

NORTHWEST TEXAS SBDC

# 2019 ANNUAL REPORT



Nothing Bundt Cakes  
*Debra Holt, Owner*



#



**AMERICA'S**

SMALL BUSINESS

**TRUSTED**

RESOURCE

## NORTHWEST TEXAS SMALL BUSINESS DEVELOPMENT CENTER



The Small Business Development Center program is the nation's largest and most comprehensive small business assistance network in the United States and its territories. This nationwide program has been in existence for almost 40 years. The 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.

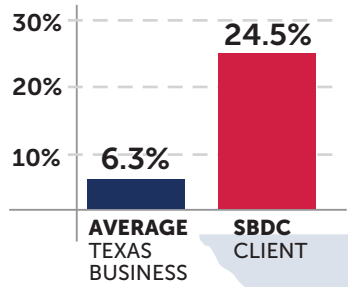
The Northwest Texas SBDC program extends to over a 95-county area with six centers to serve the location near you. Your local center is available to provide no-cost business consulting and low-cost training to new and existing business. Small business owners and aspiring entrepreneurs can go to their local SBDCs for FREE face-to-face business confidential advising and at-cost training on a variety of topics. It is as simple as a phone call to make the appointment.

The Northwest Texas SBDC group 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. Learn more about how SBDCs help your businesses start, grow and thrive.

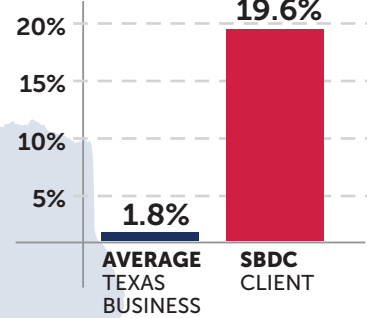
# Return on Investment Equals Increased Jobs, Sales, Financing, and Tax Revenues

For every \$1.00 invested in Texas SBDCs, a return of \$7.32 is generated.

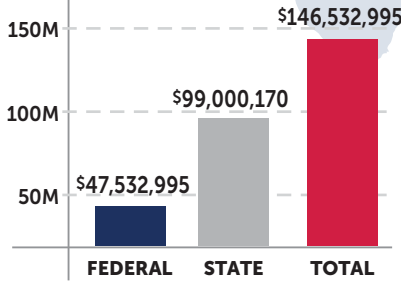
## SALES GROWTH



## EMPLOYMENT GROWTH



## NEW TAXES GENERATED



2018 INDEPENDENT STUDY RESULTS: TEXAS SBDC CLIENTS\*



**Total Clients Counseled**  
**2,884**



**Total Jobs Created**  
**1,704**



**Total Training Events**  
**166**



**Total Jobs Retained**  
**3,141**



**Total Training Attendees**  
**3,031**



**Total Capital Formation**  
**\$49,227,999**



**Total Consulting Sessions**  
**9,295**



**Total New Business**  
**320**



TEXAS TECH SBDC at ABILENE

## Fat Matt Roofing

Abilene, Texas

Matt Smith began Fat Matt Roofing in 2015. His customer base and revenue have grown substantially each year. The roofing business is heavily dependent on the weather, but Matt has been able to build his financial stability in order to maintain cash flow throughout the year and has expanded his services to Sweetwater, Lubbock, and other communities. He currently has 23 employees.

*Matthew Smith, Owner*



WEST TEXAS A&M UNIVERSITY SBDC

## Family Care Clinic

Panhandle, Texas

Holly Jeffreys founded the Family Care Clinic in 2009 and has since expanded to Boys Ranch, Vega, and Bushland. She has been an advocate and provider for those who would otherwise go without adequate medical care in the Texas Panhandle. Holly was named the SBA's Small Business Person of the Year for West Texas in 2017.

*Holly Jeffreys, DNP, APRN, FNP-BC, Owner*



TARLETON STATE UNIVERSITY SBDC

## Thomson Services

Dublin, Texas

April and Collin developed the WHRLflo™ Chiller system which saves annual fuel costs on dairies. This is accomplished by recovering heat energy from cows' milk and transferring it into hot water, which is needed to clean and sterilize in the milking process. The system has also been installed and proven effective in food manufacturing companies.

*April and Collin Thomson, Owner*



TEXAS TECH SBDC at LUBBOCK

## Three Dog Bakery

Lubbock, Texas

Three Dog Bakery is a franchise retail store selling a variety of Fresh baked dog food and other dog-related products that are not readily available at big box department stores. In 2018, the store was the number one store in the nation in terms of sales volume. They currently have nine employees and are planning an expansion.

*Angie Castillo, Owner*



UNIVERSITY OF TEXAS-PERMIAN BASIN SBDC

## Nothing Bundt Cakes

Midland, Texas

After receiving assistance from the SBDC, Debra secured an SBA loan in 2015 and opened in Midland with record-breaking sales the first year. Nothing Bundt Cakes currently has five full-time and twelve part-time employees. They are looking to open her Odessa location in 2019.

*Debra Holt, Owner*



MIDWESTERN STATE UNIVERSITY SBDC

## Ruth + Esther

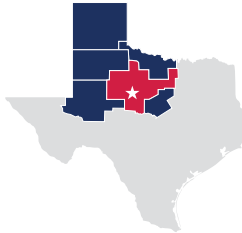
Wichita Falls, Texas

Ruth + Esther is a women's gift and clothing store that strives to inspire and encourage women of all ages and backgrounds. Ruth + Esther believes that God does amazing things through unlikely people and works to create a customer experience that reminds women of this truth. Ruth + Esther is a sister company to Dear Heart Designs, a jewelry company.

*Nichole Kirk, Owner*



ABILENE  
Texas Tech SBDC at Abilene  
325.670.0300

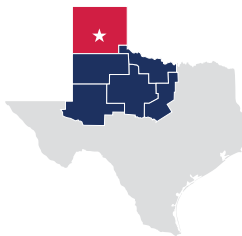


20 County Service Area:

Callahan	Jones	Palo Pinto	Stephens
Coleman	Kent	Parker	Stonewall
Eastland	Knox	Runnels	Taylor
Fisher	Mitchell	Scurry	Throckmorton
Haskell	Nolan	Shackelford	Wise



West Texas A&M University  
AMARILLO  
West Texas A&M University SBDC  
806.651.5151

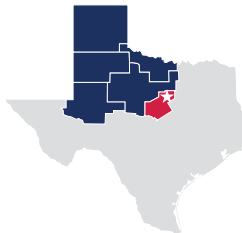


25 County Service Area:

Armstrong	Donley	Lipscomb	Roberts
Briscoe	Gray	Moore	Sherman
Carson	Hall	Ochiltree	Swisher
Castro	Hansford	Oldham	Wheeler
Collingsworth	Hartley	Parmer	
Dallam	Hemphill	Potter	
Deaf Smith	Hutchinson	Randall	



TARLETON STATE UNIVERSITY  
Member of The Texas A&M University System  
STEPHENVILLE  
Tarleton State University SBDC  
254-968-0558

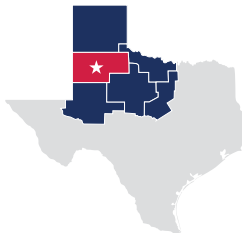


7 County Service Area:

Brown	Hood
Comanche	Mills
Erath	Somervell
Hamilton	



LUBBOCK  
Texas Tech SBDC @ Lubbock  
806.745.1637

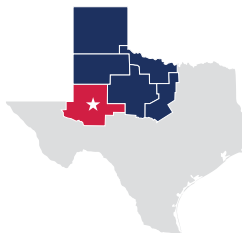


16 County Service Area:

Bailey	Dickens	Hockley	Lynn
Cochran	Floyd	King	Motley
Cottle	Garza	Lamb	Terry
Crosby	Hale	Lubbock	Yoakum



MIDLAND/ODESSA  
University of Texas-Permian Basin SBDC  
432.552.2455

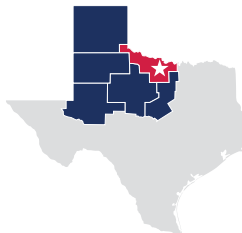


16 County Service Area:

Andrews	Dawson	Howard	Sterling
Borden	Ector	Martin	Upton
Coke	Gaines	Midland	Ward
Crane	Glasscock	Reagan	Winkler



WICHITA FALLS  
Midwestern State University SBDC  
940.397.4373



11 County Service Area:

Archer	Clay	Jack	Wilbarger
Baylor	Foard	Montague	Young
Childress	Hardeman	Wichita	



TEXAS TECH UNIVERSITY  
NORTHWEST TEXAS REGION  
2579 S. Loop 289 | Lubbock, Texas 79423  
Phone: (806) 745-1637 | Toll Free: (800) 992-7232  
[www.nwtsbdc.org](http://www.nwtsbdc.org)



*Funded in part through a cooperative agreement with the U.S. Small Business Administration.  
All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA.  
The TSU SBDC is a member of the Northwest Texas Region Network. SBA Co-Op # SBAHQ1980020*