

Businesses Invest in Growth
4100 Ed Bluestein Blvd.
Suite 207
Austin, Texas 78721

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Save the Date
April 22, 2005
Austin, TX * 11 AM
Downtown Austin Hilton

Event Sponsorships Available

CALENDAR OF EVENTS April continued

February
25 Reclaim Your Time:
Time Management Training
FREE! 11:30 am - 1:00 pm
1050 East 11th St., Ste. 350

March
2 Techniques for Buying a Business
FREE! 11:30 am - 1:30 pm
1050 East 11th St., Ste. 350

4 BiGAUSTIN OPEN HOUSE
1050 East 11th St., Ste. 350

April
1 Tapping into State Contracts
FREE! 11:30 am - 1:00 pm
1050 East 11th St., Ste. 350

6 Creating your Chart of Accounts
and Effective Records Mngmt
FREE! 11:30 am - 1:00 pm
1050 East 11th St., Ste. 350

15 How to Survive & Prosper in the
New Age of Marketing
FREE! 11:30 am - 1:00 pm
1050 East 11th St., Ste. 350

29 Ready-Aim-Fire: Implementing a
Marketing Plan
FREE! 11:30 am - 1:00 pm
1050 East 11th St., Ste. 350

Ongoing

**QuickBooks Training Series,
Setting it up the First Time**
April 6th, 13th, 20th (1 session)
FREE! 11:30 am - 1:00 pm
1050 East 11th St., Ste. 350

**Business Basics - Steps for Starting
Your Business**
Every 2nd and 4th Friday in March & April
FREE! noon - 2:00 pm
1050 East 11th St., Ste. 350

**Start Smart - A Comprehensive Business
Plan Development Course**
Begins May 2nd (14 sessions)
Mondays and Thursdays, 6:30pm-9:00pm,
1050 East 11th St., Ste. 350, \$250 fee

Thank You Training Volunteers

The Following Individuals have volunteered
many hours to BiGAUSTIN clients and we
wish to thank them.

Lisa Goodrich
Marge Phillips

Volunteer Opportunities

CLASSROOM COUNSELOR

Assists with the BiGAUSTIN classes and
provides feedback on student feasibility
plans. Requires a time commitment of 6-
9PM, once or twice a week for a three-
month period and a general knowledge of
financial management, marketing,
operations and planning.

SMALL BUSINESS COUNSELOR

Provides one-on-one consulting on an
hourly basis to BiGAUSTIN clients.
Requires a focused education in one or
more key functional business areas.

GUEST SPEAKER

Addresses the BiGAUSTIN students during
a class or workshop on one's area of
expertise as it relates to small business
operations and success. A two to three
hour commitment.

Contact BiGAUSTIN for more information
(512) 928-8010
or
education@bigaustin.org

BiGNEWS

BUSINESS INVESTMENT GROWTH

THE Small Business Development Resource

**BiGAUSTIN's
Vision**

*BiGAUSTIN fosters
economic develop-
ment as THE re-
source for small
businesses to stimu-
late prosperity.*

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Headquarters/Training Center
1050 East Eleventh St., Ste. 350
Austin, TX 78702
(corner of Waller and East 11th)
512-928-8010 • fax: 512-926-2997

Lending Center
4100 Ed Bluestein, Ste. 207
Austin, TX 78721
(Hwy. 183 S. @ Technicenter Drive -
Across from Motorola)
512-926-0449 • fax: 512-926-2997
info@bigaustin.org

BiGAUSTIN Moves to East Eleventh Street
Relocating to the heart of Central East Austin

BiGAUSTIN has moved to a new
office building in the heart of
Central East Austin. Beginning
February 1st, 2005, BiGAUSTIN
headquarters relocated to the
new Jimmy Snell building at
1050 East 11th Street. The re-
location allows BiGAUSTIN to
better serve the East Austin
Community by providing ex-
panded services in a location
that is easily accessible and
close to downtown.

"The renaissance on East 11th
Street is very important for the
community and we are excited
to be a part of this historic
neighborhood," said BiGAUSTIN
President and founder,
Jeannette Peten. "From this
new location, we will be able to
provide our business training,
one-on-one counseling and flex-
ible loan programs at an easily-
accessible spot," continued
Ms. Peten.

BiGAUSTIN will have an Open
House at the new location in
March 2005 to give the public a
chance to see the new offices.
Elected officials such as Con-
gressman Lloyd Doggett (in-
vited) will be on-hand to help
BiGAUSTIN celebrate the new
phase of the organization's his-
tory.

The new BiGAUSTIN office is lo-
cated only two blocks from I-35
and six blocks from the Texas
State Capital.

The new location houses
BiGAUSTIN's Business Technol-
ogy Center, a state-of-the-art com-
puter center that will offer entre-
preneurs technology training for
their business. Hewlett Packard
and the Grant for Technology
Opportunities (GTOPs) provided
funds for the Business Technol-
ogy Center. The Center ad-
dresses the technology and
training needs of entrepreneurs
on the wrong side of the digital
divide.

BiGAUSTIN's Women's Busi-
ness Center is also located in the
East 11th offices. The Women's
Business Center encourages the
growth of women-owned busi-
nesses by providing a full range
of training and services to women
entrepreneurs.



**"It is a good thing to
have BiGAUSTIN in
Central East Austin to
help the small business
owners in our area."**

Felicia Hunter, BiGAUSTIN
loan client and owner of
Above and Beyond salon
located on E. Martin Luther
King, Jr. Blvd.

OPEN HOUSE: MARCH 4th @ 12 PM

New Address
1050 E. 11th Street
Suite 350
Austin, TX 78702

**Our telephone and fax
numbers remain the same:**
(512) 928-8010 phone
(512) 926-2997 fax



*Come to the Open House and
see BiGAUSTIN's new head-
quarters.*

Board of Directors

Chairman

Paul M. Saldana
Adelante Solutions, Inc.

Members

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Guaranty Bank

Brian J. Anderson
Omni Bank

Rob Carruthers
HyPerformix, Inc.

Mansoor Ghorri
Accent Capital

Jerry Lewis
Lewis Prashner, LLP

Byron C. Marshall
Austin Revitalization
Authority

Anna Sanchez
Wells Fargo Bank, N.A.

Arthur Walker
Walker, Bright & Lewis,
P.C.

Angela White
Dell, Inc.

Jeannette Peten
BiGAUSTIN
President

BiGNews Staff

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Jeannette Peten
President

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and Amy Loftis

BiGAUSTIN as a subrecipient of the City of Austin is committed to compliance with the Americans with Disabilities Act (ADA) and Section 504 of the Rehabilitation Act of 1973, as amended. Please call (512) 928-8010 (voice) or Relay Texas at 1-800-735-2989 (TDD) for assistance.

Message from the President

By Jeannette Peten

Ten years ago I started BiGAUSTIN to empower individuals by providing tools for self-sufficiency through business ownership. We rolled out our first class in 1994 with five students ready to jump-start their entrepreneurial futures.

Since then, BiGAUSTIN has served more than 2,000 Central Texas micro-entrepreneurs, provided \$2.3 million (since 2000) in capital and helped create or retain more than 1,500 jobs. BiGAUSTIN clients have generated over \$11 million in gross revenues, proving that they also keep money in the local economy and increase the tax base.

As a woman, I am particularly proud that BiGAUSTIN is now an SBA certified Women's Business Center. This month, BiGAUSTIN will cut the ribbon on the new Business Technology Center,



fully-equipped with the latest technological tools for entrepreneurs. We are truly a full-service resource for entrepreneurs.

Today, BiGAUSTIN has a staff of ten full-time employees who teach our entrepreneurial classes, provide outstanding technical assistance, and support clients to obtain funding to meet their business needs with BiG loans.

The Board of Directors has also grown and diversified. Our new Chairman, Paul Saldana, president of Adelante Solutions,

will oversee a 10-member board representing many of Austin's most important corporations and organizations. I feel blessed personally, and our community is blessed, by the active support of so many talented entrepreneurs and business people — those who serve as Board members, advisors and volunteers with BiGAUSTIN — and our clients themselves, who use our services and their own innovative ideas and talents to start businesses and contribute to the economic vitality of our region.

I look forward to a new decade of growth for BiGAUSTIN and for our regional economy, and to working with you to make this possible.

Women's Business Center Open For Business

Women start new businesses at twice the national average, yet, often lack access to capital and resources available to their male counterparts. In response to this need, BiGAUSTIN recently began operating the Women's Business Center (WBC), a user-friendly resource center for women who want to start or expand their business.

"The Women's Business Center will be a fabulous resource for women entrepreneurs."

- Penny McConnell
Penny's Pastries

The WBC helps entrepreneurs reach their goals by providing services such as: business information for women entrepreneurs, assistance in growing their businesses and one-on-one business counseling.



Through the Women's Business Center, BiGAUSTIN is able to provide business assistance services to women, evaluate business needs, develop a network of mentors for women entrepreneurs and assist women entrepreneurs securing capital to reach their business goals.

"The Women's Business Center will be a fabulous resource for women entrepreneurs because female entrepreneurs have issues and problems that are different from those of male entrepreneurs," says Penny McConnell, BiGAUSTIN graduate and owner of Penny's Pastries. Ms. McConnell pointed out that the Women's Business Center

will benefit from BiGAUSTIN's 10 years of experience serving entrepreneurs.

The Women's Business Center will be located at BiGAUSTIN's offices on East 11th Street and is open to all women interested in improving their business skills. The Women's Business Center at BiGAUSTIN joins a network of over 100 centers around the country. As part of BiGAUSTIN, the WBC follows the organization's mission of improving and expanding services to low-income, minority families and women wishing to pursue self-employment. For more information, please call (512) 928-8010 or email us at info@bigaustin.org.

BiGAUSTIN SUCCESS STORIES

Training



Volente Boat Club

Tom Gardiner wanted to work for himself since he was eight years old. Even at that young age, he knew that he just didn't like working for other people. In preparation for achieving his life-long goal, Tom enrolled in two BiGAUSTIN classes, including Start Smart. Tom discovered a description of the classes and details about times and locations at BiGAUSTIN's website www.bigaustin.org.

"The most valuable thing about the class was the opportunity to hear from business professionals," said Mr. Gardiner.

The business professionals who share their knowledge and experience with the students provide real life examples of how to start and run a successful business.

Tom was hesitant to start a business from scratch and began researching business franchise opportunities. When Tom discovered the boating country club franchise opportunities through Nautical Toys International, he knew it was the perfect opportunity for him because he loves the water and the franchise had already proven to be successful in other locations.

In May 2004, Tom opened the Volente Boat Club, a boat club that provides members with unlimited use of fishing boats, luxury pontoons and other watercraft that the club maintains. The Boat Club is at the VIP Marina on Lake Travis. The club has become a hit and already has 50 active members. Tom is also creating jobs, last year he had four employees and this year he will add two new jobs.

Lending



Auction Partner, Inc.

Tux MacAuley and his wife Darlene turned a difficult situation into an opportunity. Tux was laid off from his job in 2001 when the dotcom bubble burst and wasn't sure what he was going to do next. He and Darlene made the bold decision to turn their hobby, selling collectibles on eBay, into a full time job. The couple offered their eBay expertise to sell others' valuable collections for a fee. They then offered the company's services to businesses with rooms full of unused technical equipment in need of liquidation. Auction Partner liquidates technical assets of medium and large companies, primarily on eBay.

The MacAuley's contacted the City of Austin's Small Business Development Program who directed them to BiGAUSTIN for a \$35,000 micro loan. They used the funds from BiGAUSTIN to provide working capital for their quickly expanding business and inventory purchases. Additionally, participation in BiGAUSTIN's training course *Taking Financial Control of Your Business*, provided Darlene and Tux guidance in managing and growing their business. Darlene recommends BiGAUSTIN's training courses to any small business owner seeking help. "The course provided us the ability to better understand the financial state of our business." said Ms. MacAuley.

Auction Partner is now growing by leaps and bounds. Since 2003, they have increased their revenue by over \$900,000, moved to larger facilities and have over 50 clients. Auction Partner has also created jobs for nine people.

BiG Idea Awards

where small businesses shine.

friday, april 22

11⁰⁰ a to 1³⁰ p

hilton austin downtown

nominate by march 1st

a small business that shines for a prize package worth thousands!

yourself
your peer
your idol



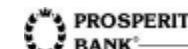
2005 BiG Idea Awards

Thank You for 10 BiG Years

Join BiGAUSTIN Friday, April 22, at the Austin Hilton, to celebrate 10 years of growing small businesses at the 5th annual BiG Idea Awards. Make it your mission to nominate a deserving business for the BiG Idea Awards.

Sponsorships Still Available, contact BiGAUSTIN at info@bigaustin.org or call 512.928.8010

2005 BiG IDEA Awards SPONSORS



LEWIS MATZA & PRASHNER, L.L.P.

WALKER, BRIGHT & LEWIS, P.C.