

February 10, 2010

To Whom It May Concern:

Recently my company needed money to bridge the gap while waiting on an SBA loan to come through. We needed \$150,000 for equipment that was being sold from a company in Mexico that had to be paid in advance before they would ship the equipment. We also needed about \$150,000 for working capital.

Being a start-up business combined with the changing financing environment, my options were limited. After speaking to several companies, I spoke with a representative of Matrix Business Capital. After initially working with one person for 3 weeks, it appeared my original objective would not come to fruition and so I called Brian Acosta and explained the challenge. He met me on a Saturday and became personally involved. We had a \$33,000 good-faith deposit already with Matrix and Brian rebated the entire amount back into our bank account within just 4 business days until he was able to present a new option that could work.

About 1 week later, he contacted me as promised with a new proposal based on a structure that could work. The transaction was funded for \$350,000 within 10 business days. They ended up collateralizing two pieces of equipment I owned free and clear that valued at about \$700,000 and sent \$150,000 to Mexico to get my machine delivered and also sent us \$200,000 in working capital. The lease was structured with an option to pay off early without penalty, or there was an option to transition into a regular structure.

Brian Acosta and Matrix Business Capital did a fantastic job for me and my new business. They worked with me and wired me a refund as soon when they were not able to deliver the original proposed structure. Then they continued to work for me and find an option that would work, and got me the funding I needed. I will definitely be using Matrix in the future when additional financing needs arrive. As anyone knows who needs to get financing in this asset-based world, this option is not cheap, and we knew that going in. Having said that, Matrix performed quickly, efficiently, and got us the cash we needed quite promptly.

I am available to discuss further if needed. My direct # is (330) 353-2879.

Sincerely,

Jason Workman

President, Phoenix industries, LLC