AMERICA'S SBDC

Texas Tech University Abilene

ANNUAL REPORT

October 2019 - September 2020

EDITION

AMERICA'S SBDC

Texas Tech University Abilene

CLIENTS SERVED	
Business Expansions	2
Currently in Business	137
New Businesses Opened	32
Number of New Clients	184
Total Clients Counseled	460
Number of Counseling Sessions	1,460
Number of Counseling Hours	1,836

Capital Formation:	
SBA Loans	$15,067,100
Non-SBA Loans	$1,997,379
Equity Capital	$4,162,435
Verified PPP Loans (Abilene)	$13,703,700
Verified EIDL Loans (Abilene)	$586,000
TOTAL	$35,516,614

NEW BUSINESS & JOBS	OPEN	JOBS
Accommodation & Food	1	34
Agriculture	1	1.5
Arts & Entertainment	1	2
Construction	1	48
Educational	1	1
Financing	1	1
Healthcare	4	53
Manufacturing	2	31
Real Estate	2	11
Professional/Technical Retail	1	1
Retail Dealer	2	4
Service	4	46.5
Transportation	0	13
All Other	11	17.5
TOTAL	32	264.5

The SBDC- Abilene received full accreditation from the National Association this year. The accreditation is extremely rigid and is partially based on the Baldridge Standards and is a requirement for federal funding from the U.S. Small Business Administration.

EMPLOYEE

David Smith, CPA serves as the Regional Director at Abilene.
Manzel McGhee joined the Abilene SBDC as a Business Counselor.
Kenny Heaton assumed role of CARES Act Coordinator and Cindy Gonzales assumed role as Program Coordinator.

BOOTS2BUSINESS

Continued service to Dyess AFB is delivered via Boots2Business (B2B) on a monthly basis and one-to-one consulting at the center. The service is for the active duty military and spouses who wish to start a business while at Dyess or as they depart the service. David Smith is our representative to the B2B events.

BE IN ABILENE

This is the third year for the SBDC participation in the BE in Abilene program. Continued assistance to the funded recipients, as well as preparing the applicants for future programs.

INTERN PROGRAM

The SBDC developed a student intern program and supported three students from surrounding Universities.

WORKSHOPS

Number of Workshops	20
Training Hours	70.75
Number of Attendees	289

264.5 Jobs created through SBDC
Oct. 2019 - Sept. 2020

SBDC Texas Tech - Abilene

Yearly Report to the DCOA

October 1, 2019 - September 30, 2020

Statistics (Abilene Clients Only):

Total Clients Counseled	460
Totoal Counseling Sessions	1,460
Total Counseling Hours	1,836
Number of New Clients	184
Businesses Opened	32
Jobs Created	265
Jobs Supported	2,950
Capital Formation:	
SBA Loans	$15,067,100
Non-SBA Loans	$1,997,379
Equity Capital	$4,162,435
Verified PPP Loans (Abilene)	$13,703,700
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BE in Abilene

Completed BE in Abilene competition with seven finalists submitting business plans for consideration, with three very highly qualified businesses selected to receive funding from the DCOA. The SBDC spent a total of 182.75 counseling hours working with the finalists.

Cares Coordinator Grant

SBDC Abilene applied for, and received, SBA funding to work with Abilene and rural small businesses that have been impacted by COVID-19. The eighteen-month SBA grant provides funding for the addition of a full time CARES Act Coordinator to assist small businesses re-establish as they begin to reopen. The funding calls for assistance with capital formation, employees returning to the workplace, training, network security, workplace safety, remote workplace training, and cash flow analysis. There is a special emphasis on working with rural communities in the area.

Procurement Technical Assistance Center

Addition of PTAC consultant, Rich Lyles, to the Northwest Texas SBDC, effective June 1, 2020. The PTAC office was moved from Lubbock to Abilene to have more direct access to public sector contracts. PTAC

stands for Procurement Technical Assistance Center. We help businesses within our region either begin to do business with the public sector (at all levels) or do **more** busines with the public sector.

PTAC works with all types of businesses, both large and small. PTAC clients are generally small businesses. PTAC works with numerous construction companies, service providers, and manufacturers.

Many small business owners believe that selling their services and/or products to the government is much too complicated and overwhelming. However, the government could become their best customer. The Northwest Texas PTAC helps simplify the process and cut through the red tape, connecting Texas businesses with public sector opportunities through efforts such as:

- **Education** on government contracting via workshops, webinars (sponsored or co-sponsored) and one-on-one discussions of a specific or general nature.

- **Registrations** in systems such as SAM (The System for Award Management), WAWF (Wide Area Work Flow), CMBL (Centralized Master Bidders List –State of Texas), etc.

- **Certification** assistance with the various federal socioeconomic programs, such as 8(a), HUBZone (Historically Underutilized Business Zone), VOSB/SDVOSB (Veteran Owned Small Business / Service Disabled Veteran Owned Small Business), WOSB/EDWOBS (Woman Owned Small Business / Economically Disadvantaged Woman Owned Small Business), DBE (Disadvantaged Business Enterprise), and State of Texas HUB certification (different from the Federal HUBZone certification).

- **Marketing** firms that include manufacturers, distributors, service providers and construction contractors, providing bid information and proactively connecting our clients with buying offices and prime contractors.

- **Procurement Technical Assistance** assist clients on quotes, bids, proposals, pre-award/post-award situations and compliance issues.

- **E-Commerce** links to support exchange of information through individual purchasing offices, downloads, announcements, etc. Our BIDMATCH service and other information resources are provided directly to client e-mails every day. PTAC also provides a weekly bid list of local government contracting opportunities that is published every Friday.

- **Networking Assistance** to enhance visibility for business prospects, encourage teaming arrangement opportunities and identify other resources to pursue specific programs, such as set-asides, etc.

INFORMATION SHEET

EIDL Verified Loans

A8038	$160,000
A10761	$99,000
A12825	$79,000
A13319	$10,000
A13350	$78,000
A11045	$160,000
TOTAL	**$586,000**

PPP Verified Loans

A11045	$535,000
A8038	$194,000
A13364	$10,000,000
A13266	$497,000
A13395	$475,400
A11962	$95,000
A13282	$648,000
A13291	$36,000
A13287	$425,000
A13319	$710,500
A12825	$11,000
A10761	$76,800
TOTAL	**13,703,700**

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Scorecards / Scorecard Run Definitions / **Definition for Consolidation Report (Counselor Hours) v5**

Layout: Consolidation Report (Counselor Hours) v5

Name: Definition for Consolidation Report (Counselor Hours) v5

Cumulative Period Start: 10/1/2019

Current Period Start: 10/1/2019

Scorecard End: 9/30/2020

Funding Source(s): All

Sub-funding Source(s): ALL

Centers: Texas Tech University SBDC @ Abilene

Additional Filtering: Client filter

Filter: Custom Code: Abilene

Processing Mode: Normal

Restrict to only reportable records? ☑

Center: Texas Tech University SBDC @ Abilene

Run once and discard this definition? ☑

Last run: 10/12/2020 4:01 PM

	Data Elements	Current Value	Cumulative to Date
1.	**REPORT SUMMARY TOTALS**		
2.	Total Clients Counseled	460	460
3.	Total Counseling Sessions	1,460	1,460
4.	Total Counseling Hours	1,835.67	1,835.67
5.	Number of New Clients	184	184
6.	Counseling Hours for New Clients	882.50	882.50
7.	Currently In Business	137	137
8.	**Business Expansion**	**2**	**2**
9.	**Businesses Opened:**	**32**	**32**
10.	Type of Business:		
11.	Accommodation/Food Svc.	1	1
12.	Administrative/Support	0	0
13.	Agriculture	1	1
14.	Arts and Entertainment	1	1
15.	Construction Concern	1	1
16.	Educational	1	1
17.	Financing	1	1
18.	Health Care	4	4
19.	Information	0	0
20.	Management	0	0
21.	Manufacturer or Producer	2	2
22.	Mining	0	0
23.	Professional/Technical	2	2
24.	Public Administration	0	0
25.	Real Estate	1	1
26.	Research and Development	0	0
27.	Retail Dealer	2	2
28.	Service Establishment	4	4
29.	Surplus Dealer	0	0
30.	Transportation/Warehousing	0	0
31.	Utilities	0	0
32.	Waste Management	0	0
33.	Wholesale Dealer	0	0
34.	All Other	11	11
35.	**Capital Formation:**	**$6,937,214.00**	**$6,937,214.00**

	Data Elements	Current Value	Cumulative to Date
36.	SBA Loans:	$15,067,100.00	$15,067,100.00
37.	Non-SBA Loans:	$1,997,379.00	$1,997,379.00
38.	Equity Capital:	$4,162,435.00	$4,162,435.00
39.	Goverment Contract:	$0.00	$0.00
40.	Type of Business:		
41.	Accommodation/Food Svc.	$644,259.00	$644,259.00
42.	Administrative/Support	$0.00	$0.00
43.	Agriculture	$0.00	$0.00
44.	Arts and Entertainment	$1,200,000.00	$1,200,000.00
45.	Construction Concern	$10,697,000.00	$10,697,000.00
46.	Educational	$2,000.00	$2,000.00
47.	Financing	$521,000.00	$521,000.00
48.	Health Care	$1,340,400.00	$1,340,400.00
49.	Information	$0.00	$0.00
50.	Management	$0.00	$0.00
51.	Manufacturer or Producer	$422,500.00	$422,500.00
52.	Mining	$0.00	$0.00
53.	Professional/Technical	$275,320.00	$275,320.00
54.	Public Administration	$0.00	$0.00
55.	Real Estate	$140,000.00	$140,000.00
56.	Research and Development	$0.00	$0.00
57.	Retail Dealer	$1,108,600.00	$1,108,600.00
58.	Service Establishment	$2,867,635.00	$2,867,635.00
59.	Surplus Dealer	$0.00	$0.00
60.	Transportation/Warehousing	$0.00	$0.00
61.	Utilities	$0.00	$0.00
62.	Waste Management	$0.00	$0.00
63.	Wholesale Dealer	$0.00	$0.00
64.	All Other	$2,008,200.00	$2,008,200.00
65.	**Jobs Created:**		
66.	Jobs Created - Full Time:	238	238
67.	Jobs Created - Part Time:	53	53
68.	Jobs Created - Total	291	291
69.	Jobs Created - FTE:	264.5	264.5
71.	Jobs Supported - Full Time	2,557	2,557
72.	Jobs Supported - Part Time	393	393
73.	Jobs Supported - Total	2,950	2,950
74.	Jobs Supported (FTE)	2,753.5	2,753.5
75.	Accommodation/Food Services	34.0	34.0
76.	Administrative/Support	.0	.0
77.	Agriculture	1.5	1.5
78.	Arts and Entertainment	2.0	2.0
79.	Construction Concern	48.0	48.0
80.	Educational	1.0	1.0
81.	Financing	1.0	1.0
82.	Health Care	53.0	53.0
83.	Information	.0	.0
84.	Management	.0	.0
85.	Manufacturer or Producer	31.0	31.0
86.	Mining	.0	.0
87.	Professional/Technical	11.0	11.0
88.	Public Administration	.0	.0
89.	Real Estate	1.0	1.0
90.	Research and Development	.0	.0
91.	Retail Dealer	4.0	4.0
92.	Service Establishment	46.5	46.5
93.	Surplus Dealer	.0	.0
94.	Transportation/Warehousing	13.0	13.0
95.	Utilities	.0	.0
96.	Waste Management	.0	.0
97.	Wholesale Dealer	.0	.0
98.	All Other	17.5	17.5
99.	Type of Business:		
100.	Accommodation/Food Services	2	2

	Data Elements	Current Value	Cumulative to Date
101.	Administrative/Support	0	0
102.	Agriculture	1	1
103.	Arts and Entertainment	1	1
104.	Construction Concern	2	2
105.	Educational	1	1
106.	Financing	1	1
107.	Health Care	4	4
108.	Information	0	0
109.	Management	0	0
110.	Manufacturer or Producer	4	4
111.	Mining	0	0
112.	Professional/Technical	3	3
113.	Public Administration	0	0
114.	Real Estate	1	1
115.	Research and Development	0	0
116.	Retail Dealer	3	3
117.	Service Establishment	7	7
118.	Surplus Dealer	0	0
119.	Transportation/Warehousing	1	1
120.	Utilities	0	0
121.	Waste Management	0	0
122.	Wholesale Dealer	0	0
123.	All Other	11	11

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Scorecards / Scorecard Run Definitions / **Definition for Economic Impact/Capital Infusion (ver. 2018)**

Layout: Economic Impact/Capital Infusion (ver. 2018)

Name: Definition for Economic Impact/Capital Infusion (ver. 2018)

Cumulative Period Start: 10/1/2019

Current Period Start: 10/1/2019

Scorecard End: 9/30/2020

Funding Source(s): All

Sub-funding Source(s): ALL

Centers: Texas Tech University SBDC @ Abilene

Additional Filtering: Client filter

Filter: Custom Code: Abilene

Processing Mode: Normal

Restrict to only reportable records? ☑

Center: Texas Tech University SBDC @ Abilene

Run once and discard this definition? ☑

Last run: 10/13/2020 9:33 AM

	Data Elements	Value
1.	**Economic Impact Data**	
2.	New Businesses Started	26
3.	Jobs Created (Full and part-time)	1,932
4.	Jobs Retained	961
5.	Jobs Supported	2,893
6.	Change in Sales	$0.00
7.	**Capital Infusion - Loans**	
8.	SBA Loans, Number of	23
9.	SBA Loans, Dollar Amount	$15,067,100.00
10.	Non-SBA Loans, Number of	9
11.	Non-SBA Loans, Dollar Amount	$1,997,379.00
12.	Number of Loans	32
13.	Dollar Amount of Loans	$17,064,479.00
14.	**Capital Infusion - Equity**	
15.	Number of Equity Capital	33
16.	Dollar Amount of Equity Capital	$4,162,435.00
17.	**Total Capital Infusion - Loans + Equity**	
18.	Number of Loans/Equity	65
19.	Dollar Amount of Loans/Equity	$21,226,914.00
20.	**Government Contract Awards**	
21.	Government Contract Amount	.00
22.	Number of Government Contracts	0
23.	**Counseling and Training Data**	
24.	Total Clients Counseled	460
25.	Number of New Clients Counseled	190
26.	Total Client Hours	1,835.92
27.	New Client Hours	882.50
28.	Average hours per client counseled	3.99
29.	Average hours per session	1.26
30.	Total Counselor Hours	1,835.92
31.	Extended Engagement Clients (since 10/1/2005)	119
32.	Long Term Clients (since start of fiscal year)	63
33.	Total Training Events	8
34.	Total Training Event Sessions	8
35.	Training Attendees	188
36.	Unique Clients Trained	41

	Data Elements	Value
37.	Total Training Event Hours	19
38.	Total Training Attendee Hours	329
39.	Clients Served	467