COMMITTMENT TO SMALL BUSINESS SUCCESS

512-928-2594
www.egbi.org
1144 Airport Blvd.
Ste. 260
Austin, Texas 78702
EGBI is a 501(c)(3) non-profit organization
Dear friends,

It’s hard to believe we have completed five full years since the relaunch as EGBI in 2011. 2016 brought another great year of working with new clients and continuing to provide additional coaching to business owners 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. With our increased focused on one-on-one coaching, the EGBI staff provided over 230 hours of consulting again in 2016. We continue to be extremely grateful to our volunteers that continue to provide subject matter expertise in many of our training sessions.

Grassroots economic development is at the heart EGBI’s mission and targets the economic segregation gap that continues to be challenge to the prosperity of our great city. In 2010 after 4 years of operation as a training center EGBI was supporting 16 businesses and their owners mainly through training services. By the end of 2016 the EGBI client base has grown to over 150 businesses supporting or sustaining over 250 jobs that generated over $17 million in revenue annually. In the last six years EGBI’s clients have generated over $50 million in revenue. EGBI has been able to spend more time working with higher economic impact clients like the ones featured in our report.

The clients featured in this report, are just a few examples of the many success stories that enrich our experience of helping our small business clients. Of significance is EGBI’s new partnership with the joint University of Texas’ IC2 Institute and City of Austin Small Business Program with the FASTForward pilot that was run last fall. Two of our clients were part of a select group of 13 business owners that participated in that pilot where they received and are receiving higher level consulting and networking.

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,

Mike Lancaster
Board Chair

Al Lopez
Executive Director

Barbra Boeta
Program Director

Nayeli Gallegos
Marketing Strategist

Train * Coach * Support
Small Classes
Our small class setting allows us to have a more individualized touch and greater impact on the individuals we serve and on our community.

Business Center
Our business center has consultants on staff providing small business mentoring and coaching. Center available as office and meeting space.

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.

Siller Preferred Services, LLC
In 2014, Christina Paz started Siller Preferred Services, with the mission to provide excellence in staffing solutions for temp to hire, contract or long-term employment.

What started as a small operation out of the EGBI Business Center, had exponential growth in 2016, generating $3M in annual revenue.

As a staffing agency, Siller Preferred Services is a catalyst for job creation in our community for the benefit of job seekers and employers. In 2016, Siller paired 100 job seekers with employers in the Greater Austin Area: 70 full time & 30 part time.

Christina Paz and her key staff are graduates of our Emerging Enterprises Business Training, continually benefit from attending our workshops, receiving business coaching and QuickBooks support, and continue to rent office space at EGBI.

“The resources, office space, and knowledge provided by EGBI helped me to successfully establish my business.”

Christina Paz, Siller Preferred Services, LLC

Train * Coach * Support
EGBI OFFERING

Entrepreneurial Training Programs
Emerging Enterprises Training Program
Curso Empresarial
Monthly workshops
Distance learning

Additional Support
Free business consulting
Loan packaging services
Affordable flexible leases
Business incubation
Co-working space
Business Coaching Program
Quality Instructors
Affordable
Flexible

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.

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EGBI CLIENTS SELECTED FOR FASTFORWARD PROGRAM

In 2016, EGBI collaborated with the FASTFORWARD Program, a small business growth initiative powered by the City of Austin and the University of Texas at Austin’s IC² Institute. We are proud to share that out of the 13 businesses that were accepted and completed the program, TWO of them were EGBI clients.

APSCO provides property maintenance and general contracting services to individuals and companies in the Greater Austin Area needing services fitting any of their business units: Landscape maintenance, cleaning and janitorial services, remodeling and general contracting services.

It’s Cleaning Time! LLC is a residential cleaning service company serving the Austin and surrounding areas since 2003. They also offer some commercial cleaning services: janitorial cleaning for small offices and after construction cleaning.

Train * Coach * Support
EGBI ASSISTED ATX COOP TAXI IN DEVELOPING THEIR BUSINESS PLAN

Since October 2016, you might have seen some bright green cabs shuttling around Austin, that is ATX Coop Taxi. A new cab service that operates both through the traditional streetside hailing and via its app, Cabit, following new trends.

At first when ATX Coop Taxi approached the City of Austin with this project, they were asked to present a formal business plan in order to get approved for their permits. That’s when Nega Tadesse, who spearheaded the co-op efforts approached EGBI in March 2016.

EGBI assisted them with the development of the financial section of their business plan and continues to offer business advice on a regular basis.

In the first three months of operations, ATX Coop Taxi generated close to $500K in revenue, hired 10 employees, and grew from 30 to about 400 cab owners.

EGBI’S IMPACT IN THE LAST 6 YEARS

<table>
<thead>
<tr>
<th>Year</th>
<th>Description</th>
<th>2016</th>
</tr>
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<tbody>
<tr>
<td>2010</td>
<td>Number of business supported by EGBI</td>
<td>16</td>
</tr>
<tr>
<td></td>
<td>Number of full time jobs sustained/created</td>
<td>32</td>
</tr>
<tr>
<td></td>
<td>Revenue generated by our small business clients</td>
<td>$2 million</td>
</tr>
<tr>
<td></td>
<td>Over $17 million</td>
<td></td>
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In the last six years EGBI’s clients have generated over $50 million in revenue.

Train * Coach * Support
Volunteer of the Year

Ramiro Martinez
MTZ Brother Painting & Drywall

Ramiro was recognized at our 7th Annual Celebrating Success for being instrumental in the remodeling of the EGBI office.

He donated the labor to paint the office and also became Barbra’s General Contractor. He brought his crew to help tear down cubes, pull out the carpet and the tile and also got Sherwin Williams to donate all the paint needed for this project.

We are truly grateful to Ramiro and his team for giving us a beautiful place to work and serve our community.

As every year, all services contracted for the 6th Annual Celebrating Success fundraiser were provided by EGBI clients, including food, photography, decorations, and linen. Last year, our luncheon featured a business expo where our clients had an opportunity to showcase their products and services.

Thanks to the sponsors and partners who supported our fundraiser, specially to our title sponsor BB&T!
2016 Partners & Volunteers

**PARTNERS**

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

**VOLUNTEERS**

- Alberto Saavedra
- Alejandro de la Torre
- Alicia Figueroa
- Ana Estrada
- Betty Davis
- Carlos Lozano
- Carlos Vasquez
- Casilda Clarich
- Cindy Villanueva
- Eugene Peh
- Fernando Labastida
- Gregory Poque
- Daniel Berner
- Darryl Johnson
- Jenna Mejia
- Joaquin Lopez
- Kristin Scheel
- Laura O’Melia
- Luis Abundis
- Luis Delgado
- Marieli Cestari
- Mario Flores
- Mauro Amador
- Memo Vargas
- Michele Dishongh
- Monica Pena
- Pilar Atocha
- Polo Jaimes
- Ricardo Guerrero
- Robert Shipman
- Roderick Robeson
- Ryan Melendez
- Sahabel Porto
- Spencer Costley
- Steve Wanta
- Suzi Brown
- Veronica Trevisan

**EGBI GOT A FACELIFT!**

We want to acknowledge Barbra Boeta’s initiative and leadership, and the hard work and generosity of our clients, who made the NEW EGBI possible:

* Ramiro Martinez
  * MTZ Brothers Painting & Dry Wall
* Alicia Figueroa and Victor Duran
  * Victory Framing
* Higinio Mondragon
  * Fast Track Movers & Installations
* Veronica Trevisan
  * Wester
* Spencer Costley
  * Smiley’s Junk Removal, Recycling & Resale
* Ana Estrada
  * Ana Estrada Law
* Rogelio Venegas
  * Nueva Imagen Landscaping
* Daniel Monzon
  * Monzon Glass
* Hermelo and Susanna Angeles
  * SPQ Brothers
* Christina Paz
  * Siller Preferred Services
Investors & Supporters

Abundis-Gallegos Family
Alejandra De La Torre
Alicia Figueroa
Alma Cardona
Ana Estrada
Angela Farris
Angelic Hernandez
Ashley Stare
Austin Community College
Austin STEM Academy
Barbara Boeta
Bazaarvoice
BB&T
BBVA Compass
Bradford Duggan
Brenda Carrera
Brian McKinney
C. Leahy
Capital Metro
Carlos Rivera
Carmen Sosa
Cathy Thompson
Chelsea McCullough
City of Austin - SBP
Clara Diaz
Comerica
Critical Update
Cynthia Villanueva-Allen
Daniel Berner
Daniela Hernandez
Denise Villa
Far West Capital
Fayruz Benyousef
Federal Home Loan Bank
First Citizens Bank
Flora Gonzalez
Frost Bank
Gerardo Martinez
Gilberto Ocanas
Grace Renbarger
Greg Gotham
HACA
Hair Central
I Live Here I Give Here
J. Rogers
Javier Valdez
Joaquin Cardenas
Joaquin Lopez
Judy & Al Lopez
Julia McElligot
Justin Lopez
Laura De Haro
Lazaro Joj Castro
LiftFund
Luis Delgado
Luisa Gavino Martinez
Lupe Morin
Lydia Reynaga
M&P Business Solutions
Marc Murray
Mark Lopez
Maria Alejos
Mario Flores
Mary Howell
Michelle Akers
Mike Lancaster
Miriam Ayala
PeopleFund
Peterson, Scott & Associates
Philip Pederson
Pilar Atocha
Pilar Sanchez
Ramiro Martinez
Red Carpet Productions
Robert Franco
Rocio Vallejo
Roderick Robeson
Rogelio Venegas
Rudy Colmenero
Sam Eder
Tableau Foundation
Tableau Software
Selina Ortiz-Ott
Sherwin Williams
Smiley’s Junk Removal, Recycling & Resale
Suzanna Caballero
Tableau Software
Teofilo Tijerina
Teresa Granillo
TEUCC
Texas Capital Bank
Tony Liechty
Tyler Davis
Viridiana Castillejos
Walmart
Wells Fargo Bank
Yolanda Davila
Yubelly Perez
Investors & Supporters

EGBI host City of Austin Purchasing Workshop

Client at Curso

Training

EGBI Graduation

EGBI Board, Staff, & Partners at Open House

Financial Summary

Revenue

2016 $279,791

2015 $240,399

Expense

2016 $246,675

2015 $257,587

34% 66%

41% 59%

58% 42%

57% 43%

Other

HACA

General Administrative

Education/Program