



## NELCO MEDIA, INC.

When Philip Nelson initially sought assistance from the UTSA Small Business Development Center (SBDC), he met with Senior Business Advisor Sam Morgan. Nelson owned media companies in the past and worked for NewTek for 19 years, where he secured contracts with the NBA, NFL, CMAs, MTV, and more. Following his career in broadcast, Nelson started Nelco Media, Inc. in 2017. He sold Tricasters, a box that replaces TV vans and can broadcast multiple media devices at one time. Through his work with Sam Morgan, Nelson put together a loan package, business plan and projections. He then found a historic building near downtown San Antonio and started dreaming about purchasing and renovating it to make it the new home for his business. Nelco Media, Inc. was approved for an SBA loan which was used to purchase and renovate the building. The SBDC also helped Nelson develop marketing strategies for his business. Nelco Media, Inc. is currently working to close a large contract with the NBA and may have another opportunity with the U. S. Army.

Business Expansion    Jobs Retained - 9    SBA Loan

# 2018 ANNUAL REPORT



South-West Texas Border  
**Small Business  
 Development Center Network**  
 UTSA Small Business Development Center

The UTSA Small Business Development Center (SBDC) provides training and advising services to meet the needs of prospective and experienced small business owners in Bexar county and ten surrounding counties. The SBDC offers confidential, professional business advising, a wide array of quality training programs, access to research resources and an extensive referral network. The SBDC focuses on fostering small business success.

**JOBS CREATED** 1,635

**JOBS RETAINED** 1,423

**BUSINESS STARTS** 112

**BUSINESS EXPANSIONS** 118

**TRAINING ATTENDEES** 7,232

**CONSULTING CASES** 1,629

**TOTAL CAPITAL FORMATION** \$62,551,890



Institute for Economic Development  
 The University of Texas at San Antonio

## TRAINING DEPARTMENT OFFERS SPECIALTY WORKSHOPS



In 2018 UTSA SBDC's Training Department offered over 200 low- to no-cost training sessions, serving more than 7,000 attendees. The Center also developed new training sessions to engage UTSA students and faculty. The sessions were presented to UTSA's Collegiate Entrepreneurs Organization and helped students learn the basics of starting and owning a successful business. In collaboration with San Antonio Minority Business Development Agency Business Center's Advanced Manufacturing Center, UTSA SBDC also developed a training series targeting growth companies. Dr. Hung-da Wan, Associate Professor in UTSA's Department of Mechanical Engineering and Director of the Center for Advanced Manufacturing and Lean Systems (CAMLs), led the series.

SBDC's Training Department is constantly developing new, innovative training sessions to meet the evolving needs of our small business community. For more information, visit [www.sasbdc.org/training](http://www.sasbdc.org/training)

## SPARK SMALL BUSINESS CENTER

The UTSA SBDC Satellite Office located at the Spark Small Business Center in New Braunfels had another outstanding year helping small businesses in Comal and Guadalupe counties. They worked one-on-one with over 500 clients, providing no-cost confidential business advising and conducting no-cost training sessions for over 400 clients. Their impact to the community included 48 businesses started or expanded and 520 jobs created or retained with \$12,955,580 of capital infusion. The office is led by Project Manager Larry New and Program Specialist Brandi Randle. New says, "We had a big increase in clients seeking small business help in 2018. Thanks to Spark's continued support, we were able to add extra advising services in New Braunfels and Seguin to meet the demand."

With the assistance of the Spark Small Business Center, Wicked Voodoo Espresso has experienced tremendous success. Owners Laurel and Kenny Winslow started the business in 2016 as a drive-thru kiosk and have since expanded into a brick-and-mortar coffeehouse and into product distribution.

*"Larry New and the SBDC team have given us so much attention, direction, and steady guidance that we could only hope to pay back one day in revenues generated for our beloved state, city, and county."*

- Laurel and Kenny Winslow, Owners | Wicked Voodoo Espresso



TO LEARN MORE: CONTACT US OR VISIT OUR WEBSITE  
(830) 214-6435 | [www.sasbdc.org/new-braunfels](http://www.sasbdc.org/new-braunfels)

## 2018 BUILDING BUSINESS EXCELLENCE PROGRAM

Established in 2003 by the UTSA SBDC, the Building Business Excellence (BBE) program assists established companies with growing their business. Through a collaboration with Holt Development Services, Inc., a division of HoltCAT, the UTSA SBDC introduces small businesses to a highly successful Values Based Leadership model. The program consists of seven sessions from February through April. Now in its 17th year, the BBE program has over 140 graduates. Wendy and Pat O'Kane recently graduated from the BBE program. They own Always Best Care, a non-medical home health franchise. The O'Kanes credit BBE with helping them create a culture of values and fairness to their business value proposition, which has helped them attract the best caregivers in the market.





## ORGANICALLY BATH & BEAUTY

*Kevin and Kela Nabors, Owners*

Kela and Kevin Nabors own Organically Bath & Beauty (OBB), a boutique specializing in hand-made bath and beauty products. All products are made with organic plant-based ingredients. They originally developed products for their daughter who suffers from eczema. As first-generation entrepreneurs, they needed help with mapping out their business, so they relied on Senior Business Advisor Tracie Shelton Hervey at the UTSA Small Business Development Center for guidance. In May 2018, they opened a storefront. And, in 2019, they further expanded to selling their products in a women's boutique. OBB recently auditioned for Shark Tank; they pitched their fast-growing bath bomb classes and made it to the final round. Although they did not make the final cut, they were honored to be considered.

Business Expansion  
Loan and Line of Credit

Jobs Created - 2  
Jobs Retained - 3

## HELLO TALLULAH

*Kristina Uriegas-Reyes, Owner*

After spending seven years in New York City, Kristina Uriegas-Reyes returned to her hometown of San Antonio with the goal of opening her own retro-inspired boutique. She attended workshops at the UTSA Small Business Development Center and met with Senior Business Advisor Crystal Darby. Kristina found a location and, together, they worked on city permits, insurance, business formation, and state and federal tax requirements. Located next to the world-renowned Woodlawn Theatre, Hello Tallulah has been embraced by the Deco District. Kristina collects vintage treasures and creates whimsical artisan jewelry. Her collection of vintage clothing is highly curated. As a body positivity advocate and a former plus-size model, sizing is at the forefront of her mind when choosing her collection. Kristina recently celebrated her store's one year-anniversary.



Business Expansion  
Woman-owned

Job Retained - 1

## POPCORN PICCADILLY

*Tammy and Theo Marsh, Owners*

After serving the country for 24 years and living around the world, it was finally time for Tammy and Theo Marsh to share their love of making great popcorn. They hoped to open a business allowing them to create popcorn recipes inspired by their local and international experiences. The couple approached UTSA's Small Business Development Center Senior Business Advisor Scott Hardwick to evaluate the potential business opportunity. Scott helped them refine their business plan and financial projections and gave input on their lease negotiations with the landlord. The Marsh's secured an SBA 7(a) loan from a local lender, and in October 2017 realized their dream by opening Popcorn Piccadilly in Selma, TX.



Business Start  
Veteran-owned

7a Commercial Loan  
Jobs Created - 14

# 2018 CORPORATE AFFILIATES THANK YOU

## GOLD LEVEL



## SILVER LEVEL



## BRONZE LEVEL



## UTSA STUDENT SUCCESS



David Martinez  
Senior, Marketing

"Working for the UTSA SBDC has helped me to acquire knowledge that helps me towards my career goal. In the future, I plan to start my own business and having these tools as a student helps me get ahead of the competition."

## UTSA SMALL BUSINESS DEVELOPMENT CENTER

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[sasbdc.org](http://sasbdc.org)

Proud member of the South-West Texas Border SBDC Network



SERVICING COUNTIES: Atascosa • Bandera • Bexar • Comal • Frio • Gillespie • Guadalupe • Medina • Kerr • Kendall • Wilson