

BUSINESS INVESTMENT GROWTH



BIG SERVICES

Comprehensive and Innovative Entrepreneurial Education

- Mix of training options geared to the diverse needs of clients (Start-up and Existing).
- Nationally-acclaimed education written for entrepreneurs, by entrepreneurs, successful business owners, and advanced educators.

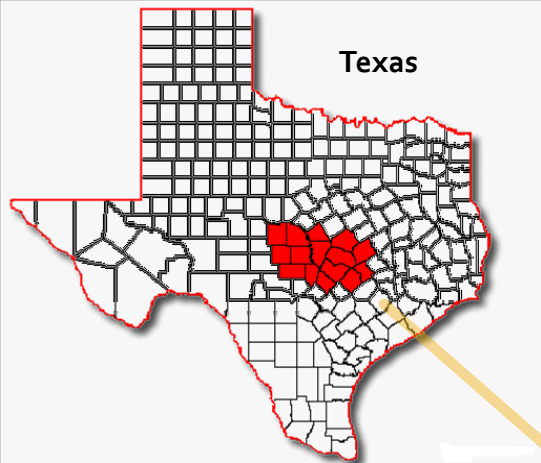
Business Consulting

- One-on-one consultations that help small business owners devise business strategy, plan market research, prepare financial statements, or understand opportunities or challenges that they face.

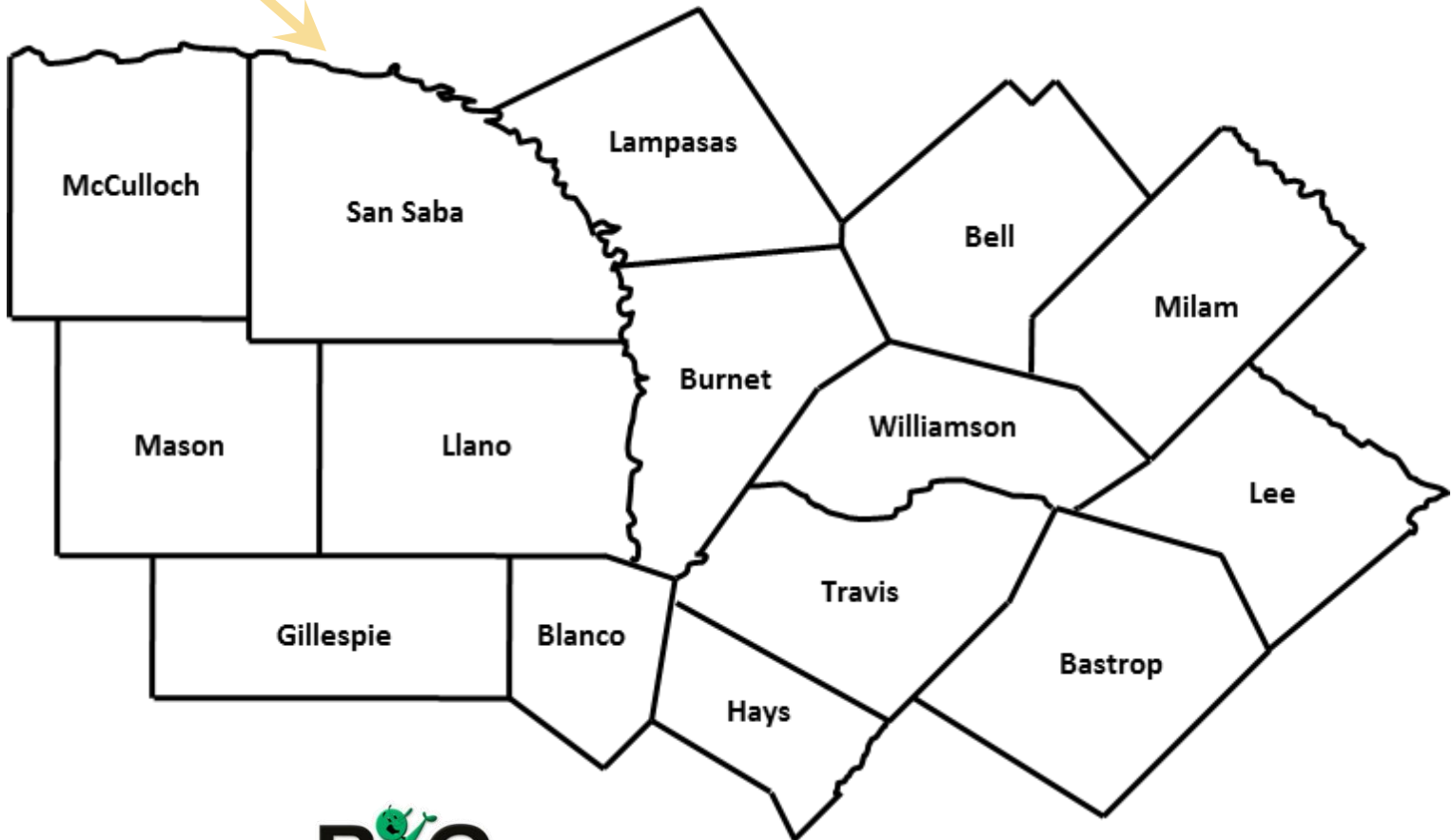
Flexible, Affordable Smart Loans™

- BiG offers a variety of loan programs to fit the growing needs of small businesses in 15 counties of Central Texas.
- BiG's Smart Loans™ program is flexible and affordable, with fast turnarounds.





BIGAUSTIN SERVICE AREA



BIG PROGRAMS

Grant Program	Target Population	Geographical Area
Small Business Administration-Women's Business Center	Women Entrepreneurs	Central Texas
Small Business Administration-Microloan	Start-up and Existing Business owners	Travis, Williamson, Bell, Hays, Bastrop, Burnet, Milam, Gillespie, Lampasas, Llano, Lee, Blanco, McCulloch, San Saba, and Mason
Small Business Administration-Microloan Technical Assistance	Start-up and Existing Business owners	Travis, Williamson, Bell, Hays, Bastrop, Burnet, Milam, Gillespie, Lampasas, Llano, Lee, Blanco, McCulloch, San Saba, and Mason
Small Business Administration-Microloan ARRA	Start-up and Existing Business owners	Travis, Williamson, Bell, Hays, Bastrop, Burnet, Milam, Gillespie, Lampasas, Llano, Lee, Blanco, McCulloch, San Saba, and Mason
City of Austin	Low-income City of Austin Entrepreneurs	Austin
Texas Department of Transportation - Business Opportunity Program	Construction DBEs	Central Texas
Community Development Financial Institution	Low-income Entrepreneurs	San Saba, McCulloch, and Mason
UnitedWAY Capital Area	Current and aspiring Entrepreneurs	Central Texas
Travis County	Ex-offenders	Travis County
HPLIFE	Current and aspiring Entrepreneurs	Central Texas
Citi Microloan Program	Current and aspiring Entrepreneurs	Central Texas
JP Morgan Chase Loan TA Program	Current and aspiring Entrepreneurs	Central Texas

GENERAL CHALLENGES

- Lack of access to Capital, due to:
 - Bad or Insufficient Credit
 - Inability to provide Collateral
- Inability to afford specialist or professionals to manage books or regulatory requirements
- Inability to compete with savvy and seasoned business owners who may have more capital and fiscal agility
- Insufficient Market Research

SPECIFIC CHALLENGES

- Management Skills – Declining owner participation in business upon success
- Planning and Tracking Growth
- Hiring – The Right People
- Budgeting - Separation of Personal and Business Income and Expenses
- Customer Service
- Documentation – Legal, Government Regulations, Etc...

SERVICE POPULATION

2009

Most common Industries (**MALE**)

- Construction (16%)
- Professional, scientific, and technical services (11%)
- Accommodation and food services (9%)
- Educational services (8%)
- Computer and electronic products (5%)
- Public administration (5%)
- Administrative and support and waste management services (4%)

Most Common Industries (**FEMALE**)

- Educational services (15%)
- Health care (13%)
- Professional, scientific, and technical services (10%)
- Accommodation and food services (8%)
- Public administration (8%)
- Finance and insurance (5%)
- Administrative and support and waste management services (4%)

SERVICE POPULATION

Travis County Business Pattern 2009

NAICS code description	Paid employees for pay period including March 12	Total establishments	Percentage
Total for all sectors	473,672	27,776	
Construction	28,774	1,961	7.060%
Manufacturing	30,396	746	2.686%
Wholesale trade	29,273	1,285	4.626%
Retail trade	53,878	3,353	12.072%
Transportation and warehousing	8,036	439	1.581%
Information	23,415	783	2.819%
Finance and insurance	24,209	2,105	7.578%
Real estate and rental and leasing	13,259	1,704	6.135%
Professional, scientific, and technical services	57,031	4,975	17.911%
Administrative and Support and Waste Mang and Remediation Srvs	40,048	1,543	5.555%
Health care and social assistance	53,744	2,659	9.573%
Accommodation and food services	55,591	2,437	8.774%
Other services (except public administration)	23,881	2,403	8.651%
Other Industries			4.979%

SERVICE POPULATION

Items	Travis	Texas
Total number of firms, 2007	103,396	2,165,252
Black-owned firms, percent, 2007	3.90%	7.10%
American Indian and Alaska Native owned firms, percent, 2007	0.90%	0.90%
Asian-owned firms, percent, 2002	4.10%	4.50%
Native Hawaiian and Other Pacific Islander owned firms, percent, 2007		0.10%
Hispanic-owned firms, percent, 2007	13.20%	20.70%
Women-owned firms, percent, 2007	28.20%	28.20%
Retail sales per capita, 2007	\$14,302	\$13,061

SPECIAL PROGRAMS



Small Business Administration – Women's Business Center

Through the management and technical assistance provided by the WBCs, entrepreneurs, especially women who are economically or socially disadvantaged, are offered comprehensive training and counseling on a vast array of topics in many languages to help them start and grow their own businesses..



Texas Department of Transportation – Business Opportunity Development Program (TBOD)

To address the business development and training needs of small and minority heavy highway contractors.



Community Development Financial Institute (CDFI)

To address financial literacy and loan assistance needs of its target market in its most economically distressed counties.



SPECIAL PROGRAMS

Youth Entrepreneur Start-up (BiG YES!) & BiG Entrepreneurial Training for Youth (BiG ENTRY) Programs

designed to introduce entrepreneur culture to youth through practical training about marketing, finance, competition, projecting sales, determining expenses, anticipating challenges, and complying with government regulations.

Program sponsored by DELL



Ex-Offender Re-entry Program

A structured, interactive, hands-on training and technical assistance program designed specifically for those ex-offenders interested in self-employment

A partnership with Travis County and Texas Workforce Board



SPECIAL EVENTS

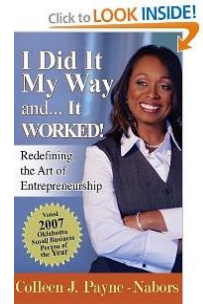
The Parade of Food Trailers

October 1, 2011
10am-4pm
Austin, Texas



The Small Business Healthcare Summit

October 26, 2011
Seton Offices @ Mueller
Austin, Texas



ETC 2011
November 3, 2011
TXDOT Main Office
Austin, Texas



Texas Department of Transportation
Providing safe, effective, and efficient movement of people and goods.



The Legal Clinic
October 18, 2011
BiG Training Room



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www.BiGAUSTIN.org