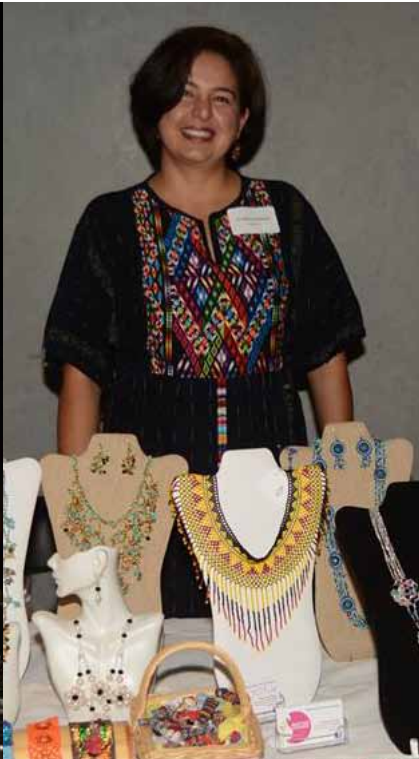




# 2015 Annual Report



## Embracing Austin's Small Business Spirit

512.928.2594

[www.egbi.org](http://www.egbi.org)

1144 Airport Blvd. Ste. 260

Austin, Texas 78702

EGBI is a 501(c)(3) non profit organization

# Letter from Our Board Chair & Executive Director

Dear friends,



It's hard to believe we have completed five full years since the relaunch as EGBI in 2011. 2015 brought another great year of working with new clients and continuing to coach the folks we have worked with in the past.

Our programming and quality of services continues to be very strong as we provide training, coaching and support in both English and Spanish. Over the last four years we have averaged over 300 hours of training. We implemented our focused training modules of Marketing/Customer Relations and Financial Management as a result of listening to our clients and continuing to better understand their needs. In 2015 we also added significant focus on one on one coaching with over 200 hours provided by the EGBI staff. We are extremely grateful to our volunteers that continue to provide subject matter expertise in many of our training sessions.

We are encouraged that our work and focus is validated by studies that show that the Austin Metro is the most economically segregated large metro in the US. Grassroots economic development that EGBI's mission is targeted at is one of the fundamental strategies that can address this strategic challenge.

**The clients who are highlighted in this report, are just a few examples of the many success stories that enrich our experience of helping our small business clients. All in all, our clients reported a record economic impact for last year with over \$12 million in revenue and sustainment of 250 full time jobs.**

We certainly could not accomplish any of this without our great volunteers and supporters. As a result of the success we have enjoyed, the Housing Authority of the City of Austin (HACA) continues to showcase our work and maintain their significant funding commitment which is our foundational support. Finally, the relationships we have with other partners and agencies are critical to our success. Those organizations are highlighted in our report. We are very THANKFUL for the support and partnerships we have developed the last few years.

We hope you enjoy our report and will advocate with your network about our work and the value EGBI provides to the community.

Sincerely,

Javier Valdez, Board Chair

Al Lopez, Executive Director





“Red Carpet Productions is our passion and a way for our family to create opportunities for success in the US. Ever since we started in June 2013, EGBI has been an ally in the development of our family owned and operated business: from the entrepreneurial program, strategic advice, workshops, QuickBooks support, virtual office services, as well as exposure opportunities at Celebrating Success.”

*Abundis, Red Carpet Productions*



With a primary focus on the liquor industry, Red Carpet Productions, LLC provides marketing and branding solutions to companies expanding their presence in new or existing markets.

The company has experienced continued growth. In 2015, their revenue increased by 23% and they expanded into the Tennessee and Illinois markets. It supports one full time job, two part time jobs and has over 400 contractors.

## EGBI Differentiators:

### Comprehensive Support

Includes planning, marketing, legal and financial guidance and resources, delivered with hands-on support in a way that meets business owners where they are and tailors support to take them to the next level.

### English & Spanish Programs

Accessible to those who only speak Spanish and ideal for those simply more comfortable learning new things in their native language.

### Culturally Relevant & Tailored for Grassroots Business Owners

Who feel comfortable at EGBI, not like an outlier among a group of white collar companies, and who can learn not just about how to run a successful business generally, but how to do it here in the United States.

**Train \* Coach \* Support**

## Offering:

### Entrepreneurial Training Programs

- Emerging Enterprises Training Program
- Curso Empresarial
- Monthly workshops
- Distance learning

### Additional Business Support

- Free business consulting
- Loan packaging services
- Affordable flexible leases
- Business incubation
- Co-working space

### Quality Instructors

**Affordable  
Flexible**

“Monzon Glass is more than just a business for us, it is what sustains our family. The growth has been slow but steady and we have faced many challenges but we hold on to our passion and we don’t give up. We keep working on our business to eventually be able to implement everything we learned at EGBI, such as having financial controls, setting a growth plan, marketing plan, and creating a website.”



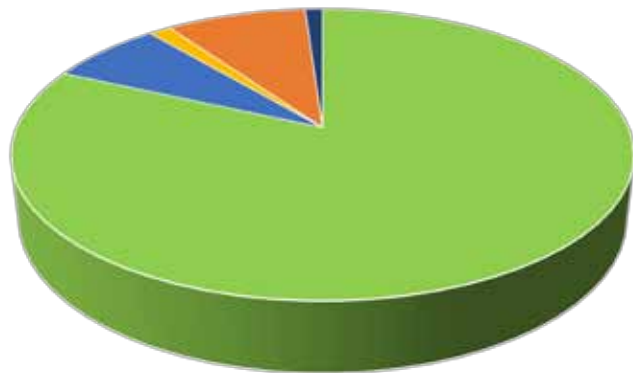
*Monzon, Monzon Glass*

Monzon Glass specializes in installing showers, changing windows, and anything glass related. Husband and wife started business two years ago, and they have now reached profitability, growing primarily thanks to client referrals.

Their short term goal is to open a store front and buy more equipment to be able to respond to bigger jobs.

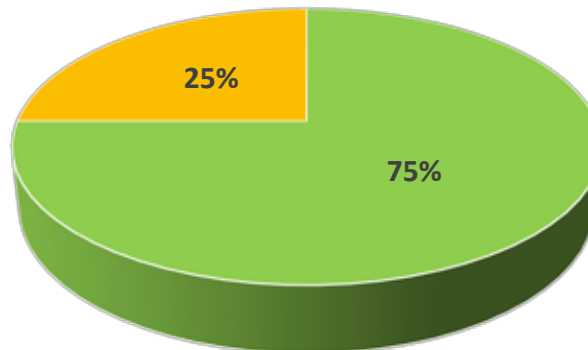


**Clients by Ethnicity**



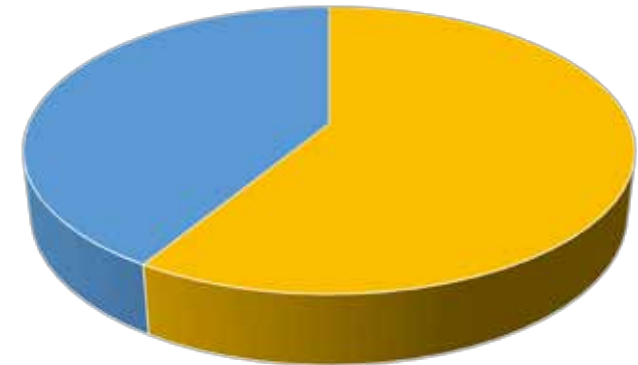
■ Hispanic: 82% ■ Black: 7% ■ Asian: 1% ■ White: 9% ■ Other: 1%

**Clients by Income**



■ Low Income ■ Other

**Clients by Gender**



■ Female: 59% ■ Male: 41%



“I started my business in 2015, and I took my EGBI class after my business started. I learned about insurance and the importance of investing in lawyers to write my contracts. I also improved my marketing strategy, and I am taking better care of my books. I am a Business Administration major and businesses are my passion, but taking the module with EGBI definitively refreshed my motivation to excel at my business. I appreciate all the support that EGBI does for businesses like mine.”

*Davila, BCO Consulting Group*



BCO Consulting Group provides the following services: bilingual community outreach, business development, quality control methods, process standardization, marketing strategy, corporate identity and branding, online presence, and website creation and development.

It was recently nominated for the Hispanic Chamber Facebook Rising Star Award.

## Executive Board

Chair: Javier Valdez, Oracle  
 Vice Chair: Mike Lancaster, Wells Fargo  
 Treasurer: Yolanda Davila, BBVA Compass  
 Secretary: Ana Estrada, Ana Estrada Law

## Board of Directors

Ryan Melendez, BB&T  
 Pilar Sanchez, Housing Authority of the City of Austin  
 Teo Tijerina, Onko Solutions  
 Dr. Denise Villa, Center for Generational Kinetics

## Staff

Al Lopez, Executive Director  
 Barbra Boeta, Program Director  
 Nayeli Gallegos, Marketing Strategist

## Mission

To enable economic development and job creation in underserved communities by utilizing innovative, high-tech, and bilingual approaches in a business training and incubation setting.

## Vision

To offer entrepreneurs world-class business training and incubation resources that bring products and services to market.

**EGBI is a 501(c)3  
 non-profit organization**

# 2015 Volunteer of the Year: **Veronica Trevisan**

Veronica graduated from EGBI in 2012. She has a blog in Spanish, Ñapegados and owns Wester, where she gives administrative support to other small businesses.

In 2015, Veronica volunteered several hours to assist EGBI staff translating its new program curriculum into Spanish. She is also a strong advocate of EGBI, and is always willing to volunteer when additional staffing is needed at events where EGBI has presence.



Thank you Veronica and thanks to all the volunteers who donate their time and talent to our organization.  
We appreciate you all very much!

## 2015 Volunteers

Alejandra De la Torre	Felisa Jones	Nestor Contardo
Alejandro Dominguez	Fernando Labastida	Ricardo Guerrero
Alicia Figueroa	Hector Gonzalez	Robert Shipman
Ana Estrada	Jenna Mejia	Robert Tippet
Andrea Beleno	Jeanne McLeod	Ryan Melendez
Anjanette Gautier	Kelly Conway	Selene M. Benavides
Betty Davis	Kimberly Jackson	Sergio Garcia
Carlos Vasquez	Marcel Lopez	Seth Mason
Dale Jacobson	Marieli Cestari	Spencer Costley
Darin Siefkes	Mario Flores	Stacey Vicari
Deanna Brown	Mary Howell	Tom Ramsey
Earl Grant	Mauro Amador	Veronica Trevisan
Elena Rodriguez	Michael Crider	
Elizabeth Quintanilla	Monica Pena	
Erika Martinez	Nate Downie	

## 2015 Partners

Alliance for Economic Inclusion	Greater Austin Asian Chamber of Commerce
Amhiga Hispana	Greater Austin Black Chamber of Commerce
Asociacion de Empresarios Mexicanos	Greater Austin Hispanic Chamber of Commerce
BCL of Texas	Housing Authority of the City of Austin
City of Austin Small Business Program	Las Comadres para las Americas
City of Austin Neighborhood Housing and Community Development Department	Legal Assistance for Microenterprise Project
Consulado General de Mexico	LiftFund
Cornerstone Financial Education	PeopleFund
El Mundo Newspaper	Small Business Administration
For the City Network	Snappy Snacks
Foundation Communities	The Junior League of Austin
	Univision Communications



# 5th Annual Celebrating Success



Following our tradition, all services contracted for the 5th Annual Celebrating Success fundraiser were provided by EGBI graduates, including food, photography, decorations, linen, and bar services.



In 2015, our event featured a business expo where our clients had an opportunity to showcase their products and services.



Thank you to all the sponsors and partners who supported our fundraiser. Special thanks to our title sponsor BBVA Compass and our media partner Univision for providing an emcee for our event.





Premier Partner & Investor



Jim Schneider



The Lola Wright Foundation

BBVA Compass

# 2015 Investors & Supporters

- |                          |                        |                       |                                 |                                 |
|--------------------------|------------------------|-----------------------|---------------------------------|---------------------------------|
| Accion Texas             | Chelsea McCullough     | Jenna Mejia           | Maria Garcia                    | Safina Sadruddin                |
| Aimee Luna               | Chris Petty            | Jennifer Carroll      | Mario Flores                    | Sam Eder                        |
| Alejandra De La Torre    | Concepcion Hernandez   | Jennifer Ramos        | MTZ Brothers Painting           | Selina's Manq'a                 |
| Alicia Figueroa          | CRD                    | Joan Hooper           | Matthew Opipare                 | Silvia Cortinas                 |
| Alicia Williamson        | Crystal James          | Joe Albert Aguilera   | Meredith Malecki                | Smiley's Recycling              |
| Amanda Villarreal        | David Contreras        | Joe & Lupe Morin      | Michael Lancaster               | Stacy Armijo                    |
| Ana Estrada Law          | Denise Villa           | John Sepehri          | Michael & Susan Dell Foundation | Sugar Fashionista               |
| Andy Martinez            | Dig One Services       | Judy & Al Lopez       | Michelle Akers                  | Sweet Danny                     |
| Anna Sanchez             | Eco Master Cleaning    | Judy Paciocco         | Mundo Media                     | Team Macias Real Estate LLC     |
| APSCO Services           | El Paso Oncology       | Justin Lopez          | Norma Boeta                     | Teofilo Tijerina                |
| Argo Insurance           | Eva Restrepo           | Kathie Tam            | Nora Comstock                   | Terral Smith                    |
| Arie Muniz               | Evis de la Rosa        | Kathleen Winter       | Nueva Imagen Landscaping        | Texican Cafe                    |
| Barbra Boeta             | Far West Capital       | Lakeway Vision        | Ocañas Group LLC                | The Critical Update, Inc.       |
| BCL of Texas             | First Citizens Bank    | LiftFund              | Party Impressions               | The Law Office of Darin Siefkes |
| Berner Law               | Frank Muehleman        | Ligia Trevino         | PeopleFund                      | Thomas Miranda                  |
| BuildASign.com           | Frost Bank             | Lisa Minyon           | Perla Cavazos                   | Troilo Law Firm PC              |
| BusinessWise Solutions   | Gina Morales           | Luis & Nayeli Abundis | Peterson, Scott & Associates    | Vann Brown                      |
| Calculator Girls         | Gracie & Bob Renbarger | Luis Guerrero         | Pilar Sanchez                   | Veronica Trevisan               |
| Capital Metro            | Hair Central           | Luisa Gaviño-Martinez | Ranger Dash Productions LLC     | William Penny                   |
| Carl Richie              | Henry Flores           | Magda Sanchez         | Red Carpet Productions          | Yolanda Davila                  |
| Caroline Newman Phillips | James Jonse            | Magdalyn Miller       | Robert Tapia                    | Yvonne Montejano                |
| Cathy Thompson           | James Jordan           | Manuel Alverdi        | Rodriguez Financial             |                                 |
| Cestari Insurance Agency | Javier Valdez          | Maria Elena Briseno   | Ron Kessler                     |                                 |



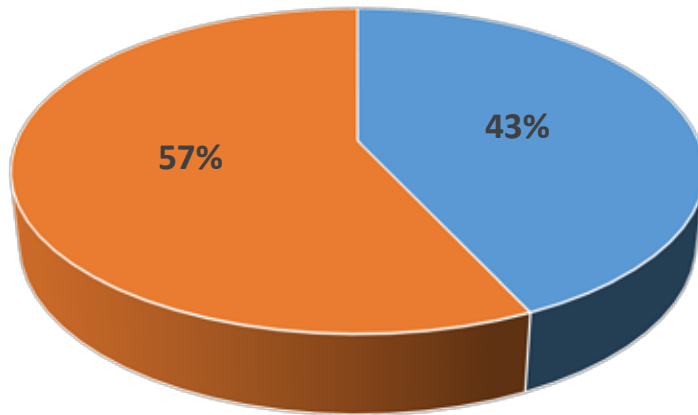
# Financial Summary

## Operating Expense

- General Administrative
- Education/Program

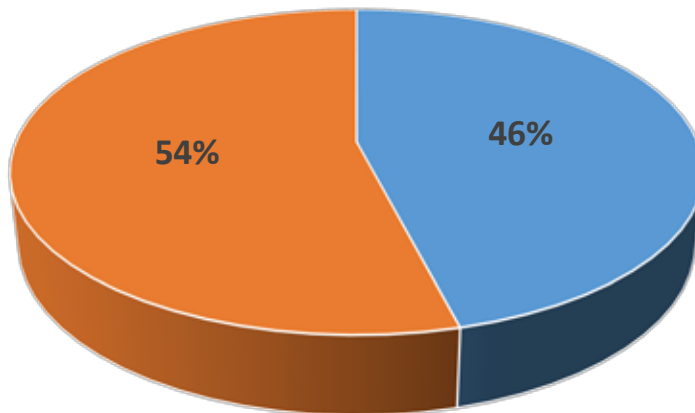
2015

\$257,587



2014

\$278,557

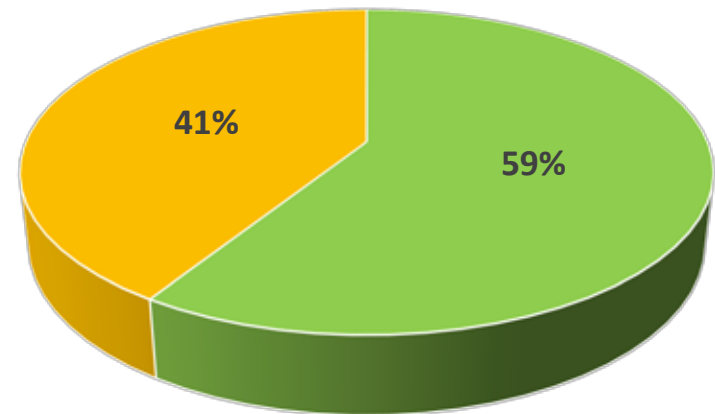


## Operating Revenue

- Housing Authority of the City of Austin
- Other Investors

2015

\$240,399



2014

\$317,853

