



Dave Erickson
SBDC Director

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Office Hours:
Monday-Friday
8:00 a.m.-5:00 p.m.

ASU Small Business Development Center

MISSION: The mission of the ASU SBDC is to assist growth, expansion, innovation, increased productivity and improved management for small businesses in the ten county area of the Concho Valley.

SERVICES:

Business Advising Services-free and confidential face-to-face technical business advising. Advisors have a combined 75 years experience in business management, business ownership and small business development. An average of 500 clients are assisted each year. Dozens of client success stories are generated each year.

- New and existing businesses are assisted. Areas of advising assistance include business startup, business plans, loan proposals, financing options, financial analysis, cash flow management, marketing, government procurement, human resources, etc.

Business Training Services-free or low cost business seminars and workshops on many business topics. 90+ seminars and workshops are conducted each year with 1100+ attendees each year. SBDC staff experts and outside experts in their field conduct the seminars and workshops.

- Business training topics include starting a business, business plans, financing options, financial statements, cash flow, bookkeeping, sales tax, marketing (all areas), government procurement, customer service, QuickBooks, financial acumen, etc
- Offers 29 online business training modules at no charge
- **Small Business Management Certificate Program**- intensive training program to give those starting a business the knowledge and tools they need to be successful business owners.

International Trade Office-staffed by international graduate students in the MBA program. They assist client with export/import issues through advising and training.

Rural Business Program-dedicated business advisor that travels to 12 county area and provides business advising and economic development advising services in rural communities.

Other resources- SBDC is part of a network of SBDC's in southwest Texas. The Network office is housed at UTSA Institute for Economic Development in San Antonio. The Network office has a number of specialty SBDC's that can be accessed by the ASU SBDC for specific expertise. These specialty centers are: Contracting Resources, Human Capital, International Trade, Technology Commercialization, Investor Financing, and Business Research.

ACCOMPLISHMENTS:

- In 2010, the SBDC assisted 476 clients with 3414 advising hours. 98 seminars/workshops were conducted with 1138 participants. Our assistance enabled 44 client business startups, 18 business expansions, 267 new jobs created, and 109 existing jobs were retained. Results from an independent study show every dollar put into SBDC program yields \$6.65 in tax revenues. SBDC assistance creates jobs at a cost of \$1,270 per job.
- The goals for 2011 are 580 clients, 4075 client hours, 92 seminars/workshops, with 1052 participants.
- **Economic Development Accomplishments**--Initiated development of the BRC, participated in CVBiz.org web portal development & Concho Valley Angel Network development. SBDC Director Pamela Venable created the CVCED Business Incubator and the Business Plan Competition. SBDC Director Harlan Bruha was a key force behind the creation of the WTTC in the late 90's.