

NOVOTHELIUM

Two UTSA alumni, Bianca Cerqueira, Ph.D. and Lauren Cornell, M.S. took on the battle against breast cancer. Their biotechnology start-up company, NovoThelium, is developing a bioengineered human scaffold that allows mastectomy patients to regenerate a nipple from their own cells, maintaining projection, natural pigmentation, and improved sensation. The SBDC Technology Commercialization Center assisted NovoThelium with their SBIR Grant applications and various competitions. NovoThelium landed among the top six contestants at the Rice Business Challenge. They also took first place at the Venture Challenge Competition and the Texas Venture Labs Investment Competition, which provided them the opportunity to ring the opening NASDAQ stock market bell in New York City in August 2017. And, they earned a spot among the top 10 national finalists at the Small Business Administration InnovateHER Challenge, which highlights products and services that have a measurable impact on the lives of women. Over 3,000 entrepreneurs competed nationally.



The University of Texas at San Antonio Institute for Economic Development (IED) is centered around the small business owner's experience. We are dedicated to creating jobs, growing businesses and fostering economic development. Our ten centers and programs serve San Antonio, the Texas-Mexico border area as well as regional, national and international stakeholders. Our centers and programs provide professional business advising, technical training, research, market analysis and strategic planning for entrepreneurs, business owners and community leaders. From the aspiring entrepreneur to the experienced owner, we have a program that can help with your small business needs. www.iedtexas.org

TRAINING LOCATIONS

- UTSA Downtown Campus**
501 W. César E. Chávez Blvd., San Antonio, TX 78207
Durango Building: 1.402, 2.316, or 3.202
- New Braunfels Chamber of Commerce**
390 S. Seguin Ave., New Braunfels, TX 78130
- New Braunfels Satellite SBDC - Spark Office**
940 W. San Antonio St., Ste A, New Braunfels, TX 78130
- Microsoft Store - La Cantera**
15900 La Cantera Pkwy, San Antonio, TX 78256
- Geekdom Event Center**
131 Soledad St, San Antonio, TX 78205
- LifOff**
2014 S Hackberry St, San Antonio, TX 78210
- Seguin Library**
1730 Schertz Pkwy, Schertz, TX 78154
- San Antonio Area Foundation**
303 Pearl Pkwy, San Antonio, TX 78215
- Randolph Brooks Federal Credit Union**
1 Randolph Brooks Pkwy, Live Oak, TX 78233

Training
SCHEDULE
2018



SBDC CORPORATE AFFILIATES

GOLD LEVEL



SILVER LEVEL



STRATEGIC PARTNERS



Scan For Up-To-Date Schedule



www.iedtexas.org/training

SOCIAL MEDIA:



Building YOUR
BUSINESS

APRIL thru JUNE



SMALL BUSINESS TRAINING



BUSINESS ESSENTIALS

Start Smart
 No Fee | DB 2.316
 Apr 5 10 AM - 12 PM
 Apr 11 4 PM - 6 PM
 Apr 14 9 AM - 11 AM (New Braunfels SBDC Office)
 May 1 6 PM - 8 PM
 May 11 10 AM - 12 PM
 May 19 10 AM - 12 PM (Seguin Library)
 May 23 11 AM - 1 PM (DB 1.402)
 Jun 6 4 PM - 6 PM
 Jun 12 10 AM - 12 PM
 Jun 28 11 AM - 1 PM

Starting and Planning Your Business
 No Fee | RBFCU
 Apr 6 10 AM - 3 PM

Business Plan
 Advance \$40/Door \$60 | DB 1.402
 Apr 12 10 AM - 1 PM
 Apr 18 4 PM - 7 PM
 May 8 6 PM - 9 PM
 May 16 10 AM - 1 PM
 May 30 10 AM - 1 PM
 Jun 13 4 PM - 7 PM
 Jun 29 10 AM - 1 PM

Secrets to Success
 No Fee | DB 2.316
 Apr 12 11:30 AM - 1 PM

Idea Generation: Bring It To Earth
 No Fee | San Antonio Area Foundation
 Apr 20 9 AM - 12 PM

Tackling Challenges: Clarity for Your Small Business
 No Fee | Microsoft Store
 Apr 26 11 AM - 1 PM

Legal Pitfalls to Avoid
 No Fee | DB 2.316
 May 8 10 AM - 12 PM

Finding Answers to Your Business Questions
 No Fee | DB 2.316
 May 9 10 AM - 12 PM

Taxes and Bookkeeping for Business Owners
 No Fee | DB 2.316
 May 16 11 AM - 1 PM

Getting Started with Instagram, Snapchat and Facebook
 No Fee | Geekdom
 May 29 3:30 PM - 5 PM

IRS Compliance and Strategy
 No Fee | DB 2.316
 Jun 1 10 AM - 12 PM

Creating a Scalable Business
 No Fee | DB 2.316
 Jun 14 11:30 AM - 1 PM

Business Model Canvas
 No Fee | DB 2.316
 Jun 19 10 AM - 1 PM

CONTINUED

Get Found on Google Search and Maps
 No Fee | DB 2.316
 Jun 26 6 PM - 8 PM

Where's the Money: Financing Sources and How to Qualify
 No Fee | DB 1.402
 Jun 27 11 AM - 1 PM

EMPLOYER SERVICES

HR Solutions: How to Recruit Effectively
 No Fee | DB 2.316
 Apr 6 11 AM - 1 PM

HR Series Part 1: The Employment Lifecycle
 Advance \$30/Door \$40 | DB 2.112
 Apr 17 9 AM - 12 PM

**HR Series Part 2:
 Job Descriptions & Performance Management**
 Advance \$30/Door \$40 | DB 3.202
 Apr 24 9 AM - 12 PM

Fair Labor Standards Act: What You Need To Know
 No Fee | Liftoff
 Apr 24 11:30 AM - 1:30 PM

HR Series Part 3: The Employee Handbook Clinic
 Advance \$30/Door \$40 | DB 3.202
 May 1 9 AM - 4 PM

TWC Decoded: Win Unemployment Claims
 No Fee | DB 2.316
 May 18 11 AM - 1 PM

Hiring Smart: Avoid Small Employer Pitfalls
 No Fee | DB 2.316
 Jun 8 11 AM - 1 PM

OSHA Certification: 10 Hour Course – Two Day Course
 Fee \$150 | DB 1.402
 Jun 21 8:30 AM - 4:30 PM
 Jun 22 8:30 AM - 12:30 PM

TECHNOLOGY

Beginning with QuickBooks
 Advance \$100/Door \$120 | DB 1.402
 Jun 5 4 PM - 8 PM

Working with QuickBooks
 Advance \$100/Door \$120 | DB 1.402
 Jun 12 4 PM - 8 PM

Customizing QuickBooks
 Advance \$100/Door \$120 | DB 1.402
 Jun 9 4 PM - 8 PM

MONEY SAVER!
 \$250 for all three
 Save \$50

MARKETING

Marketing Mastery
 No Fee | DB 2.316
 May 31 11:30 PM - 1 PM

CONTRACTING

Cost Proposal
 Advance \$30/Door \$40 | DB 3.202
 Apr 5 1:30 PM - 4:30 PM

8(a) Business Development Program
 No Fee | DB 3.202
 Apr 18 10 AM - 12 PM

Local and State Certification
 No Fee | DB 3.202
 Apr 18 1 PM - 3 PM

How to win Contracts with Past Performance
 Advance \$30/Door \$40 | DB 3.202
 Apr 26 1:30 PM - 4:30 PM

**Lowest Price Technical Assistance (LPTA)
 v.s. Trade-Off Source Selections**
 Fee \$30 | DB 3.202
 May 10 1:30 PM - 4:30 PM

10 Steps to Engaging in Government Contracting
 Advance \$30/Door \$40 | DB 3.202
 May 15 1:30 PM - 4:30 PM

**General Service Administration (GSA):
 Selling to The Federal Government**
 Fee \$30 | DB 3.202
 May 16 9 AM - 12 PM

How to Prepare for a Small Business Matchmaking Event
 Advance \$30/Door \$40 | DB 3.202
 May 22 9 AM - 12 PM

WOSB/EDWOSB Program
 No Fee | DB 3.202
 May 23 10 AM - 12 PM

How to Prepare for a Small Business Matchmaking Event
 Advance \$30/Door \$40 | DB 3.202
 May 29 9 AM - 12 PM

Understanding Government Contracting 101
 Advance \$30/Door \$40 | DB 3.202
 Jun 6 12 PM - 2 PM

Building a Proposal and Submitting an Offer
 Advance \$30/Door \$40 | DB 3.202
 Jun 7 1:30 PM - 4:30 PM

Intro to Cost Accounting
 Advance \$30/Door \$40 | DB 3.202
 Jun 21 1:30 PM - 4:30 PM

SPECIALTY RESOURCES

Government Contracting 101 for Veterans
 No Fee | DB 3.202
 May 2 9 AM - 12 PM

Profit Mastery Series
 New Company \$295.00 / Repeat \$195
 Repeat Individual \$100.00 | DB 2.316
 May 15 9 AM - 1 PM
 May 17 9 AM - 1 PM
 May 22 9 AM - 1 PM
 May 24 9 AM - 1 PM

CONTINUED

Target Marketing: What Does Your Customer Look Like?
 No Fee | DB 2.316
 May 25 11 AM - 1 PM

SBA Resources for Veterans
 No Fee | DB 2.316
 May 30 10 AM - 12 PM

How to Start an Internship Program
 No Fee | DB 2.316
 Jun 6 11 AM - 1 PM

How to be an Awesome Intern Manager
 No Fee | DB 2.316
 Jun 13 11 AM - 1 PM

Commercial Real Estate for the Small Business Owner
 No Fee | DB 2.316
 Jun 14 4 PM - 6 PM

Crowdfunding for Small Business
 No Fee | DB 2.316
 Jun 15 10 AM - 12 PM

Networking Bootcamp
 Advance \$40/Door \$60 | DB 2.316
 Jun 20 8 AM - 4 PM

Restaurant Ready
 No Fee | New Braunfels Honor's Hall
 Jun 21 1:30 PM - 4:30 PM

How to Realize Savings and Reduce Costs
 No Fee | DB 2.316
 Jun 29 11 AM - 1 PM

COMMUNITY EVENTS

San Antonio Small Business Week Forum & Awards
 Starting \$20 | www.sasmallbusinessweek.org
 May 4a 8:30 AM - 1 PM

TO REGISTER: Please visit utsa.ecenterdirect.com or email us at sbdcworkshop@utsa.edu

PREREGISTRATION & PREPAYMENT ARE STRONGLY RECOMMENDED AS SEATING IS LIMITED.

** Training sessions, times & location are subject to change. For an up-to-date schedule check the advance training listing at www.iedtexas.org/training*