

Del Mar College Small Business Newsletter

101 Baldwin, VB-351
Corpus Christi, TX 78404
(361) 698-1021

Oct - Dec 2004

www.delmar.edu/sbdc



A Partnership Program of the US
Small Business Administration

SBDC Services and Programs

The Small Business Development Center serves to promote the growth, innovation, productivity, profitability and improved management of businesses by providing the following services: develop business plans, package loan requests, prepare strategic marketing plans, analyze and improve accounting practices, provide licensing and permit information, provide business seminars and access to the government procurement system.

Our website has a startup guide which lists the local, state and federal requirements on starting a business, an accurate schedule of events with the ability to register online, success stories, procurement related topics, frequently asked questions (FAQ) section and a links section which includes various federal, state and local agencies that benefit the small business community. We also have a contact section which lists all of our staff, phone numbers, e-mail, etc. Our website address is <http://www.delmar.edu/sbdc>.

New Program in Town - Accion Texas

There is a new program in town. Accion Texas is a MicroLender that can offer loans up to \$50,000 and better yet, if you are a resident of Corpus Christi, you can get an interest rate as low as 5.5%.

The mission of ACCION Texas is to provide credit to small businesses that do not have access to loans from commercial sources. Through its loans and services, ACCION Texas helps Micro-entrepreneurs strengthen their businesses, stabilize and increase their incomes, create additional employment and contribute to the economic revitalization of their communities.

ACCION Texas builds on the strengths, creativity and drive of emerging Micro-entrepreneurs, empowering them to support themselves and contribute to the economic well-being of their communities. By focusing on character and commitment, ACCION Texas has proven that investing in people makes good business sense.

Since Accion's inception in 1994, ACCION Texas has disbursed over \$27,429,077 through 5,398 loans. Working one-on-one to address client needs is central to their lending philosophy. The close relationships they forge with their clients are confirmed by ACCION Texas' high percentage of repeat borrowers.

Number of Active Clients - 1,697
Active Portfolio - \$8,150,826
Average Loan - \$5,113
Historical Loss Rate - 5.5%
% of Women Clients - 51%
% of Hispanic and African-American Clients - 83%
Statistics as of December 31, 2003

For more information, please call the Small Business Development Center at 698-1021.

Inside this Issue:

- SBDC Services & Programs 1
- Accion Texas . . . 1
- Success Stories . 2
- PTAC Services . . 3
- Training Schedule4-5

CENTER STAFF

Larry Ellis
Business Consultant

Lisa Farr
Training Coordinator

Ann Fierova
Director

Molly Long
MicroLoan Program Manager

Mike North
Business Consultant

Nathan Offermann
Business Consultant

Margie Silguero
Associate Contracting Assistance Specialist

Sean P. Smith
Procurement Program Manager

Elizabeth Soliz
Business Consultant

Hector Vidaurri
Procurement Specialist

Zuzana Zambrano
Procurement Assistant

Success Stories

Howard's Farmhouse Catering - Brayton D. Henson

Bray Henson spent nine years working for various pharmaceutical companies and is well experienced in all facets of management, marketing and sales. Although his endeavors to sell pharmaceuticals were very lucrative, they had a major drawback -- a lot of time away from his family. Bray's travels saw him gone for extended periods of time, and he made up his mind to do something that would keep him closer to home. Bray Henson started his own barbecue catering business!

Bray negotiated a deal with Farmhouse BBQ and Buffet to acquire their catering services and in November 2003, began operating under the name of Farmhouse Catering. Farmhouse Catering took off and before long Bray was looking for other opportunities to expand his business. Not only did Bray secure the rights to operate a barbecue facility in Whataburger Field commencing April 2005, he also entered into talks with Norman Howard to purchase Howard's BBQ, one of Corpus Christi's most well established restaurants. After coming to terms with Howard on the selling price, Bray contacted the Small Business Development Center in April 2004, for help in structuring a business plan and loan proposal. SBDC counselor Michael North assisted him in preparing a detailed business plan with financial projections, a personal financial statement, and a loan application requesting the necessary funding through SBA's 7(a) loan program.

After the business plan and loan package were complete, Bray Henson approached Texas State Bank for the financing and both the bank and the SBA approved him for the loan. Bray's goal to consolidate the operations of Farmhouse Catering and Howard's BBQ had come to fruition and, as Bray states, "Howard's Farmhouse Catering evolved to bring its customers the premier restaurant and catering operation in all of South Texas". As to the services provided by the SBDC, Bray stated, "the business plan helped provide direction for starting my business. As well, it helped provide the lending institution with a very clear road map for my business needs and helped secure my loan".

Howard's Farmhouse Catering is located at 1002 Antelope Street, Corpus Christi, Texas. The restaurant is open from 11:00 a.m. to 3:00 p.m. Monday through Friday, with catering available Monday through Saturday at varying hours of service.

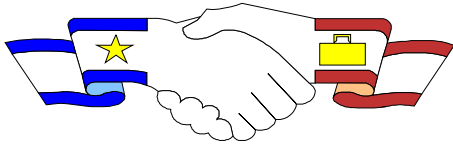
Rudy Galvan Paint and Body Collision Center - Rudy Galvan Jr.

Rudy Galvan came to the SBDC for assistance with building a new paint and body shop in Kingsville, Texas. Rudy Galvan has been in business for over 30 years. The present shop was not large enough to meet the growing needs of the business. Rudy Galvan decided to build his new shop on real estate adjoining his present shop. Mr. Galvan met with his counselor, Larry Ellis, to begin the process of financing the project. It was decided that a SBA 7(a) loan was the best choice to finance the project. Larry Ellis provided assistance with the business plan and detailed financial projections for the business. Rudy Galvan worked on financing the project with two other banks before finally taking his loan package to 1st Community Bank in Kingsville. Sylvia Aparicio at the bank was very supportive and agreed to provide financing contingent on a SBA guarantee. Larry Ellis prepared a complete SBA 7(a) loan package for the client and personally assisted the bank with their SBA forms for the loan. A SBA loan was approved, which enabled Rudy Galvan Jr. to expand his business by constructing a new shop and move to a bigger and better location. This loan has also allowed Mr. Galvan to retain 5 jobs and has added 2 additional jobs. Galvan stated, "without the help of Larry Ellis, my new business wouldn't have been possible". Rudy Galvan has been planning to build a new shop for years and has worked tirelessly through many obstacles and set backs to achieve his goal of expanding his business.

Kingsville Memorial Funeral Home - Brandon A. Greenwood

Brandon Greenwood came to the SBDC with a plan to build a new funeral home in Kingsville, Texas. The Kingsville Memorial Funeral Home will provide fully integrated funeral services packages including comprehensive director services, chapel availability, notifications, processions, escorts, and exquisite viewing facilities. His business objective was to combine old-fashioned customer care values with the latest in superior product selection in an effort to provide total solution for families seeking the best value without sacrificing quality. Mr. Greenwood had already approached 1st Community Bank in Kingsville. The bank agreed to do the financing contingent on a SBA loan guarantee. Brandon met with his counselor Larry Ellis to work on the SBA loan. Larry Ellis prepared detailed financial projections for the business. In addition, Mr. Ellis prepared the SBA loan forms and assisted the bank with processing the SBA loan application. Frequent coordination with the SBA Harlingen District office was necessary to work out all the details for the SBA loan. Finally, a SBA 7(a) loan was approved and funded. The bank also provided a direct commercial loan as well, for the new funeral home. Brandon Greenwood is a young, aggressive entrepreneur who had a dream of owning his own funeral home. With the help of the SBDC, this is now becoming a reality.

Procurement Technical Assistance Center (PTAC)



101 Baldwin, VB-351
Corpus Christi, TX 78404
(361) 698-1025
msilgue@delmar.edu

PTAC Services

The Procurement Technical Assistance Center serves the counties of Aransas, Bee, Calhoun, Goliad, Jim Wells, Kleberg, Live Oak, Nueces, Refugio, San Patricio, and Victoria. The PTAC is partially funded by the Department of Defense and is designed to increase the number and type of businesses selling products and services to government agencies. The PTAC can help any business interested in doing federal, state or local contracting through the following services:

- Free counseling on procurement matters
- Access to bid packages, plans and specifications
- Electronic bid match service
- Interpretation of bid documents
- Access to Dodge Reports for South Texas
- Assist with government database registration
- Provide research for bid opportunities.
- Networking opportunities with government agencies
- Seminars/workshops on a wide variety of procurement topics
- Access to military plans and specifications
- Access to federal acquisition regulations
- Technical support putting together procurement certifications

If you are an existing business interested in further information, please contact Margie Silguero at (361) 698-1025.

New Online Application for SBA 8(a) Program

The U.S. Small Business Administration has unveiled a new electronic online application that will make it faster, easier and less expensive for small companies to apply for 8(a) Business Development and Small Disadvantaged Business certification directly from SBA's Web site.

The SBA's 8(a) Business Development Program helps small businesses owned, controlled and operated by socially and economically disadvantaged individuals by providing management, technical, financial and federal contracting assistance with the aim of helping these entrepreneurs create viable businesses. About 8300 companies are presently certified in the 8(a) program. During FY 2003, \$9.56 billion in federal contracts were awarded to companies participating in the program.

The SBA offers an informational forum with the SBDC and PTAC at Del Mar College, Venter's business building the third Thursday of every month. The 8(a) Business Development Program is discussed in detail at this forum. For more information call Sean Smith at 698-2221.

The function of the Del Mar College PTAC is to assist small businesses in their pursuit of government sales. The SBA 8(a) program is one of the tools that we encourage businesses to consider. The new online registration shows all of us that the direction of commerce is moving deeper into the computer age. It will not be long before those businesses without a basic understanding of email and the internet will be out of the loop completely when it comes to government contracting. PTAC is ready and willing to assist you in learning what you need to know to stay in the loop. Feel free to call us when you have any questions concerning contracting with federal, state or local governments.

Another important part of the PTAC program is to assist you in meeting face to face, with government contracting officials. Our next event will be coming in just a few months. In conjunction with the Office of Congressman Ruben Hinojosa, Del Mar College PTAC will host our Annual Economic Opportunities with the Department of Defense Conference. If you are interested in an opportunity to market your company directly to those who make the buying decisions, please make sure we have your current email so we may send you the details.

Small Business Seminars for October 1, 2004 - December 31, 2004

Seminars are subject to change, please call Lisa Farr at (361) 698-1021 in
advance or register online at www.delmar.edu/sbdc

| DATE | SEMINAR TITLE | TIME | LOCATION | COST |
|----------|--|---------------------|---|---------|
| 10/12/04 | Access to Small Business Loans | 10:00 am - 12:00 pm | Coastal Bend College, 704 Coyote Trail, Room 157, Alice, Texas | Free |
| 10/14/04 | Starting a Home Based Business | 1:30 pm - 4:00 pm | Del Mar College, Venters Business Bldg. Room 350 | \$20.00 |
| 10/20/04 | Electronic Revenue Systems, Check and Credit Card Processing | 3:00 pm - 5:00 pm | Del Mar College, Venters Business Bldg. Room 350 | \$20.00 |
| 10/21/04 | Small Business Administration Forum | 1:30 pm - 4:00 pm | Del Mar College, Venters Business Bldg. Room 350 | Free |
| 10/21/04 | Access to Small Business Loans | 10:00 am - 12:00 pm | Del Mar College, Venters Business Bldg. Room 350 | Free |
| 10/28/04 | Renewal Community Information Seminar | 3:00 pm - 5:00 pm | Del Mar College, Venters Business Bldg. Room 350 | Free |
| 11/04/04 | Keeping the Books | 1:30 pm - 4:30 pm | Del Mar College, Venters Business Bldg. Room 350 | \$20.00 |
| 11/04/04 | Access to Small Business Loans | 1:00 pm - 3:00 pm | 1150 E. Main Avenue, Wells Fargo Bldg. 2nd Floor, Robstown, Texas | Free |
| 11/10/04 | ABC's of Importing & Exporting | 3:00 pm - 5:00 pm | Del Mar College, Venters Business Bldg. Room 350 | \$20.00 |
| 11/11/04 | Starting Your Business, Step by Step | 1:30 pm - 4:00 pm | Del Mar College, Venters Business Bldg. Room 350 | \$20.00 |
| 11/18/04 | Starting and Growing Your Small Business, Step by Step | 1:30 pm - 3:30 pm | Buck West House, 400 N. Nueces (on Hwy 281), George West, Texas | Free |

Small Business Seminars for October 1, 2004 - December 31, 2004

Seminars are subject to change, please call Lisa Farr at (361) 698-1021 in advance or register online at www.delmar.edu/sbdc

| DATE | SEMINAR TITLE | TIME | LOCATION | COST |
|----------|--|-------------------|---|---------|
| 11/18/04 | Understanding Your Credit Report | 1:30 pm - 4:00 pm | 1150 E. Main Avenue, Wells Fargo Bldg. 2nd Floor, Robstown, Texas | Free |
| 12/02/04 | Introduction to QuickBooks Pro 2004 | 1:00 pm - 4:00 pm | Del Mar College, Venters Business Bldg. Room TBA | \$25.00 |
| 12/08/04 | Fundamentals of Purchasing an Existing Business or Selling Yours for the Optimum Price | 1:30 pm - 4:00 pm | Del Mar College, Venters Business Bldg. Room 350 | \$20.00 |
| 12/09/04 | Starting Your Business, Step by Step | 1:30 pm - 4:00 pm | 1150 E. Main Avenue, Wells Fargo Bldg. 2nd Floor, Robstown, Texas | Free |
| 12/16/04 | Small Business Administration Forum | 1:30 pm - 4:00 pm | Del Mar College, Venters Business Bldg. Room 350 | Free |
| TBA | Economic Opportunities with the Department of Defense | 8:00 am - 1:00 pm | TBA | \$25.00 |

Business or Procurement Seminar
Attend a paid seminar and bring a Guest Free of Charge with this Coupon!



Del Mar College Small Business Development Center
 (361) 698-1021
www.delmar.edu/sbdc
 Expiration Date: 12/31/2004
 Not redeemable for cash. Redemption value not to exceed \$20.00.
 Not valid for annual conferences or special events.