

Spark Small Business Center Report to the Economic Development Center

PRESENTED SEPTEMBER 20, 2023



Spark Office Summary

Advising Hours	148.25
Clients Advised	47
New Clients	19
Existing Clients	28
Training Events	4
Training Attendees	43
Business Starts	4
Business Expansions	5
Business Plans Created	7
Jobs Created	40
Jobs Retained	15
Capital Infusion	\$1,066,732

Client Highlights



May Energy Solutions



Two Rivers Running (NB Best Active/Sportswear Shop)

Client Highlights



Go Green Botanicals

What's That Fashion?
INCubator Team



Community Outreach & Networking

- Chamber of Commerce Mixers
- Chamber Ribbon Cuttings
- EDF Luncheons
- Jaycees Events
- Rotary Club Member
- Comal ISD Incubator Consulting Award
- Comal ISD District Educational Improvement Council
- Business Showcase



New Braunfels Business Showcase

Upcoming Classes, Councils, Committees, Programs

- Leadership New Braunfels Class of 2024
- Comal ISD District Educational Improvement Council
- Business Showcase Committee
- Business Educational Committee
- Comal ISD Emerging Leaders Program
- Intercity Visit: Greenville SC October 15-17, 2023

Training Events

Third Quarter

April 13 – Start Smart – Webinar

April 19 – HR Hot Topics – Live at the Spark Office

June 26 – Veterans Resources for Entrepreneurs – Webinar

June 29 – Veterans Resources for Entrepreneurs – Live at the Spark Office

Ron

August 25 – Start Smart – Webinar

October 4 – (Scheduled) – Start Smart – Webinar

Breannah

October 26 – Online Communication Best Practices – Live at the Spark office

Spark SBC Branding & Signage



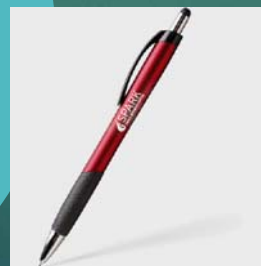
Table Runner



Banner



Notepads



Pens

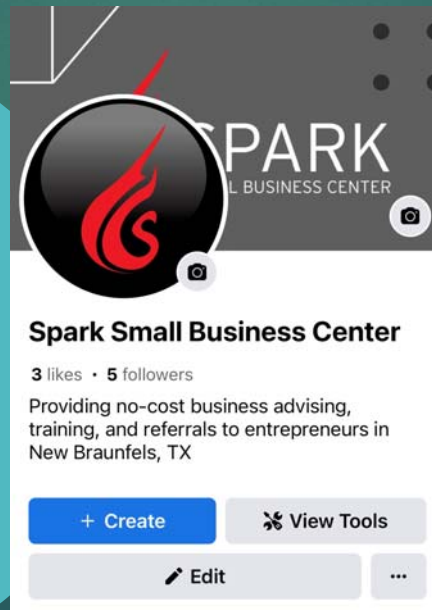
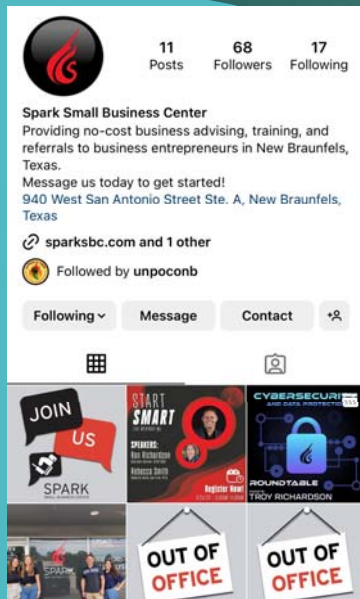


Old Signage

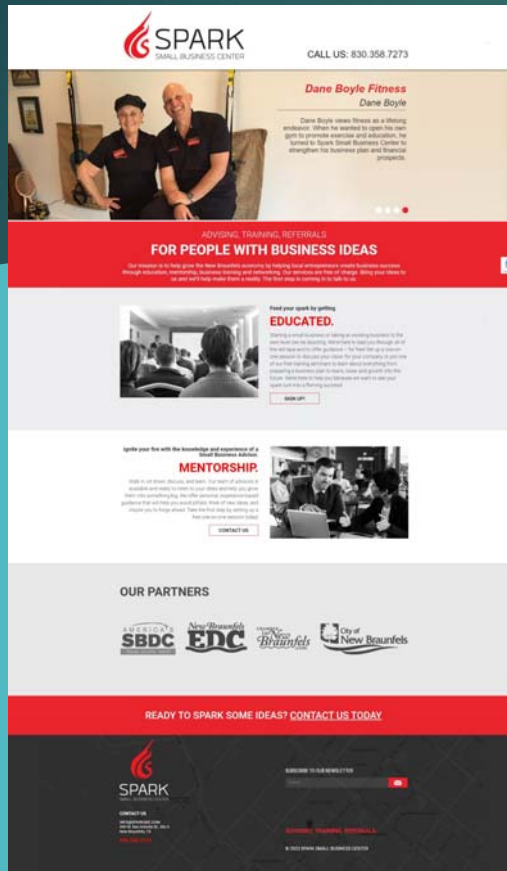


New Signage

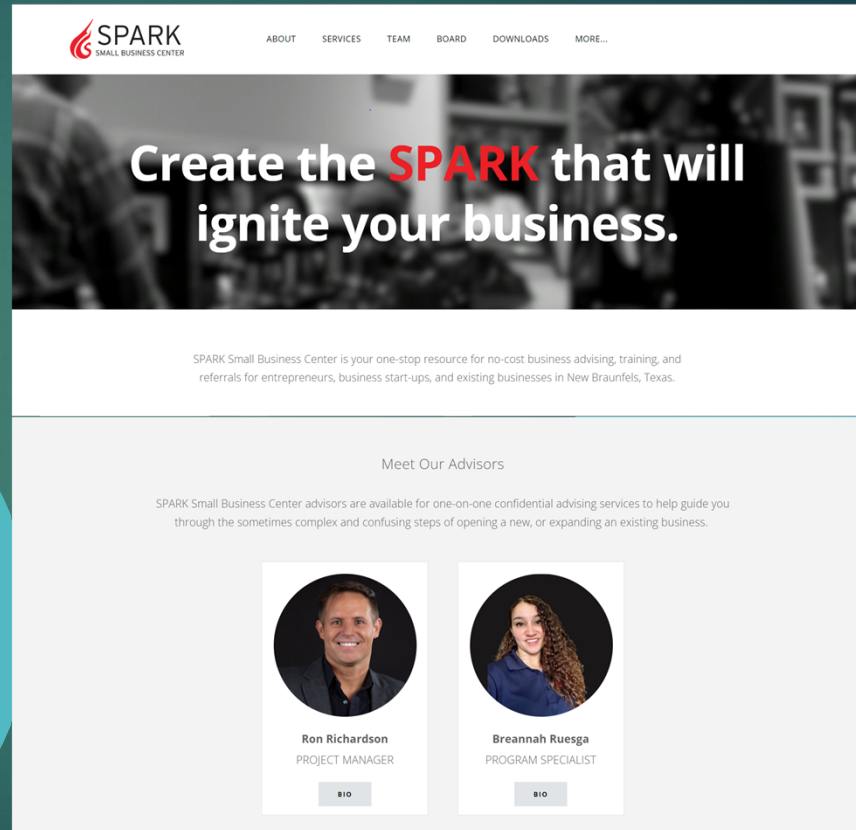
Social Media



Spark Website



Current sparksbc.com Home Page



New sparksbc.com Home Page

10/1/2023 to 9/30/2024 Fiscal Year Funding Request

Spark Small Business Center			
Cash Flow Projections with Funding Requests			
Item	10/1/23-9/30/24 Fiscal Year		
New Braunfels EDC Funding	\$250,000		
Subtotal	<u>\$250,000</u>		
UTSA 1st Quarter Payment (Jan- Mar)	-\$43,394		
UTSA 2nd Quarter Payment (Apr - Jun)	-\$43,394		
UTSA 3rd Quarter Payment (Jul - Sep)	-\$43,394		
UTSA 4th Quarter Payment (Oct - Dec)	-\$43,394		
Alarm Expense	-\$600		
Cleaning Expense	-\$2,000		
NBU Utilities Expense	-\$1,800		
Rent Expense	-\$28,000		
Insurance Expense	-\$2,000		
Internet Expense	-\$2,000		
Phone Expense	-\$1,200		
Equipment	-\$2,500		
Office Supplies	-\$6,000		
Miscellaneous office expenses	-\$4,750		
Community Outreach	-\$4,225		
Website Maintenance	-\$3,000		
Website Upgrade	-\$2,000		
Marketing Materials, Signage, Client Photos	-\$4,000		
5% contingency for unexpected expenses & opportunities	<u>-\$12,349</u>		
Expense Total	<u>-\$250,000</u>		
Ending Balance	\$0		



Thank you!