



**Herbert Austin
District Director
Dallas/Fort Worth District Office**

Herbert Austin is the District Director for the U. S. Small Business Administration (SBA), Dallas/Fort Worth office, covering 72 counties of north, central, and east Texas.

As director, Mr. Austin is responsible for the management and delivery of SBA programs and services which includes oversight of SBA resources – Small Business Development Centers and SCORE Chapters. The district office works with 314 participating lenders to provide access to capital to the small business community. The district covers 22 percent of the land area of Texas, contains 36.3 percent of the population, and has 649,232 small businesses.

Mr. Austin joined the SBA in 1989 as a Business Development Specialist in the Newark, New Jersey Office. In 1991, he moved to the New York District Office as Assistant District Director for Business Development, and then in 1994, he was the SBA facilitator at the first One Stop Capital Shop in Jamaica, New York. From 1995 until 2001, he directed the SBA trade and trade finance programs at the U.S. Export Assistance Center in New York. Later, Mr. Austin returned to the district office as Acting Branch Manager in Melville, Long Island. In 2002, Mr. Austin was designated Acting Deputy District Director in the New York District Office. He became the Acting District Director a few months later where he held both posts until being named Deputy District Director in 2003. The SBA announced his appointment to the Dallas/Fort Worth office in 2008.

Before joining SBA, Mr. Austin worked in the private sector as Director of Exporting for companies in the United States and overseas. As Export Manager for a manufacturing firm in Trinidad & Tobago, Mr. Austin's marketing skills resulted in extensive coverage of the products to countries in South, Central America, and the Caribbean Basin. In addition to his extensive background in International Trade, Mr. Austin speaks fluent French and Spanish.

Mr. Austin holds a B.S. in Marketing from New York University and an MBA from Pace University.