



Economic Growth  
Business Incubator

**COMMITMENT  
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

# 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. 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 focus 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



Executive Director

**Train \* Coach \* Support**

## EGBI TEAM

### Executive Board

CHAIR:

**Mike Lancaster**  
*Wells Fargo*

VICE CHAIR:

**Pilar Sanchez**  
*Housing Authority of the City of Austin*

TREASURER:

**Yolanda Davila**  
*BBVA Compass*

SECRETARY:

**Ana Estrada**  
*Ana Estrada Law*

PAST CHAIR:

**Javier Valdez**  
*Oracle*

### Board of Directors

**Luis Delgado**  
*The Critical Update*

**Ryan Melendez**  
*BB&T*

**Roderick Robeson**  
*Roderick Robeson CPA*

**Teo Tijerina**

*Onko Solutions*

**Dr. Denise Villa**

*Center for Generational Kinetics*

### 2016 Staff

**Al Lopez**

*Executive Director*

**Barbra Boeta**

*Program Director*

**Nayeli Gallegos**

*Marketing Strategist*

# Supporting Growing Women-Owned Businesses



## 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*

**SILLER**

PREFERRED SERVICES

*Train \* Coach \* Support*

## EGBI DIFFERENTIATORS

### 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.

# Extending Valuable Opportunities to our Clients



## 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 IC<sup>2</sup> 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 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.

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

# Catalyst for Small Business Success

## 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.

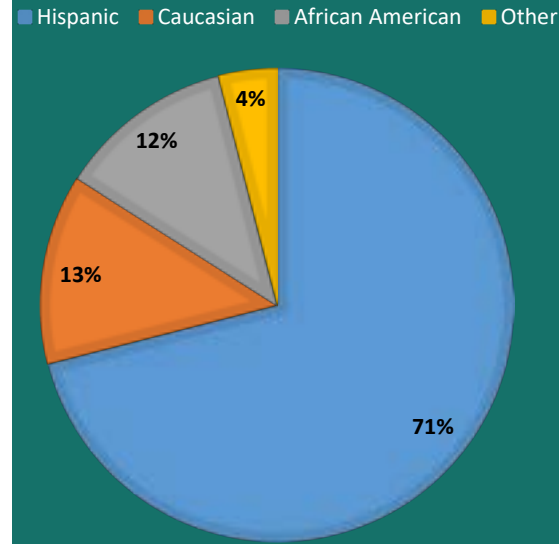
At first when ATX Coop Taxi approached the City of Austin with this project, they were asked to present a formal business plan in order to get approved for their permits. That's when Nega Taddesse, who spearheaded the co-op efforts approached EGBI in March 2016.

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

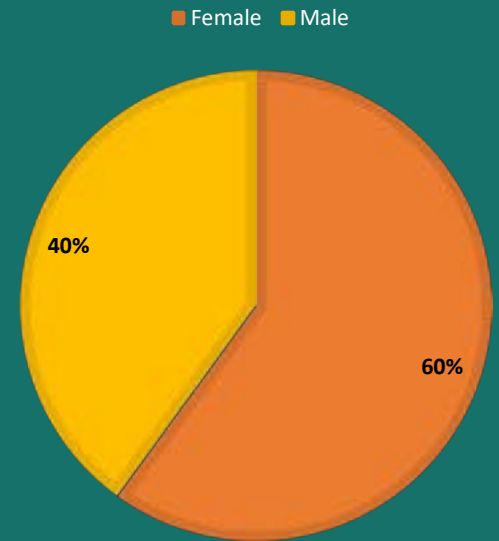
In the first three months of operations, ATX Coop Taxi generated close to \$500K in revenue, hired 10 employees, and grew from 30 to about 400 cab owners.



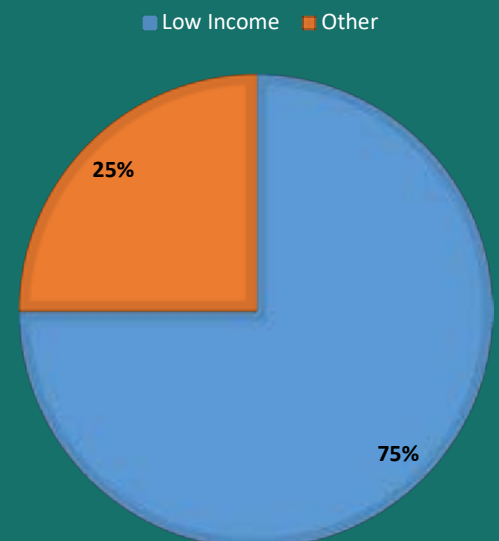
### CLIENTS BY ETHNICITY



### CLIENTS BY GENDER



### CLIENTS BY INCOME



## EGBI'S IMPACT IN THE LAST 6 YEARS

2010	Description	2016
16	Number of business supported by EGBI	150
32	Number of full time jobs sustained/created	250
\$2 million	Revenue generated by our small business clients	Over \$17 million

**In the last six years EGBI's clients have generated over \$50 million in revenue.**

*Train \* Coach \* Support*

# Celebrating Success



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!



## 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.

**Train \* Coach \* Support**

# 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  
Alejandra 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  
Darralyn 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*



**Train \* Coach \* Support**

# 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  
 Barbra 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  
 LiffFund  
 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

**Train \* Coach \* Support**



# Investors & Supporters



**EGBI host City of Austin Purchasing Workshop**



**Client at Curso Training**



**EGBI Graduation**



**EGBI Board, Staff, & Partners at Open House**

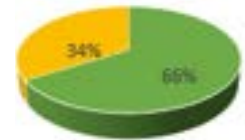
*Train \* Coach \* Support*

# Financial Summary

Revenue

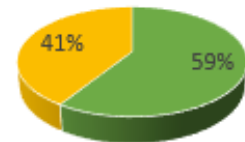
**2016**

\$279,791



**2015**

\$240,399

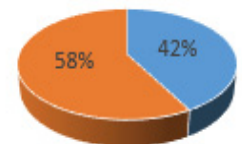


■ HACA ■ Other

Expense

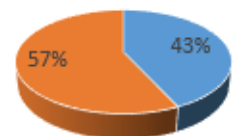
**2016**

\$246,675



**2015**

\$257,587



■ General Administrative ■ Education/Program