Providing Small Business Support & Fostering Economic Impact in the RGV

The University of Texas Rio Grande Valley
Small Business Development Center

Department of Economic Development
Division of Governmental and Community Relations
UTRGV SBDC Overview

The UTRGV SBDC is hosted by The University of Texas Rio Grande Valley; a center of the South-West Texas Border Small Business Development Center Network; funded in part through the State of Texas and a Cooperative Agreement with the U.S. Small Business Administration; and an accredited member of America’s SBDC. This presentation is created for educational purposes only and the Intellectual Property of the UTRGV SBDC. Information contained herein may not be reproduced, in whole or in part, without written permission by the UTRGV SBDC.

Note: For every $1 Investment in the SWTB SBDC Network, there is a $4.7 Return, as per the 2020 findings from a national independent study.
UTRGV SBDC Mission

The **Mission** of The University of Texas Rio Grande Valley Small Business Development Center (UTRGV SBDC) is to **promote growth, expansion, innovation, increased productivity, and improved management skills** for small businesses in the **Rio Grande Valley**.

Serving Cameron, Hidalgo, Starr, & Willacy Counties
UTRGV SBDC
Economic Impact in the Rio Grande Valley

<table>
<thead>
<tr>
<th>UTRGV SBDC ANNUAL PRODUCTIVITY REPORT</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2020-2021</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Clients in Advising Sessions</td>
<td>837</td>
</tr>
<tr>
<td>Training Sessions</td>
<td>145</td>
</tr>
<tr>
<td>Training Session Attendees</td>
<td>1338</td>
</tr>
<tr>
<td>Businesses (New)</td>
<td>56</td>
</tr>
<tr>
<td>Businesses (Expansions)</td>
<td>78</td>
</tr>
<tr>
<td>Jobs Created/Retained</td>
<td>1414</td>
</tr>
<tr>
<td>Total Loans (SBA-guarantees, non-bank lenders, revolving loan funds, &amp; others)</td>
<td>103</td>
</tr>
<tr>
<td>Total Capital Investment</td>
<td>$10,103,634</td>
</tr>
</tbody>
</table>

Note: SBDC clients report higher sales and employment growth than the average Texas business:
14.4% vs 4.8% in sales growth & 11.9% vs 2.3% in employment growth.
UTRGV SBDC Services

Business Advisement in:
- Business Planning for Startups & Existing Companies
- Expansion & Growth Planning
- Financial Projections & Analysis
- Identification of Financing Sources

Additional Business Services in Specialty Areas:
- Business Continuity (Emergency Preparedness)
- Corporate Contracting
- Franchising
- Human Resources
- International Trade
- Marketing & Social Media
- Technology Commercialization & Innovation

Business Training in:
- Business Continuity (Emergency Preparedness)
- Business Planning & Financing
- Business Start-up
- Corporate Contracting
- Financial Management & Accounting
- Innovation & Commercialization
- Insurance
- International Trade
- Leadership & Management
- Marketing & Social Media
- Payroll Compliance & Basic Labor Law
- Tax and Business Law
Extended Mentoring and Training Support

SBDC collaborates with topic experts to provide additional support to small businesses, providing you with a team to meet your business needs.

**TRAINING AND BUSINESS ADVISEMENT IN:**
- Branding
- Business Continuity
- E-Commerce
- Leadership & Management
- Operations (Capacity, Inventory, Cost and Pricing)
- Sales Growth Strategies
- Social Media Marketing

**BUSINESS TRAINING:**

After attending training, interested individuals meet with an advisor and complete an assessment for referral. Clients work with a mentor to complete stated objective(s).
Training Calendar of Upcoming Workshops

- Canva Basics | 2/8 | 3-4 PM
- SBDC Smart Start | 2/9 | 2-3 PM
- Importance of a Business Plan | 2/11 | 9-11 am
- HR Red Flags | 2/16 | 10-11 am
- Cumplimiento de la Nómina | 2/17 | 2-3 pm
- Maximize Sales | 2/22 | 10 am-12 pm
- Exploring Your Market | 2/23 | 2-3 pm
- The HR Process | 2/24 | 10 am-12 pm
Accessing SBDC Assistance

Your SBDC team is here to provide support.

1. Contact SBDC at (956) 665-7535.
3. Set an appointment. Services are offered at no cost and are confidential.

* Staff are currently working remotely. One-to-one meetings will be set via zoom or phone.
* The Smart Start is recommended for individuals who are new-to-business.
Partner Information

Centers for Business Development
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Contact Information

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Small Business Development Center

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