

Candidate's Name: Stephen Heimbecker

Company Name: Texas Financial Bank

Current Position Title: Vice President

City of Residence: San Angelo

Self Storage Experience/Background: Prior to entering the realm of banking and finance I sold real estate in the greater West Texas area primarily focusing on farm and ranch. Concurrent with the career in real estate sales I worked on several farm/ranch subdivision projects with my family.

I was approached by Texas Financial Bank about spearheading an effort to grow their loan portfolio in an untapped industry called "self-storage" that I knew nothing about. I was eager to learn and jumped in with both feet.

I attended every luncheon, Texas Self Storage Association event, read every publication and talked with anyone I could about the industry. It was amazing how open everyone was and how eager they were to share. Even more amazing was the caliber of people who were providing the information.

Since then the Bank has doubled the size of its loan portfolio and self storage makes up the majority of that growth. We have found that it is a great business from El Paso to Houston and everywhere in between.

It has been amazing to watch cap rates go from over 10 to under 5 in such a short time span. I am excited to see how the industry continues to progress in the years to come.

Self-Storage Industry Involvement:

This year will mark the 7th consecutive year I have exhibited in the Texas Self Storage Association's Annual Conference and Tradeshow. It has provided a tremendous opportunity to lend, learn, network and share.

This year was the first we were a sponsor of the Executive Retreat, which was fabulous. If anyone is looking for in-depth information from some of the best minds in the industry, this is the place to be.

The luncheons are a tremendous opportunity to market, network and learn. Every market is different and so is every luncheon. I have made it a priority to attend as many as I can from Lubbock to Corpus Christi. That helps explain the 50,000 miles I travel in Texas every year!

Volunteer Activity:

Make a Difference Fund; Committee Member and Applicant approval/recommendations

SAGC Range Cleanup Team

Education:

Angelo State University, San Angelo, Texas
Bachelor of Business Administration
Finance - Real Estate Option

Academia de San Miguel de Allende, San Miguel, Guanajuato, México
Immersion Course

Professional Designations:

Texas Real Estate Agent
Texas LTC Instructor

Goal One:

Member involvement

Goal Two:

Business development

Changes I'd like to see in either TSSA or the industry:

TSSA provides tremendous resources to its members. There are many who are highly involved and utilize what is at their fingertips.

There are other members that do not know what they are missing and hopefully they can get more involved and see what all TSSA has to offer.

With the right information and networking self-storage can be an even better business than it is today.

Comments:

Self-Storage is Texas Financial Bank's core commercial real estate focus. We have done projects ranging from 5,000 square feet to 140,000. We believe every deal is a team effort and what is good for one, should be good for all. If we cannot provide an answer or solution we hope we can point to someone who can.