and Industry (B&I) Loans
- Conventional Commercial Loans

\$103,286,904

TOTAL DOLLARS LOANED



\$22,179,861

Total PPP Lending



\$8,249,957

**Loans Made to Other Minority
Owned & Operated Businesses**



\$16,036,538

**Loans Made to Female Owned
& Operated Businesses**



\$6,718,294

**Loans Made to Low to Moderate
Income Entrepreneurs**



\$27,216,893

Community Services-Based Lending



156

Jobs Created

2,768

Job Retained

EMPOWERING Young Entrepreneurs

“Exposing students as early as possible to a hands-on approach to entrepreneurship will pay significant dividends in future years. We want to encourage these young, innovative students to reach their potential. By working with them before they leave school, we have the opportunity to ‘plant the seeds’ of entrepreneurship as an option for their future. In this way we can begin to grow and develop Arkansas’s future businesses.”

– Sam Walls, III
CEO, Arkansas Capital Corporation



The Arkansas Governor’s Cup and the Youth Entrepreneur Showcase (Y.E.S.) for Arkansas business plan competitions are managed by ACC’s 501(c)(3) affiliate, the Arkansas Economic Acceleration Foundation. Both provide monetary incentives to attract energized, creative, and innovative young Arkansans who have great business ideas or who want to learn more about entrepreneurship.

Both competitions make an impact – just by competing, students gain appreciation for the challenges that come with developing a viable business offering. Teams also discover that Arkansas has the opportunities and resources to start and/or grow successful businesses.

The Governor’s Cup and Y.E.S. have succeeded way beyond ACC’s expectations. Perhaps the best proof of this is that both competitions have continued annually since their beginnings.

The Governor’s Cup is widely credited as being pivotal in the building of what has become today’s strong entrepreneur ecosystem of resources and support in Arkansas. Many colleges and universities now offer certificate and degree programs in entrepreneurial education. Teachers who are veterans of the Y.E.S. competition says it is easy to integrate into their teaching frameworks and consider Y.E.S. as one of the best ways to engage their students’ creative, critical thinking/problem-solving, collaboration, teamwork and communication skills.





NUMBERS SINCE 2001 LAUNCH:

918
COMPETING TEAMS

2,930
TOTAL STUDENTS

1,041
VOLUNTEER JUDGES
RECRUITED

14
COLLEGES/UNIVERSITIES
REPRESENTED

\$4,177,349
TOTAL SPONSOR DOLLARS RAISED BY ACC

\$2,595,000
TOTAL CASH PRIZES AWARDED

INTENT:

- To promote and support college students in their entrepreneurial endeavors and new venture creation.
- Encourage commercialization of promising ideas emerging from colleges and universities.
- Build bridges between these collegiate institutions and the entrepreneurial community.
- Become one of the premier business plan competitions in the United States.

STUDENT TESTIMONIAL:

"As an engineer by background, it was a whole new set of experiences to me putting together the business plan and then the investor pitch we ultimately presented for the panel of judges ... and putting together pro forma financials, putting together marketing plans, customer discovery – that was all new for me, that was a firehouse of information. I had the fortunate role of working with a bunch of fifth- and sixth-graders over the course of that year, and so I used them as a sounding board. I figured if they could understand it, then a venture capitalist should be OK."

ARGovernorsCup.org



NUMBERS SINCE 2006 LAUNCH:

3,139
COMPETING TEAMS

9,468
TOTAL STUDENTS

409
VOLUNTEER JUDGES
RECRUITED

48
TOTAL COUNTIES
REPRESENTED

\$102,217
TOTAL CASH PRIZES AWARDED
(SECURED BY ACC FROM TITLE SPONSORS)

TEACHER TESTIMONIALS:

"Y.E.S. takes my students beyond the walls of the classroom into a real-world business scenario. My hope is that this experience inspires my students to continue on a lifelong journey of learning and reaching for something more."

"Thanks for the real-life experience of allowing our students to be entrepreneurs. The thought process that occurs when the students start planning a business and writing the business plan not only really gets my students involved, but I have parents who are curious to what the project is all about."

"Competing in Y.E.S. is project-based learning. It requires higher-order thinking skills. Kids get the opportunity to think about innovation and what their future could be. It's amazing what happens when you turn your kids loose with their ideas – they will amaze you."



ARCapital.com/YesForArkansas

2021

National Awards

\$40 MILLION

in Federal New Market Tax Credits from the United States Department of Treasury's Community Development Financial Institution (CDFI) Fund

\$1.28 MILLION

from the United States Department of Treasury's Community Development Financial Institution (CDFI) Fund's Rapid Response Program to respond to economic challenge to economic challenges created by the COVID-19 pandemic, particularly in underserved communities

\$520,000

from the United States Department of Treasury's Community Development Financial Institution (CDFI) Fund to continue its nationally-recognized efforts to enhance financial services for disadvantaged businesses and low-income communities throughout Arkansas

2021

State Recognition



CEO Sam Walls, III was recognized and named to 2021 Arkansas Business Publishing Group Arkansas Most Influential Leaders



Arkansas Business Magazine's Reader's Choice "Best of Biz" Winner Best Alternative Financing for Non-Bank Small Business Lender



Arkansas Business Magazine Best Places to Work 2021



I have worked with ACC for over 35 years, and have watched the company grow from a small lender making one or two loans a year to the multifaceted entity that it is today. I think the greatest strength of ACC is its ability to capitalize on federal opportunities that have been either underutilized or ignored by others. In the 1990s, this led to the participation in the Small Business Administration's 7 (a) and 504 loan programs and its Small Business Investment Company Program. More recently, ACC has brought the New Markets Tax Credit Program and the EB-5 Visa Program to Arkansas, been certified as a Community Development Financial Institution, and participated in the SBA's Paycheck Protection Program. ACC has also been instrumental in creating an entrepreneurial focus in Arkansas through its Y.E.S. for Arkansas and Arkansas Governor's Cup business plan competitions. I look forward to ACC's continued participation in these and other programs as the needs of the state evolve and new opportunities become available.

– Kevin Burns

Chairman of the Board of Directors

THANK YOU

from our Board of Directors

ARKANSAS CAPITAL CORPORATION 2021/2022 BOARD OF DIRECTORS

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Startup Junkie
Founding Principal

KEVIN BURNS

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Arkansas Bankers Association
CAE, President & CEO

SAM WALLS, III

ACC Chief Executive Officer
Chief Executive Officer

GLOSSARY

ABBREVIATION	TERM	DEFINITION
B & I	Business and Industry Loan	A USDA-guaranteed loan, made by a qualified lender to an eligible rural business (usda.gov).
CDE	Community Development Entity	A domestic corporation or partnership that is an intermediary vehicle for the provision of loans, investments, or financial counseling in low-income communities (cdfifund.gov).
CDFI	Community Development Finance Institution	A private financial institution, certified by the U.S. Department of Treasury, that works to revitalize economically disadvantaged communities that often lack access to financing (cdfifund.gov).
EB-5	EB-5 Immigrant Investor Program	Created by the USCIS to spur international investment in the U.S. by enabling large investors to apply for citizenship (uscis.gov).
NMTC	New Markets Tax Credit	The NMTC Program attracts private capital into low-income communities through tax incentives (cdfifund.gov).
SBA	Small Business Administration	A federal agency that supports entrepreneurs and small businesses (sba.gov).
SBIC	Small Business Investment Company	A private company, licensed by the SBA, that provides financing to qualified small businesses (benefits.gov).
USCIS	U.S. Citizenship and Immigration Services	A federal agency that oversees U.S. immigration and naturalization (uscis.gov).
USDA	U.S. Department of Agriculture	A federal agency that provides leadership on agriculture, food, natural resources, rural development and nutrition (usda.gov).



ARKANSAS CAPITAL

EMPOWERING ENTREPRENEURS

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