2022 / 2023
ANNUAL
REPORT
ANGELO STATE UNIVERSITY
SMALL BUSINESS DEVELOPMENT CENTER
OVERVIEW & HISTORY

SMALL BUSINESS DEVELOPMENT CENTER
The Angelo State University Small Business Development Center (SBDC) was created in 1990 to provide business advising and training services to the 10-county area of the Concho Valley. Since it opened, the SBDC has assisted thousands of small businesses with no-cost and confidential services to aid in the start, growth and expansion of businesses in the community.

Angelo State University serves as the host institution for the SBDC program. The center is proud of its relationship with ASU, which is a member of the Texas Tech University System. In addition, the SBDC is a part of the Texas South-West SBDC Network, which is located at the University of Texas at San Antonio Institute for Economic Development. Funding for the SBDC primarily comes from a combination of state and federal sources. Federal funds come from the U.S. Small Business Administration (SBA) through a partnership program. The SBDC’s purpose is to foster small business success in the 10 counties it serves and to strive to be a premier business development organization in the Concho Valley through the use of the core values of integrity, excellence, service and innovation.

Currently housed in the Business Resource Center located in downtown San Angelo, the SBDC staff consists of expert advisors with backgrounds in business ownership, management and business education. Some areas of their expertise include business start-up, business planning, business financing, human resources, marketing, government procurement and much more. The advisors are also required to earn a series of business certifications that enhance their advising skills. They also regularly travel to rural counties on “circuit rides” to meet with clients and provide advising and training assistance. A training coordinator plans and implements over 90 business seminars, workshops and events each year. A full-time administrative assistant helps the staff by providing excellent customer service to past, present and future clients. The SBDC also employs a group of outstanding student assistants from the Norris-Vincent College of Business pursing various degrees in the undergraduate and graduate programs. These students assist in the implementation of SBDC events and engage with the advising team to support client needs.

The SBDC works with lenders, CPAs, government entities and other local economic development organizations to promote the economic wellbeing of the Concho Valley. These partners include, but are not limited to, the City of San Angelo Development Corporation, San Angelo Chamber of Commerce, Concho Valley Workforce Development Board/Workforce Solutions, Howard College Workforce Training, Downtown San Angelo Inc., and other area chambers and economic development organizations.
Thank you for allowing us to highlight the happenings of the ASU Small Business Development Center program in our latest report. Since 1990, the ASU SBDC has provided valuable advising and training assistance to small businesses in our 10-county Concho Valley service area. We conduct business advising at no-cost and confidentially, and training programs at no to low cost.

It is our honor and pleasure to work with small business owners as they look at starting or growing their business. The areas of our advising and training services are vast: business startup, business growth, business plans and loan proposals, financial analysis, access to financing, marketing, accounting, human resources and government procurement certifications. Included in this report are a good sample of many small business client success stories. I have always said if you want to understand what the SBDC does, just read a handful of our client success stories and you will understand the work of the SBDC.

As always, the SBDC is thankful to be an important part of the San Angelo area economic development partnership. The partnership provides an atmosphere of encouragement and assistance to the small business owners. Our role is business development in which we are able to serve any business with fewer than 500 employees. However, many of our start-up and existing business clients typically have fewer than 50 employees. We are pleased to work alongside great partners, such as the City of San Angelo Development Corporation, San Angelo Chamber of Commerce, Downtown San Angelo Inc., Workforce Board and Workforce Solutions of the Concho Valley, and Howard College Workforce Training, as well as the City of San Angelo and Tom Green County.

As an entity of ASU and its Norris-Vincent College of Business, we are thankful for their unwavering support of our program and as our host. Along with the Texas South-West SBDC Network, we could not ask for better support.

Finally, I would like to recognize all the area small businesses throughout the years who have given us the honor of serving them. On behalf of the great SBDC team of business advisors, admin support, and ASU graduate and undergraduate business students, we thank you.

Best Regards,

Dave Erickson
Director and Certified Business Advisor
ASU Small Business Development Center
MEET THE SBDC STAFF

DAVID ERICKSON
DIRECTOR & CERTIFIED BUSINESS ADVISOR

Dave Erickson joined the Small Business Development Center in 1999 as a business advisor. He has served as the director since 2005. He holds the Certified Business Advisor IV designation and has 20 years of experience in managing businesses. Erickson received a BBA in marketing from the University of Texas at Arlington and an MBA in management from Angelo State University. His areas of expertise include marketing, loan packaging, financing options, managing cash flow, and buying/selling a business.

DEZARAY JOHNSON
PROGRAM COORDINATOR
CERTIFIED BUSINESS ADVISOR

Dezaray Johnson joined the SBDC in June 2013. She holds an M.A. and B.A. in communication with a specialization in advertising and public relations from Angelo State University. Johnson coordinates the SBDC’s training program, which consists of over 90 events per year. Johnson obtained her Certified Business Advisor IV designation from the Texas South-West SBDC Region. She enjoys assisting clients in all areas of startup and business management, but has a true passion for marketing and advertising.

JAMES LEAVELLE
SENIOR CERTIFIED BUSINESS ADVISOR

James Leavelle joined the SBDC in November 2011 as a business development specialist. He earned his undergraduate degree in business management from the University of Phoenix and completed his MBA from Angelo State University in December 2011. After a career in the United States Air Force, Leavelle has owned and managed a floorcovering business. Additionally, he has been a store manager and a multi-unit manager in the convenience store industry. He further utilized that retail management experience training store management and staff for a large convenience store chain. While his career has led him to multiple parts of the world, San Angelo has become home for him and his family.

ANGELINA OSORNIO TORRES
BUSINESS DEVELOPMENT SPECIALIST

Angelina Osornio Torres joined the ASU SBDC in August 2022 as a business development specialist. In June 2017, she founded a remote consulting business serving nonprofit organizations across the U.S., which she continues to own and operate. She has also been a long-term client of the SBDC, which coupled with her business ownership experience, lends greatly in serving clients through the provision of business advising. Before starting her business, she worked in the nonprofit sector for over 10 years, serving in leadership roles. It was during that time that she gained experience in project management, strategic planning and grant writing. Torres earned her Bachelor of Arts in psychology and sociology from Angelo State University in 2006 and is a Spanish speaker.

ANNIE JONES
OFFICE COORDINATOR II

Annie Jones has been a part of the Ram Fam for 13 years. She joined the SBDC as the office coordinator in January 2021. Having owned and operated her own successful business for 18 years, she believes in the spirit of entrepreneurship, and she is always ready to help and encourage the SBDC clients. She contributes to the overall success of the SBDC mission by providing support to our advising team and Angelo State University.
### FY 2022 ASU SBDC Highlights of Actual Economic Impact Accomplishments

October 2021 – September 2022

<table>
<thead>
<tr>
<th>Category</th>
<th>Number</th>
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<tbody>
<tr>
<td>Total Clients Counseled</td>
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<tr>
<td>Total Counselor Hours</td>
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<td>Long-Term Clients (since start of fiscal year)</td>
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<td>Business Start-Up Milestones</td>
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<tr>
<td>Business Expansions</td>
<td>16</td>
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<tr>
<td>Jobs Created (full &amp; part time)</td>
<td>141</td>
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<tr>
<td>Jobs Retained</td>
<td>146</td>
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<tr>
<td>Total Training Events</td>
<td>106</td>
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<tr>
<td>Training Attendees</td>
<td>1,328</td>
</tr>
<tr>
<td>Capital Infusion Total (all loans and equity)</td>
<td>$15,004,248</td>
</tr>
</tbody>
</table>
SBDC Client vs. Average Texas Business

Return on investment equals increased jobs, sales, financing and tax revenues.

SBDC long-term advising assistance is highly valuable from a public policy perspective because it returns tax revenues to state and federal governments, as well as value and capital to its clients, that are greater than the direct cost of providing the service. For every $1 invested in Texas SBDCs, a return of $4.41 is generated.

<table>
<thead>
<tr>
<th>SBDC CLIENT</th>
<th>AVERAGE TEXAS BUSINESS</th>
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<tbody>
<tr>
<td>24.7% SALES GROWTH</td>
<td>12.8% SALES GROWTH</td>
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<td>$3,103 COST PER JOB</td>
<td>$324 TEXAS EMPLOYEE</td>
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<table>
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<tr>
<th>SBDC CLIENT</th>
<th>AVERAGE TEXAS BUSINESS</th>
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<tr>
<td>2.9% EMPLOYMENT GROWTH</td>
<td>3.5% EMPLOYMENT GROWTH</td>
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<tr>
<th>FEDERAL</th>
<th>STATE</th>
<th>TOTAL</th>
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<tr>
<td>$21,842,300 NEW TAXES GENERATED</td>
<td>$5,178,600</td>
<td>$27,020,900</td>
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<table>
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<tr>
<th>IMPACT RESULTS</th>
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<tbody>
<tr>
<td>JOBS CREATED</td>
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<tr>
<td>JOBS RETAINED</td>
</tr>
<tr>
<td>NEW FINANCING/INVESTMENTS</td>
</tr>
<tr>
<td>NEW TAX REVENUE GENERATED</td>
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2022 findings from a national independent study by James J. Chrisman, Ph.D.
WHAT DESCRIBES A SUCCESSFUL SMALL BUSINESS?

PERSEVERANCE
MOTIVATED
VISIONARY
INNOVATIVE
PASSIONATE
COMMITTED
ADAPTABLE
DETERMINED
CREATIVE
The mission of Reyes Diesel Services LLC is to provide top-quality diesel mechanic repair services for San Angelo and its surrounding communities. Owned by the husband-and-wife team of Lupe Reyes and Patricia Garza, the business started in 2011 and has prospered into a successful venture. Lupe offers 10+ years of being in business and 20+ years of professional experience in the industry. They have broken ground on a new location in San Angelo and plan to move into the new facility in 2023. It will expand the current business to provide more services to the San Angelo area.

Advisor David Erickson worked with the owners to prepare for the San Angelo Business Plan Competition, completing a full business plan and discussing growth opportunities along the way.

They won second place in the 2022 San Angelo Business Plan Competition, which included a $20,000 cash prize. They plan to use the winnings to implement a new inventory system at their new location, boosting their opportunity for retail sales and increasing their inventory capacity for in-house parts.

“

The advisors at SBDC are very knowledgeable and take pride in helping their clients.

”
Austen Dillard | Business Start | Jobs Created: 1

Austen Dillard created a BBQ sauce based on a family recipe and reached out to the ASU SBDC for assistance in starting a business and selling his product in large retail stores. He met with Alejandro Castanon, certified business advisor, to learn about establishing a business and business financing. Additionally, Dillard wanted to identify co-packing plants near San Angelo, and requested insight on what to expect when contracting with a co-packing company. Together, Dillard and Castanon developed a business plan that resulted in Dillard receiving the financing needed to start his business.

Next, Dillard was ready to put his business plan into action with the guidance and support of his new business advisor, Angelina Osornio Torres. Together, they have worked on integrating his bookkeeping system with his eCommerce system and point-of-sale (POS) system to create a seamless bookkeeping and accounting process. Additionally, they worked on integrating Dillard’s eCommerce platform with his website to provide customers with a user-friendly shopping experience.

“The SBDC of San Angelo has made my dreams a reality, and for that I am forever grateful. I will continue to have more sessions with the SBDC in the coming days to help better myself to have a more successful business.”
FROYO & SWEETS DOWNTOWN

Sierra Brady & Dakota Heath | Business Start, TIRZ Grant | Jobs Created: 6

A sister duo, Brady and Heath, worked together to establish FroYo & Sweets Downtown. Both are active in another family business, but they are true entrepreneurs, so they set out to develop a new business that would bring an extra drop of sugar to the downtown San Angelo area. They reached out to the ASU SBDC as they began to plan for this new venture. They worked with Dezaray Johnson, certified business advisor, who assisted with a business plan and projections to help them understand the scope of the new business. They purchased a building downtown and renovated the space to be the perfect shop to help customers with their sweet tooth. They stock a plethora of tasty candies in bulk, as well as classic candies not typically found on the shelf anymore. The frozen yogurt flavors are sure to please with a new flavor on the menu each season.

“Dezaray, you have been such a great resource. I truly am thankful for you, your support, and all the knowledge you pour into me.”
Issac Saldivar has a background in the medical field as a surgical technician and felt he would benefit from the ASU SBDC “Essentials to Starting a Business” seminar to give him the basics he needed to begin the journey of business ownership. The class provided helpful information that Issac leveraged to get underway with a plan to open a DBAT franchise in San Angelo.

Saldivar worked with advisor Dave Erickson to dive into the many facets of opening a franchise. The team at the SBDC assisted him through the startup process with various startup tips and business management tools. After the business was established, he reached out to get additional support with his marketing efforts from advisor Alejandro Castanon. Castanon was able to assist him with new online marketing techniques, exploring video and Instagram and also leveraging traditional marketing efforts to increase sales at DBAT during the off season.

DBAT is a premier baseball and softball training facility with over 140 franchise locations throughout the U.S. As owner of the San Angelo franchise, Saldivar strives to provide a safe place for youth athletes to train in an environment dedicated to baseball and softball, with batting cages, pitching machines and open turf areas. DBAT currently employs nine instructors who provide guidance on site, and also offers a Pro Shop stocked with top-of-the-line Rawlings baseball equipment to outfit any player. There is also a team of four that supports the instructors, members and guests.

Hard work pays off, and having the guidance of the SBDC available to me during a time that everything was new, being able to lean on them, the SBDC was helpful in starting the business and again with advertising.
Dr. Satvir Singh is a professor in the ASU Norris-Vincent College of Business. He has experience in the convenience store industry and became interested in opening a convenience store with his wife in a location he discovered near a local lake that had been used for that purpose in years past.

Singh contacted the SBDC for assistance and was assigned to James Leavelle, senior certified business advisor. Leavelle assisted Singh with his business plan and financial projections for a Small Business Administration (SBA) guaranteed loan through a local lender. He also provided guidance on product and fuel vendors and discussed with Singh the pros and cons of offering branded fuel. Singh and his wife were able to secure the necessary funding to purchase the property and open their store.

“James was highly knowledgeable and very helpful. He helped us prepare our cashflow projections for the SBA loan.”
Juston and Chasity Oakes are employed by two different companies as project managers. They have started their own real estate business to operate on the side. When they learned that a local art center (complete with a bed and breakfast, studios and an onsite restaurant) was for sale, they realized that it was an investment opportunity they had been looking for.

They were referred to the ASU SBDC for guidance and were assigned to James Leavelle, senior certified business advisor. James worked with Juston and Chasity on their financial projections, various topics related to purchasing an existing business, marketing, permits and other related items. He then assisted them with their business plan.

The Oakes have been able to purchase the business and are working hard to grow sales in the Art Center, and expand the bed and breakfast both in terms of available rentals and sales.

James has been awesome in providing guidance in purchasing our new business! He has warned us against pitfalls and taught us new ways to look at our financials to determine our purchase viability. We are looking forward to working with James in more detail on scaling our new business and improving our business operations.
Brie Hasty is the majority owner of the women owned business, Hasty Distributing, which is a spirits wholesaler. While based in San Angelo, most of her customers are retailers in the Dallas-Fort Worth metroplex. She came to the ASU SBDC for assistance with a business plan. She teamed up with advisor James Leavelle, and with his assistance, wrote her business plan with financial projections. He provided her with feedback and recommendations, as well as market and industry research. James knew Brie was positioned well to apply for various funding and grant opportunities. He shared a grant opportunity from the Texas Women’s University for Women Entrepreneurs, which turned out to be a great fit for Hasty Distributing, resulting in a successful capital infusion of grant funds.

The SBDC has been a valuable resource in completing my business plan. During this process I was sent information on a grant through Texas Women’s University for Women Entrepreneurs and received $5000. I am grateful for having SBDC as a resource to guide me as I grow my business.
Laura Lacy had a plan to purchase and renovate a new building to expand her business and create a functional office space, and she was referred to the SBDC by a local civic leader. She reached out to the SBDC for assistance to obtain funding for a business expansion, and the SBDC helped her with her business plan and financials. As an existing business, she needed to organize her current financials and plan out financial projections to show the potential for growth and the ability to confidently support an SBA Loan. She was able to successfully obtain an SBA Loan to support the purchase and renovation of the new business location.

Dezaray Johnson and Dave Erickson were invaluable in helping me obtain my SBA Loan. They were professional and helpful every step of the way. The SBDC is an asset to our community.
Valerie Queen’s Royal Touch Pet Sitting company has been in business for many years. She has a true passion for animals and is happy to be the friendly face for pets while their owners are away. When she had a vision to grow her business, she reached out to the SBDC for help.

Queen teamed up with Dezaray Johnson, certified business advisor, for assistance with technological innovation and marketing to grow her clientele. Over the last two years, Queen has taken a one-woman operation to a five-person team, providing pet sitting and care services to the furry residents of San Angelo. She has also worked hard to move her team to the digital age with online employee schedules, new payroll software, and incorporated cloud storage for on-the-go access to client information. She has also taken her marketing efforts digital, expanding her social media presence, offering digital discounts, and sending a regular e-newsletter to engage with clients.

“The quality of help I have received could not be bought, even if funds were available. I find it miraculous that this kind of help is offered at no charge. I am learning how to use information and materials that before were non-existent or only a dream. My advisor, Dezaray, is knowledgeable in all areas of our work and always seems genuinely interested in the growth and image of my business. I could not be more delighted than I am in working with her.”
The SBDC advises over 500 small business clients each year in our 10-county service area, both start-up and existing. Our advising services are no-cost, individualized and confidential. We advise on many topics in the area of business start-up and operating an existing business.

Advising is confidential and provided by a team of certified business advisors. The advising team is knowledgeable in business startup and management, including startup planning, financing a business, financial analysis, marketing, human resources, government procurement and much more.
ADVISOR EXPERIENCE AND CERTIFICATION

Professional ASU Small Business Development Center business advisors work with both existing and start-up companies in all areas of business growth and management. Our team provides confidential, one-on-one services, so business owners have the opportunity to discuss their unique challenges and learn specific tools to enhance business operations.

Members of our team are experienced business advisors that have various levels of business management or ownership experience. All have an extensive business education and complete a certification process, which enhances their business experience and knowledge, allowing them to provide a well-rounded counseling experience.

Through a team approach, each advisor brings a diverse knowledge base to the team, providing a comprehensive advising experience through co-advising.

TECHNICAL BUSINESS TRAINING

The SBDC offers over 90 technical business workshops, seminars and special events each year. Events are conducted by experts in their field and by the SBDC advising team at little to no-cost for participants. The events and seminars are content focused to help small business owners learn tools and techniques to improve business operations, management and marketing skills. These workshops are conducted through various means, including in-person events, online through virtual webinars, and live in our rural service area. The SBDC team reviews event and client feedback regularly to assess the training needs of the small business community.
SEMINARS AND WORKSHOPS

Our goal is to educate small business owners and entrepreneurs through quality, technical business training. Some of the topics covered include:

Business Start-Up • Business Expansion • Business Financing • Marketing of all Types
Business Plans • Cash Flow • Understanding Financial Statements • Financial Analysis
Government Contracting • Human Resources

SMALL BUSINESS MANAGEMENT CERTIFICATE PROGRAM

The SBDC Small Business Management Certificate Program was developed to help meet the needs of aspiring small business owners. The program includes various online training modules to help educate small business owners on the process of starting and managing a small business. Along with the training, it is also encouraged for the attendees to meet with a certified business advisor to get one-on-one support to answer any questions and begin working on a business plan. Hundreds have successfully graduated with their certificate in past years, and we are looking forward to more graduates in the years to come.
The Business Factory is a general office incubation program located in downtown San Angelo at the Business Resource Center at 69 N. Chadbourne St. The incubator is designed for small businesses and entrepreneurs who enjoy the networking benefits and atmosphere of a professional environment, but also have a desire to grow their business.

The key to the incubator’s success is providing the tenants of the Business Factory with additional resources, tools and guidance they would not normally receive in a regular rented office space. The ASU SBDC advising team, as well as the members of the Business Factory advisory panel, contribute time and resources to the businesses in the Business Factory, helping them to achieve their growth goals.
ECONOMIC DEVELOPMENT PARTNERSHIP

The SBDC works with various economic development partners for the betterment of the San Angelo economy. We collaborate with them on referring clients, as well as planning and conducting various events, seminars and workshops that lead to an increase in business development through education. The SBDC works hand-in-hand with these organizations to create a better environment for small business owners and entrepreneurs.

The SBDC is proud to represent Angelo State University in the economic development partnership in San Angelo. SBDC staff are involved in business-related organizations. We serve as committee members and participate as board members of various organizations, such as the San Angelo Chamber of Commerce, Business Factory-Business Incubator, Texas Business Women, Howard College, Concho Valley Economic Development District, Downtown San Angelo Inc., Young Professionals of San Angelo, ASU Norris-Vincent College of Business and various chambers of commerce of the Concho Valley.
The mission of the SBDC Rural Business Program is to support small business growth and development in the economically distressed rural communities throughout the Concho Valley area. The ASU SBDC certified business advisors travel on a regular basis to serve clients in our 10-county service area. They provide the same one-on-one and confidential business advising services as they do in San Angelo.

Our goal is to assist underrepresented business owners of the Concho Valley with the tools and resources needed to succeed in a competitive market. We provide one-on-one business advising and training in the different Small Business Administration (SBA) and state certification programs designed to assist minority- and women-owned small businesses. Our advisors work with minority business owners who are interested in the SBA 8(a) or SDB programs, SBA Women-Owned Small Business (WOSB) program certification, and the SBA HUBZone (Historically Underutilized Business Zones) program certification at the federal level, as well as the Texas HUB (Historically Underutilized Business) program. These programs are designed to promote full and equal opportunities for minority-owned small businesses to compete in government procurement. With the presence of an ASU SBDC Spanish-speaking advisor, we also serve a specific community in need of small business assistance.
The SBDC collaborates with the U.S. Small Business Administration (SBA) and Goodfellow Air Force Base to bring the Operation Boots to Business program to transitioning service personnel and to veterans and their dependents in the community. Boots to Business is an entrepreneurial education and training program offered by the SBA as part of the Department of Defense Transition Assistance Program (TAP). The program is delivered at the Business Resource Center.

The curriculum includes steps for evaluating business concepts, the foundational knowledge required to develop a business plan, and information on resources available to help access start-up capital and additional technical assistance.

Coordinated by the SBA district office in San Antonio and conducted by SBDC-certified business advisors, along with advisors from the Veterans Business Outreach Center, technical specialists in the community come together to deliver the training modules.
Established in 2016, the San Angelo Business Plan Competition is a three-phase business plan contest for start-up and existing businesses that plan to grow their business in San Angelo. Coordinated by the ASU SBDC, City of San Angelo Development Corporation (COSADC), and the ASU Norris-Vincent College of Business (NVCOB), cash prizes worth $70,000 from COSADC are awarded to winners, as well as valuable in-kind prizes donated by local businesses.

The NVCOB participates in the competition by providing a team of graduate accounting students supervised by SBDC advisors to help the contestants create a draft business plan and presentation for a prestigious judging panel in a “Shark Tank” type of format. The accounting students gain valuable experience working with entrepreneurs, and they provide a tremendous service to the competition contestants through their financial expertise.
Started in 2019, the purpose of the ASU BizPitch Student Business Competition is to promote and foster student entrepreneurship at ASU. The competition is co-coordinated between the SBDC and ASU’s Norris-Vincent College of Business (NVCOB).

BizPitch provides student learning opportunities through interaction with SBDC business advisors, NVCOB faculty and ASU alumni who are successful in business. The awarded cash prizes are considered seed money for these specific start-ups, but also as investments in the university’s overall ecosystem for entrepreneurship. SBDC graduate assistants and the Delta Sigma Pi business fraternity assist with conducting the competition, which is open to all ASU students, regardless of academic discipline. The finalists in the competition compete in front of a live audience and an esteemed judging panel for cash prizes that are awarded live that evening.
SBDC GRADUATE ASSISTANTS

Our graduate student team consists of individuals enrolled in the graduate program in the ASU Norris-Vincent College of Business. Being a SBDC graduate assistant allows students to put what they’re learning in the classroom into practice by working behind the scenes with small business clients and other economic development and civic professionals. It is a very interesting and rewarding service-learning environment. Our students are pushed out of their comfort zone and gain résumé-building experiences, which will help as they move into their future careers or entrepreneurship endeavors.

2022-23 STUDENT ASSISTANTS

ELISABETH DANTZLER, MBA/MBDSA
SBDC GRADUATE ASSISTANT
AUG. 2021 – PRESENT

“As my first professional business job, interning with the SBDC has provided me with many diverse opportunities that have allowed me to grow my résumé and professional skills. Throughout my time here, I have gained many skills in communication, networking and interacting with clients. Additionally, the opportunity to assist local entrepreneurs in their endeavors by incorporating what I am learning in class has been very rewarding. The entire SBDC staff was welcoming and passed on a tremendous wealth of knowledge for my future as a business professional. I will be forever thankful for the opportunity to learn and work under the SBDC staff.”

Jennifer Perez, MBA
SBDC GRADUATE ASSISTANT,
MARCH 2022-PRESENT

“My experience as a graduate student assistant at the Small Business Development Center has been the best part of my college career. I was presented with many opportunities that have allowed me to grow professionally and gain new skills. There is a huge difference between textbooks and real-world applications, and this internship allowed me to see that. I was able to work alongside the advisors and help out with client research, event planning and special projects. I learned something new every day at the SBDC and have gained many new connections. I am forever grateful for this opportunity and would highly recommend students who want to grow as business professionals to intern here at the SBDC.”

MIA CZARNECKI, INTEGRATED BBA/MBA
SBDC STUDENT ASSISTANT
MAY 2022-PRESENT

“Having the opportunity to work at the SBDC as a student assistant has provided extensive education outside of the classroom. Some skills are impossible to learn in a classroom setting, so I am grateful that working at the SBDC has given me the tools and opportunities to learn not only about the business world, but also about my own strengths and weaknesses. Past the abundance of knowledge the SBDC and its advisors have to offer, I was introduced to many connections and given many opportunities to network. Working under Dezaray Johnson has been a pleasure, and I recommend working at the ASU SBDC to any business student who is excited about personal and career development.”
ADVISING SERVICES
No Cost & Confidential
Accounting
Financing & Loan Packaging
Capital Acquisition
Business Planning
Marketing
Human Resources
Financial Analysis
International Trade
Government Contracting
Rural Business Development

TRAINING SERVICES
Low to No Cost
Accounting
Financing
Business Planning
Marketing
Human Resources
Financial Analysis
Government Contracting

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