

## Annual Report from Inception (May 2016) to December 2018

**General Program update- Incubation:** The Maestro Entrepreneur Center (MEC) is a private, non-profit business Center for the accelerated development of existing small, minority, woman and veteran-owned businesses in the San Antonio Metro Area and is not industry specific. Qualifying businesses are provided office space, warehouse, commercial kitchen, Art Studios, and Dance Studio Space at flexible rates. MEC currently provides incubation space to 30 to 50 small businesses at any given time.

**Acceleration:** The MEC has series of programs, such as, the 12 Week Entrepreneur Cohort Program, After Cohort 10 Month Meet Ups, Phenomenal Woman in Leadership, Maestro Life Lessons, Mastering Your Money, Youth Entrepreneurship Program, Going Global, Jacket Program and Ideas to Action. The center has created marketing collateral and reached out to successful entrepreneurs to share past experiences with overcoming challenges and lead with sessions throughout the year. We are providing a place where our entrepreneurs can come together and become great leaders who are empathetic, transparent with their challenges and a place where they can keep developing the traits needed to keep advancing. With your support, these sessions will allow us to inspire and touch lives within our community. MEC is a haven for sharing entrepreneurship experiences and at the same time a place that challenges.

**Connection:** MEC offers a series of events: Hispanic Business Forum, La Marketa, Cultural Nights, Wellness & Equity Fair, Ones to Watch Fashion Shows, and 12 Weeks of Giving. Through these events, we showcase and provide business opportunities to our members. Members create these connections with business leaders, whom utilize these connections to help overcome any challenges they face within their small business.

**Project challenges or additional needs to ensure the success of the foundry initiative-** In the past 9 months, MEC has had an increase in incubation tenants, daily visits by new small businesses wanting to be a part and an increase in the number of attendees to our programs, along with more maestros volunteering and offering their expertise. Fortunately, MEC is growing and we have established a presence in the community and most importantly, in the business community, but in order to continue to expand and serve a larger population we need the support from our partners. Aforementioned, the MEC is a 501c3, non-profit, therefore capital is an integral need for our center. Currently, MEC has 4 full time staff whom, wear many hats and play different roles. Thankfully, the board members also committed to play a role in chairing committees for programs, events, finance, fund raising and marketing in assisting the center to move forward. Although, we are understaffed we are making great strides and we believe that with community support and funding we will continue to increase our staff and help serve more small businesses.

**Statement of impact to date to include- Realization of Goals:** At the Maestro Entrepreneur Center, we have created true economic development by helping grow our existing companies in a historically underutilized area of town and improving the San Antonio Economy. We are accelerating business growth, creating new jobs and revitalizing a forgotten neighborhood. We work one on one with our members and match them up to Maestros and training sessions to help them accelerate quickly.

Our success is measured by:

**Number of businesses Incubated:** Construction – 15 tenants, Professional- 9 tenants, Kitchen Clients- 16 clients, Arts/Culture- 1

**Number of Contract Award from our Connections:** \$3.5 million      **Number of jobs created:** 157 jobs

**Number of programs and events:** 124 programs/events      **Number of attendees:** 2,804 attendees at programs/events

**Average Percent Growth from our members:** 10% to 75% increase

### Success stories of previously incubated businesses:

Dr. Baggerly-Hinojosa is a wife, mother, and educator living in Mercedes, Texas. Dr. Hinojosa is the CEO of the Leadership Empowerment Group. In this capacity, she serves the business, education, government, and healthcare industries with training and coaching on leadership development, conflict management, team building, communication, and strategic planning. She is the owner of Mid Valley Publishing which produces and publishes The Mercedes Enterprise newspaper. In 2017, Dr. Baggerly-Hinojosa was named Woman of the Year by the Mercedes Chamber of Commerce and was named the 2018 RGV Business Woman of the Year by the RGV Hispanic Chamber of Commerce. Leadership Empowerment Group has experienced constant growth since she became an incubator tenant at the Maestro Entrepreneur Center throughout the past years, however, the most significant growth was evident from 2017 to 2018, when sales increased by 32 percent, and the Net Worth of the company grew by 8 percent. The number of employees went up from five in 2017 to 12 in 2018. The organization donates an average of 20 hours every month in volunteer work, which impacts an average of 200 individuals annually, and is equal to approximately \$25,000 per year.

Kenneth York, also known as Chef Kenny, is the owner of Levitikus Catering Company. Chef Kenny has been a kitchen tenant at Maestro Entrepreneur Center since the inception of his catering company in January 2018. Chef Kenny has a seasoned background in the food industry being employed in full-service restaurants and hotel, country clubs, and church, plus attended culinary school. Levitikus Catering Company offers a “Trinity” of the highest quality, freshest local ingredients, healthy “meat alternatives” veggie-centric, American and international culinary dishes and flavors to appeal and to appease the palates of carnivores, vegetarians, and vegans alike. Chef Kenny has grown and will continue to grow as his business expands. Chef Kenny almost doubled his annual revenue in 2018, and it is projected to double that amount in 2019.

We are committed to MEC Future Impact by continue providing Incubation, the best next level accelerations training by listening to our member needs and establishing stronger community events. Make it stronger by increase all goals by 10 to 25%.