

## Small Business Development Center (2006 - 2007)

Filter by:

# GOAL: Assist Future Entrepreneurs In Starting New Businesses

## Objective

### Business Expansions

The SBDC will work with established businesses to help them expand their product line and service area. The goal for the center this period is 16 business expansions.

*Associated Goals:* Assist Future Entrepreneurs In Starting New Businesses, Business Expansions, Capital Development, Retention Of Jobs, The Number One Goal Of The SBDC Is Job Creation, Work With Clients With Over 5 Hours

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## Indicator

### Business Expansion Accomplishments

The goal for the year was 16 expansions and a total of 18 establishments were completed thus exceeding the goal.

## Criteria

### Documentation of Business Expansion by Existing Businesses

The criteria for this milestone and goal are the impact surveys that the client completes after the SBDC assists them with this specific goal of business expansions. This goal is also further documented by the client when the Crisman is completed and returned to the University of Houston.

## Finding

### Business Expansions

Since business expansions were exceeded last year, the procedures will remain the same for the future year. However, the U of H is providing additional advertising monies to attract additional clients during the coming year.

## Actions for Objective:

## Action

### Business Expansions

The Center will continue its present policies and procedures to accomplish this goal. This goal has been exceeded since goals were established 12 years ago.

# GOAL: Assist Future Entrepreneurs In Starting New Businesses

## Objective

### Job Creation

This is the most important objective that supports this goal of the year. The objective goal for this assessment period is 220 jobs established throughout the service area.

*Associated Goals:* Assist Future Entrepreneurs In Starting New Businesses, Business Expansions, Capital Development, Retention Of Jobs, The Number One Goal Of The SBDC Is Job Creation, Work With Clients With Over 5 Hours

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## Indicator

### Job Creation Accomplishment

The SBDC help developed 222 jobs for this year. The goal was 200 thus the goal was exceeded for the year.

## Criteria

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The criteria for this milestone and goal are the impact surveys that the client completes after the SBDC assists them with this specific goal job creation. This goal is also further documented by the client when the Crisman is completed and returned to the University of Houston.

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# GOAL: Assist Future Entrepreneurs In Starting New Businesses

**Objective**                      **Retention Of Jobs**  
The SBDC will assist existing businesses in the retention of 60 jobs throughout the service area.  
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**Indicator**                      Job Retention Of Existing Businesses  
The SBA goal was 60 for the year the Center accomplished 66 thus surpassing the goal by 6 jobs.

Criteria                              Job Retention  
The criteria for this milestone and goal are the impact surveys that the client completes after the SBDC assists them with this specific goal. This goal is also further documented by the client when the Crisman is completed and returned to the University of Houston.

Finding                              Job Retention  
The Center exceeded the goal; thus, the same program will be followed next year.

## Actions for Objective:

Action                              Job Retention  
Since this goal was exceeded for the year, policies and procedures will continue as currently established.

# GOAL: Assist Future Entrepreneurs In Starting New Businesses

## Objective

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The SBDC will strive to work with productive clients for a minimum of 5 hours. The goal is *Associated Goals: Assist Future Entrepreneurs In Starting New Businesses, Business Expansions, Capital Development, Retention Of Jobs, The Number One Goal Of The SBDC Is Job Creation, Work With Clients With Over 5 Hours*

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## Indicator

Clients With Over 5 Hours Accomplishments

The Center achieved 56 contact clients exceeding the goal by one and achieved 103 contact and productivity clients exceeding that goal by three.

## Criteria

Documentation of Clients with Over 5 Hours

This criteria is measured monthly and is available through the University of Houston MIS System. The Director weekly monitors the success of this by each Consultant.

## Finding

Clients with 5 Hours

Since clients with over 5 hours were exceeded last year, the procedures will remain the same for the future year. However, the U of H is providing additional advertising monies to attract additional clients during the coming year.

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### Action

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# GOAL: Capital Development

## Objective

### Establish New Businesses Within The Service Area

The SBDC will help start a total of 57 businesses during this service year.  
*Associated Goals:* Capital Development

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## Indicator

### New Business Start Up Accomplishments

The Center assisted 41 individuals in starting businesses during the year. The goal was 57 thus this goal was not met. An explanation will be addressed under actions.

## Criteria

### Small Business Startups

The criteria for measurement is the client impact form that is completed and returned to the SBDC. Also, the Crisman annual survey is instrumental in verification.

## Finding

### Small Business Startups

The Center goal was the establishment of 57 startups for the year. The Center accomplished 41 which is 16 less than the goal. The reason for this was that the U of H SBDC directed clients that were not capital ready were to receive classes rather than client appointments. Consequently, many individuals that started businesses did not report that accomplishment to the Center. This was a deficiency throughout all the SBDCs throughout the region. Since the establishments of new procedures to alleviate this problem, the center will be on tract next year.

## Actions for Objective:

## Action

### Business Startups

This is the only goal that was not met last year because of procedural changes established by the University of Houston. Those procedures now have been changed and it is felt that the changes will lead to the achievement of this goal during the upcoming year. Extremely close monitoring is being conducted on a weekly basis. Additionally, much closer follow ups with existing clients has been established to insure that the information of start up is accurately and timely recorded by center personnel.

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# GOAL: Capital Development

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### Retention Of Jobs

The SBDC will assist existing businesses in the retention of 60 jobs throughout the service area.

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The SBA goal was 60 for the year the Center accomplished 66 thus surpassing the goal by 6 jobs.

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# GOAL: The Number One Goal Of The SBDC Is Job Creation

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# GOAL: Work With Clients With Over 5 Hours

## Objective

### Assisting Clients In Obtaining Capital

The SBDC will assist clients during this measurement period in obtaining up to 5 million dollars of financing for the year.

*Associated Goals:* Work With Clients With Over 5 Hours

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## Indicator

### Capital Formation Results

The SBA goal for this milestone was \$5 million dollars. The Center achieved a total \$5,843,520.00 which greatly exceeded this goal.

## Criteria

### Client Capital Formation

The criteria for this milestone and goal are the impact surveys that the client completes after the SBDC assists them with this specific goal. This goal is also further documented by the client when the Crisman is completed and returned to the University of Houston.

## Finding

### Client Capital Accomplishment

Since this goal was exceeded for the year, we will continue to maintain our current status of assisting individuals with capital. Unfortunately, rumors are spreading throughout the region that all capital goals for next year will be doubled. This is unrealistic at most centers.

## Actions for Objective:

## Action

### Capital Formation

Since Capital Formation was exceeded for the year the same policies and procedures will be followed. Additionally, extensive marketing to banks concerning our services is currently being established. It is felt that bankers will refer more clients to the Center that are considered capital ready.

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