



MEMORANDUM

To: Mayor Don Keil
Seguin City Council

Cc: Douglas G. Faseler, City Manager

From: Joshua Schneuker, Director of Economic Development

Date: September 18, 2018

Subject: UTSA SBDC Satellite Center Funding

Enhancing small business development is a goal outlined within the Seguin Economic Development Corporation's Annual Plan of Work. One of the primary ways that the SEDC works to enhance small business development is through participation and annual funding of SPARK and the University of Texas at San Antonio (UTSA) Small Business Development Center (SBDC) Satellite Office. With the goal of providing no-cost business advising and training services to local businesses, SPARK and the UTSA SBDC Satellite Office serves the communities of Seguin and New Braunfels. Mr. Larry New and Mr. Scott Hardwick serve as the Business Advisors for our region. Every Tuesday and Thursday they are available to assist local businesses and aspiring entrepreneurs' right here in Seguin. In addition to these business advising services, the UTSA SBDC also holds multiple training workshops throughout the year. All of these services are free of charge to small businesses and entrepreneurs as a result of the funding provided by the SEDC.

SPARK and the UTSA SBDC have requested that the Seguin EDC and New Braunfels EDC continue funding of the satellite office for Fiscal Year 2018-2019. The Seguin EDC would contribute 1/3 (\$70,000) of the funding, while the New Braunfels EDC would contribute the remaining 2/3 (\$140,000). The expenditure of one-third of the costs of the center is to be no more than \$70,000.00. Participation in the SBDC Satellite program will encourage the growth of small business and job creation in Seguin and surrounding communities.

On September 7, 2018, the SEDC Board of Directors approved resolution number 2018-14, authorizing the SEDC's participation in and financial support for the UTSA's Small Business Development Center Satellite Center in an amount not to exceed \$70,000.00. Staff is recommending approval of the resolution by the Seguin City Council.