



**MINORITY BUSINESS DEVELOPMENT AGENCY
ADVANCED MANUFACTURING CENTER**
U.S. DEPARTMENT OF COMMERCE

WHERE MINORITY-OWNED MANUFACTURING FIRMS COME TO GROW

**ACCESS
TO CAPITAL**

**STRATEGIC
CONSULTING**

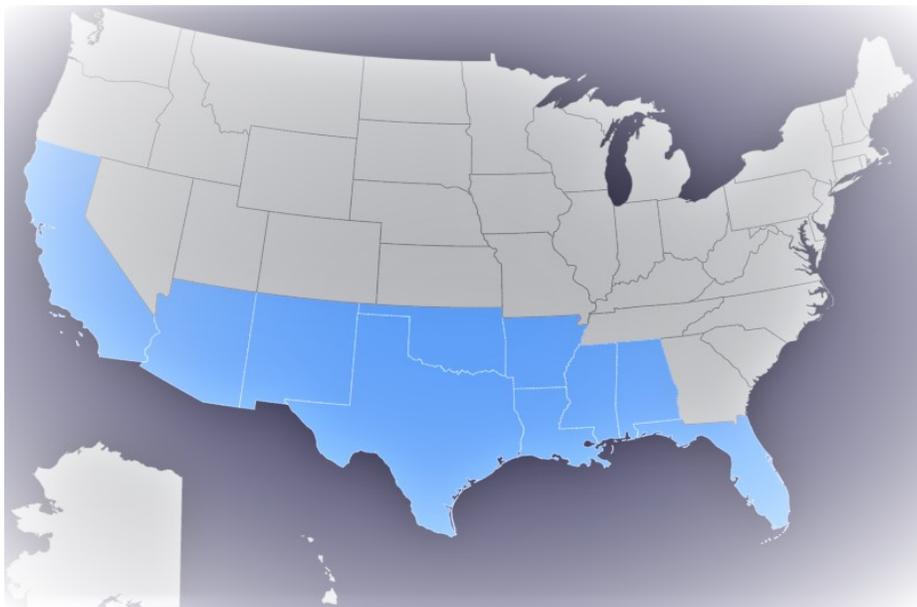
**B2B
NETWORKING**

**ACCESS
TO CONTRACTS**



What is the Advanced Manufacturing Center (AMC)?

The San Antonio MBDA Advanced Manufacturing Center provides technical assistance and business development services to Minority businesses in the manufacturing sector. The Center promotes the opportunity to advance the growth of manufacturers in the areas of innovative technology and assists in creating high quality manufacturing jobs. The San Antonio MBDA-AMC assists eligible manufacturers to grow their businesses and become more competitive in domestic and global markets.



What is the AMC Service Area?

While the program focuses on a five-state region including Texas, New Mexico, Oklahoma, Arkansas, and Louisiana, the program welcomes clients from across all 50 states.



OUR SERVICES



Access to Capital

Access to Capital is aimed at assisting manufacturers in identifying and obtaining appropriate financing instruments to facilitate business growth. Whether it is securing working capital from a lender, applying for an SBA loan, or responding to a grant proposal, the San Antonio MBDA-AMC assists eligible manufacturers in preparing a package with the ultimate goal of obtaining funding.



Strategic Consulting

To successfully grow a business, a firm must have sound management practices and processes in place. The program provides business development services that assist manufacturers to achieve higher levels of growth, become more competitive, and facilitate capacity building.



B2B Networking

As a goal, the San Antonio MBDA-AMC will assist you in increasing your market share by identifying new markets or increasing an existing market customer base. B2B Networking facilitates an opportunity for your business to network, collaborate, and generate qualified business opportunities by positioning you in front of prospective clients.



Access to Contracts

Aimed at facilitating the growth and expansion of minority manufacturing firms, the San Antonio MBDA-AMC provides procurement assistance to help manufacturing firms conduct business with federal, state, and local governments as well as private corporations. The program also assists in exploring contract opportunities both domestically and internationally.



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sanantoniombdacenter.com

San Antonio MBDA
Advanced Manufacturing Center



ACCESS TO MARKET & CONTRACT	
Type	PURPOSE
Prime Contracts	. Introduce MBEs to procurement opportunities at the federal, state, and local levels
Subcontracting Opportunities	. Introduce MBEs to our strategic partners in different industries for subcontracting opportunities
GSA Schedules	Assist MBEs to: . Understand the GSA Schedules market and appropriate SINs . Evaluate market demand and competition . Assemble the documents and submit the application . Conduct post-award marketing
Market Research in the Government Sector	. Trend Analysis in government procurements . Monitor upcoming contract opportunities in specific NAICS and PSC codes at the federal and local levels
Market Search in the Private Sector	. Industry trends and competitive analysis . Information about target markets and customers . Monitor subcontracting opportunities with primes and OEMs . B2B networking events

ACCESS TO CAPITAL	
Type	PURPOSE
Referral Services	. Introduce MBEs to our strategic partners for asset-based lines of credit. . Assist MBEs to understand and improve their business credit score and apply for a line of credit.
Referral Services	. Introduce MBEs to financial institutions for different types of loans including SBA loans.
Financial Planning	Assist MBEs to: . Conduct a trend analysis on their financial performance and compare it to the industry average. . Develop Master Budget Plan . Develop Projected Financial Statements
Business Plan Loan Packaging	Assist MBEs to: . Write a Business Plan . Loan Packaging

BUSINESS CONSULTATIONS	
Type	PURPOSE
Productivity Improvement	. Assist MBEs to diagnose and improve their order fulfillment process
Strategic Planning	. Assist MBEs to develop strategic and operational plans.
Technology Planning	Assist MBEs to: . Assess the current stage and plan for appropriate technologies. . Refer them to third party advanced technology sources.
Training	. Access to online training programs in advanced manufacturing and quality assurance topics . Process Improvement and Lean Thinking webinars and workshops . Lean Six Sigma Certificate Programs . ISO 9001 training and consulting services . Financial Literacy . Workforce Solutions and Tax Saving

San Antonio MBDA Business Centers



The Minority Business Development Agency (MBDA), an agency of the U.S. Department of Commerce headquartered in Washington D.C., funds the MBDA Business Centers. MBDA promotes the growth of minority-owned businesses through its nationwide network of business development centers. Typically, universities and economic development institutes all around the country operate these centers.

The San Antonio MBDA Business Centers are operated by the Institute for Economic Development at the University of Texas at San Antonio (UTSA). UTSA is the only MBDA operator in the country that hosts three types of business centers under one roof. The San Antonio MBDA Business Center has been providing MBEs with its business development services for many years. The San Antonio MBDA Advanced Manufacturing Center assists MBEs in manufacturing-related industries and the San Antonio MBDA Export Center provides export assistance for all MBEs who are interested in exporting, particularly to Latin America.

The aim of this program is to assist growing MBEs to scale up more effectively through value-added services that include Access-To-Contracts, Access-To-Capital, B2B Networking, and Business & Technical Consultations. San Antonio MBDA centers professionally serve businesses at different levels:

At the Business Level

- Access to Contracts and Subcontracting Opportunities including market analysis and development planning.
- Access to Capital including financial analysis, business planning, and loan packaging. These centers also provide referral services to MBEs and introduce them to alternative financing options and traditional lenders.
- Referral Services to specialized programs for technical training, advanced technologies, and process improvement.

Supplier Diversity Program at the Corporate Level

- Assist prime contractors, OEMs, and tier-1 suppliers to develop their Supplier Diversity Program.
- Identify prospective MBEs based on their qualification criteria, including NAICS codes.

B2B Networking Events

The San Antonio MBDA B2B Networking events provide a bridge among community, sponsors, and minority businesses in Texas and across the nation. The San Antonio Minority Enterprise Development Week (MEDWEEK) is the largest annual event held in October every year for over thirty-six years. The aim of MED WEEK is to recognize the contributions of the minority business community to the U.S. economy. Large organizations sponsor this event to support the minority community and provide MBEs with information about their supplier diversity program. MBEs actively participate to demonstrate commitment to the minority community and benefit from the great networking opportunities. The San Antonio MEDWEEK Consortium will also honor winners, both past and present, for their contributions to the business community.

Minority Business Development Agency celebrated its 50th Anniversary on March 5, 2019. The following links provide you with useful information about the highlights of MBDA's history:

<https://www.mbda.gov/about/history>

<https://www.mbda.gov/news/press-releases/2019/02/minority-business-development-agency-celebrates-50-years>

The following links also provide more information about the San Antonio MBDA Business Centers:

<https://sanantoniombdacenter.com/>

<https://www.mbda.gov/businesscenters/sanantonioadvmf>

The University of Texas at San Antonio
Institute for Economic
Development



2019 ANNUAL
REPORT

UTSA.

Knowledge Enterprise



Building an Economy for the Future

In 2019, the Institute for Economic Development at The University of Texas at San Antonio celebrated its 40th anniversary, alongside UTSA commemorating its 50th. Both the Institute and the University have made important contributions to San Antonio, to Texas, and to the nation. From its modest beginnings four decades ago, the Institute has grown into a public service enterprise that contributed \$2.7 billion in economic activity in 2019. Our focus remains on “Building the Economy One Business at a Time.”

As an integral part of UTSA's Research, Economic Development, and Knowledge Enterprise (REDKE), the Institute connects real-world business savvy with the research and talent of students, faculty, and staff. This year, the Institute's 10 centers served over 38,000 businesses locally, nationally, and internationally, including business located across Bexar county and throughout Texas. Meanwhile, students and faculty continued to expand the number of research activities that impact innovation and discovery. As an urban-serving institution, UTSA has rolled out its master plan that includes a robust plan for expansion downtown and into underserved areas of the city.

The Institute ramped up its activities and support to businesses in the west, south, and east sides of the city, following the lead of UTSA President Taylor Eighmy to deliver world-class education to communities in San Antonio's urban core. These efforts align with the Institute's work with

small and medium-sized businesses to boost their performance.

We look forward to the road ahead as UTSA and the Institute continue to partner and provide leadership in strategically important sectors of our economy. The expansive 79-county territory covered by the Institute means that in Texas alone, the reach of UTSA's talent, knowledge, and technology will impact the lives of millions of Texans. This transformative economic engagement is made possible through the generous and continuing support of our sponsors who share our vision for a growing and vibrant, business-driven economy.

This Institute for Economic Development belongs to all Texans, and we invite you to learn more about us and explore how we can partner to grow your success and that of our communities in San Antonio and across the state.

— CO-AUTHORED BY INSTITUTE LEADERSHIP —

Rod McSherry

*Associate Vice President for Innovation, Economic Development
University of Texas at San Antonio*

Albert Salgado

*Assistant Vice President Small Business, Community Engagement
University of Texas at San Antonio*



SERVICE RESULTS

38,067

BUSINESSES SERVED

998

TRAINING EVENTS & COURSES

26,439

TRAINING PARTICIPANTS

7,422

CONSULTING CASES

4,206

BUSINESS RESEARCH TASKS



ECONOMIC IMPACT

4,584

JOBS CREATED

7,108

JOBS RETAINED

566

NEW BUSINESS STARTS

591

BUSINESS EXPANSIONS

\$299,071,999

NEW FINANCING & INVESTMENTS

\$2,434,579,583

NEW SALES, CONTRACTS & EXPORTS

\$45,124,147

NEW TAX REVENUE GENERATED

\$2.7 Billion

IN DIRECT ECONOMIC IMPACT FOR 2019



* \$2.7 BILLION IS THE AGGREGATE AMOUNT OF NEW FINANCING & INVESTMENTS | NEW SALES, CONTRACTS & EXPORTS



The Institute for Economic Development provides support to small and medium-sized businesses at every point along the business life cycle. Whether at the start-up, growth, or scale-up phase, the 10 programs and centers that comprise the Institute excel at providing businesses with professional business advising, market research, import/export expertise, technical training, strategic planning, and professional connections to help each client reach the next milestone for their business.

The Institute's programs serve the Texas-Mexico Border area, as well as regional, national, and international stakeholders. Together with federal, state, and local governments, and private businesses, the Institute fosters both economic and community development.



An average working day for Institute programs yields big results for our small business clients:



152

new clients come for business advising and training services



5

businesses achieve their goals to either start or expand



18

new jobs are created from this business growth



\$1.2M

in business growth capital accessed



\$9.7M

incremental sales / contracts / exports achieved



Access to Capital Drives Dynamic Growth

Established in 1981, Dynamic Fabrication Inc. is an ethnic-minority manufacturer specializing in a broad spectrum of custom, precision fabrication for industries including aircraft, aerospace, military, defense, energy, oil, gas, medical, and pharmaceutical.

The UTSA Minority Business Development Agency Advanced Manufacturing Center – San Antonio (MBDA) provided the company with an initial assessment of their business operations, financial benchmarks, and a market analysis. As a result, MBDA identified the company's immediate need for working capital. MBDA introduced Dynamic Fabrication to a networking capital partner for additional financial assistance and to facilitate the approval process. The company was ultimately approved for a credit line of over \$20 million allowing them to retain 16 jobs. This line of credit also allows the business to recover working capital quickly, in order to re-invest in the operation to continue the growth and success of the operation. MBDA went on to connect the company with key contacts at large OEM's like Siemens and Airbus Helicopter to expand on contract opportunities, and facilitate the growth and scaling of the business operation. As a result, Dynamic Fabrication has been on-boarded into Siemens supply chain and have also been registered in the supplier diversity program of Airbus Helicopter.

sanantoniombdacenter.com



Hatters Undeterred by Foreign Competition

For over 50 years, Master Hatters of Texas, Inc. has been manufacturing straw, wool, and fur felt western hats. In 2015, the company was forced to reduce its workforce due to a measurable contraction in overall sales because of the adverse effects of foreign competition, mainly from China and Mexico. As a result, the company qualified for the Southwest Trade Adjustment Assistance Center's (SWTAAC) matching funds program. The SWTAAC team assessed the company's situation and assisted the business with receiving \$150,000 in program cost-share dollars, which the company used to improve its marketing efforts, generate new revenue markets, and enhance its online presence. The SWTAAC team helped the company outline marketing projects which included: refreshing the company's website, photographing the entire product line, designing a new online digital catalog with shopping cart capabilities, and developing a 360-degree product viewing capability to introduce the new fall and spring lines of western hats. With the support of SWTAAC and the federal funding program, the projects are now complete, the company is once again stable, and the business has increased sales by 21% and created 11 new jobs. swtaac.org



Texas Business Recognized for Global Success

Bespoke Group, LLC, a UTSA SBDC International Trade Center (ITC) client for the past 10 years, was awarded the President's "E" Award for Exports in 2019 by the U.S. Department of Commerce. The award is the highest recognition any person, firm, or organization can receive for making a significant contribution to increasing U.S. exports. This is the second time the client has received this award, a rare accomplishment for a U.S. small business. Bespoke Group entered ITC's export training program in 2009, which offered training and advising assistance to small food exporters. The ITC team has also provided export-related technical training to Bespoke Group and continues to supply on-going international market research and advising to the company. ITC has also assisted the company by providing trade data, country pulse studies and regulatory analysis, as well as identifying trends, opportunities, and potential buyers. texastrade.org



Making History

Three of UTSA's Minority Business Development Agency centers (MBDA Business Center, MBDA Export Center, and MBDA Advanced Manufacturing Center) received the prestigious Century Club Award at MBDA's 2019 National Stakeholder Summit. This is the first time in the 50-year history of the national MBDA that three MBDA centers in the same city have each received the award.

sanantoniombdacenter.com



Experienced Duo Innovate Industry

The UTSA Small Business Development Center (SBDC) provided business advising and support to 2A Energy Services, LLC, a company that provides services and products to the well stimulation and completion processes in the Eagle Ford Shale. Their products and services primarily focus on pressure containment, well control, and fluid transfer equipment. 2A Energy Services helped to design and build a radio-frequency identification (RFID) technology app with a prominent technology company. This innovative technology allows their customers to obtain inspection data and asset management in real time right from their phones, saving them down-time, money, and ensuring accurate field data.

sasbdc.org

Matchmaking Event Connects Business, Government

For small business owners, breaking into local, state, and federal markets can be challenging as they often face fluctuating markets, budget constraints, and limited resources. Fortunately, small business owners who are seeking opportunities to successfully compete in the government marketplace have an ally in the UTSA Procurement Technical Assistance Center (PTAC), which can help to bridge the gap between key decision-makers, buyers, and these small business owners. PTAC's annual Business Matchmaking event is designed to provide the opportunity for small business owners from all industries to connect with prime contractors, co-ops, local, state, federal buyers, end-users, and p-card holders. The desired outcomes include immediate connections for purchase orders or contract opportunities, in support of business expansion. As a result, in 2019 PTAC helped host, coordinate, and facilitate 33 separate buyers, support 159 suppliers, and facilitate 703 individual meetings.

ptac.iedtexas.org





Leadership Program Inspires Business Excellence



Recording the highest number of participants in the history of the program, the UTSA Small Business Development Center (SBDC) welcomed its 16th class of Building Business Excellence Program (BBE) graduates into its alumni base of more than 150 entrepreneurs. BBE provides a unique opportunity for business owners to participate in an intensive seven-week course, allowing entrepreneurs to learn how to scale up their business by utilizing valuable tools to propel their business and leadership skills to the next level. These tools enable business leaders to better understand different personality styles and use that knowledge to improve communication and more effectively manage the human capital side of their businesses. mybbe.org



ACCELERATING INNOVATION

The Institute for Economic Development helps researchers, entrepreneurs, and small businesses better navigate the journey of bringing their innovation to market by providing advising, mentoring, and training resources, as well as connecting businesses with key contacts and funding agencies.



Early stage funding is critical for successfully moving an innovative technology to market. This funding is also exceptionally difficult to secure, especially if you are developing high-risk, science and technology-based innovations. The UTSA SBDC Technology Commercialization Center (TCC) empowers entrepreneurs who are developing these innovations to successfully compete for pre-seed and early-stage funding, in order to accelerate their products' commercialization. The Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs, known as America's Seed Fund, are one of the largest sources of early-stage capital for technology commercialization in the United States. TCC works one-on-one with tech entrepreneurs to assist them with accelerating the commercialization of their innovation.



Tech Event Yields Opportunity, Early Funding for Clients

In order to accelerate commercialization for its clients' technologies, TCC prepared 10 companies to present their innovations to Department of Defense (DoD) Tech Scouts at the third annual Encountering Innovation Week. This yearly event provides a unique opportunity for entrepreneurs to present their innovations in a confidential meeting with DoD Tech Scouts, learn about the relevance of their innovation to the military, and improve the entrepreneur's chances of securing early-stage funding. To ensure optimal success, TCC staff collaborated with its clients to properly assess and qualify the companies' innovations. TCC also provided assistance with pitch and poster presentations and mentored the clients prior to and during the event. As a result, all of the clients received an invitation to apply for SBIR funding and several clients have already received \$50,000 in early-stage funding. tcc.txsbdc.org



Sun City Shines Light on Tech Innovation Across the State

In 2019, TCC brought the national SBIR Road Tour to Texas for the first time in the history of the program. The national SBIR Road Tour connects entrepreneurs who are working on advanced technologies to the country's largest source of early stage funding. The Seeding America's Future Innovations™ program tour brings awareness to the over \$3 billion in early-stage innovation funding available to small businesses each year. Funding opportunities exist for a wide variety of technology areas such as unmanned systems, advanced materials, health, cybersecurity, and defense.

The three-day event was held in collaboration with the El Paso Community College SBDC. Program managers from 14 federal agencies, in addition to the U.S. Patent and Trademark Office (USPTO), reverse-pitched their respective programs to aspiring entrepreneurs and provided one-on-one consulting sessions with attendees. The event also included a proposal workshop, which provided detailed submission support, as well as presentations from local and regional accelerators, incubators, universities, resource partners, and previous SBIR/STTR winners.
tcc.txsbd.org

Recognizing Innovation Excellence

In 2019, TCC assisted multiple clients with identifying technical gaps, developing research solutions, and articulating their technical innovation and commercialization strategy in SBIR/STTR proposals to federal partners. During the past year, TCC clients were awarded grants totaling over \$2 million from top Federal agencies including National Science Foundation (NSF), Department of Energy (DOE), and Department of Defense (DoD).
tcc.txsbd.org



A Flow of Technological Innovation for Katz

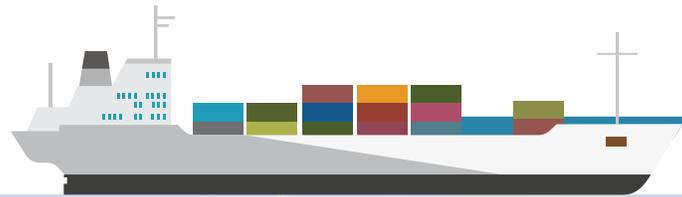
Gary Katz, founder of Katz Water Technologies, worked with TCC to make significant strides across the commercialization pathway for his company's early concept innovation, X-VAP™. The X-VAP innovation allows for the economical purification of produced water, a by-product of oil drilling, while utilizing harvested energy in the oil field. The technology provides a competitive advantage by allowing for the reduction in the transportation, storage, and water treatment expenses associated with current practices of utilizing injection wells. Katz, working with TCC, received a \$224,994 National Science Foundation SBIR grant, as well as several other regional awards. The company has also been an invitee to several technical conferences, positioning the business well for future awards, investments, industry partnerships, and commercialization opportunities.
tcc.txsbd.org





GLOBAL COLLABORATION

The UTSA Institute for Economic Development houses the largest and most successful trade assistance organization in the state of Texas through its UTSA Small Business Development Center International Trade Center (ITC). ITC advisors assist small and medium-size companies with becoming globally competitive by providing no-cost, customized, 100% confidential services including: one-on-one trade advising, market research, innovative training, and global connections.



Business Accelerator Brings Investment, Jobs to Texas

Created in 2011, the Texas International Business Accelerator program (TIBA) was launched by the UTSA SBDC International Trade Center. The program promotes growth and economic development by assisting foreign small and medium-sized companies looking to establish operations in Texas. TIBA provides confidential advising, research, and business development services that are tailored to the particular needs of a client. TIBA also assists in creating business plans that can be presented to U.S. Citizenship and Immigration Services for visa applications. These services are an effective tool for companies



and foreign investors seeking to invest in or establish a company in Texas. Since its inception, TIBA has helped establish businesses that have created more than 4,000 jobs in the region and over \$150 million in direct foreign investment in Texas. In the 2019 fiscal year TIBA was responsible

for creating 181 new direct jobs, 414 retained jobs, and capturing close to \$14M in direct foreign investment to Texas. TIBA also reached a key milestone of assisting foreign entrepreneurs from 25 different countries since its inception. texastrade.org

UTSA Certifies National SENA SBDC Network of Colombia

SENA, the largest national workforce training and small business assistance network in Colombia, has 117 centers located throughout Colombia which serve more than 8 million people annually. As part of a four-year collaboration, the UTSA Center for Global Development has certified all 117 centers that are part of the national SENA SBDC Network in Colombia on their successful implementation of the SBDC methodology. This important milestone communicates to all program stakeholders that the SENA SBDC Network is operating successful centers that are producing economic impact. The SENA SBDC Network, which is the largest outside of the USA, is the first national SBDC program to receive a UTSA certification for their network.

texastrade.org



SBDC Methodology Advances the Global Economy

As a part of ITC, the UTSA Center for Global Development is the world's foremost authority on helping national governments grow their small business sector by adopting and adapting the Small Business Development Center (SBDC) methodology. As a result of this assistance, 23 countries in the Americas are developing and growing their small business sector. In 2018, these centers served 361,999 entrepreneurs, created 30,361 jobs, retained 133,303 jobs and generated \$193.3 M in increased sales. UTSA is a global leader in helping national governments structure, fund, and administer national entrepreneurship assistance programs based on the UTSA SBDC model.

texastrade.org

2018 SBNA RESULTS & IMPACT

LATIN AMERICA & CARIBBEAN | ALL AMOUNTS ARE LISTED IN U.S. DOLLARS

▶ SERVICE RESULTS

60,767

TOTAL NUMBER OF ADVISING CLIENTS

301,232

TOTAL NO. OF TRAINING PROGRAM PARTICIPANTS

361,999

TOTAL ENTREPRENEURS SERVED

991,294

TOTAL ADVISING HOURS

▶ ECONOMIC IMPACT

10,495

NEW BUSINESS STARTS

30,361

NEW JOBS CREATED

133,303

JOBS RETAINED

1,250

BUSINESS FORMALIZATIONS

\$69.6 Million

NEW FINANCING

\$193.3 Million

INCREASED SALES



The SBNA drives sustainable and inclusive economic development in the Americas.

\$66.2 Million

PARTICIPATING COUNTRIES FUNDING COMMITMENT

FOR MORE INFO VISIT: bit.ly/SBNA_2018



Presidential Initiative Catalyst for Urban Core

As one of UTSA's Presidential Initiatives, Westside Community Partnerships seeks to amplify the economic and cultural strengths of the Westside by organizing talent and resources from across UTSA to engage in strategic community partnerships. UTSA will develop a coordinated approach to achieving this goal, in alignment with the university's commitment to delivering a world-class education to communities in San Antonio's urban core. The Institute for Economic Development is a key partner in these efforts.

sasbdc.org

Preserving Culture A Goal for Westside Development

Fostering economic development, creating a vibrant urban community, and preserving the culture, character, and history of the Westside of San Antonio is the mission of the Westside Development Corporation (WDC). Through a memorandum of understanding (MOU) with the WDC, the UTSA Small Business Development Center (UTSA SBDC) is providing outreach, advising, and training to the business community at large within the WDC footprint. Currently, the Center is working with 127 Westside business clients.

sasbdc.org



Alliance Brings Community Together

The Westside Business Alliance (WBA) is leading an initiative of the Westside Development Corporation (WDC), which will connect business owners in the Westside with networks and resources that will positively impact their businesses as well as their communities. As a partner of this initiative, the UTSA Small Business Development Center (UTSA SBDC) will work towards helping local residents and business owners reimagine one of 10 major business corridors in the WDC footprint. A goal of the Legacy Corridor Initiative is to make Westside legacy businesses more resilient, thereby strengthening the overall community.

sasbdc.org

Mentoring Collaboration Earns Group Bexar County Recognition

Bexar County Commissioners Court issued a proclamation, commending the founding of the Mentoring Organizations Roundtable - San Antonio (MOR-SA), a collaborative organization with an objective of nurturing the local economy by connecting entrepreneurial resources and mentors with start-ups and businesses. Members developed a common, values-based code of ethics which was signed by over 15 organizations, including the UTSA Small Business Development Center (UTSA SBDC), the UTSA SBDC Technology Commercialization Center (TCC), the Center for Innovation Technology and Entrepreneurship (CITE), and the Office of Commercialization and Innovation (OCI). The MOR-SA was born out of discussions from the Entrepreneurship Support Organization Leadership Group of which UTSA SBDC and TCC are influential participants.

tcc.txsbdc.org



Satellite Office Sparks Business in Metro Area

The UTSA Small Business Development Center (UTSA SBDC) provides advising and training services to entrepreneurs and businesses in Bexar County, as well as the surrounding contiguous counties. Due to high population growth and the demand for SBDC advising services in the area, the New Braunfels Economic Development Corporation created a business accelerator called the SPARK Small Business Center (SBC). New Braunfels, in partnership with Seguin, contracted the UTSA SBDC to provide its services through the SPARK office. Now in its ninth year of operation, the SPARK SBC/UTSA SBDC office in New Braunfels provides dedicated services to entrepreneurs in Comal and Guadalupe counties. sasbdc.org

Business Champions Support Eastside Growth

San Antonio for Growth on the Eastside (SAGE) champions investment that improves the quality of life for individuals, families, neighborhoods, and businesses on San Antonio's Eastside. The second of their four guiding principles is to champion small business development; this is where the relationship with the UTSA Small Business Development Center (UTSA SBDC) comes in. The UTSA SBDC is a long-term partner that helps SAGE live up to its principle of championing business development in a myriad of ways. A UTSA SBDC Senior Business Advisor works with clients that are starting or expanding their business on the eastside. Additionally, the advisor delivers training in conjunction with larger SAGE workshops and summits. sasbdc.org



Recognizing Greatness

Celebrating Crystal Darby, Senior Business Advisor at the UTSA Small Business Development Center, recipient of the 2019 San Antonio Entrepreneurship Week (SAEW) Mentor of the Year Award. The award reflects San Antonio's highest performing mentor based on quality of information and depth of participation.

PICTURED: Ben Hodge, EEVET, Inc. | Luis Martinez, Ph.D., Center for Innovation and Entrepreneurship at Trinity University | Crystal Darby, UTSA Small Business Development Center | Jeremy Jacob, Float



A Decade of Cultivating Rural Prosperity

Celebrating its 10th year, the Texas Rural Challenge conference brought key economic development partners together to support a collaborative agreement between the Texas Department of Agriculture (TDA) and Texas United States Department of Agriculture (USDA) Rural Development to support businesses and agricultural economies in rural Texas. The collaborators committed to increasing access to capital through enhanced collaboration and coordination in areas of mutual interest. Other agencies including the Texas Workforce Commission (TWC), the U.S. Small Business Administration (SBA), and the Association of Small Business Development Centers (ASBDC) were also present to express their ongoing support to rural Texas.

During the 2-day conference, participants had ample opportunities to learn and network with other rural leaders on topics from rural innovation to sustainable growth to infrastructure challenges. The SBDC Texas Strong Fast- Pitch Competition featured three of the top SBDC clients from across Texas. Mike Rogers, founder of Texas Hog Blocker, walked away with the \$5,000 first-prize award. texasruralchallenge.org





I believe I've gained a competitive advantage against my fellow peers with the professional experience I've learned from the Institute. Having a director that actively encourages his employees to develop and implement new ideas has provided me with a confident voice.

– Sarah Flores | Alumnus, Class of 2017



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Interning at the Institute has helped me to become a proficient researcher and analyst, not only am I learning how to assess international risks, but also how to use databases to gather data and information to support decisions made by the clients. The Institute is giving me real world experience. We work with real clients and support real decisions that impact employment and company growth.

– Tomas Alvarado, Senior | Finance



Experiential Learning an Asset for ‘Runners

UTSA undergraduate and graduate students obtain useful and relevant experiential learning opportunities as interns for the Institute for Economic Development. Students develop their research, marketing, and general business skills by working on a variety of hands-on projects for current clients. A sample of the types of projects students have the opportunity to engage in include:

- Developing customized business research reports
- Utilizing GIS mapping technology to compile custom market analysis studies
- Contributing to small business web publications
- Collecting surveys and tracking feedback
- Assisting clients with social media and web development
- Conducting analysis on international markets, trade flows, tariff schedules, and regulations
- Providing companies with business data that enables them to make critical import and export decisions in international markets.

Promoting International Student, Faculty Exchanges

The Institute for Economic Development's UTSA Center for Global Development partnered with the UTSA College of Business to provide a cross-cultural exchange program for undergraduate students from UTSA and students from the Universidad de Chile. The students obtained valuable international business experience through their internships within the host institutions' Small Business Development Center (SBDC) programs.



Pictured: Cliff Paredes (SBDC ITC Director), Chilean students: Bastian Pardo Vergara, Francisca Lagos López, Lucas Contreras, Camila Molina Vega, Martín Bustamante Carrasco, Matias Dufey, Santiago Herrera, Javiera Toledo, Cynthia Tirado Wuth and Camila Inostroza.

The students learned about all aspects of small business advising from assisting SBDC advisors on projects related to export-import, Foreign Direct Investment (FDI), and the internationalization of the SBDC model, to creating step-by-step WordPress and Wix manuals in English and Spanish for small business clients looking to develop their web presence. Students had the opportunity to learn about and address challenges in industries ranging from traditional sectors such as agriculture, manufacturing, and energy to advanced sectors including biotechnology, cybersecurity, and specialized services.

IN THEIR OWN WORDS

UTSA students share their thoughts on working at the Institute for Economic Development.

David Martinez

Alumnus | Marketing

“As an intern at the UTSA Small Business Development Center, I have learned what it takes to start a business—from developing a business plan, to marketing a product, and managing financing. I am confident about achieving my career goals after this experience.”

Shelby Ivy

Graduate Student | Public Administration

“The greatest benefits I have gained from working at the UTSA Institute of Economic Development have been learning effective research methods and strengthening my critical thinking skills. The skills I've gained are highly applicable to all areas of my life and working for the organization has been a truly enriching experience.”



Eliazar Payán

Junior | Finance

“The Institute goes above and beyond in supporting my educational and career goals; I am thankful for the opportunities the SBDC network has provided me in becoming a professional member of such a vast network of SBDC centers. The educational benefits cannot be put into words, I have grown so much in many aspects of my professional business career and this has enabled me to use the concepts that I am learning in class into my every day work.”



The UTSA Institute for Economic Development provides research support to businesses and key community decision makers, so that they can make data-driven policy decisions in support of sustainable economic development. From small business research and advising to regional evaluation and long-term applied research, the UTSA Institute for Economic Development provides a wide array of research services to support informed decision-making by small businesses; economic development agencies; workforce development boards; associations; city, state, and federal governments; and other community stakeholders.



Research Analysis Guides Health Industry Policy

The UTSA Center for Community and Business Research (CCBR) conducted a comprehensive economic contribution analysis of the businesses located in the South Texas Medical Center (STMC) and the related peripheral area to determine their influence on the Bexar County economy in 2018. These studies inform stakeholders about the magnitude of an industry's economic impact on a particular area, as well as aiding with informing state legislators about the importance of the industry to the local region.



The study concluded that, in 2018, the STMC fulfilled a critical role in the Bexar County area as part of the larger Healthcare and Bioscience Industry in the region, including a 35% increase in economic output and 29% increase in supported jobs since the previous 2010 study. The team also designed and

implemented a short survey to obtain information similar to the 2014 South Texas Medical Center Area Progress Report. This information includes businesses not listed in the 2014 Progress Report. This survey helped to complete the information needed to capture the full impact of the STMC in the region. cbr.iedtexas.org

Ecosystems And Economic Policy

In a recent edition of *Solutions Journal*, a UTSA Institute for Economic Development researcher explores the disconnect between ecosystems and economic policy. Both policymakers and academics struggle to develop an integrated framework for economic theory that both addresses sustainability and resonates with the public at-large. Policymakers too often fail to appreciate that without ecosystems, there is no economy. The author explains why long-term planning should figure more prominently into the policymaking decision process. cbr.iedtexas.org



Spirits Help Boost Economy

With funding assistance from the Texas Department of Agriculture, the Texas Distilled Spirits Association engaged CCBR to research the economic impact of the distilled spirits industry. As significant purchasers of agricultural inputs, the distilleries industry constitutes an important source of jobs and tax revenues for the nation and the State of Texas. The study determined that communities across the country experience significant benefits as distillers craft new and old types of spirits. cbr.iedtexas.org

Business Intelligence For Informed Decision-Making

For over 20 years, the SBDC National Information Clearinghouse (SBDCNet) has been providing customized, in-depth market research and business development resources to approximately 1,000 America's Small Business Development Center (ASBDC) Network members and their small business clients. Having served over 100,000 businesses, SBDCNet continually strives to develop new solutions to the changing information needs of small businesses. In 2019, the Center launched its newly redesigned and revamped public website—sbdnet.org. The site provides direct access to a vast array of small business information and resources for SBDC advisors and the small business community, including small business snapshot reports, help topics, and daily entrepreneur news. sbdnet.org



Resilient History, Boundless Future

The Institute for Economic Development at UTSA has helped lay a solid foundation in San Antonio’s business community, setting the stage for the tremendous growth that we are seeing today in this region. The Institute remains committed to building “One Business at a Time” and the University is steadfast in its commitment to shared opportunity and prosperity through knowledge and talent development. From advanced biomedical research collaborations to essential small business services, UTSA’s Research, Economic Development, and Knowledge Enterprise will work with community partners, business leaders, and government collaborators to ensure that its resources are serving and driving the regional economy.

We have reinforced our commitment to linking innovation, discovery, and business development by combining the Office of Commercialization and Innovation with the Institute for Economic Development. The new structure will continue to help transform research ideas into commercially available technology, tapping into university and community innovators.

There are exciting global business opportunities as UTSA’s Institute for Economic Development continues to be the small business development model that is replicated throughout the western hemisphere. Connecting small businesses in a single data platform across the Americas will be a boon to Texas companies

looking to invest, trade, or partner in Mexico, Central and South America, and the Caribbean.

Look for exciting expansion of engagement in supporting national security, as we help Texas small businesses and federal contractors become more cyber resilient. Rural communities, too, can expect help from us as we take technology and techniques to them for managing cyber security. We are ramping up how we connect military technology needs with small businesses, entrepreneurs, and innovators. In addition, we will put special emphasis on advanced manufacturing opportunities that are key to the regional economy.





FROM THE VICE PRESIDENT



Bernard Arulanandam, PhD, MBA

Vice President for Research,
Economic Development, and
Knowledge Enterprise

The Institute for Economic Development has made an indelible contribution to the Texas economic landscape, stimulating billions of dollars of economic activity, creating thousands of jobs and giving confidence and tools to entrepreneurs to start their own companies. We have made exciting changes in 2019, welcoming our new Associate Vice President for Innovation and Economic Development, Rod McSherry. We have also added 'innovation' into the economic development portfolio in firm recognition of UTSA's unique contribution to the regional economy by connecting campus, company, and community. I look forward to the synergies that will come out of the new structure that will better connect with our partners. The year ahead is an exciting one as we explore bringing more innovators and entrepreneurs onto our campus to work on critical medical, cyber, defense, and other opportunities.



Cyber Secure Texas

Partnering with the Department of Defense, the Texas Cybersecurity Compliance Program (TCCP) will be rolled out across the entire state of Texas in 2020. The TCCP will solidify the cybersecurity resilience of Texas's defense supply chain while decreasing its vulnerability.



Technology Transference

UTSA's Office of Commercialization and Innovation (OCI) manages the Intellectual Property and technologies created by UTSA researchers. With UTSA's fast-growing research portfolio and increasing industry collaborations, OCI will be facilitating more opportunities for technology commercialization and entrepreneurship with its programs like Entrepreneurs-in-Residence, customer discovery workshops, proof-of-concept funding, and new venture incubators.

OUR CENTERS



The University of Texas at San Antonio's Institute for Economic Development is dedicated to growing businesses, creating jobs, and fostering economic development. Focused on building the economy, one business at a time, the Institute consists of 10 centers and programs that provide professional business advising, technical training, research, and strategic planning for entrepreneurs, business owners, and community leaders. These programs serve local, national, and international initiatives.

UTSA South-West Texas Border Small Business Development Center Network

www.txsbdc.org

The South-West Texas Border Small Business Development Center Network (SWTXB) is comprised of 10 SBDC-affiliated offices. Each office is hosted by a local university or community college within a 79-county region, stretching from the Gulf Coast to South Texas through Central Texas and across parts of West Texas. In partnership with the U.S. Small Business Administration, The University of Texas at San Antonio (UTSA) administers the Network, its affiliate offices, and three specialty centers—SBDC Center for Government Contracting, SBDC International Trade Center, and SBDC Technology Commercialization Center. SWTXB is funded in part through the State of Texas and a Cooperative Agreement with the U.S. Small Business Administration.

UTSA Small Business Development Center

www.sasbdc.org

The UTSA Small Business Development Center offers integrated services to meet the needs of experienced small business owners as well as entrepreneurs just starting a business. Servicing San Antonio and the 10 counties surrounding Bexar County, the UTSA SBDC's professional staff provides confidential, one-on-one business advising at no charge. The center provides no-cost and low-cost training workshops covering an array of topics to help small businesses grow and succeed.

UTSA SBDC Center for Government Contracting

cgc.txsbdc.org

The UTSA SBDC Center for Government Contracting provides programs that assists small business owners, veteran entrepreneurs, women-owned small businesses, employers, and entrepreneurs. These services are reflected in the following programs: Texas Cybersecurity Compliance Program, Employer Services, and Emergency Preparedness. The service area includes 79 counties of the South-West Texas Border SBDC Regional Network.

UTSA SBDC International Trade Center

www.texastrade.org

The UTSA SBDC International Trade Center is one of the largest and most successful trade assistance organizations in Texas. Staff provide technical trade advising, customized market research, and innovative training programs for companies seeking access to global markets. To develop foreign market distribution channels, the Center has led the Small Business Network of the Americas (SBNA) initiative to expand the implementation of the SBDC model into 23 countries in the Western Hemisphere.

UTSA SBDC Technology Commercialization Center

tcc.txsbdc.org

The UTSA SBDC Technology Commercialization Center supports science and technology-based innovation and entrepreneurship to foster a globally competitive economy in Texas. The Center provides confidential management advisory services for high-tech entrepreneurs, scientific researchers, start-ups, and established businesses. Clients of the center qualify to receive technical and business assistance with America's Seed Fund™ (Federal), technology readiness assessments, intellectual property (IP) assistance, venture pitches, federal and state research and development (R&D) grants/contracts, mentorship, Small Business Innovation and Research (SBIR) and Small Business Technology Transfer (STTR) proposals, Department of Defense (DoD) pitches, sponsored research agreements, commercial market analysis, and applied research assistance.

SBDC National Information Clearinghouse

www.sbdcnet.org

The SBDC National Information Clearinghouse (SBDCNet) is the official nationwide research program of the U.S. Small Business Administration. SBDCNet provides in-depth, customized market research, business development resources, and training services to SBDC advisors and their clients. The Center's team of researchers is dedicated to meeting the small business information needs of nearly 1,000 Small Business Development Centers across the United States and its territories.

UTSA Center for Community and Business Research

ccbr.iedtexas.org

The Center for Community and Business Research (CCBR) offers applied economic and business research to serve the needs of economic development agencies; businesses; trade associations; city, state, and federal governments; and other community stakeholders in search of information to make well-founded business and policy decisions. CCBR conducts research projects to provide insight into how organizations, communities, or the economy are impacted by major new developments, projects and policies.

UTSA Procurement Technical Assistance Center

ptac.iedtexas.org

The UTSA Procurement Technical Assistance Center (PTAC) assists small business owners with expanding their business into federal, state, regional, county, and local markets with government agencies, and military installations. PTAC staff provides advising, training, and networking opportunities through specialized classes, monthly networking meetings, matchmaking events, and one-on-one assistance. This procurement technical assistance center is funded in part through a cooperative agreement with the Defense Logistics Agency, which serves and assists small businesses in 38 counties.

MBDA Business Center - San Antonio

sanantoniombdacenter.com

The Minority Business Development Agency Business Center – San Antonio (MBDA) assists minority business enterprises to increase profits and employment numbers by providing targeted management and technical assistance services. The Center primarily works with established minority-owned businesses that have at least \$1M in annual revenues and are seeking rapid growth. The Center also includes global and advanced manufacturing components, which connect domestic, minority-owned business clients with commercial opportunities across the globe.

Southwest Trade Adjustment Assistance Center

www.swtaac.org

The Southwest Trade Adjustment Assistance Center (SWTAAC) assists U.S. manufacturing and service firms that are negatively impacted by foreign competition to regain profitable growth. SWTAAC staff provides management consulting and strategic business planning services to help firms in the five-state region of Texas, Louisiana, Oklahoma, Arkansas and New Mexico.

OUR
PARTNERS



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VISION:

The Institute for Economic Development and our programs strive continuously to reach and lead the top-tier of our field, as a university-based economic development organization, on the national and international levels.

MISSION:

We are leaders in building the economy, strengthening businesses and communities through excellence in service.

VALUES:

Integrity: Building our reputation by being accountable, credible, ethical, and respectful.

Excellence: Exceeding stakeholder expectations by achieving results, demonstrating leadership, and leveraging our resources and expertise.

Service: Delivering results and fostering diversity by being responsive, adding value, providing solutions, and collaborating.

Innovation: Fostering a culture of creativity by embracing change, lifelong learning and risk-taking.

www.iedtexas.org