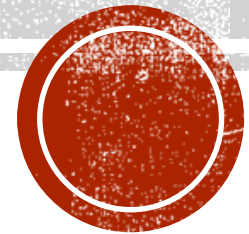


# CAFÉ COMMERCE

October 2016

Nadia Auch, President, Café Commerce

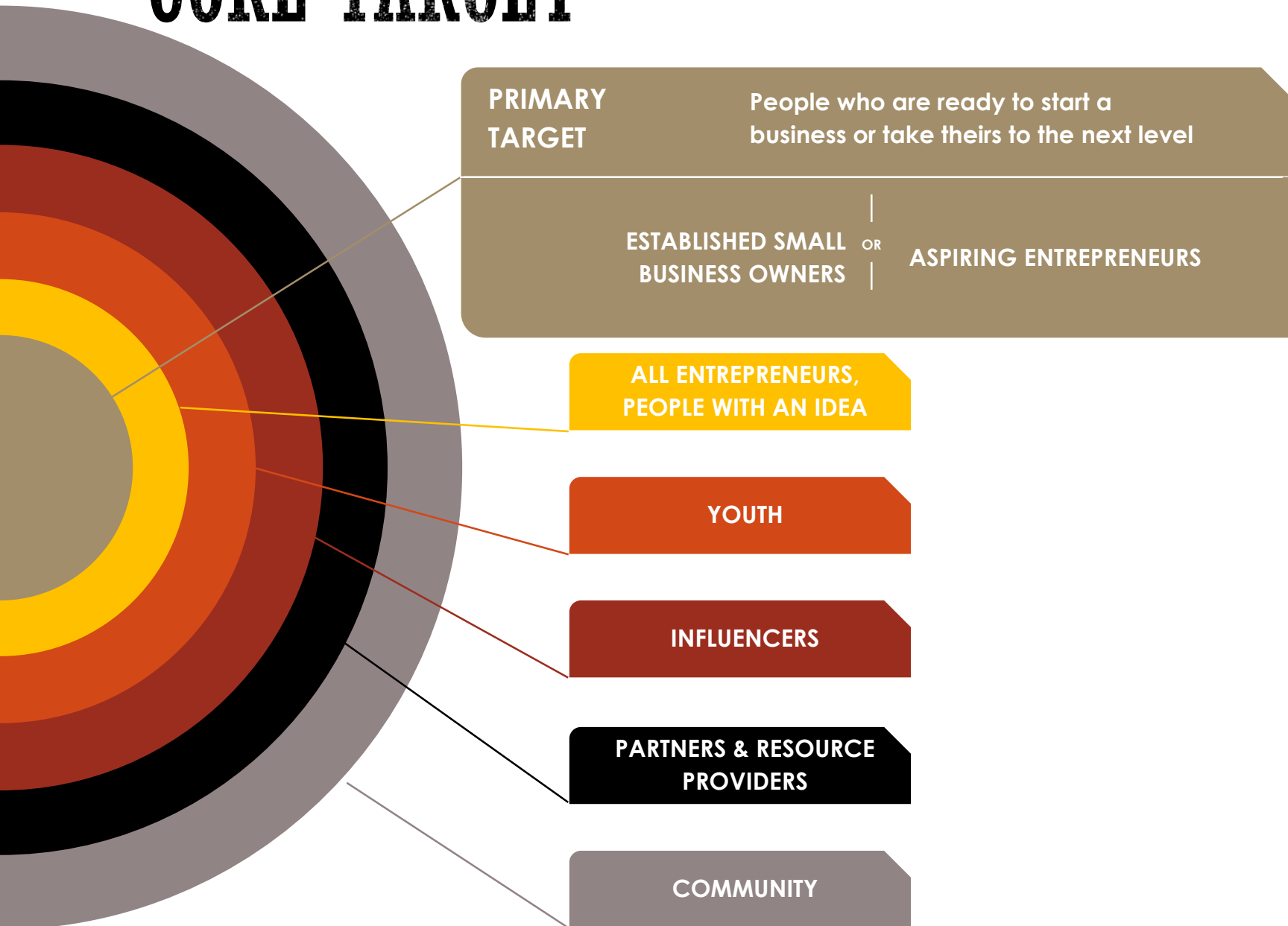


# CAFÉ COMMERCE & THE SA ECOSYSTEM

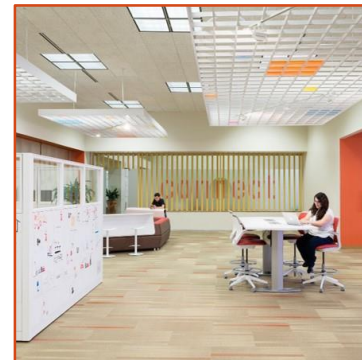
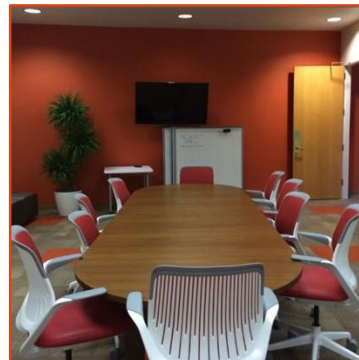
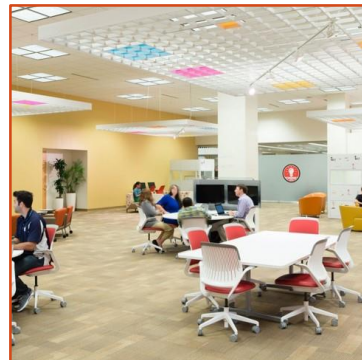
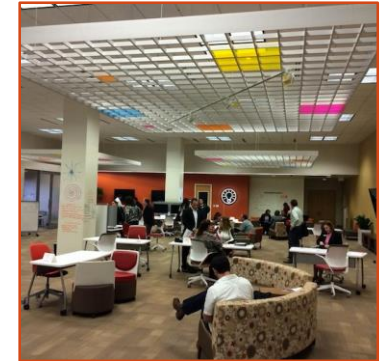
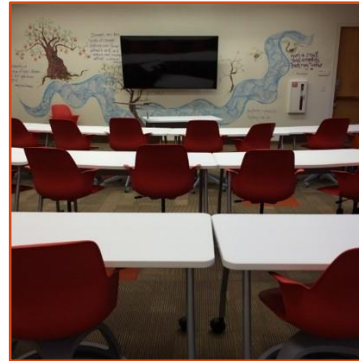
- Inclusive Economy: serve **1.4 million** residents
- **Educate** and serve as a resource center for Bexar County's **27,938** plus small businesses (all industries and stages)
- **Free** and **Accessible** services and support
- **Inspire** and **Accelerate** entrepreneurial mindset
- Focus on **sustainable** models (economic, social and environmental)



# CORE TARGET



# SNAPSHOT: LOCATION



# HUMAN CAPITAL



# ADVISORY BOARD



Melissa Aguillon,  
Founder, Aguillon  
Associates



Paul Foster, President  
and CEO, Foster CM  
Group, Inc.



Jody Newman, Founder  
of the Friendly Spot  
and Serial Restaurateur



Jane Phipps, Founder  
MLP and Civic Leader



Lisa Wong,  
Restaurateur, Founder  
of Rosarios





# STAFF



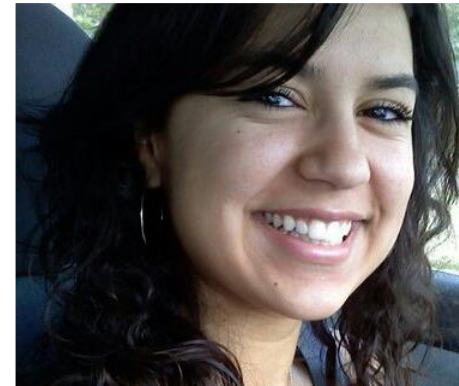
Nadia Auch

President



Ryan Salts

Dir. Of Programs



Sarah Olivarez

Operations Manager



# RESOURCE PARTNERS

## Certifications and Contracting



Alamo Area Council of Governments



Bexar County



Bexar County Clerk Office



Brooks Development Authority



City of San Antonio – Small Business Liaison



CPS Energy



Edwards Aquifer Authority

## Business Plan



LiftFund Women's Business Center



San Antonio MBDA Business Center



SAN ANTONIO SCORE



SBDC RURAL BUSINESS PROGRAM



Small Business Development Center (SBDC)



St. Mary's University Small Business Institute



UTSA-IED Veteran's Business Development Program

## Chambers of Commerce



African American Chamber of Commerce



Alamo Asian American Chamber of Commerce



Alamo City Chamber of Commerce



Greater San Antonio Chamber of Commerce



Greater San Antonio Chinese Chamber



North San Antonio Chamber of Commerce



San Antonio Hispanic Chamber of Commerce



San Antonio LGBT Chamber of Commerce





# TO DATE MEMBERS SERVED



## WALK-INS

- **7,693 Total Visits**
- **873 Consulting Hours**
- **3,320 Referrals**



## ONLINE/PHONE

- **7,184 Web Searches**
- **5,985 Web Visitors**
- **1,300 Phone Calls**



## EVENTS

- **286 CC Events**
- **71 Outside Events**



# METRICS CONTINUED...

Quarter	Full Time Jobs	Part Time Jobs	Equity Raised
Q1 2016	38	15	\$70,000
Q2 2016	35	30	\$114,500
Q3 2016	32	37	\$115,575
<b>TOTALS</b>	<b>105</b>	<b>82</b>	<b>\$300,075</b>



# PROGRAMS

## 1 Million Cups

Over 1,500  
attendees  
within first  
year

106  
presenting  
companies  
or  
organizations

## Pitch Tab

Outreach at  
16 venues  
throughout  
the city

250  
Attendees

## Break Fast & Launch

2015: 24  
Participants

2016: 29  
Participants

## Phase I Incubator

30  
Pilot  
resident  
ventures

## Youth Eship

2 pilot  
programs

60  
interactions  
in 2016

## Venture Challenge SA

83 total  
challenge  
participants  
in 2016

## E Week SA

Desired  
participation  
in attendance  
through 5  
days of 2,000





- White House Proclamation
- SXSW - Hops to Pulp: Distilling Down the Beverage Industry
- 125 Dinner Days attendees
- Press FSR Magazine
- Next Dinner Day Nov. 14



# VENTURE CHALLENGE



## 2016

- 83 registrants
- 7 finalists
- June 9<sup>th</sup> \$20,000 Awards Ceremony

## 2017

- January 30<sup>th</sup> deadline
- May 4<sup>th</sup> \$40,000 Awards Ceremony

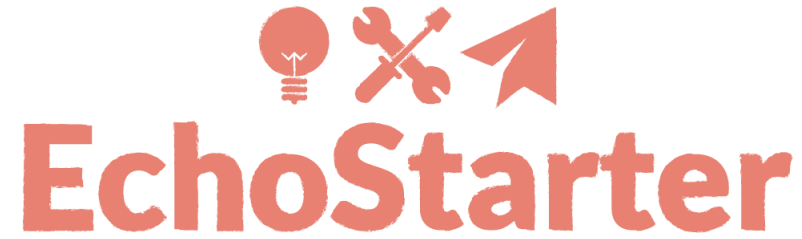




- Weekly on Wednesdays 9:15 a.m.
- Kauffman Foundation
- Two Pitch Presenters 6 minutes
- Supportive audience feedback
- Diverse Community with more than 500 attendees a quarter







- Middle School Students
- Social Innovation and Entrepreneurship
- Design Thinking Methodology
- Pilot 1: May
- Pilot 2: Girls Inc. July
- Pilot 3: January
- Rack Gives Back Award: \$10,000



# **REBRAND UNVEILING**

**Save the Date:**

**Unveil Event: FRIDAY, November 18<sup>th</sup>**

**8:30 a.m.**



# THANK YOU!



Image: San Antonio Business Journal

