



SPARK

SMALL BUSINESS CENTER

Office Renovation

☐ Current Needs

- ☐ Privacy
- ☐ Inspirational, professional space
- ☐ Training area
- ☐ Area for other advisors to work
- ☐ Multi-use area for group functions that support mission

Office at 940 W. San Antonio St Before



Office at 940 W. San Antonio St After



Office at 940 W. San Antonio St After



Office at 940 W. San Antonio St After



Office at 940 W. San Antonio St After



FY 2017 3rd Quarter Report

EXECUTIVE SUMMARY

| | 3rd QUARTER | | | YEAR-TO-DATE | | |
|---------------------|--------------------------|-------------|--------------|----------------------------|-------------|--------------|
| | (April 2017 - June 2017) | | | (October 2016 - June 2017) | | |
| | GOAL | ACTUAL | VARIANCE | GOAL | ACTUAL | VARIANCE |
| Outputs | | | | | | |
| Advising Clients | 55 | 131 | +76 | 152 | 357 | +214 |
| Advising Hours | 435 | 523 | +88 | 1,230 | 1,343 | +113 |
| Training Clients | 30 | 42 | +12 | 90 | 159 | +70 |
| Training Events | 3 | 4 | +1 | 9 | 12 | +3 |
| Total Clients | 86 | 173 | +87 | 242 | 535 | +293 |
| Outcomes | | | | | | |
| Business Starts | 5 | 5 | +0 | 9 | 12 | +3 |
| Business Expansions | 5 | 4 | -1 | 9 | 13 | +4 |
| Jobs Created | 25 | 109 | +84 | 63 | 272 | +209 |
| Jobs Retained | 24 | 71 | +47 | 39 | 327 | +288 |
| Capital infusion | \$639,750 | \$1,843,000 | +\$1,203,250 | \$1,233,863 | \$6,002,535 | +\$4,768,672 |

The distribution of counseling client activity between counties:

| 3rd QUARTER (April 2017 - June 2017) | | | | | | |
|--------------------------------------|---------|----------|-------|--------------|---------------|------------|
| COUNTY | CLIENTS | SESSIONS | HOURS | JOBS CREATED | JOBS RETAINED | TOTAL JOBS |
| Cornwall | 60% | 57% | 60% | 96% | 89% | 93% |
| Guadalupe | 40% | 43% | 40% | 4% | 11% | 7% |

| YEAR-TO-DATE (October 2016 - June 2017) | | | | | | |
|---|---------|----------|-------|--------------|---------------|------------|
| COUNTY | CLIENTS | SESSIONS | HOURS | JOBS CREATED | JOBS RETAINED | TOTAL JOBS |
| Cornwall | 58% | 56% | 56% | 82% | 91% | 86% |
| Guadalupe | 42% | 44% | 44% | 18% | 9% | 14% |

Success Story

- Wicked Voodoo Espresso LLC – Laurel & Kenny Winslow
 - Wicked Voodoo Espresso is a Coffee company that provides gourmet high quality espresso drinks, voodoo doughnuts and authentic German pastries to drive through customers.

Success Story

- SPH Performance Gear, LLC – Claire Ozin and Kyle Schurig
 - Claire Ozin opened SPH Performance Gear LLC in New Braunfels, Texas in April of 2016. Together with Kyle Schurig, a world class horse trainer, they manufacture and sell high performance horse pads that feature superior wither relief and better leg contact



Success Story

- Cori Jean Ice Cream Cart – Corrine Jackson
 - Corinne Jackson opened Cori Jean's Ice Cream Cart in December of 2016. Cori Jean provides a classic mobile ice cream cart serving Cibolo, Schertz and San Antonio. She serves Novelty Ice Cream, Fruit Bars, Slush Pops, #Helados, #Paletas and #Sorbets. You can find her at events, parties, celebrations, practices or even a fun day at the office!

Spark Budget

Request for NB Share of SBDC contract =
\$114,661