

# Providing Small Business Support & Fostering Economic Impact in the RGV

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## *The University of Texas Rio Grande Valley* Small Business Development Center

Department of Economic Development  
Division of Governmental and Community Relations

# UTRGV SBDC Overview

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The UTRGV SBDC is hosted by The University of Texas Rio Grande Valley; a center of the South-West Texas Border Small Business Development Center Network; funded in part through the State of Texas and a Cooperative Agreement with the U.S. Small Business Administration; and an accredited member of America's SBDC. This presentation is created for educational purposes only and the Intellectual Property of the UTRGV SBDC. Information contained herein may not be reproduced, in whole or in part, without written permission by the UTRGV SBDC.

**Note: For every \$1 Investment in the SWTB SBDC Network, there is a \$4.7 Return, as per the 2020 findings from a national independent study.**

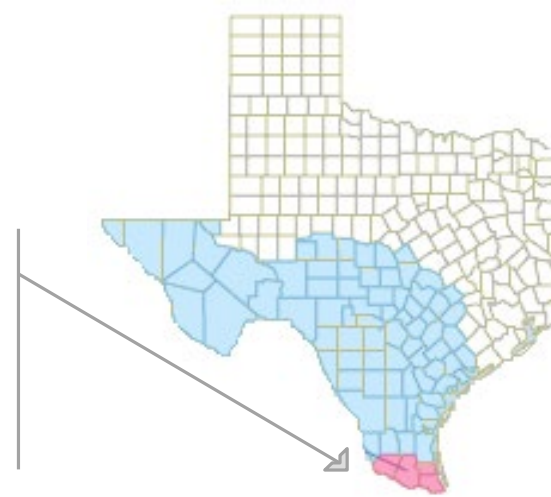


## UTRGV SBDC Mission

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The **Mission** of The University of Texas Rio Grande Valley Small Business Development Center (UTRGV SBDC) is to **promote growth, expansion, innovation, increased productivity, and improved management skills** for small businesses in the **Rio Grande Valley**.

Serving Cameron,  
Hidalgo, Starr, &  
Willacy Counties



# UTRGV SBDC

## Economic Impact in the Rio Grande Valley

UTRGV SBDC ANNUAL PRODUCTIVITY REPORT FY 2020-2021	
Clients in Advising Sessions	837
Training Sessions	145
Training Session Attendees	1338
Businesses (New)	56
Businesses (Expansions)	78
Jobs Created/Retained	1414
Total Loans (SBA-guarantees, non-bank lenders, revolving loan funds, & others)	103
Total Capital Investment	\$10,103,634

**Note: SBDC clients report higher sales and employment growth than the average Texas business: 14.4% vs 4.8% in sales growth & 11.9% vs 2.3% in employment growth.**

# UTRGV SBDC Services

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## BUSINESS ADVISEMENT IN:

- Business Planning for Startups & Existing Companies
- Expansion & Growth Planning
- Financial Projections & Analysis
- Identification of Financing Sources

## *Additional Business Services in Specialty Areas:*

- Business Continuity (Emergency Preparedness)
- Corporate Contracting
- Franchising
- Human Resources
- International Trade
- Marketing & Social Media
- Technology Commercialization & Innovation

## BUSINESS TRAINING IN:

- Business Continuity (Emergency Preparedness)
- Business Planning & Financing
- Business Start-up
- Corporate Contracting
- Financial Management & Accounting
- Innovation & Commercialization
- Insurance
- International Trade
- Leadership & Management
- Marketing & Social Media
- Payroll Compliance & Basic Labor Law
- Tax and Business Law

# Extended Mentoring and Training Support

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SBDC collaborates with topic experts to provide additional support to small businesses, providing you with a team to meet your business needs.

## TRAINING AND BUSINESS ADVISEMENT IN:

- Branding
- Business Continuity
- E-Commerce
- Leadership & Management
- Operations (Capacity, Inventory, Cost and Pricing)
- Sales Growth Strategies
- Social Media Marketing

## BUSINESS TRAINING:

After attending training, interested individuals meet with an advisor and complete an assessment for referral. Clients work with a mentor to complete stated objective(s).

# Training Calendar of Upcoming Workshops

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- Canva Basics | 2/8 | 3-4 PM
- SBDC Smart Start | 2/9 | 2-3 PM
- Importance of a Business Plan | 2/11 | 9-11 am
- HR Red Flags | 2/16 | 10-11 am
- Cumplimiento de la Nómina | 2/17 | 2-3 pm
- Maximize Sales | 2/22 | 10 am-12 pm
- Exploring Your Market | 2/23 | 2-3 pm
- The HR Process | 2/24 | 10 am-12 pm

# Accessing SBDC Assistance

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Your SBDC team is here to provide support.

1. Contact SBDC at (956) 665-7535.
2. Complete e-center registration at <https://utsa.ecenterdirect.com/signup?centerid=18>.
3. Set an appointment. Services are offered at no cost and are confidential.

\* Staff are currently working remotely. One-to-one meetings will be set via zoom or phone.

\* The *Smart Start* is recommended for individuals who are new-to-business.



# Partner Information

## Centers for Business Development

UTRGV C.E.S.S. Bldg.  
1407 E. Freddy Gonzalez Dr., Suite 1.200  
Edinburg, Texas 78539



(956) 665-8931 PTAC/VBOC



*Procurement Technical  
Assistance Center*

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**UTRGV**<sup>TM</sup>



[ptac@utrgv.edu](mailto:ptac@utrgv.edu)



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[vboc@utrgv.edu](mailto:vboc@utrgv.edu)



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# Contact Information

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*The University of Texas Rio Grande Valley™*  
Small Business Development Center

UTRGV C.E.S.S. Bldg.  
1407 E. Freddy Gonzalez Dr., Suite 1.200  
Edinburg, Texas 78539

Brownsville, Texas 78520



(956) 665-7535



[sbdc@utrgv.edu](mailto:sbdc@utrgv.edu)



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