

SMALL BUSINESS DEVELOPMENT CENTER SUPPORT

Promoting small business start and scale-up, job creation and access to capital across 79 counties in Central, South and West Texas

FUNDING REQUEST | \$5,504,739 per year; \$11,009,478 per biennium

OVERVIEW

The State of Texas provides small business and community economic development resources through the Small Business Development Center (SBDC) program. SBDC programs in each of the state's four regions are administered by a college or university: The University of Texas at San Antonio, Texas Tech University, University of Houston and Dallas College.

UTSA has managed the delivery of SBDC services throughout the 79 counties of Central, South and West Texas since 1987. In addition, the **SBDC, which focuses resources on urban communities**, and the **Texas South-West SBDC Network, which focuses on rural and border communities**, provide faculty and students the ability to leverage their academic and professional experiences to provide small business and community economic development. In addition to core small business assistance, this also includes targeted efforts such as promoting HUB procurement opportunities, outreach to and scale-up of underserved businesses, and community engagement.

Specialized expertise is also available to support international trade, government contracting, technology commercialization, cybersecurity awareness and rural business development throughout the region.

SBDC support is accomplished via field centers located in

1. San Antonio (UTSA SBDC)
2. Austin (Texas State University SBDC)
3. San Angelo (Angelo State University SBDC)
4. El Paso (El Paso Community College SBDC)
5. Alpine (Sul Ross State University SBDC)
6. Eagle Pass (SRSU Rio Grande College)
7. Laredo (Texas A&M International University SBDC)
8. Edinburg (UT Rio Grande Valley SBDC)
9. Corpus Christi (Del Mar College SBDC)
10. Victoria (UH Victoria SBDC)



SBDC Client: Flowar Construction, a woman-owned general contractor in El Paso

FOR MORE INFORMATION

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THE CHALLENGE

Small businesses across the region continue to recover from the devastating effects of COVID and are also experiencing challenges associated with inflation, supply chain disruptions, workforce shortages and lack of broadband. These businesses are turning to the SBDCs for assistance on everything from evaluating supply chains, addressing workplace safety, seeking financial recovery strategies and enhancing cybersecurity.

The need for services is outpacing available resources. UTSA and affiliate hosts will be coordinating with SBDC Administrators across the State to request additional appropriations to support the demand for these SBDC and Texas South-West SBDC Network services.



SBDC Client: Tio Pelon's Salsita, a consumer packaged goods company in San Antonio

THE IMPACT

Since April 2020, SBDC clients have received \$168M in pandemic-related financial assistance by accessing Small Business Administration (SBA) Economic Injury Disaster Loans, SBA Paycheck Protection Program Loans and other COVID-19 related loans and grant funding. This request leverages federal match funding and is coordinated with other SBDC administrators in Texas (UTSA, TTU, UH and Dallas College) as we seek to address the growing demand for small business assistance as the economy recovers.

In 2022, the Small Business Development Center:	For each year of biennium, requested funding will (estimate):
<ul style="list-style-type: none"> Served 30,998 small business clients Started 484 new businesses Helped access \$248M in financing/investment Contributed \$27M in incremental tax revenue Maintained sales revenues of \$842M Created 1,975 new jobs Saved 6,576 jobs 	<ul style="list-style-type: none"> Assist 3,168 small businesses Start 198 new businesses Provide \$127,600,000 in capital access Result in 4,554 new and saved jobs



TAKEAWAY

The SBDC program plays a significant role in UTSA's proven economic development leadership for the State of Texas. The requested funds will enable UTSA to build on this strong track record, assisting thousands of new and existing small businesses while saving existing jobs and fueling job creation.