



**BUILDING THE TEXAS ECONOMY ONE BUSINESS AT A TIME**

## **Texas South-West Small Business Development Center Network**

Annual Report 2022





## Building the Texas Economy **One Business at a Time**

On behalf of Small Business Development Center program, it is my pleasure to present our 2021 result highlights. Over 31,000 small businesses in our 79-county service delivery area were assisted to gain traction and move forward in this time of pandemic. The SBDC client recovery and successes demonstrate the resilience and resourcefulness that enabled our clients to grow their revenues, retain employees and generate impressive state and federal taxes.

I'm pleased to announce that, like the small businesses we serve, our network is also moving forward in innovative ways. In early 2022, in conjunction with the annual #SBDCCDay celebration, we will launch "Texas South-West SBDC Network" as our new name and logo. We enjoy the opportunity to engage with our valued stakeholders to envision new ways to reach the small business community. With your support, we will continue to foster business success, yielding impressive client economic impact for the State of Texas.

A stylized, handwritten signature in black ink that reads "Albert Salgado".

Albert Salgado  
Executive Director  
Texas South-West SBDC Network

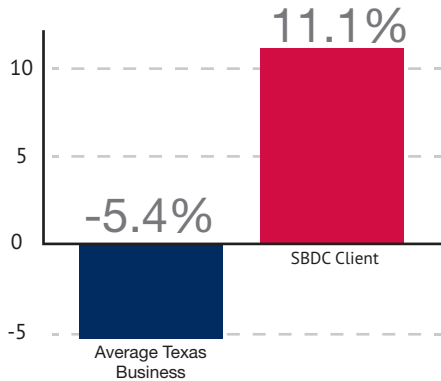


# Texas South-West SBDC Network FY 2021 Client Results

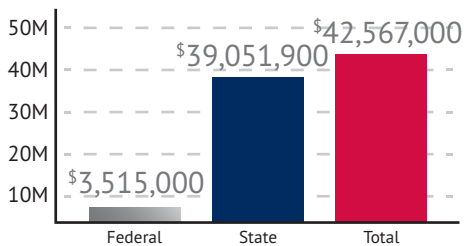
SBDC long-term advising assistance is highly valuable from a public policy perspective because it returns tax revenues to state and federal governments, as well as value and capital to its clients, that are greater than the direct cost of providing the service. For every \$1.00 invested in the Texas South-West SBDC Network, a return of \$7.16 is generated.

— 2021 FINDINGS FROM A NATIONAL INDEPENDENT STUDY BY JAMES J. CHRISMAN, PH.D.

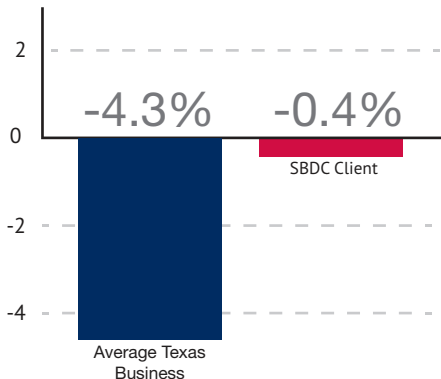
## SALES GROWTH



## NEW TAXES GENERATED



## EMPLOYMENT GROWTH



## COST PER JOB



**\$4,439**  
TEXAS EMPLOYEE

**“A return of \$7.16 for every \$1 invested.”**

## SERVICE RESULTS

**31,651**  
TOTAL BUSINESSES  
SERVED

**23,799**  
TRAINING  
PARTICIPANTS

**1,300**  
TRAININGS / SEMINARS  
& COURSES

**7,852**  
CONSULTING CASES

## IMPACT RESULTS

**1,399**  
JOBS CREATED

**6,727**  
JOBS RETAINED

**\$42,567,000**  
NEW TAX REVENUE  
GENERATED

**454**  
NEW BUSINESS STARTS

**\$294,102,791**  
NEW FINANCING /  
INVESTMENTS

**\$598,261,551**  
NEW SALES/  
CONTRACTS & EXPORTS

# Texas South-West Small Business Development Center Network

## Field Centers and Specialty Centers

### FIELD CENTERS

#### Alpine

Sul Ross State University SBDC  
432.837.8694 | [sbdc.sulross.edu/alpine](http://sbdc.sulross.edu/alpine)

#### Austin

Texas State University SBDC  
512.420.9379 | [sbdc.mccoy.txstate.edu](http://sbdc.mccoy.txstate.edu)

#### Corpus Christi

Del Mar College SBDC  
361.698.1021 | [delmar.edu/sbdc](http://delmar.edu/sbdc)

#### Eagle Pass

SRSU Rio Grande College SBDC  
830.758.5022 | [sbdc.sulross.edu/rgc](http://sbdc.sulross.edu/rgc)

#### Edinburg

UT Rio Grande Valley SBDC  
956.665.7535 | [utrgv.edu/sbdc](http://utrgv.edu/sbdc)

#### El Paso

El Paso Community College SBDC  
915.831.7743 | [elpasosbdc.net](http://elpasosbdc.net)

#### Laredo

Texas A&M International University SBDC  
956.326.2827 | [sbdc.tamui.edu](http://sbdc.tamui.edu)

#### San Angelo

Angelo State University SBDC  
325.942.2098 | [sbdc.angelo.edu](http://sbdc.angelo.edu)

#### San Antonio

University of Texas at San Antonio SBDC  
210.458.2460 | [sasbdc.org](http://sasbdc.org)

#### Victoria

University of Houston-Victoria SBDC  
361.485.4485 | [uhv.edu/small-business](http://uhv.edu/small-business)



### SPECIALTY CENTERS

Located in San Antonio but serving the entire 79 county service area

#### UTSA SBDC Center for Government Contracting

210.458.2458 | [cgc.txsbdc.org](http://cgc.txsbdc.org)

#### UTSA SBDC International Trade Center

210.458.2470 | [texastrade.org](http://texastrade.org)

#### UTSA SBDC Technology Commercialization Center

210.458.2740 | [tcc.txsbdc.org](http://tcc.txsbdc.org)

#### UTSA SBDC COVID Business Recovery Accelerator

210.458.2272 | [txsbdc.org/businessrecovery](http://txsbdc.org/businessrecovery)

### Proud members of the Texas South-West SBDC Network



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