

Annual Report 2021

Institute for Economic Development:

A Powerhouse for Regeneration in 2021

UTSA

The University of Texas at San Antonio

Institute for Economic Development

Knowledge Enterprise



Boldly building, growing and connecting: businesses, communities and UTSA

I am pleased to present this annual report, which represents the impact of our accomplishments over the course of 2021.

The Institute for Economic Development is committed to building prosperity. Our clients are the communities, small businesses, innovators and entrepreneurs of South Texas. In one of the most challenging years since its founding in 1979, the IED's staff of professionals 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, despite the setbacks we faced during the pandemic.

The IED increased new financing and investments by 24% this year, an increase of over \$98 million. This means more than \$500 million has been put to use to help our small business clients and the Texas economy.

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. The IED also collaborated with the UTSA Open Cloud Institute on a program that could potentially help the U.S. government address their supply chain issues. We worked with faculty researchers on sponsored

research projects to better connect business discovery and technical evaluation.

The IED and the Carlos Alvarez College of Business partnered on several programs. Students met with the city's small businesses to improve our clients' operations. We presented a COVID business town hall on supply chain issues. The IED and the college also applied for, and won, a National Science Foundation grant. This award will fund additional programs that will benefit small businesses and offer new experiential-learning opportunities to students.

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.

The IED's partnership with the UTSA Office of Academic Affairs and the UTSA Graduate School led to new courses for the university's online credentialing programs. We worked with the UTSA HUB program to diversify our suppliers. We promoted new innovations in the hub concept that will advance and expand UTSA's mission to develop San Antonio's urban core, and thus serve as the flywheel that drives the region's digital economy.

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.

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Institute for Economic Development
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Our Economic and Community Impact

\$3.0 Billion

In Direct Economic Impact For 2021

(\$3.0 billion is the aggregate amount of new financing & investments | new sales, contracts & exports)

Service Results

40,693

Businesses Served

1,355

Training Events & Courses

26,020

Training Participants

10,329

Consulting Cases

4,344

Business Research Tasks

Economic Impact

1,792

Jobs Created

9,203

Jobs Retained

469

New Business Starts

496

Business Expansions

\$500,091,908

New Financing & Investments

\$2,465,684,491

New Sales, Contracts & Exports

\$42,567,000

New Tax Revenue Generated

UTSA
Institute for
Economic
Development



About the Institute for Economic Development

For 42 years, the UTSA Institute for Economic Development has helped over 5,000 businesses open their doors and created more than 58,000 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 community leaders seeking strategic economic growth, serving local, regional, national and international initiatives.

The Institute is located at the UTSA downtown campus.



Rebuilding Texas and beyond: families, communities and their businesses.

UTSA's Institute for Economic Development is committed to supporting our clients, the university and the state as a whole.

We do this by pursuing the direction of the university to be a catalyst for socioeconomic development and for commercialization of intellectual property.

We serve to move people's lives and businesses forward and upward through building the management, financial, capital, sales and marketing, research, technology and trade assistance needed, plus technology development support.

As businesses everywhere struggled to reestablish themselves

from the effects of the COVID-19 pandemic, the UTSA Institute for Economic Development (IED) provided support, training and hope to small businesses.

This support for small businesses, the economic backbone of our state and nation's economy, resulted in \$3 billion in direct economic impact in FY 2021, even greater than our FY 2020's \$2.4 billion in direct economic impact. And this tremendous boost to the economy was produced by helping one small business at a time.

Let's look a little closer at how IED helps small businesses in San Antonio, the Bexar County area, the nation and internationally as well.

IED is comprised of 10 centers that are experts in their field and have strong experience to help guide their support. IED offers training, consulting, market research, target audience analysis, help in financing, technology commercialization, business growth and start ups, new sales contracts and new import/export opportunities.

Here are some highlights of IED's successful fiscal year in 2021:

- 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 close to \$2 billion in new sales, contracts and exports
- Generated tens of millions of dollars in new tax revenue
- Offered thousands of training events and courses
- Offered the first community service, support and training opportunities in UTSA's Westside Community Center
- Worked with stakeholders to advance plans for CyManII
- Worked with stakeholders to advance the development of Innovation Park in San Antonio
- Worked to expand Port San Antonio, including efforts to locate the US Space Force command center in San Antonio

Example short stories of this successful work by the IED team:

Manufacturer being harmed by China is helped and prospers

Manufacturer of Flanges, Winches, Jacks, Hoists, and Sprockets
This manufacturer was founded in 2001 and is located in Houma, Louisiana. The firm is located in a 25,000 square foot facility. When the company was certified into the TAAF program, it was being negatively impacted by China & Taiwan.

The Southwest Trade Adjustment Assistance Center (SWTAAC) performed a diagnostic analysis and concluded that the company needed assistance in the marketing and support systems. Staff training and

new software played a pivotal role in the development of new business. In addition, marketing projects in the area of website upgrades and 3-D modeling allowed it to reach a more diverse clientele, increasing sales in the long-run.

The firm's sales in 2019 were \$5.5 million compared to \$1.7 million at the time of certification or an increase of 69%. Their current employee count is 28 compared to 17, an increase of 39% since the date of certification.

Evergreen media presence supports the UTSA brand

The Center for Community and Business Research (CCBR) regularly speaks to the media about the economic implications of COVID, crude oil prices, and supply chain disruptions. With this continual presence in the San Antonio media, marketing CCBR is strengthening the brand of UTSA and growing its reputation and importance to the community.

CCBR has developed forecasts regarding the economic impact of COVID on UTSA and the San Antonio area economy.

Local small business support strengthens the whole of society

The UTSA San Antonio Small Business Development Center (SBDC) had another great year serving small businesses in San Antonio, Bexar County, and surrounding 10 counties.

During FY 2021, the SBDC team served 8,511 people through one-on-one advising (7,219 consulting

hours) and workshops (194 training events). Through these efforts, we have assisted our clients in achieving the following results:

Business Starts: 97
Business Expansions: 81
Total Capital Obtained by Clients: \$41.0M
Jobs Created: 533
Jobs Retained: 675

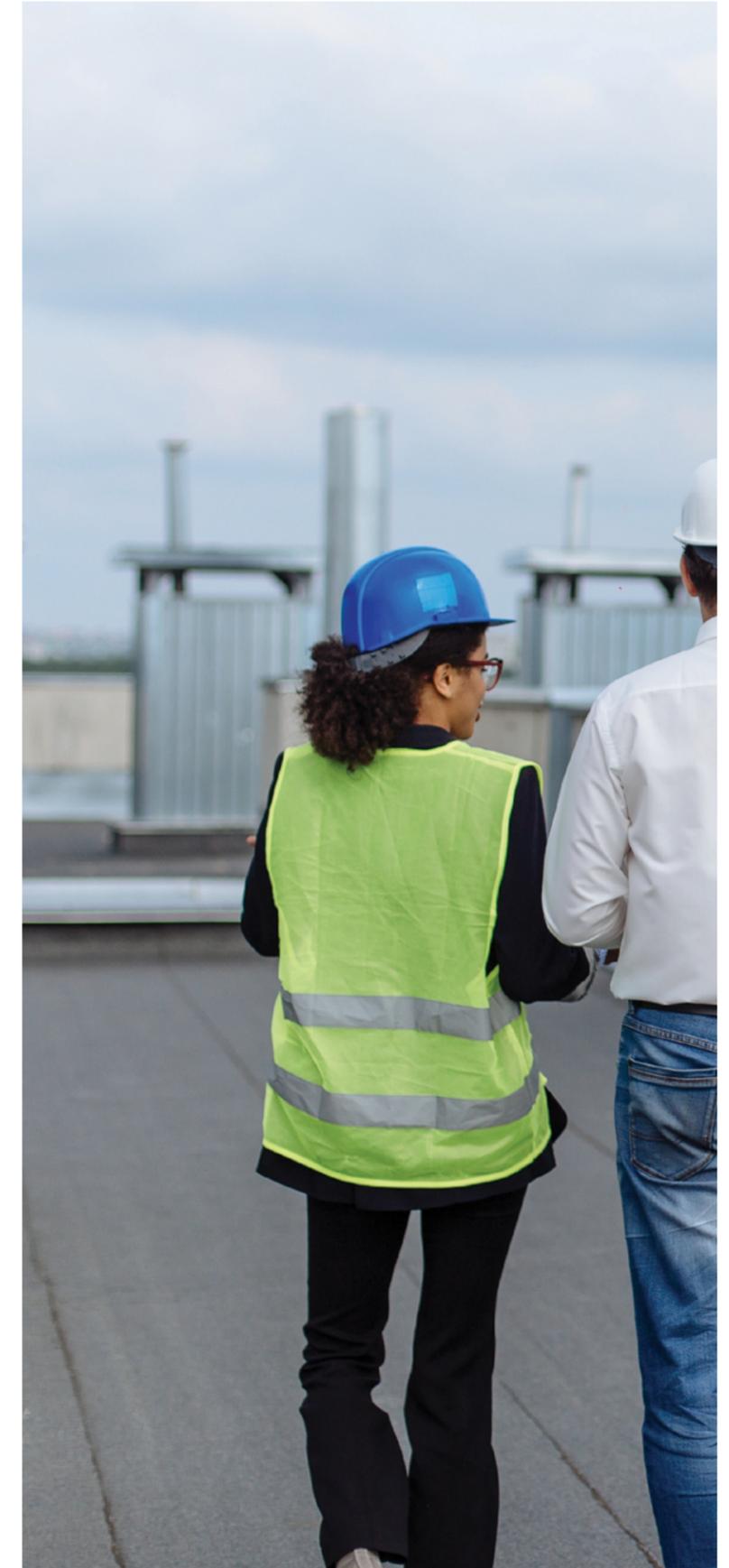
Customized small business market research helps them thrive

The SBDC National Information Clearinghouse (SBDCNet) serves clients nationally. In FY 2021 it assisted over 4,700 small businesses and their advisors with customized market research. Through these efforts, the Clearinghouse supported thousands of jobs and the development of more resilient businesses across the country.

Pivotal role in San Antonio bid to host Summit of the Americas

The City of San Antonio recently submitted a bid to host the 2022 Summit of the Americas where heads of state come together to solve common problems in the Americas. UTSA's groundbreaking efforts to expand its Small Business Development Center (SBDC) program to over 24 countries in the Americas was a key part of San Antonio's bid and an important evaluation criteria for the Summit of the Americas selection committee.

[short stories of success continued on next page]



Additional \$71 billion in contracts for FY 2021

The Procurement Technical Assistance Center (PTAC) FY 2021 work resulted in adding \$71 billion in prime and sub-contracts for their Texas clients. PTAC also helped 27 businesses with \$948 million in expansions in local, state, federal and Department of Defense prime contracts for business. PTAC serves a 38-county area in Texas.

PTAC staff provided services such as advising, training, and networking to 3,593 businesses this year. PTAC also provided local, state, federal government contract training to 2,262 clients at 54 events.

PTAC is led by Regional Program Manager Curtis Mohler. Mohler negotiated to secure the Bell County Coverage area that includes Fort Hood Texas, one of the largest military installations in the world. This expands PTAC's new client base.

Celebrating a 100,000 project completion milestone

The SBDC National Information Clearinghouse (SBDCNet) is the official business research and support program for the national SBDC network. For over 20 years, the SBDCNet has been dedicated to meeting the information and resource needs of the small business community and working in partnership with SBDCs to ensure their clients' success.

In FY 2021, the center surpassed a major milestone, completing its 100,000th project for SBDC small business clients. The center continued to leverage its

vast expertise, experience and specialized resources to help SBDC clients across the country succeed in the face of the ongoing pandemic, whether they were striving to recover and become more resilient or bring their COVID-19 innovations to market. The SBDCNet is led by Director Matthew Jackson.

Client selected to pitch technology to US government

The SBDC Technology Commercialization Center (TCC) has been working several years with Twin Hawks, an advanced coating technology startup, based in Schertz, Texas. Under the advisory guidance of Director Bijo Mathew, the startup has continued to evolve their coating innovation from concept to market.

The coating technology, invented by Twin Hawks Co-founder George Kenneth Rice, UTSA Professor Miguel Yacamán and postdoctoral researcher Ekaterina Vinogradova. UTSA's Office of Commercialization & Innovation filed the intellectual property in 2016 and licensed the exclusive rights to the company. They received a patent in June 2020 (US Patent 10,683,582).

Coached by TCC, the company was among a select few Texas-based companies chosen to pitch their innovation to U.S. Department of Defense Science and Technology scouts for military applications.

Building upon the feedback and suggestions received at the engagement, Twin Hawks President Ignacio Santos entered into multiple Sponsored Research and Testing

Agreements totaling over \$325,000 with UTSA Corrosion Research Laboratory. UTSA mechanical engineering Assistant Professor Brendy Rincon is seeking to further research the coating protection for other uses.

"The expert guidance provided by Bijo Mathew has been critical in allowing us to progress from our early concept to our advanced prototype stage," said Santos. "We at Twin Hawks are thrilled and grateful with what the UTSA Technology Commercialization Center has done for us."

The TCC also helped its clients secure:

- National Science Foundation Small Business Innovation Research (SBIR) Phase II Grant, \$745,127;
- Department of Energy (DOE) Solar Desalination Prize Innovation Award, \$50,000 cash;
- DOE Solar Desalination Prize Teaming Award, \$250,000 cash + \$100,000 in research vouchers;
- United States Air Force (USAF) SBIR Phase I, \$50,000;
- USAF SBIR Phase II, \$750,000.

Minority businesses gain support to expand domestically and internationally

As a result of consistently high performance in helping minority businesses, UTSA MBDA's three centers were awarded new, five-year contracts from the Minority Business Development Agency (MBDA). UTSA MBDA's Advanced Manufacturing Center secured over \$125 million in procurement and financial transactions and created/retained over 580 jobs this past year.



From the vice president

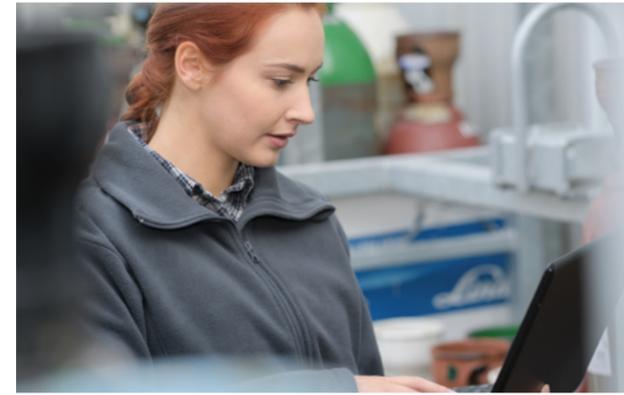


Bernard Arulanandam, Ph.D., MBA
Vice President for Research,
Economic Development, and
Knowledge Enterprise

Through a year of strong effort to help strengthen our economy and small businesses, the important work of The Institute for Economic Development put a spotlight on what we can achieve by working together. It helped small businesses connect to vital resources which allowed them to renew and thrive. The economic impact of 2021's recovery efforts demonstrated how essential their work is to our Texas economy.

The year ahead promises even more hope and renewal: UTSA has achieved Carnegie R1 status, which designates US universities that engage in the highest levels of research activity. This will allow us to more strongly pursue our university mission and to be an exemplar of innovative excellence for all. And, strengthen our work to bring additional assistance to even more innovators and entrepreneurs. Our on-campus research is expanding in critical disciplines such as biomedicine, all things cyber, national security, education, the arts, and more.

UTSA is uniquely positioned to serve our communities, which reflect the demographic future of our country. Please join us in supporting and advancing new knowledge for societal impact and benefit for all.



Generating new intellectual property in human well being

In 2021, the UTSA Office of Commercialization and Innovation (OCI) continued supporting the on-campus innovation ecosystem. OCI managed 25 new technology disclosures and 47 patent filings, with 24 patents issued in fiscal year 2021.

UTSA technologies newly licensed or optioned in FY21 included:

- an implantable drug delivery system for pain management,
- an emergency medical suction device for obstructed airways,
- and antigens potentially useful for diagnosis and immunization against Valley fever infection.

The Venture Mentor Service San Antonio (VMS-SA) continued to grow this year and by the end of the year had nine companies participating.



Texas innovation for oil and gas field water desalinization

The SBDC Technology Commercialization Center (TCC) helped technology startup, Katz Water Technologies (KWT), grow from 2 to 15 employees and win over \$1.8 Million in government research and development (R&D) funding towards market commercialization. The federal innovation investment dollars received from the National Science Foundation and the U.S. Air Force have been critical for KWT to build their prototype and test facility for their innovative and patented thermal distillation system. The technology addresses worldwide challenges around the rapid depletion of fresh water supplies used in the oil and gas industry. The technology cleans polluted water generated from hydraulic fracturing used in the oil and gas industry. An average of 10 barrels of polluted water is produced with each barrel of oil. KWT is a recipient of the American-Made Solar Desalination Prize, sponsored through the U.S. Department of Energy. A cash prize of \$300,000 and \$100,000 in research vouchers was awarded.

Gary Katz, founder and President of KWT, expressed his enormous gratitude for the assistance they received from Director Bijo Mathew and the TCC team. He urges all entrepreneurs to reach out to the team and said it is an excellent resource for early-stage technology businesses.



Restaurant's signature dishes continue to satisfy customers

They retained all their employees during the pandemic while continuing to satisfy their customers. And, it all started back when Alex's parents got married and opened their restaurant business—San Antonio's La Fiesta Patio Café restaurant. It was founded by Patricia Diaz and her husband. Their daughter Alexandra "Alex" Fritz and Alex's brothers grew up in the family business, and they all built it for decades.

Then, COVID-19 came along and threatened the existence of the business they had worked so hard to grow. The family searched for ways to stay open, keep their employees and better serve their customers.

Alex and her brothers worked to apply for SBA loans. The family had heard about the UTSA SBDC COVID Business Recovery Accelerator and contacted Senior Business Advisor Néstor Astorga. Nestor helped them get approved for the Paycheck Protection Program (PPP), and they saved the jobs of all 20 employees.

Now the family business is thriving, all employees continue to work and customers continue to satisfy their cravings for delicious Tex-Mex food and the signature puffy tacos and Tex-Mex enchiladas.



UTSA brings experience to North East ISD cybersecurity program

The Small Business Development Center (SBDC) Center for Government Contracting (CGC) brought its resources and experience to the Institute of Cybersecurity and Innovation (ICSI). The center is a new program of the North East Independent School District (NEISD) in San Antonio that is giving students real-world experience in the cybersecurity field.

Terri Williams, associate regional director of the CGC, leads her center's support of the program, which matches students with small business owners so that they can serve as risk management personnel and provide input on cybersecurity matters.

The ICSI will not only enhance students' skills, it will also prepare them for college and their futures. For small businesses owners, the program is an opportunity to receive assistance in mitigating risks and building cybersecurity plans.

For the students of NEISD who attend the ICSI and experience its cybersecurity learning, they indeed have a wonderful opportunity to gain a head start in a rewarding and much-needed career field.



Cybersecurity firm enjoys fruits of partnering with UTSA PTAC

Air Force veteran, Jose Sandoval, CEO and president of Sandoval Technology Solutions (SandTech), secured in 2021 government contracting awards totaling over \$2.7 million and two others with ceilings of \$50 billion and \$21 billion. Mr. Sandoval has been working with the Procurement Technical Assistance Center (PTAC) and its leader, Curtis Mohler, since SandTech's start in 2012.

Together, they have developed management strategies and operating procedures. PTAC also guided SandTech to advanced stages of federal government contracting, including capture of large-scale opportunities. Success has followed this collaboration. "The UTSA PTAC through the direct support of Curtis Mohler is a huge reason we have grown to where we are today," said Sandoval.

SandTech has a long-established reputation in cybersecurity as a defense contractor with the National Security Agency and Department of Defense. It has recently branched into the commercial sector with the goal of providing the same degree of high-end security capabilities to medium and small businesses.

Sandtech recently unveiled a new security operations center in San Antonio. It has 70 employees in the city and supporting federal contracts on Lackland Air Force Base, in Washington, D.C., and elsewhere.



A faltering economy lead to global expansion and growth

GOAL Industries is a Texan company in the metal recycling industry with roots to Mexico, founded by Carlos and Sergio Gordo. Within a few years of its founding, GOAL Industries went from being a start-up to an exporting company with a global presence in 11 countries. Here's how they did it.

In 2019 GOAL Industries was consolidated in the US and Mexican markets. The Gordo brothers contacted the UTSA SBDC International Trade Center (ITC) for help with their plans to expand. And they did expand, into Brazil, Belgium, China, India and Spain. ITC provided training, international market research, industry and competitive analysis and distribution channel information. This information was useful for the client to determine what region of the US and the global market to focus resources on and to determine possible new customers.

During the COVID-19 pandemic, the company needed to adapt. The brothers decided to reevaluate their business plan. Market research provided by ITC Senior International Business Advisor Julio Garcia de las Mestas assisted as the company expanded into the United Kingdom in 2020. This information helped them continue expanding in 2021 to Malaysia, the Netherlands, Saudi Arabia, and South Korea.



Award-winning shop enjoys partnering success

Since opening in August 2012, Lark Industries has grown to become El Paso's most dependable industrial machine shop. Along the way, Lark has partnered with the San Antonio Minority Business Development Agency (MBDA) Advanced Manufacturing Center.

This partnership has built success: Lark Industries was the 2021 Minority Enterprise Development (MED) Week Award Winner in the advanced manufacturing category.

Since August 2017, The Advanced Manufacturing Center has assisted Lark Industries in different capacities, including access to capital, access to contracts, technical training, and B-2-B networking.

Lark Industries provides manufacturing of precision-machined parts to support client needs for medium to small-sized parts. These manufactured parts have are widely varying in complexity. Lark has many processes and state-of-the-art machinery and facilities to fully serve their clients. They deliver high-quality products and services at affordable prices.



Supporting pediatric urgent care facility growth

Hopscotch Health is a modern children's urgent care facility with two locations in San Antonio, founded in 2021. It is locally owned, dedicated to children's care, and provides a personalized experience that is fast, clean, and modern. It provides care for children by experienced providers who specialize in children's care.

Founder Dr. Esteban Lopez was referred to the UTSA Small Business Development Center (SBDC) for help with opening a pediatric urgent care facility.

UTSA SBDC's Tracie Shelton Hervey worked with Dr. Lopez to help research and develop a strategy for opening the facility. With the help of research from SBDCNet, the team was able to identify locations that best fit the targeted demographic. Jennifer Aquino at BBVA, helped with financing for the two locations.

He has been able to create five new full time jobs. Dr. Lopez sees these two locations as only the beginning and plans to open six more locations in San Antonio. "SBDC was an invaluable resource to help me go from an idea to a business that's now helping care for thousands of children across the region during the pandemic. SBDC helped me every step of the way. They are a great service to budding entrepreneurs," Lopez said.



Expansion from regional to national provider of seafood

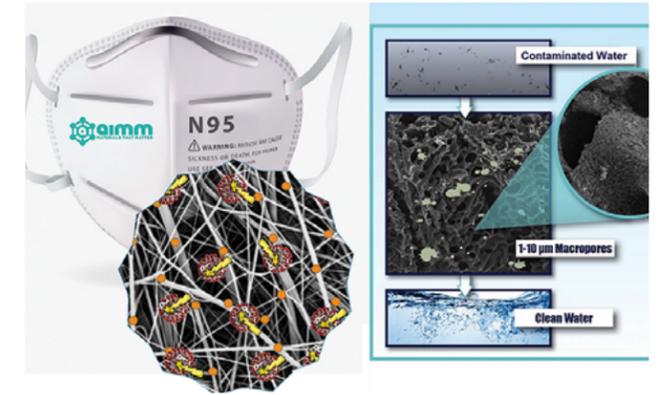
Cajun family owned and operated since 1976 in the heart of South Louisiana, Guidry's Catfish, Inc. is the largest catfish processing facility in the state and one of the largest producers of U.S. farm raised catfish in the United States. But they weren't always this big.

Guidry's Catfish, Inc. had its beginnings in 1975 in the delta wetlands of the Atchafalaya Basin where Bobby and Debbie Guidry first placed catfish traps as a means of earning extra income. In 1976, after doing research on the catfish industry, Bobby Guidry took a step into the future and began processing U.S. farm-raised catfish.

Processing out of a 20'x20' building, the Guidry's, along with a handful of family members and several close neighborhood friends, would work all day and into the night to process the 4,000 or so pounds of farm raised catfish they had trucked in each day.

With the help of the Southwest Trade Adjustment Assistance Center (SWTAAC), Guidry's Catfish was able to experience an overall expansion in market share. This specific growth has allowed the firm to expand their production plant.

Guidry's now employs over 180 people and operates out of a 100,000 square foot state of the art facility.



Pivoting from water purification to self-disinfecting N95 masks

Dayton, Ohio technology startup Advanced & Innovative Multifunctional Materials, LLC (AIMM) founded by Dr. Luis Estevez and Mrs. Erin Estevez had an original plan to address water scarcity in the developing world. They had developed a versatile, advanced nanocomposite porous material for use in water purification systems. With the onset of the pandemic and a surge in the need for personal protective equipment, the Estevezes saw another opportunity to help our communities—apply their proprietary technology to produce self-disinfecting, safely reusable N95 respirator facemasks.

SBDCNet was contacted for assistance in identifying market opportunities and developing a roadmap for the products. AIMM knew it would be critical to have research and data to make the right decisions. "The in-depth business research and market data provided by SBDCNet has been instrumental to our success," said Dr. Estevez.

With their plan and SBDCNet research in hand, AIMM has since secured additional capital to advance their efforts, including \$75,000 from the MedTech Launch Fund as well as two \$50,000 Air Force Phase I STTRs. AIMM has also been invited by the NSF to submit an SBIR proposal and are in discussions with other government entities about potential market opportunities.

The Institute for Economic Development and the economic development story

Our IED staff work with diligence to deliver our best to our clients to help them thrive.

We've helped small businesses create and retain over 10,000 jobs this year.

We will continue to help more businesses stabilize, rebuild and retrain for the new ways of doing business, including strengthening their resilience to remain successful into the future.

Our centers

UTSA South-West Texas Border Small Business Development Center Network (SWTXB-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.

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.

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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, Emergency Preparedness and the COVID Business Recovery

Accelerator. The service area includes 79 counties of the South-West Texas Border SBDC Regional Network.

(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.

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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.

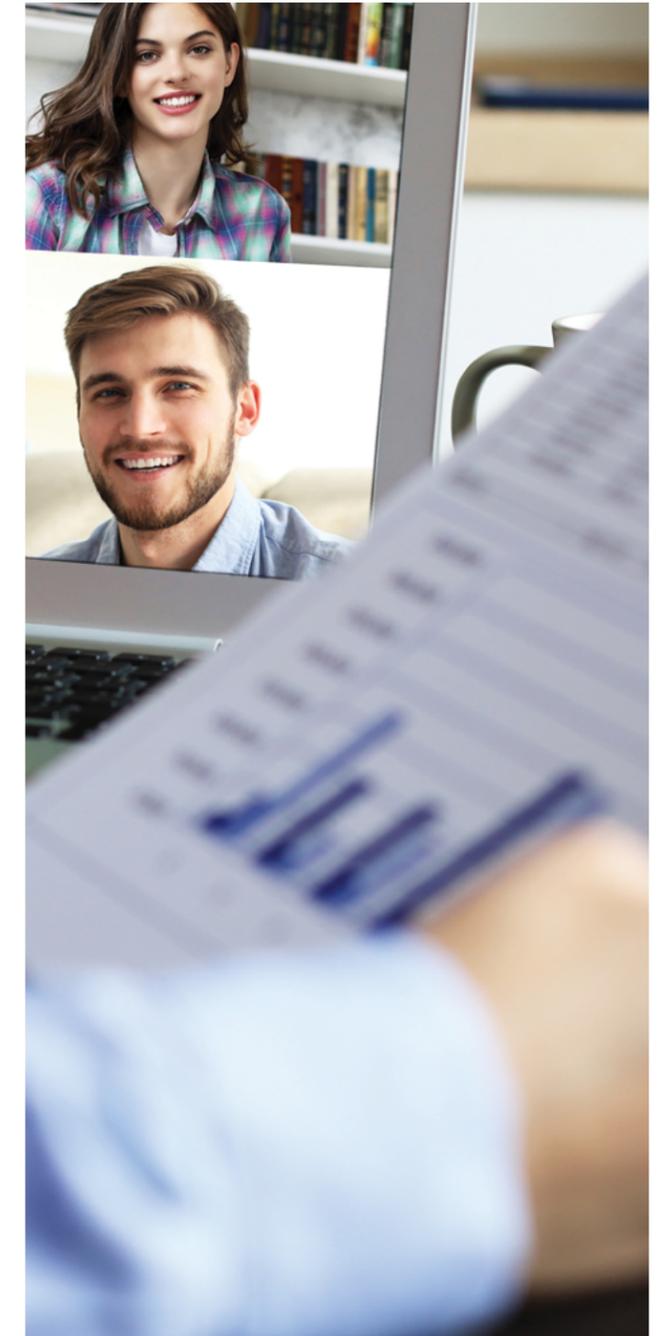
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SBDC National Information Clearinghouse (SBDCNet)

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.

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UTSA 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.

(210) 458.2472
<https://ccbr.iedtexas.org>

UTSA Procurement Technical Assistance Center (PTAC)

The Procurement Technical Assistance Center (PTAC) is a specialty center of the UTSA (IED) assisting small and large businesses 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 Defense Logistics Agency (DLA). In a 38-county area, PTAC assists small and large business owners to expand their opportunities with local, state, and federal markets providing advanced government contracting business services under the Department of Defense, Defense Logistics Agency (DLA) program.

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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 \$300 million in sales, 1,300 retained jobs and a 137% productivity increase.

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Did you know?

Fun facts: What the Institute for Economic Development does

Help UTSA fulfill its mission

The IED, its centers and professional staff support UTSA in fulfilling its mission in many ways:

- partnering with colleges, such as the Carlos Alvarez College of Business (CACB), to provide students with experiential learning in college coursework,
- hiring UTSA students as interns and employees,
- supplying sponsored research projects for UTSA researchers, and supplying research and other expertise in support of grant applications, such as the CACB and UTSA Open Cloud Institute,
- collaborating with UTSA Academic Affairs and the Graduate School in developing new courses for their online credentialing learning site,
- supporting colleges in presenting business and economic information to the public,
- supporting the UTSA Westside Community Center by providing training and advising to small businesses and residents so they can grow and prosper,
- supporting the UTSA HUB program to diversify our suppliers,
- and helping development of the innovation hub concept to advance and expand UTSA's mission to develop San Antonio's urban core as the flywheel for driving the region's digital economy.

Help Texans and their businesses start, grow and contribute to Texas' economy

- The IED and its professional staff have been fulfilling the IED mission for 42 years. This includes managing a network of small business development centers across South, Central and West Texas, covering a 79 county area that is staffed with professional advisors that provide advising, training and market research to help small businesses start and grow. The IED also manages one of these centers for San Antonio and the 11 county area.
- The IED actively works within UTSA's Westside Community Center to help Westside businesses and the community grow and prosper.

- The IED trains and advises businesses on: how to win government contracts, cybersecurity, emergency preparedness and resiliency; and provides specialized help to win US government defense contracts.

Help Texas and American businesses expand across Texas and beyond

- The IED helps minority businesses grow international market opportunities.
- The IED supports businesses in the US Southwest with international trade relief.
- The IED supports local business and provides market opportunities throughout Central and South America, and recently expanded its network into Africa.
- The IED provided market research and business development support for businesses all across the US, including Texas.

Help technology help society

- The IED supports technology-based entrepreneurship that helps Texas have a globally competitive economy.
- An IED partner within UTSA, the UTSA Office of Commercialization and Innovation, supports the on-campus innovation ecosystem, including managing patent filings.

Help the State of Texas learn and manage better

- The IED supports the State of Texas as well as Texas communities and businesses with economic research.



Values

Integrity:

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

Excellence:

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

Service:

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

Innovation:

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

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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