

UTSA SBDC/SPARK 4B Presentation

- UTSA Small Business Development Center 3rd Quarter and FY2018 YTD Report
- Success Stories
- SPARK Small Business Center Update
- SPARK FY2019 Budget



South-West Texas Border
Small Business
Development Center Network

UTSA Small Business Development Center

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UTSA SBDC

- Largest/Best in the U.S.
- Confidential, No-cost Business Advising
- Low Cost Workshops
- Resources to help grow your business
- SBDC, International Trade Center, SBDC-Procurement Technical Assistance Center, SBDCNet...and 6 other programs



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U.S. Small Business
Administration



EXECUTIVE SUMMARY

	3rd QUARTER			YEAR-TO-DATE			FY 2018
	(April 2018 - June 2018)			(October 2017 - June 2018)			
	GOAL	ACTUAL	VARIANCE	GOAL	ACTUAL	VARIANCE	
Outputs							
Advising Clients	67	124	+57	175	386	+211	241
Advising Hours	523	433	-90	1,406	1,311	-95	1,918
Training Clients	40	112	+72	110	278	+168	150
Training Events	4	11	+7	12	24	+12	15
Total Clients	107	236	+129	285	664	+379	391
Outcomes							
Business Starts	6	7	+1	11	19	+8	19
Business Expansions	6	6	0	11	13	+2	19
Jobs Created	34	34	0	79	105	+26	114
Jobs Retained	29	234	+205	50	291	+241	77
Capital Infusion	\$ 792,952	\$ 5,315,100	+\$4,522,148	\$ 1,693,936	\$ 9,247,450	+\$7,553,514	\$ 2,506,197



EXECUTIVE SUMMARY – 3RD QTR

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EXECUTIVE SUMMARY – YTD

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South-West Texas Border
**Small Business
 Development Center Network**

UTSA Small Business Development Center



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ADVISING CLIENTS

	GOAL	ACTUAL	VARIANCE	GOAL	ACTUAL	VARIANCE	GOAL
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South-West Texas Border
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TRAINING

Advising Hours	320	400	+90
Training Clients	40	112	+72
Training Events	4	11	+7
Total Clients	107	236	+129



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DISTRIBUTION

The distribution of counseling client activity between counties:

3rd QUARTER (April 2018 - June 2018)						
COUNTY	CLIENTS	SESSIONS	HOURS	JOBS CREATED	JOBS RETAINED	TOTAL JOBS
Comal	64%	63%	59%	85%	94%	93%
Guadalupe	36%	37%	41%	15%	6%	7%

YEAR-TO-DATE (October 2017 - June 2018)						
COUNTY	CLIENTS	SESSIONS	HOURS	JOBS CREATED	JOBS RETAINED	TOTAL JOBS
Comal	60%	57%	54%	36%	77%	66%
Guadalupe	40%	43%	46%	64%	23%	34%



SUCCESS STORY 1

C. Kelly Family Clinic, P.A.

Austin Kelly used the assistance of the New Braunfels Small Business Development Center and the Center's Business Advisor, Larry New. Together, they worked on financial projections and a business plan. They are expanding their business by purchasing a larger facility and hiring more physicians and staff.

"Larry New was able to provide assistance with explaining the process of the small business loan application and helping us form financial projections. He helped get our ideas into a commonly used format to tell our story effectively to the bank. He was instrumental in getting our expansion from an idea into reality."

Business Impacts

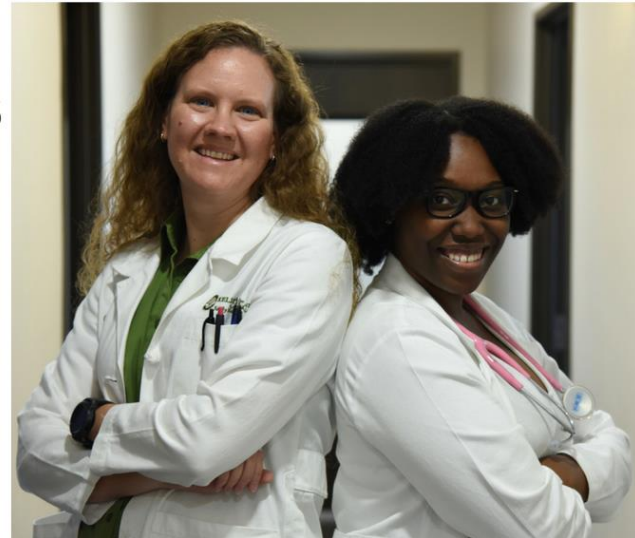
Business Expansion

2 New Full-Time Jobs

11 Retained Jobs

\$100,000 Owner Investment

\$880,000 SBA Loan



SUCCESS STORY 2

Jungle Jam Party & Play

Elaine Moore used the assistance of the New Braunfels Small Business Development Center and the Center's Business Advisor, Larry New. Together, they worked on financial projections and a business plan.

"Larry New has been very helpful. He met with me and took time to talk and help me understand the steps I needed to take to get started. He is always quick to respond to my emails and provided samples or further information I need. With Larry's help, I was able to complete my business plan and get an SBA loan through Randolph Brooks FCU."

Business Impacts

Business Start
2 New Part-Time Jobs
\$40,000 Owner Investment
\$70,000 SBA Loan



SUCCESS STORY 3

Wicked Voodoo Espresso

Laurel Winslow continues to use the New Braunfels Small Business Development Center and the Center's Business Advisor, Larry New. Together, they discussed bean wholesaling, warehouse space in Seguin and managing warehouse space for other businesses as a business. They discussed how to become certified as a woman-owned business to do business with Dell, Samsung, Princess Cruise Lines, etc.

With the help of SBDC she opened her first drive-through kiosk location in 2016. She has since expanded to a second retail storefront location in 2018.

Business Impacts

Business Expansion

6 New Full-Time Jobs

6 Retained Jobs

\$250,000 Owner Investment



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SUCCESS STORY 4

NBPSI, LLC

Terry Muckenfuss used the assistance of the San Antonio Small Business Development Center and the Center's Senior Business Advisor, Wayne Loeff. Together, they worked on a business plan, property research, construction, franchise information, business concepts, and more.

Terry Muckenfuss is opening Muck and Fuss Burgers connected through a courtyard to the Historic Prince Solms Inn.

Business Impacts

Business Expansion

1 New Full-Time Job

5 New Part-Time Jobs

202 Retained Jobs

\$750,000 Owner Investment

\$2,700,000 SBA Loan



SPARK UPDATE

- Added 16 Hours Additional Advising
- Problem: Booked 4-5 Weeks
- Full Extra Day NB & Seguin



SPARK
SMALL BUSINESS CENTER

SPARK OFFICE

- One Year in New Space
- Traffic Increase
 - Advisors
 - Angel Group
 - Children's Entrepreneur Event
 - Small Business Week, TRC



SPARK
SMALL BUSINESS CENTER

SPARK BUDGET FY2019

- \$210,000 Total
- \$140,000 New Braunfels
- 16 Hours Advising, Cleaning
- Signage, Security, Insurance Increase



SPARK
SMALL BUSINESS CENTER

QUESTIONS

