

CRAIN'S 1994 40 UNDER 40



Andrew Murstein, 29

**DIRECTOR OF NEW BUSINESS DEVELOPMENT
MEDALLION FUNDING CORP.**

Andrew Murstein is proof that you can do well by doing good. Mr. Murstein already has loaned many minority businesses the money they needed to get started. He also is president of a group that builds affordable housing for the needy and homeless. All the while, he's making money being Mr. Nice Guy.

Medallion Funding Corp., the family business started in 1980, gets on average a 20% return on investment as a minority enterprise small business investment company, or MESBIC. Medallion makes about 300 loans for \$ 70,000 at 8.5% interest annually.

"Most are loans to people with no credit history, like immigrants who have been in the country less than one year. They've been shunned by traditional banks. This is a chance to get a dream started," says the graduate of New York University's business school.

The Murstein family also dabbled in luxury housing on Long Island. That business convinced Mr. Murstein that most growth would be in low-income and middle-income housing. He started a partnership, HOPE, that built senior housing in Orange County, N.Y. Hope now is looking at developing sites in West Harlem with local non-profit groups.

"I believe you can do socially beneficial work while running a profitable company," he says.

Mr. Murstein also is the founder of TaxiPhone Inc. The company has contracted with 2,000 medallion cab owners to install credit card cellular pay phones. Mr. Murstein is the third generation Murstein in the taxi business.

- PETER GRANT