

June 11/2016 6/1/2016

Economic Growth Business Incubator

Training, Coaching, and Supporting Small Business Owners

May 2016



EGBI's Services



- *Emerging Enterprises Training / Curso Empresarial*
 - *Marketing, Sales, Customer Relations Module*
 - *Business Financials, Accounting & Taxes Module*
- Incubation / Co-Working
- Loan Application Packaging
- Technical Assistance / Alumni
- Lunch and Learn Workshops / Seminars



We Don't Do It Alone



Greater Austin Hispanic
Chamber of Commerce
Expanding Business Culture



EL BUEN SAMARITANO
EPISCOPAL MISSION



GREATER AUSTIN
Asian Chamber
OF COMMERCE
For All



CORNERSTONE
FINANCIAL EDUCATION



TEXAS STATE
SMALL BUSINESS
DEVELOPMENT CENTER



Small Business Program
ECONOMIC DEVELOPMENT DEPARTMENT



Grameen America



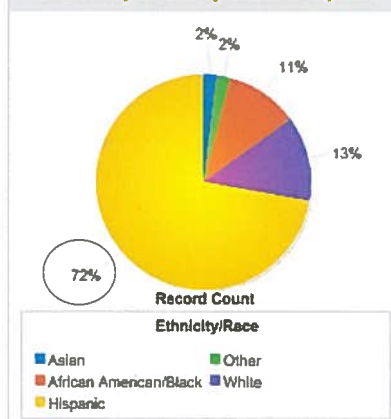
LiftFund
DREAM IT. FUND IT.
Launching Entrepreneurs for 20 Years

4

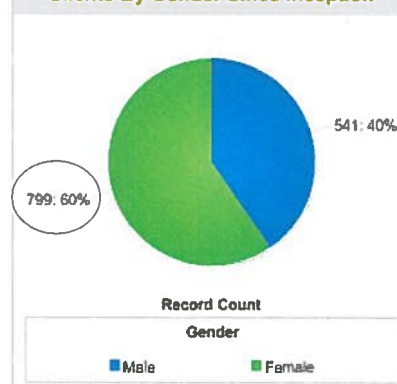
Client Demographics



Clients By Ethnicity Since Inception



Clients By Gender Since Inception



75% clients are low income
44% High School or less education

4

EGBI Clients



Donnie Torrance – Naturally Nails

- Section 8 resident
- Engaged with EGBI; 2011 grad
- \$25,000 revenue
- Donor in EGBI campaigns



Jaime Salinas – Mi Ranchito BBQ

\$20,000 in sales 2015 running business part-time

- 16 HACA residents / employees served 2015
- Several Foundation Communities residents as well

7

EGBI Client



Adrian Paredes – The Gardener's Feast – Tamale Addiction

- Employs 6 full time / 4 part-time
- 2011 produced 500 tamales per week
- Today has many weeks where 1500 per DAY are sold
- Revenue has tripled since 2011

6

EGBI Clients

- Quality of Life for EGBI's clients begins with economic stability and self sufficiency
- Clients in business have been in business for about 2-3 years
- In 2015, EGBI clients generated over \$12M of revenue
- Maintained over 200 FT jobs
- 75% come from Low Income households / over 50% Spanish speakers / 44% HS or less



Client Directory Available
on EGBI's website



7

Some Other Notables

- **Futuro Fund** Award winner in 2012
- Philanthropitch Finalist in 2014
- Sooch Foundation Grantee in 2014
 - \$50,000
- Comerica Bank / Federal Home Loan Bank - 2014
 - \$15,000
- EGBI **Univision** Contigo Austin Partner – 2015
- Lola Wright Foundation Grantee – 2015
 - \$10,000
- Executive Director Mission Capital Finalist - 2015
 - Non profit executive of the year



12

EGBI Staff and Board



- Staff (all bilingual):
 - Al Lopez, Executive Director, **Hispanic Male**
 - Barbra Boeta, Program Director, **Hispanic Female**
 - Nayeli Gallegos, Marketing Strategist, **Hispanic Female**
- Board of Directors:
 - Javier Valdez, Chair, **Hispanic Male**
 - Mike Lancaster, Vice Chair, **White Male**
 - Yolanda Davila, Treasurer, **Hispanic Female**
 - Ana Estrada, Secretary, **Hispanic Female**
 - Ryan Melendez, member, **Hispanic Male**
 - Pilar Sanchez, member **Hispanic Female**
 - Dr. Denise Villa, member, **Hispanic Female**
 - Teo Tijerina, member, **Hispanic Male**

9

Sustainability



- Most agencies/incubators like EGBI across nation have public source of funding
 - Housing Authority key supporter
 - No funds from Federal, State, County, or City of Austin
- Request operating fund support from Hispanic Quality of Life
 - City of Austin
 - **\$56,000** in next fiscal year as initial investment (~20% EGBI budget)
 - Continue programs supporting Latino entrepreneurs
- Request future consideration for EGBI to receive Capacity Building Grant to develop Minority Scalable Enterprise Program

14

Budget Proposal



Duration 12 Months

		Latino Small Business Development Program	
Annual Salary	Personnel	% Time	Cost
\$ 59,200.00	Executive Director	15%	\$ 8,880.00
\$ 63,566.00	Program Director - Curso Empresarial	45%	\$ 28,604.70
	Fringe	20%	\$ 7,496.94
Total Personnel			\$ 44,981.64
Supplies			
	Marketing Materials		\$ 500.00
	Advertising		\$ 1,200.00
Indirect Rate (10%)			\$ 4,668.16
Program Budget for City			\$ 56,017.97

11

Last year 300 to 400 clients

- Training
- Workshop
- Coaching
- Preference interest rates
- People Funds.

How long is curriculum

Finance a sessions
Marketing