



HOUSTON COMMUNITY COLLEGE **BUSINESS PLAN COMPETITION**

Welcome to the 17th Annual
2024 HCC Business Plan Competition

Advisor Orientation
Tuesday, February 8, 2024
6:30 – 8:00 pm

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HOUSTON COMMUNITY COLLEGE **BUSINESS PLAN COMPETITION**



Glenda & David Regenbaum
Center for Entrepreneurship

Northwest Houston

**OUR MISSION: TO HELP ENTREPRENEURS START
AND GROW THEIR SMALL BUSINESSES**

We do this by offering workshops, seminars, summits, classes and competitive training and advising, while also providing practical knowledge, resources and connections.

ENTREPRENEURIAL CHAMPIONS



Dr. Zachary Hodges,
President, HCC Northwest



David Regenbaum,
Entrepreneur in Residence,
Glenda & David Regenbaum
Center for Entrepreneurship - HCC NW



Maya Durnovo,
Chief Entrepreneurial Officer



Dr. Andrea Burrige,
Interim Vice Chancellor of Strategy, Planning
and Institutional Effectiveness,
HCC District



Sandra Louvier,
Director, Glenda & David Regenbaum
Center for Entrepreneurship - HCC NW



HOUSTON COMMUNITY COLLEGE **BUSINESS PLAN COMPETITION**



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Northwest Houston

OUR TEAM



Sandra Louvier



David Regenbaum



Sabiha Dholkawala



Carola Medina



HOUSTON COMMUNITY COLLEGE **BUSINESS PLAN COMPETITION**

For Proposed, Startup*, and Existing Entrepreneurs

What makes the HCC Business Plan Competition Unique –

- Applicants can apply as a team of from one to five persons.
- Six free, 3-hour training sessions.
- Dedicated Business Advisors are provided to each accepted team.

*Startup – had not yet achieved 6 continuous months of net profit.



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Center for Entrepreneurship

Northwest Houston

Contestant Prerequisites

ONE Required Program or Class - Proposed & Startup Entrepreneurs Only

Complete ONE offered by HCC:

- Small Business Success Series by HCC®
- Continuing Education Class – Online
 - Creating a Successful Business Plan (CASBP)
- College Credit Classes:
 - Small Business Management
 - Entrepreneurship & Economic Development.



OR

Complete ONE of our Partner Programs:

- Liftoff Houston Training & Competition



- U of H SURE Program



- HAUL Small Business University.



ONE Required Financial Webinar/ Workshop – All Team Leads

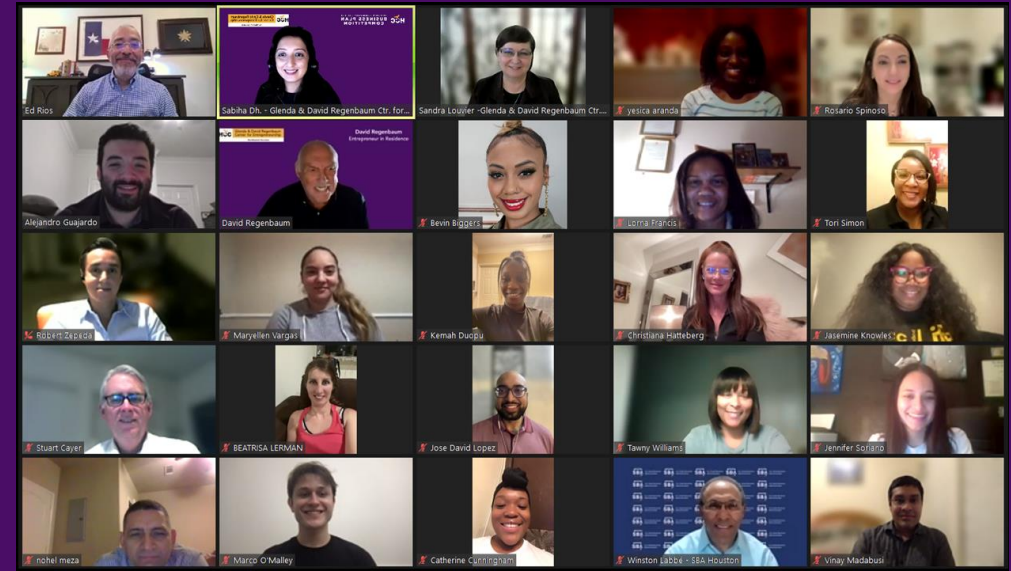
Financial Management Webinars

January 18– David Regenbaum

January 24 – Nannette Ray

January 30 – Ed Rios

January Financial Workshops were onsite prior to the pandemic.
We went virtual in 2022.



Advisor Orientation

February 6

Competition Training & Advising

Competition Training:

- Contestant Teams **MUST** be present at all 6 competition training sessions.
- Advisors need only attend their choice of 3 of the 6 training sessions.
- The 6 sessions are spread over February through May. Six Tuesday evenings, 6:00 pm – 9:00 pm

One-on-One Advising:

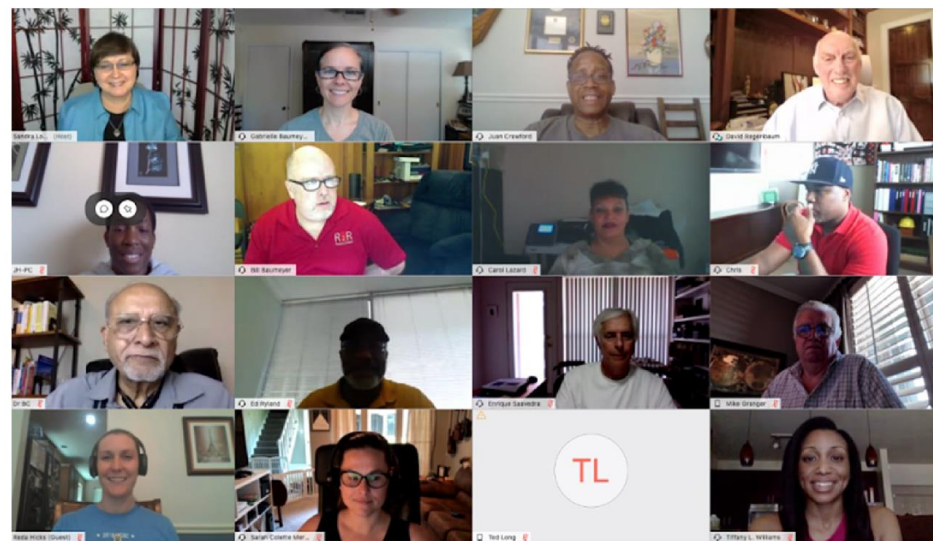
- Contestants and Advisors meet virtually/onsite one-on-one before or after or in-between training sessions at their convenience.
- Total Advisor time approximately 4 hours per month.

Submission of completed Business Plan by May 06, 2024.

Six Free Training Sessions



Pivoting in 2020
during the pandemic
from On-site to Virtual
Training Sessions



Competition Timeline

January 5 - 26

Apply

February 22

Chosen Teams Notified of Acceptance

February - May

Training Sessions - Six Tuesday Evenings

Feb 27, Mar 5 (O), Mar 19, Apr 2, Apr 16 & May 7

February – May

One-on-One Advising

May 06

Plans Due

May 13

Presentation Slides & Videos Due

May 30

Finals & Pitches (Onsite)

June 06

Prize Money Awarded to Winners (Onsite)

***All Virtual except those designated as O-Onsite.**



OUR TRAINERS



David Regenbaum



Thea Goldin-Smith



Austin Tenette



Karen Sharp



Nannette Ray



Sandra Louvier



Lyndsey Brantley



HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

LEAD ADVISORS



Willy Verbrugghe



Karen Sharp

Role of the Advisor

- Encourage Contestant Teams to meet deadlines and complete the Competition;
- Assist in evaluating business opportunity;
- Review Contestant Team's work regularly, and make suggestions for improvements;
- Lead by example: *meet commitments, keep Contestant Teams positive, encourage timeliness, complete work, follow-up of suggestions made;*
- Serve as Business Plan Reviewer;
- Attend training sessions with Contestant Teams;
- Spend at least 4 hours per month assisting Contestant Teams.

Role of the Advisor – contd.

- Six Contestant Training Sessions

We request advisors attend at least three of the six sessions:

- Tuesday evenings from 6:00 pm-9:00 pm
- February 27, March 5 (O), March 19, April 2, April 16 and May 7.
- One-on-one virtual meetings usually held immediately before or after one of the virtual training sessions and up until plans are due on May 06. Slide presentations and one-minute videos are due on May 13.
- Optional Attendance at Business Plan Pitches on Mat 31, 2024 if your Team Makes the Finals!
- Optional Attendance at Awards Ceremony - June 06, 2024 from 4:00 pm to 6:00 pm

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Finalist Presentation

CyFair Psychological Group of Texas, PLLC - Tracy Johnson





HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

Finalist Presentation

Keeping Your Parents Safe, PLLC - Barbara Wogh



KYPs Revenue Streams	
Consulting	Revenue from consulting services
HighCare Facilitation	Revenue from facilitation and training
Negotiation Management	Revenue from negotiation and mediation services
Return to Home	Revenue from return to home services

Finalist Presentation

Loving Lacquer Cosmetics - Kimberly Loving





HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
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Finalist Presentation

Mommy and Me: The Listers - Crystal Williams-Lister



Finalist Presentation

RE.STATEMENT - Hannah Le





2023 – Five Winners & 24 Graduating Teams

\$12,000 – 1st Place
Mommy and Me: The Listers

\$8,000 – 2nd Place
RE.STATEMENT

\$4,000 – 3rd Place
Keeping Your Parents Safe, PLLC

\$1,000 – Honorable Mention
CyFair Psychological Group of
Texas, PLLC

\$1,000 – Honorable Mention
Loving Lacquer Cosmetics

2023 PRIZE WINNERS



1st Place – Mommy and Me: The Listers – Crystal Williams-Lister



3rd Place – Keeping Your Parents Safe, PLLC – Barbara Wogh



Honorable Mention – Loving Lacquer Cosmetics: Kimberly Loving



2nd Place – RE.STATEMENT – Hannah Le



Honorable Mention – CyFair Psychological Group of Texas, PLLC - Tracy Johnson





HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
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Thanks to our 2023 Cash Prize Sponsors



*Ed & Aleida
Ríos*



HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
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Thanks to our 2023 BPC Alumni Sponsors





HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
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Thanks to our 2023 In-Kind Prize Sponsors



ADVISORS & MANAGEMENT
CONSULTANTS, LLC



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Cash Prize Sponsors:

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In-Kind Sponsors:

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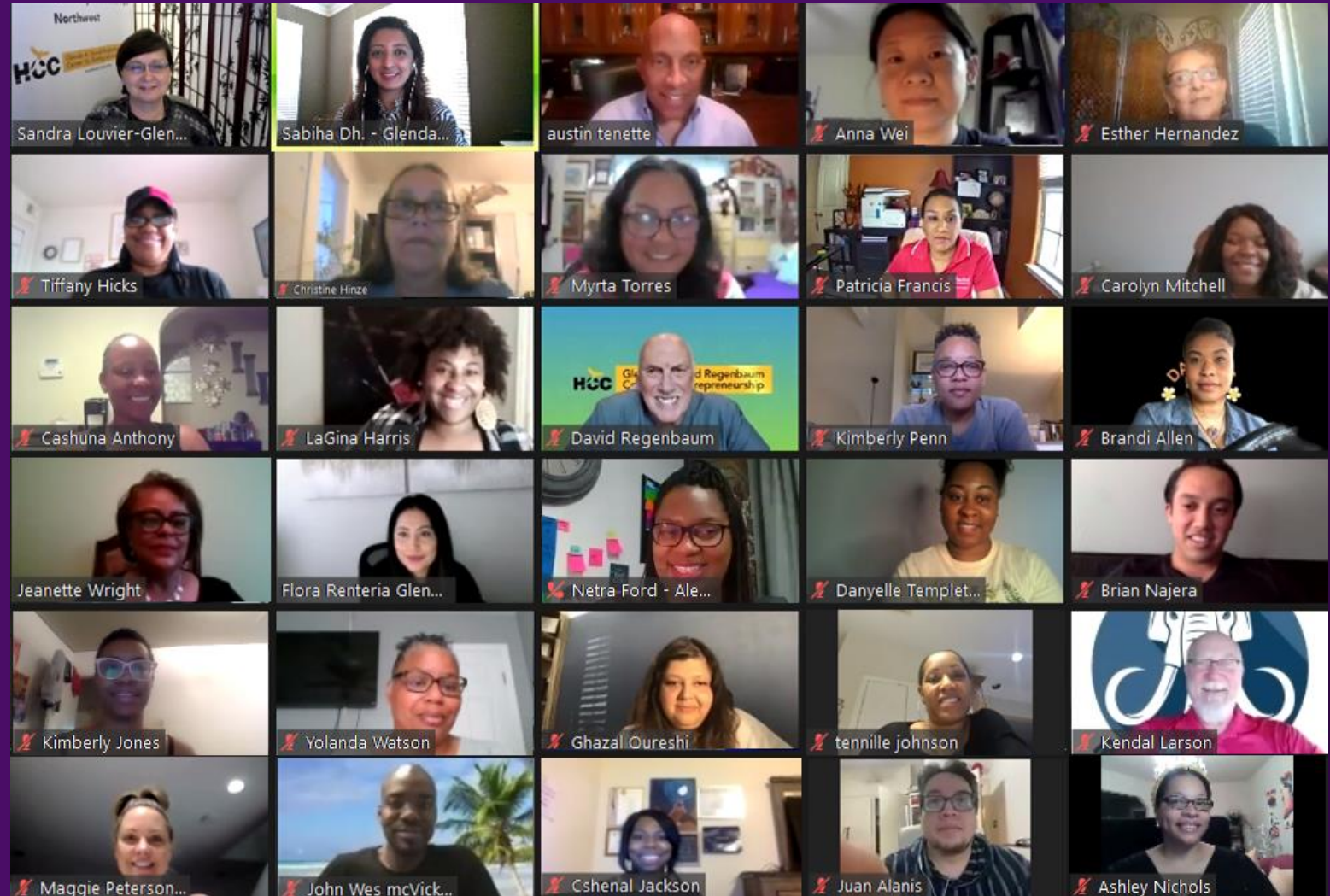
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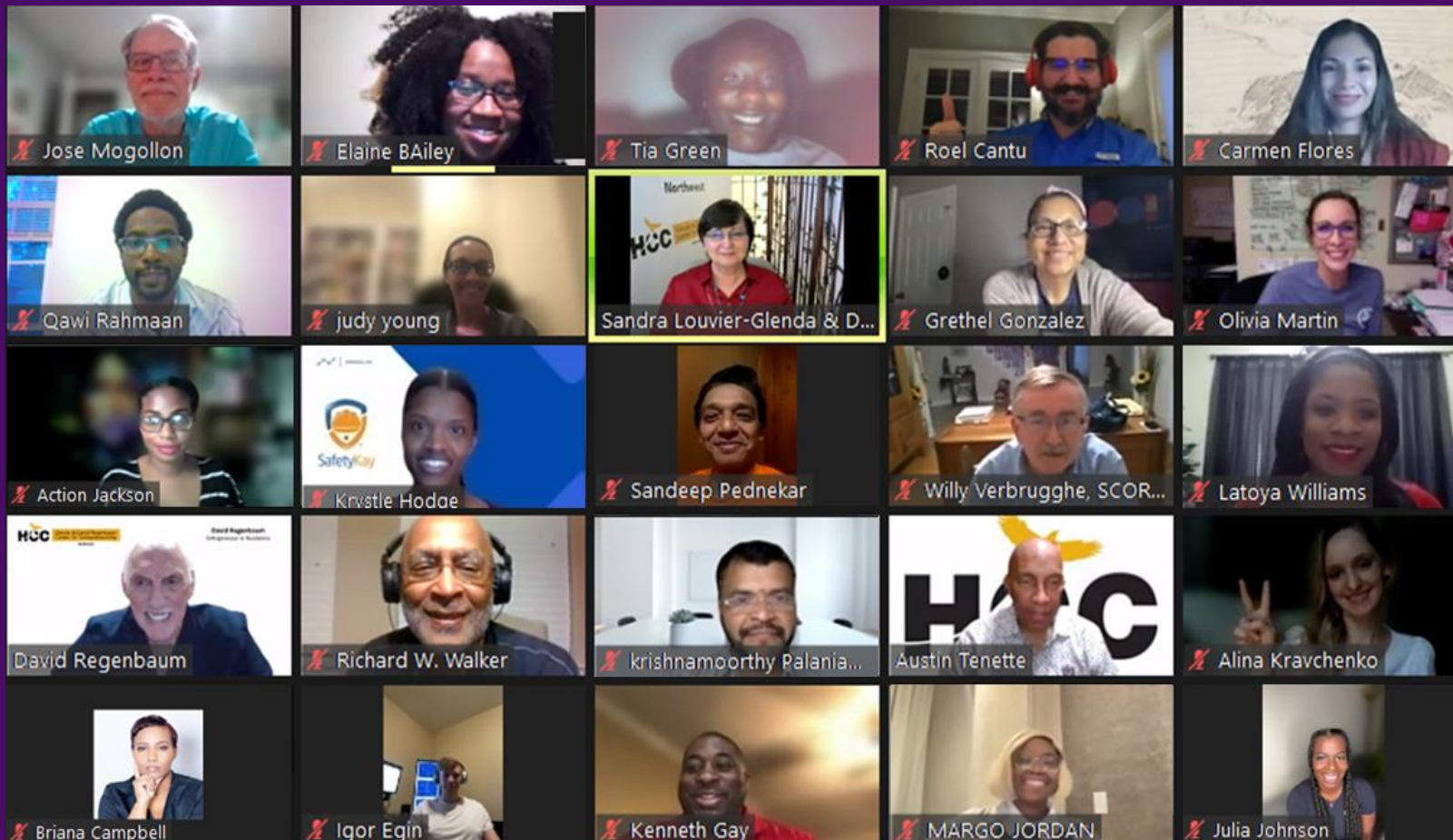
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Sponsors & Supporting Partners

Cash Prize Sponsors:

Wallis Bank, LiftFund, Stellar Bank, Frost Bank, Capital CDC, Vertical Web, Faith in Business, Accel Lifestyle, PermitUsNow and Ed & Aleida Rios.

BPC Alumni Sponsors:

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In-Kind Sponsors:

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Coming Up....

February Schedule:

- February 6 - Advisor Orientation and Info Session
- Feb 6 – 22 – Applications reviewed, and teams chosen.
- Feb 6 – 22 – New and Returning Advisor forms submitted
- February 22 - Announcing Contestant teams paired with Advisors
- February 27 - Competition Training Session #1 – Virtual
- March 5 – Competition Training Session #2 – Held Onsite at Alief Hayes Main Bldg., A319/A320

2024 HCC Business Plan Competition

We sincerely appreciate the opportunity to present this information to you and hope that you found the information useful. We look forward to teaming you with one of the contestants.

SANDRA LOUVIER,
Director, Glenda & David Center For Entrepreneurship, HCC Northwest

DAVID REGENBAUM,
Entrepreneur In Residence, Glenda & David Center For Entrepreneurship, HCC Northwest