



Institute for Economic Development:

Building the Texas Economy One Business at a Time

Annual Report 2022

UTSA

The University of Texas at San Antonio

Institute for Economic Development

Knowledge Enterprise



A year of bouncing back and helping build, grow and connect businesses, communities and UTSA

I am pleased to present this annual report, which represents the impact of our accomplishments over the course of 2022. The Institute for Economic Development (IED) is committed to building prosperity. We are a catalyzing force for growing the San Antonio and South, West and Central Texas economies.

Our clients are the communities, small businesses, innovators and entrepreneurs of this large part of Texas. As we all endeavor to regain traction from the pandemic, the IED's staff of professionals this past year demonstrated creativity, positivity and dedication to forge new partnerships and incorporate new financing programs that will ultimately benefit our clients—enabling them to set new goals and see a brighter future. Our staff helped our clients create stronger or new enterprises that meant more and better opportunities for our clients and their families, as well as for the community overall.

In our fiscal year 2022, the IED helped create more jobs, start more businesses and expand more businesses than the year prior. More than \$252 million in new financing and investments has been put to use to help our small business clients and the Texas economy grow.

We partnered and engaged with researchers and innovators across UTSA on programs that are key to the IED's mission to small businesses. These projects also represent the collective vision of the IED and the university to develop new programming that improves the quality of life for all San Antonio residents.

The IED worked with the UTSA Westside Community Center to train and advise small businesses and residents. We worked with faculty researchers on sponsored research projects to better connect business discovery and technical evaluation. We hired UTSA students across the university as interns in our small-business programs—additional experiential learning opportunities that support students in their education and degree attainment and their professional development.

We continued to advance the development of UTSA's innovation hub network across San Antonio that will advance and expand UTSA's mission to develop San Antonio's urban core while serving as the flywheel that drives the region's digital economy. We helped entrepreneurs expand their opportunities to commercialize their technology innovations. We also expanded our IED global network to develop entrepreneurialism internationally.

Thanks to these efforts and the partnerships formed with our clients and our UTSA colleagues, we achieved bold goals that mean a brighter future for Texas small businesses. Please take a moment to see the stories of businesses succeeding and lives improving.

Rod McSherry
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The Institute for Economic Development
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Our Economic and Community Impact

\$2.3 Billion

In Direct Economic Impact For 2022

(\$2.3 billion is the aggregate amount of new financing & investments | new sales, contracts & exports)

Service Results

39,031

Businesses Served

1,410

Training Events & Courses

25,731

Training Participants

9,493

Consulting Cases

3,807

Business Research Tasks

Economic Impact

2,864

Jobs Created

7,373

Jobs Retained

483

New Business Starts

541

Business Expansions

\$252,352,985

New Financing & Investments

\$2,070,376,325

New Sales, Contracts & Exports

\$27,020,900

New Tax Revenue Generated

\$991,000,000

IED's Contribution to UTSA

\$2.3 billion
in Direct
Economic Impact

UTSA
Institute for
Economic
Development



About the Institute for Economic Development

For 43 years, the UTSA Institute for Economic Development has helped over 6,000 businesses open their doors and created more than 66,000 jobs in the Texas economy.

We are 10 centers and programs that excel in results-oriented advising, training and research for startups, existing businesses and policymakers seeking strategic economic growth, serving local, regional, national and international initiatives.

IED offers training, consulting, market research, target audience analysis, access to capital, lab to market movement for technology, business start ups, and new export market discovery. IED also offers technology development support.

The Institute is headquartered at the UTSA downtown campus with offices at the UTSA main campus and university heights campus.



The IED propels growth for Texas and beyond: families, communities and their businesses.

UTSA's IED drives economic growth for the state-wide economy to flourish. The IED develops our clients for stronger success.

Our works enables individual families to flourish, too. We serve our state to move people's lives and businesses forward.

We support UTSA as we develop socioeconomic improvement and commercialization of intellectual property.

IED Serves:

- Businesses, Small Businesses and Minority-Owned Businesses
- Innovators, Entrepreneurs and Start Ups
- UTSA Students and Researchers
- Policymakers- Federal, State and Local

IED Provides:



• Economic Development

- Leadership
- Planning
- Networking
- Training



• Technology

- Technology Transfer
- Technology Commercialization



• Business Assistance

- Growth
- Start Ups
- Planning & Strategy
- Financing & Grants
- Advising
- Training
- Networking
- Certifications



• International & Minority Business Development

- Advanced Manufacturing
- Digital Credentials
- Small Business Network of the Americas



• Government Contracting & Procurement

- Cybersecurity Programs & Compliance
- Emergency Preparedness
- HUBzone Program
- Employment Practices
- Regulatory Compliance
- Job Site Safety, Drug-Free Workplace and Effective HR Management
- BidMatch Database-automated government contracting search



• Research

- Economic Impact Analysis, economic policy analysis
- Market Analysis
- Target Audience Analysis

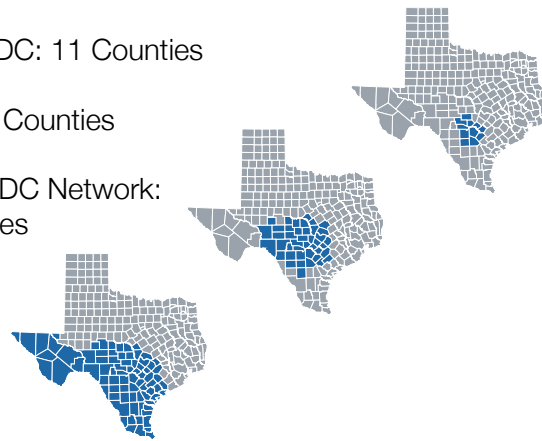


• Trade

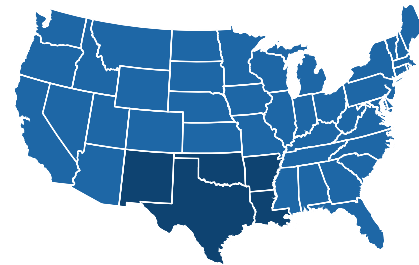
- International Trade
- New Import/Export Opportunities
- Trade Tariff Relief

IED Operates In:

- UTSA SBDC: 11 Counties
- PTAC: 42 Counties
- TXSW SBDC Network: 79 Counties



- SWTAAC: 5 States
- SBDCNet and MBDABC: 50 States



• SBDC ITC: 24 Additional Countries:

- | | |
|--------------------|-------------------|
| Antigua & Barbuda | Paraguay |
| Argentina | Peru |
| Barbados | St. Lucia |
| Bahamas | St. Kitts & Nevis |
| Belize | |
| Brazil | |
| Chile | |
| Colombia | |
| Costa Rica | |
| Dominica | |
| Dominican Republic | |
| Ecuador | |
| El Salvador | |
| Guatemala | |
| Guyana | |
| Honduras | |
| Jamaica | |
| Kenya | |
| Mexico | |
| Panama | |



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In 2022, businesses were emerging from the pandemic, and IED provided the resources, support and training needed to help them move forward.

Here are highlights of IED's impact:

- Created thousands of jobs and retained thousands more
- Created hundreds of businesses starts
- Created hundreds of business expansions
- Supported hundreds of millions of dollars in financing and investments
- Facilitated over \$2 billion in new sales, contracts and exports in our region of service
- Generated tens of millions of dollars in new tax revenue
- Offered thousands of training events and courses

Beyond the impact numbers, here are some other standout milestones from 2022:

- Offered community service, support and training opportunities in UTSA's Westside Community Center to 121 West side businesses and assisted West side firms in acquiring almost \$14.5 million in capital infusion
- Through the Office of Commercialization and Innovation, continued supporting the on-campus innovation ecosystem: completed 35 new invention disclosures and filed 39 patents
- Facilitated 71 Small Business Innovation Research (SBIR) Program applications
- Trained 209 corporations in Cybersecurity for the Cybersecurity Manufacturing Innovation Institute (CyManII)
- Co-sponsored for the U.S. Air Force the first annual FORCECON: Gaming, Technology, Innovation conference held in San Antonio
- Continued to advance the development of UTSA's innovation hub network across San Antonio



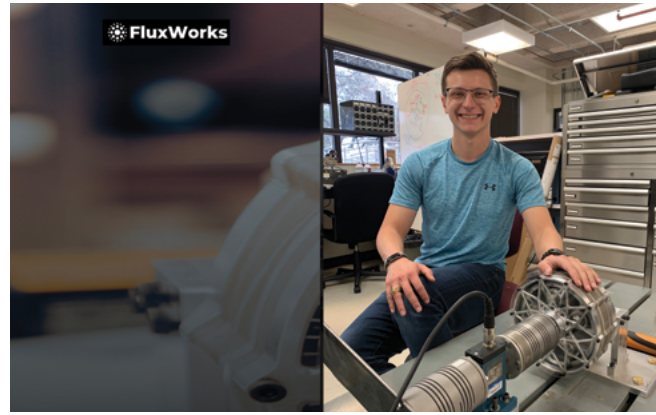
Generating new intellectual property in human well being

The UTSA Office of Commercialization and Innovation (OCI), a strategic partner with IED, continued supporting the on-campus innovation ecosystem. OCI completed 35 new invention disclosures and filed 39 patents. The office also optioned two licenses and two technologies. Highlights of companies developing UTSA technologies in FY22 included:

- EmergenceMed received notice that they have been awarded a direct to Phase II SBIR from AFWERX.
- Ridgeline Therapeutics received a U44 award from the U.S. NIH National Institute on Aging to accelerate development of its muscle regeneration drugs.
- Leaptran received a SBIR Phase I funding award from the USDA National Institute of Food and Agriculture.
- Osteogene Tech Corp received FDA clearance for a UTSA-linked bone graft product called InRoad®.

The Venture Mentor Service San Antonio (VMS-SA) chapter continued to grow with an additional five companies participating. The New Venture Incubator added three companies.

OCI continued to offer workshops for the I-Corps accelerator program throughout the year for UTSA stakeholders. UTSA is a part of the NSF-led National Innovation Network.



Texas innovation assistance leads to awards and support for a quiet, efficient revolution

Bryton Praslicka founded FluxWorks LLC in late 2021 as a doctoral student. FluxWorks is commercializing a series of technologies utilizing their patented magnetic gear platform innovation, which allows for machines with motors and generator systems to be lighter, quieter, more reliable and more efficient. This approach is anticipated to revolutionize the propulsion industry, especially as it relates to air and ground vehicles and robotics, renewable energy, and space industry.

The Small Business Development Center (SBDC) Technology Commercialization Center (TCC) assisted Praslicka with SBIR proposal and pitch preparation assistance. The TCC team also assisted FluxWorks to receive their first place award at the Texas A&M New Ventures Competition and with other first place awards in venture competitions. TCC guided FluxWorks through their America's Seed Fund™ [SBIR.STTR] proposal development effort, including financially sponsoring additional subject matter expert consultants.

The team effort resulted in Flux Works being awarded a direct to Phase II Army SBIR. FluxWorks is looking forward to future SBIR/STTRs and is awaiting response and contracts in both military and commercial markets.



Demonstrating an industry's value to the larger Texas economy

The Center for Community and Business Research (CCBR) concluded a study for the Distilled Spirits Council of the United States (DISCUS) to evaluate the economic contributions and opportunities in Texas created by distillers. In 2020, 190 distillers supported almost 4,900 jobs, over \$2.0 billion in output, near \$948.2 million in gross state product, and over \$334.9 million in payroll.

Despite the unprecedented events produced by COVID-19, in the year 2020, in Texas, distilleries continued generating benefits for nearby communities and the state. Part of this benefit is the supply chain effect that benefits many industries, including farming, manufacturing, travel, hospitality and tourism.



Government contracting vision becomes reality with support from CGC

C2 Threat Solutions founders Brenda and Kevin Clark had a vision is to be the leading provider of strategic and comprehensive threat solutions to governments, corporations, non-profits, and academic institutions.

They started working with the SBDC Center for Government Contracting (CGC) in 2016. The CGC helped them with capability statements and local, state and federal certifications. As a result, C2 Threat Solutions has subsequently been awarded several prime contracts that has allowed the company to grow and move forward on fulfilling their vision.



Serving his country by staffing health care facilities

Gabriel Wander is the founder and president of Wander Staffing, and an Army combat veteran who served over two decades deployed around the world supporting tactical and medical missions of U.S. forces, and one of the foremost experts in tactical trauma anesthesia.

He combined his extensive healthcare and military experience and founded Wander Staffing in 2018 to provide mission critical staffing solutions to the U.S. government.

That year, he reached out to the UTSA Procurement Technical Assistance Center (PTAC) where he received help to expand his business: developing business management structures including marketing methodologies and pricing structures, operating strategies and agreements for contracting personnel, and setting up for System Award Management Registration and Federal Business Opportunities (FBO).

Wander Staffing's success includes being a prime and subcontractor for numerous healthcare staffing contracts, where it serves large medical centers to austere and remote hospitals in five states. These contract values approach \$10 million. Mr. Wander believes PTAC has been instrumental in helping him build his company.



Trucking success drives international expansion to Texas

Hope Logistics LLC is a trucking company located in the San Antonio-New Braunfels metro area, and is owned by Luis Francisco Bello Hernández and Luis Bello Cabrera.

In 2022, they reached out to the Texas International Business Accelerator (TIBA), a part of SBDC International Trade Center (ITC). TIBA worked closely with Hope Logistics to define its U.S. business model, develop a solid investment business plan including financial projections, plan long-term goals, and provide valuable market information.

The business began in Mexico in 2016. Creating success, they looked to expand their service area to Texas. Mr. Hernandez realized they needed to develop an investment business plan to better understand the U.S. market and meet immigration requirements.

The company rents truck tractor, dry van, and refrigerated trailers for companies needing reliable transportation equipment. It provides clients with the flexibility to choose from various equipment options and monthly or yearly contracts, depending on their needs.

The results are foreign direct investment, job creation, increased sales and economic growth in Texas. Hope Logistics plans to expand services in the next five years.



Award-winning manufacturer enjoys partnering success

Cornerstone Valve joined the San Antonio Minority Business Development Agency (MBDA) Advanced Manufacturing Center in 2019 and was awarded by the 2022 San Antonio Minority Enterprise Development (MED) Week Consortium as the 2022 San Antonio Minority Advanced Manufacturing Firm of the Year.

The MBDA has served the company with socio-economic certifications, creating a capability statement, conducting market research, referral services, and providing technical workshops and access to capital services.

Despite the recent pandemic economy, Cornerstone Valve has increased its sales revenue, increased market share and enhanced customer response time.

Cornerstone Valve shares credit with the MBDA for their successful business expansion with federal agencies, stating it would have been nearly impossible to do so without their guidance.

Since 1990, Cornerstone Valve is a leading manufacturer of custom-engineered ball valves and is a women-owned and minority-owned firm. The company focuses on serving extreme applications in oil & gas, US defense/ Aerospace, and more.



Caring for cars and customers leads to a clean sweep across San Antonio

The Bubble Bath Car Wash business is a proud family business, founded in 2005 after dentist, Larry Lopez, decided to transition from a 20-year career in dentistry to a business that his whole family could build together. This was his dream. And it came true.

President Nick Lopez, Larry's son, and Larry have been working with the San Antonio Small Business Development Center (SBDC) for over 10 years to help the family business grow.

The San Antonio SBDC most recently has helped the company expand and open its new location on Gilbeau Road in San Antonio. This expansion has led to ten new full-time jobs, 35 new part-time jobs and 15 retained jobs.

The company started with a self-serve, wand wash. In 2008, the family opened the very first Bubble Bath Car Wash Express Tunnel in San Antonio's Medical Center area. Now it has five state-of-the-art car wash tunnels across San Antonio.



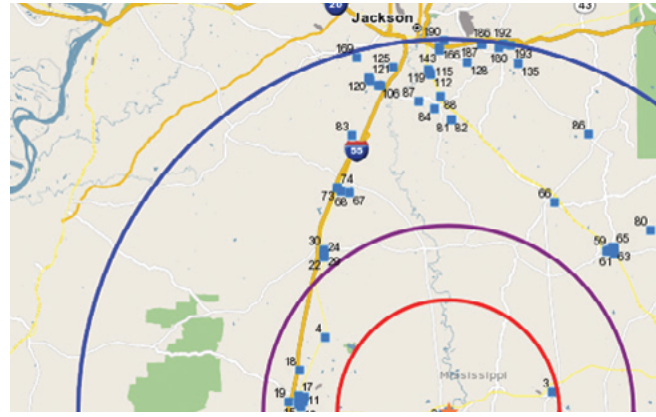
Machine shop partnered for improvement and withstood the pandemic

Established in 1946, San Antonio's Anthony Machine, a machine shop manufacturer, provides precision manufacturing, assembly, and repair services for companies in the Energy, Defense, Aerospace, Aggregate, and Transportation industries.

In 2017, its leadership was focused on new ideas to generate revenue but found themselves lacking funds to implement the ideas. The company engaged with the UTSA Southwest Trade Adjustment Assistance Center (TAAC) for help from the U.S. Economic Development Administration (a bureau of the U.S. Department of Commerce) Trade Adjustment Assistance for Firms (TAAF) program.

Aware of the rising cost pressures due to foreign made machine parts, a recovery plan was developed to focus on marketing, manufacturing, and support systems.

After two years into the TAAF program, employment had increased by 12.5% and sales had increased by 23.5% leading to a 10% increase in productivity. It strengthened the company to withstand the pandemic that caused a temporary slowdown.



Mississippi business benefits from IED nationwide services

Hosted at UTSA by the Texas South-West Small Business Development Center (SBDC) Network, the SBDC National Information Clearinghouse (SBDCNet) is the official business research and support program for the national SBDC network. The center's team serves clients across Texas and the nation, helping entrepreneurs make better business decisions for a more resilient future.

Utilizing its specialized resources, including GIS market analysis, the Center provided SBDCs and their clients with the kinds of powerful information and resources that are often out of reach for most small businesses.

As an example, Rita Mitchell of the Mississippi SBDC Network recently stated, "Thank you for your astonishingly thorough and granular report for our client who is working on a business expansion. This data is crucial as we work so diligently to focus on our client's best opportunities after two years of COVID. My deep appreciation for the depth of this report and your dedicated work."

The Center also provides meaningful experiential learning opportunities for undergraduate and graduate students.

The Institute for Economic Development: Ten centers. Tens of thousands of jobs.

The IED staff is comprised of experienced professionals from ten center and programs, all working to launch and improve businesses and improve the lives of the employees who work there.

In the process, we build a thriving Texas economy. This year, we've helped small businesses create and retain over 10,000 jobs.

Read more about our centers below.

Our centers

Texas South-West Small Business Development Center Network (TXSW-SBDC Network)

Is comprised of 10 SBDC-affiliated offices. Each office is hosted by a local university or community college within a 79-county region, stretching from the Gulf Coast to South Texas through Central Texas and across parts of West Texas. In partnership with the U.S. Small Business Administration (SBA), The University of Texas at San Antonio (UTSA) administers the Network, its affiliate offices and three specialty centers—SBDC Center for Government Contracting, SBDC International Trade Center and SBDC Technology Commercialization Center.

(210) 458-2020
txsbdc@utsa.edu
<http://www.txsbdc.org>

UTSA Small Business Development Center (SBDC)

Offers integrated services to meet the needs of experienced small business owners as well as entrepreneurs just starting a business. Servicing San Antonio and the 10 counties surrounding Bexar County, the UTSA SBDC's professional staff provides confidential, one-on-one business advising at no charge and most training at no charge with a few training courses being low charge.

Richard Sifuentes, director
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<https://sasbdc.org>

UTSA SBDC Center for Government Contracting (CGC)

Provides programs that assist small business owners, veteran entrepreneurs, women-owned small businesses,

employers, and entrepreneurs. These services are reflected in the following programs: Texas Cybersecurity Compliance Program, Employer Services and Emergency Preparedness. The service area includes 79 counties of the Texas South-West SBDC Regional Network.

Terri Williams, associate regional director
(210) 458.2458
<https://cgc.txsbdc.org>

UTSA SBDC International Trade Center (ITC)

Is one of the largest and most successful international trade assistance organizations in Texas. Staff provide technical trade advising, customized market research and innovative training programs for companies seeking access to global markets. To develop foreign market distribution channels, the Center has led the Small Business Network of the Americas (SBNA) initiative to expand the implementation of the SBDC model into 23 countries in the Western Hemisphere.

Cliff Paredes, associate regional director
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<https://texastrade.org>

UTSA SBDC Technology Commercialization Center (TCC)

Supports science and technology-based innovation and entrepreneurship to foster a globally competitive economy in Texas. The Center provides confidential management advisory services for high-tech entrepreneurs, scientific researchers, start-ups, and established businesses. Clients of the center qualify to receive technical and business assistance with America's Seed Fund™ (federal funding), technology readiness assessments, intellectual property assistance, venture pitches, federal and state research and development grants/contracts and more.

Bijo Mathew, director
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(210) 458.2745
<https://tcc.txsbdc.org>

SBDC National Information Clearinghouse (SBDCNet)

Is the official nationwide research program of the U.S. Small Business Administration. SBDCNet provides

in-depth, customized market research business development resources and training services to SBDC advisors and their clients. The Center's team of researchers is dedicated to meeting the small business information needs of nearly 1,000 Small Business Development Centers across the US and its territories.

Matthew Jackson, director
matthew.jackson@utsa.edu
1-800-689-1912
www.sbdcnnet.org



SBDC Client: Flowar Construction in El Paso

Center for Community and Business Research (CCBR)

Offers applied economic and business research to serve the needs of economic development agencies; businesses; trade associations; city, state and federal governments; and other community stakeholders in search of information to make well-founded business and policy decisions. CCBR conducts research projects to provide insight into how organizations, communities, or the economy are impacted by major new developments, projects and policies.

Thomas Tunstall, senior director
(210) 458.2472
<https://ccbr.iedtexas.org>

Procurement Technical Assistance Center (PTAC)

The Procurement Technical Assistance Center (PTAC) is a specialty center of the UTSA (IED) assisting small and large businesses in the 42 county coverage area with no cost advising, training and networking with local, state, federal and DOD agencies in support of large-scale expansion. The UTSA PTAC is funded in part through a cooperative agreement with Department of Defense. Results include providing advising, training, and networking to 4,291 small and large businesses, through 1,449 counseling sessions, totaling 1,710 one-on-one advising hours. The UTSA PTAC also provided local, state, federal government contract training, hosting 55 participated events totaling 2,842 attendees. In addition, the UTSA PTAC added \$963,740,796 prime and sub-contracts.

Curtis Graham Mohler, PTAC regional program manager
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<https://ptac.iedtexas.org>

Minority Business Development Agency (MBDA) Business Centers - San Antonio

As one of the largest operators in the Minority Business Development Agency's network, UTSA operates four MBDA Centers. The San Antonio MBDA Business Center, Export Center, Advanced Manufacturing Center, and COVID-19 Business Resilience Center collectively assist minority business enterprises to increase profits and employment numbers by providing targeted management and technical assistance. Services include access to contracts and capital, business matchmaking,

specialized training, and referral services in the local and international markets.

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Southwest Trade Adjustment Assistance Center (SWTAAC)

Assists U.S. manufacturing and service firms that are negatively impacted by foreign competition to regain profitable growth. SWTAAC staff provides management consulting and strategic business planning services to help firms in the five-state region of Texas, Louisiana, Oklahoma, Arkansas and New Mexico. Results include \$229 million in sales, 800 retained jobs and a 173% productivity increase.

Steve Wyatt, MBA, JD, executive director
Southwest Trade Adjustment Assistance Center
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SBDC Client: Cutting Edge Gamer in Austin

Values

Innovation:

Fostering a culture of creativity by embracing change, lifelong learning and risk-taking.

Service:

Delivering results and fostering diversity by being responsive, adding value, providing solutions, and collaborating.

Excellence:

Exceeding stakeholder expectations by achieving results, demonstrating leadership, and leveraging our resources and expertise.

Integrity:

Building our reputation by being accountable, credible, ethical, and respectful.

Our Partners:

U.S. Small Business Administration, Minority Business Development Agency, The State of Texas, Economic Development Agency, Defense Logistics Agency and more



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