



Mayor Garcia describes his own experiences as an entrepreneur

## Henry Cisneros, Mayor Gus Garcia Join BiGAUSTIN to Celebrate Central Texas Entrepreneurs at Micro Enterprise Awards Luncheon



Most with the Least Awardee: Vanessa McKee, Ideal Learning Center



Most Creative Business Idea: Denise Hall, Double Trouble Delivery Service



Rookie of the Year: Jim & Georgina Thompson, JJ&G Electric, Inc.



Wings Award: Iris and Benavides, Benavides & Associates (along with her sister)



Most Successful BiG Graduate: Esther Zamora, A-Z Refrigeration

BiGAUSTIN recently celebrated some of Austin's finest entrepreneurs with keynote speaker Henry Cisneros, host Mayor Gus Garcia, and supporters from Austin's business community, financial institutions, local government and the non-profit sector at the Central Texas Micro Enterprise Awards Ceremony. The April 30<sup>th</sup> event was a tremendous success! We as a community had the opportunity to take a moment to celebrate the hard-won achievements of our entrepreneurs and small businesses.

The keynote speaker, Henry Cisneros, former Secretary of Housing and Urban Development and the past Mayor of San Antonio, set the tone succinctly and insightfully. Stressing the importance of supporting and developing small businesses locally, he spoke of his first-hand experiences with micro enterprise development nationally and the challenges that entrepreneurs face. Cisneros also introduced the campaign currently underway in San Antonio, "Think BiG, Buy Small" in that city's effort to bring more attention to and generate business for the local small business community.

Mr. Cisneros concluded his remarks by outlining the four elements necessary for the success of micro enterprises:

1. "The most important thing that every survey of small business people tells us is that the number one issue is access to capital.
2. It's very important to create networks that

link the small businesses with the larger purchasers of goods and services in the economy...

3. Education for entrepreneurs.

4. Finally, it's important to tell the story—to remind people in the community, as we're doing today—of the importance of small business."

BiGAUSTIN received an outpouring of support from various sponsors in the Austin community without whose support this event could not have been such a BiG success. We'd like to extend a hearty thanks to our sponsors (see sponsors on page 4), and a special thanks to Wells Fargo Bank, 2002 Sponsor of the Year.



Henry Cisneros, keynote speaker, discussing the benefits of building stable economies through small businesses.

In addition, we would also like to thank all staff, volunteers, BiG Ambassadors and clients who contributed to the planning and organization of the event.

Planning for next year's awards event is well underway. For more information on how to participate as a sponsor or a nominee, please contact BiGAUSTIN at 928-8010 or e-mail us at info@bigAustin.org.

*"BiG is doing an extraordinary job and is a major factor in providing... the type of small business services that a community like Austin must have."*

—Henry Cisneros

You can find the full text of Henry Cisneros's speech at [www.bigAustin.org/news](http://www.bigAustin.org/news)

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## READY TO E.V.O.L.V.E. ! BiGAUSTIN Mentorship Program

**E**xcellence  
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E.V.O.L.V.E. is the latest in the series of products and services offered by BiGAUSTIN to better serve the needs of its clients.

E.V.O.L.V.E. is a six-month follow-up technical assistance and mentorship program offered to qualified BiGAUSTIN alumni who have started their businesses.

Alumni are paired with a seasoned, successful small business owner or entrepreneur for six months. Alumni will invite their mentor to lunch monthly to discuss concerns and challenges faced in their small business and seek solutions, resources, and contacts from their mentors.

Mentor qualifications include: Five years of successful small business ownership or developed expertise in marketing, accounting, taxation, law, procurement and business management.

If you have time for a free lunch and are ready to share your expertise and hard-won wisdom to help an entrepreneur EVOLVE, contact Khotan Shahbazi-Harmon at 928-8010 ext. 104 or via e-mail at khotan@bigustin.org.

## Hats Off to Outgoing Board Chair, Doug Hartman!

We would like to extend our thanks to Doug Hartman of the Hartman Foundation for his Board leadership during this past year. Under Doug's leadership, BiG has made great strides in its programming, loan pool and in the community. Doug will continue to be active on the BiG Board of Directors as our new Chairman, Jerry Lewis takes the reigns. Thanks, Doug, for your vision and leadership!



Carol Thompson and Eddie Safady congratulate Jeannette Peten on a successful awards event



Anna Sanchez, Wells Fargo Bank & BiG Board Member, receives award for Sponsor of the Year



BiG Graduate David Nadimi, Mahesh Naik, Asian Contractor's Association, & Glenn Murray, HEB

More from the Micro Enterprise of the Year Awards Luncheon



BiG staff and Board of Directors

## LUNCH IS ON BIG!

**B**iGAUSTIN recognizes that those in the lending field are often busy with day-to-day responsibilities that may make it difficult to get away and visit our offices for informative presentations about all the BiG has to offer. For this reason, we have instituted a new program that has been well-received by many, the Lunchtime Loan Program.

During Lunchtime Loan Program presentations, we go to YOUR bank or lending institution, and offer a brief 20-minute presentation about BiG, information on the types of loans and services that we have to offer, and a wonderful but brief video that gives you a glimpse at some of our most successful clients. The best part about it is that BiG BUYS LUNCH for everyone in attendance! For more information on this innovative new program, contact BiGAUSTIN's Stephen Fuqua at 928-8010 ext. 103!

# Our Website is Running and Ready to Serve You!

www.bigaustin.org



Austin City Council Member Raul Alvarez



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More from the Awards Luncheon.



Compass Bank President Lucy Leatherwood and guests

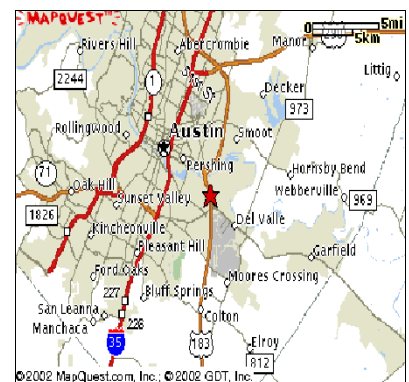


Eugene Sepulveda, UT Austin and George Francis, BiG Graduate and Chairman of the African American Chamber of Commerce

# BiGAUSTIN on the Move: We've Changed Locations!

BiGAUSTIN has moved from the City of Austin building located at 4100 Ed Bluestein, but we're still here to serve you! We are now located at the Wells Fargo Bank Building located at 912 Bastrop Highway (Hwy. 71) Suite 210.

Take Hwy. 183 South, at the Montopolis Bridge, stay to your left and continue over the bridge. After crossing the bridge, you are now on Hwy. 71. Stay in your right hand lane and continue on until you see the Well Fargo sign on the right. BiGAUSTIN is conveniently located in Suite 210. The phone numbers for BiGAUSTIN have not changed. We may still be reached by calling 928-8010. Thank you for your patience and cooperation during our move, and we look forward to seeing your face at our new location!



Our new location is at Hwy. 183 south and Hwy. 71 in the Wells Fargo Bank Building

## Need a Small Business Loan? Need specialized training on Business Start-Up or Expansion?

CALL BIG: 928-8010

We've made BiG strides this year! Your continued support has helped us give wings to the small business dreams of entrepreneurs in the Central Texas area!

AMOUNT OF LOANS APPROVED THIS QUARTER: \$172,830  
NUMBER OF GRADUATES: 80

**You could be next! Call now!**

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BiGAUSTIN would like to extend an extra special thanks to the following **small business owners** who donated their services for the event!

- **Rama Tiru** of Tiru, Inc. for photography and client display.
- **Debbie Kalk** for the production of the video highlighting our successful clients.
- **Shannon Swenson** of Stream Studios for digital recording of the event.

[www.bigAustin.org](http://www.bigAustin.org)

**Businesses  
Invest in Growth  
proudly announces its  
Sponsor of the Year:**

**WELLS FARGO**

A tremendous and heartfelt thanks to the kind people at Wells Fargo who always make tremendous demonstrations of support to BiG. We would also like to extend a special thank you to Mark Curry, President of Wells Fargo and avid supporter of BiGAUSTIN!