

2022 ANNUAL REPORT

TEXAS TECH UNIVERSITY INSTITUTE FOR SMALL BUSINESS



TEXAS TECH UNIVERSITY
Institute for Small Business



HELLO

I'M CARLA HOLLAND



The Texas Tech University Institute for Small Business (ISB) provides support to Northwest Texas small businesses, communities, and economy. Whether starting up a business or growing and expanding your existing business, the experienced and highly skilled SBDC, APEX Accelerator, and TMAC business advisors will provide the necessary guidance, connections, resources, and training to assist you in making your small business vision a reality. The Business Industry Data Center (BIDC) also provides powerful research and resources that are often out of reach or most small businesses.

As you read through this annual report to view the many services available through the Institute for Small Business, just know that we're thankful to be an important part of the Northwest Texas economic development partnership. This partnership provides an atmosphere of encouragement and assistance to you as a small business owner. The ISB's valuable small business advising, training programs, and research provide the necessary business development services that will take your small business to the next level. We are pleased to work alongside our federal and state funders, economic development agencies, lenders, and government agencies.

As an entity of Texas Tech, we would like to thank the university and the Office of Research & Innovation, who are the host of the ISB's programs, for their tremendous support.

To all the small businesses of Northwest Texas, we dedicate this annual report to you. Thank you for being a part of another successful year!

Sincerely,

Carla Holland

Carla Holland
Executive Director,
Texas Tech Institute for Small Business

3,736
CLIENTS

13,697 **428**

HOURS CONSULTING

TRAINING EVENTS

\$322,093,798 **CLIENT AWARDS**



1,099 JOBS
CREATED

9,224 JOBS
RETAINED



224

BUSINESSES OPENED

\$79,345,010 FINANCE
INVESTMENT

\$134,183,624 **CLIENT SALES**

NWTX SMALL BUSINESS DEVELOPMENT CENTER NETWORK

ABOUT

The Small Business Development Center (SBDC) nationwide program is designed to assist small business as they create jobs and provide new innovations for improving our economy and lifestyle. The assistance includes financial management, helping to access capital through business plan development, regulation advice, marketing, management and preparing for changes in the economy and technology.

The Northwest Texas SBDC Network extends to over a 95-county area with six centers to serve the location near you. Your local center is available to provide no-cost business consulting and low-cost training to new and existing businesses. The Northwest Texas SBDC is hosted by leading universities and funded in part by the State of Texas and the United States Congress through a partnership with the U.S. Small Business Administration.

OUR TEAM



RANDY BURCH
Associate State
Director, NWTXSBDC



DAVID SMITH
Director,
Abilene SBDC



DICK BARDEN
Interim Director,
Stephenville SBDC



GINA WOODWARD
Director,
Amarillo SBDC



RAY LAURENT
Director,
Lubbock SBDC



TYLER PATTON
Director,
Odessa SBDC



VANDA CULLAR
Director,
Wichita Falls SBDC

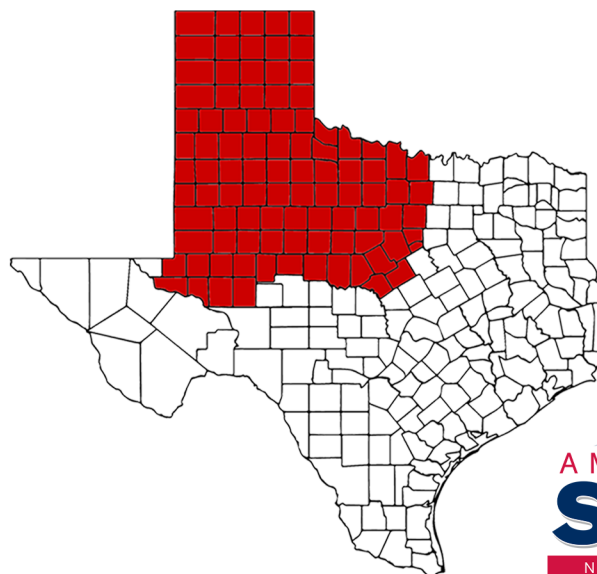


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2023 EXPORTER OF THE YEAR

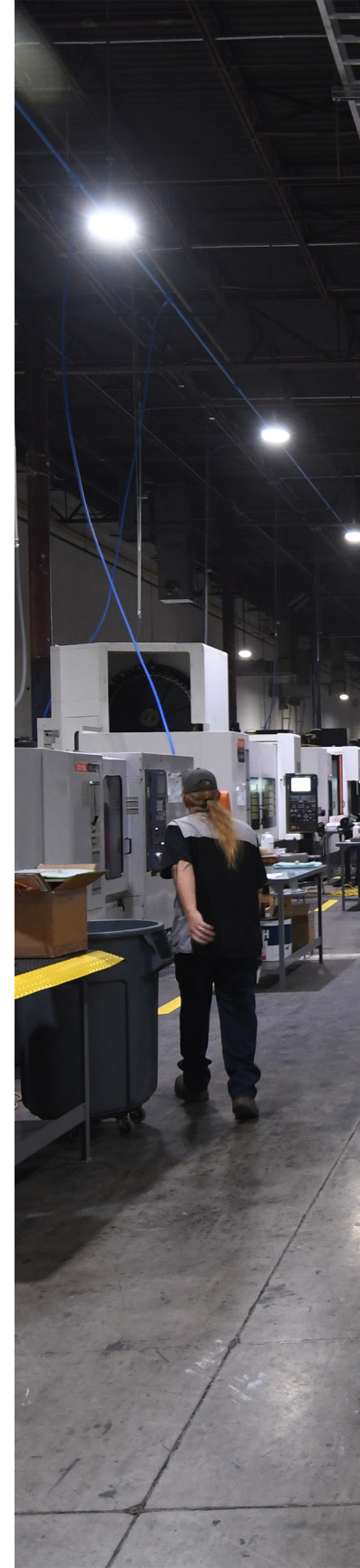
HARTMANN'S INC.

Hartmann's Inc. was founded in 1955 with one goal, to provide products that meet or exceed the customers' requirements. Hartmann's Inc. is a WBENC certified woman-owned business and ISO 9001 – A.S.9100 certified located in Abilene, Texas, proudly making products in the U.S.A. We ship to customers all over the world including Japan, Scotland, Mexico, and Ireland.

Their current base line jobs range from medical to aviation and aerospace to O.E.M. automotive and diesel. Hartmann's Inc. is known for our rapid prototype development, long production runs; and mechanical assemblies and testing as needed by the customer. Their machine shop produces high quality parts from our state of the art CNC turning and CNC milling centers as well as their sheet metal fabrication, gear cutting and welding departments. They are capable of machining parts at tight tolerances in a wide assortment of materials.

They thrive on giving their customers a true advantage when it comes to consistently superior quality, as they are AS9100 Certified, providing service that begins with design, review and does not end until the part is satisfactorily installed and in full production. Their clients enjoy the ability to cut warehousing costs and parts inventory requirements due to our comprehensive consignment program. They are capable of machining a wide variety of materials including stainless steels, exotic alloys, aluminum casting, and plastics. They specialize in automated production line rails held to tight tolerances.

Patricia Hartmann, in her 70's is still active in the daily operations of her business, along with three generations of family members. Their customer base includes medical, aviation, automotive, diesel engine, defense, and aerospace customers. The SBDC has assisted with many expansions business plans and many government contracts during their 67 years of business. In 2023, Hartmann's Inc. was given the Texas Governor's Small Business - Outstanding in Business Award and the U.S. Small Business Administration Regional Exporter of the Year for the South-Central Region.



NORTHWEST TEXAS APEX ACCELERATOR CENTER

Formerly known as Northwest Texas PTAC.

Many businesses consider the idea of selling their services and/or products to the government much too complicated and overwhelming. In today's marketplace, the government could become your best customer. The Northwest Texas APEX Accelerator Center helps simplify the process and cut through the red tape, connecting businesses in our service area with lucrative opportunities through:

Education on government contracting via workshops, webinars (sponsored or co-sponsored) and one-on-one discussions of a specific or general nature.

Registrations in systems such as the System for Award Management (SAM) and applications for the socioeconomic programs such as Veteran Owned Small Business, Women Owned Small Business, Texas Historically Underutilized Business (HUB) and many more.

Marketing your firm, whether you're a manufacturer, distributor, service provider or construction contractor; brainstorming for specific targets and mechanics of how the purchases are executed; providing bid information; and proactively connecting our clients with buying offices and prime contractors.

Procurement Technical Assistance to include working with clients on quotes, bids, proposals, pre-award/post-award situations and compliance issues.

Support Documentation to include forms, mil specs/mil standards, inspection and quality control, procurement history, clauses, regulations.

E-Commerce links to support exchange of information through individual purchasing offices, downloads, announcements, etc. A daily bid download and other information are also provided directly to your e-mail.

Networking Assistance to enhance visibility for business prospects, encourage teaming arrangement opportunities and identify other resources to pursue specific programs such as set asides.

802

Active Clients

1,782

Counseling Hours

\$322,093,798

Total Client Awards

OUR TEAM



RICH LYLES
Director
Abilene



DAVID MILLER
Business Field Advisor
Lubbock



EMMA CARRASCO
Senior Field Advisor
San Angelo



MARK SNYDER
Senior Field Advisor
Wichita Falls



JUDY SCHNIER
Administrative Assistant
Abilene

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BUILDING CONNECTIONS

HOLMES MANAGEMENT LLC

Wichita Falls native Alfonso Holmes converted his sole proprietorship business to an LLC in April of 2022, forming Holmes Management Group, LLC. The business provides a myriad of services to the residents of Wichita Falls. Some of the services include a day care center ("Our Blessed Tomorrow" – founded prior to the LLC conversion) -- which took off and became the largest day care center in the area -- event management, catering, disc jockey, and photography.

In December of 2022, Mr. Holmes turned to the NWT PTAC for help in expanding his market by pursuing government contracting opportunities. The center assisted him to register in the System for Award Management (SAM), the FEMA Disaster Registry, and to apply for the State of Texas HUB certification. The center also assisted him with searching for bidding opportunities within the SAM system and the Texas Electronic Business Daily system. With our assistance, the company has received over \$1 million in funding and awards.

Recently, the PTAC office in Wichita Falls has helped Mr. Holmes begin the process of applying for the SBA's 8(a) certification. The company has expanded by five employees since its initial meetings with the PTAC. Mr. Holmes has stated that the assistance provided by the PTAC has contributed in part to the success of his company.

In his "spare" time, Mr. Holmes has started a "tune-up" on how to be a father, called "Dad's Workshop". The Dad's Workshop Program is designed to stress the importance of being an active father. The Dad's Workshops teach men the characteristics they need to be good fathers.

**WITH OUR ASSISTANCE,
THE COMPANY HAS
RECEIVED OVER \$1 MILLION
IN FUNDING & AWARDS.**



WEST TEXAS TMAC

ABOUT

Now is a great time to be a Texas manufacturer because there are so many opportunities to elevate your organization to the next level. TMAC West Texas provides resources and training to small to medium-sized manufacturers to help elevate their overall competitiveness within the global market. For over 30 years, TMAC engineers have been elevating Texas manufacturers through improvements in people, products, processes, and technologies. TMAC services are not free, however, there are often grant opportunities that can partially or entirely fund a project. If you are a Texas manufacturer interested in a no-cost assessment or seeing examples of our impact throughout the state, please visit our website at TMAC.ORG.

The mission of TMAC is to accelerate the profitable growth and competitiveness of Texas manufacturing by developing and improving people, products, processes, and technologies. TMAC seeks to be the go-to resource for Texas manufacturers ensuring domestic competitiveness and resilience that leads to innovation and sustainable economic stability.

35

*West Texas
Manufacturers
Served*

+\$5.8M

*Total Financial Impact
in 2022*

OUR TEAM



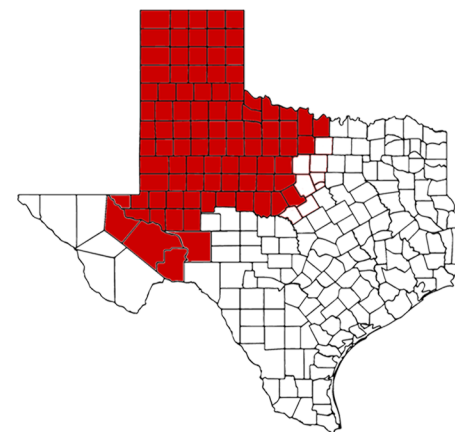
DARIK PICKEREL
Director



WAYLON WARD
Associate Director



DUSTIN DELANO
Sr. Manufacturing Specialist

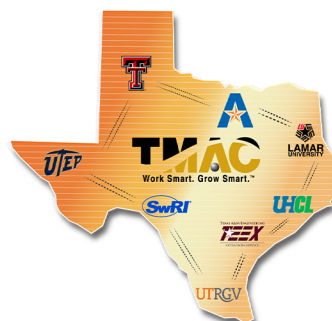


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tmac@ttu.edu



**MEP • MANUFACTURING
EXTENSION PARTNERSHIP**

THE FAMILY BUSINESS

LEEAGRA INC.

LeeAgra, Inc. manufactures high-quality farm equipment designed to stand the test of time. In 1949, one of the last American blacksmiths started a humble business with a simple code: **Do the best job you can every day.**

That began a family tradition of quality and innovation that continues to this day. "My grandfather, Dick Lee, began repairing farm equipment as a blacksmith in a small shop in Idalou, Texas," explains Lynn Lee, the 3RD generation of the Lee family to helm the company since 1949. "His customers were local farmers who needed repairs done to their farm equipment."

Soon, the word spread that Lynn's grandfather could repair the equipment better than the manufacturer could build it. He taught his son, Sonny Lee, these same skills and thus began West Texas Lee's family tradition of making products better than they had to be. "To meet the demands of the farmer, my father moved the focus of the business to manufacturing farm equipment."

While working with local farmers and farm dealers, Sonny Lee developed a number of products, including the BOSS quick hitch, the complete line of agriculture and D.O.T.-approved diesel fuel trailers, and the Spider high-clearance sprayer. Sonny Lee built all products with one thing in mind: **quality**. His attention to detail brought West Texas Lee new customers throughout North and South America.

Recently, TMAC was worked with Lynn and his team to develop supervisor skills, enhance safety and employee morale, and streamline production by eliminating waste. The family tradition continues at LeeAgra, Inc. with products such as LoadSABERs to ease farm chores, the DT 200 for fuel storage in small acreage farms, and the powerful LEE Predator high-clearance nursery sprayer to aid crop researchers worldwide.



RURAL BUSINESS OPPORTUNITY PROGRAM

ABOUT

Rural communities often miss out due to their distance from cities where business assistance is readily available. The business world was heavily impacted by the shifts in the way people now want to work and the momentum of e-commerce. We want to help rural small business owners find and keep good employees and capitalize on the free or low-cost marketing tools at their disposal.

OUR TEAM



BRANDY REED
Director

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NEVER TOO OLD TO START

NORMA'S SNIP & SIP VENUE

Norma Aguayo wasn't getting any younger. After 25 years as a hair stylist, she wanted to diversify her business. She bought a gorgeous, historical building in downtown Crosbyton and turned the front two-thirds into an event and party venue.

The building needed some updating for the salon and an HVAC system to be comfortable year-round. Norma learned about a low interest Covid Relief (CORE) loan at our first RBOP meeting in Crosbyton. She secured a loan to renovate her building and moved her salon business into the back in August of 2022. Norma's Snip and Sip Venue was born. Norma also utilized our training program and services for developing a lean business plan, marketing strategy and a loan amortization schedule.



BUSINESS INDUSTRY DATA CENTER

ABOUT

The Business Industry Data Center (BIDC) is the business research and support program for the Northwest Texas Small Business Development Center (NWTSDC), serving the greater Northwest Texas region. The BIDC has been committed to meeting the resource and information needs of the small business community while working with the NWTSDC to guarantee clients' success. In 2022, the BIDC providing research for over 300 projects for NWTSDC small business clients. Additionally, the BIDC team creates reports and presentations for the development of economically disadvantaged cities. These reports provide essential data including demographic information, population segmentation, consumer expenditure data, retail opportunity gap and demand growth data, employment, and traffic data which can be used by the rural community to focus on economic growth.

Being a part of Texas Tech University, BIDC provides relevant learning opportunities for undergraduate and graduate students. Texas Tech students research real-world business challenges and hone their interpersonal and professional skills, making them increasingly marketable to Texas employers upon graduation.

The Business Industry Data Center has strived to provide innovative solutions to the ever-changing information needs of small businesses. BIDC's team is privileged to serve 95 counties across the Northwest Texas region providing future entrepreneurs and small businesses with the demographics and research needed to make informed business decisions.

OUR TEAM



SYDNEY LANGFORD
Senior Student Assistant



SAMANTHA PAGE
Student Assistant



CHLOE FERRER
Student Assistant

STATS

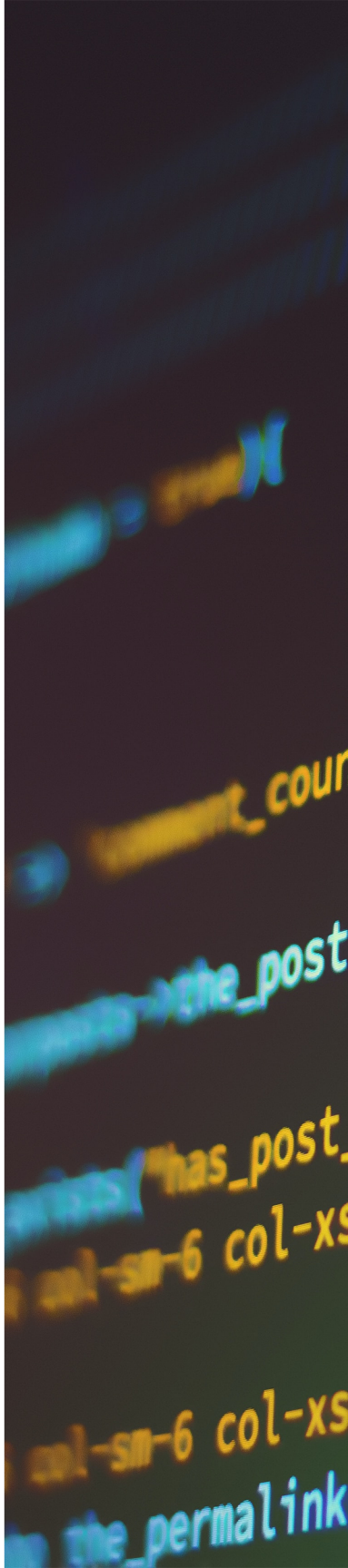
The following data represents the population served within the 98 county area.

POPULATION
2,283,412

HOUSEHOLDS
848,491

ETHNICITY
35.3%
Hispanic/Latino

HOME LANGUAGE
76.4%
Only English





TEXAS TECH UNIVERSITY

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