



HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

**2023 AWARDS
CEREMONY & RECEPTION**



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
Initiatives Officer, HCC District



Dr. Kurt Ewen,
Chief Transformation Officer, 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**


16 YEAR ANNIVERSARY

2022 PRIZE WINNERS




1st Place – TonerBum By Better Way Body, LLC – Alina Kravchenko

Prize: **\$12,000.00**
Pay to the Order of: **TonerBum By Better Way Body, LLC**
Twelve Thousand ⁰⁰/₁₀₀ Dollars




2nd Place – Gulfgate Animal Hospital – Katherine Palmer

Prize: **\$8,000.00**
Pay to the Order of: **Gulfgate Animal Hospital**
Eight Thousand ⁰⁰/₁₀₀ Dollars




3rd Place – B2G Victory, LLC – Susan Repka

Prize: **\$4,000.00**
Pay to the Order of: **B2G Victory, LLC**
Four Thousand ⁰⁰/₁₀₀ Dollars



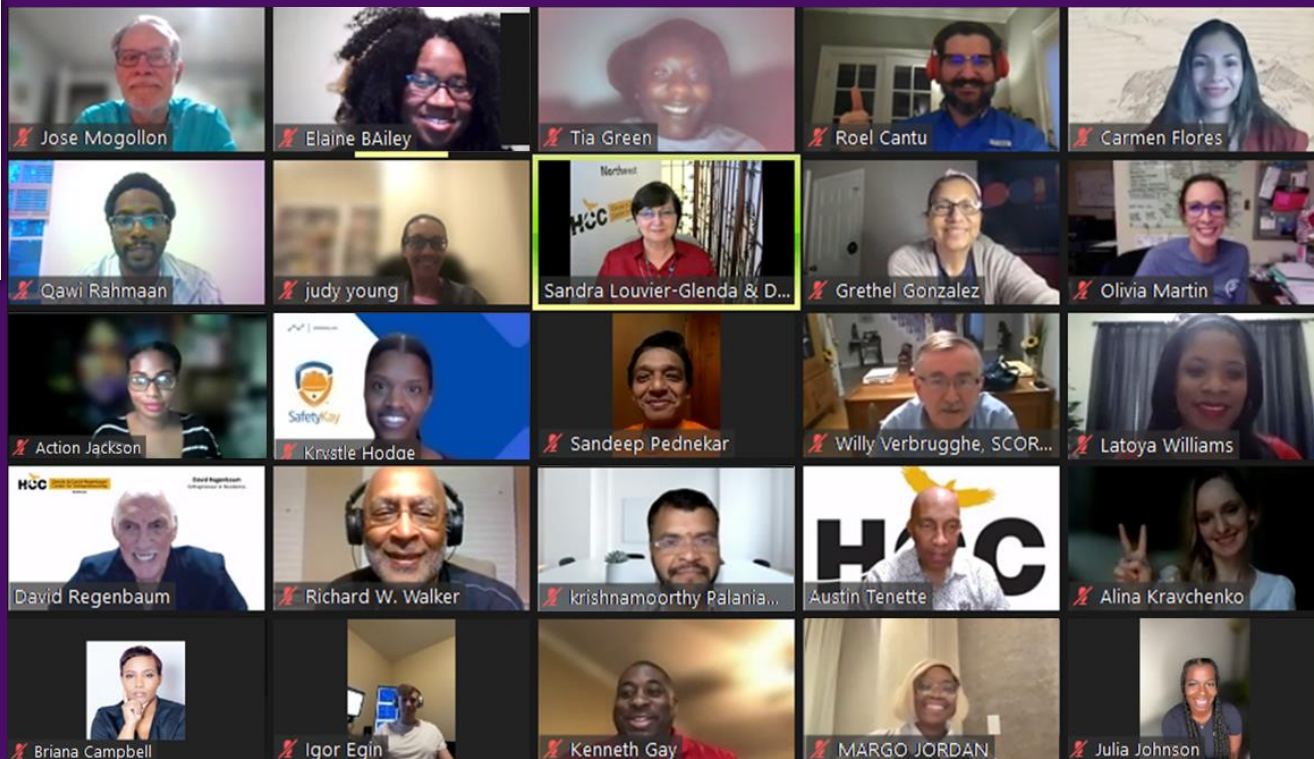
Honorable Mention – MOVUS Energy Solutions – Jose Mogollon

Prize: **\$1,000.00**
Pay to the Order of: **MOVUS Energy Solutions**
One Thousand ⁰⁰/₁₀₀ Dollars



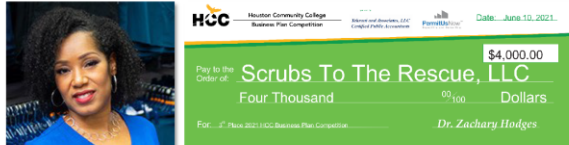
Honorable Mention – Art Your Senses – Carmen Flores

Prize: **\$1,000.00**
Pay to the Order of: **Art Your Senses**
One Thousand ⁰⁰/₁₀₀ Dollars





1st Place – McVicker Hospitality Group – Wesley McVicker



3rd Place – Scrubs To The Rescue, LLC – Tennille Johnson



Honorable Mention – True Vision Aerial Solutions - Yolanda Watson

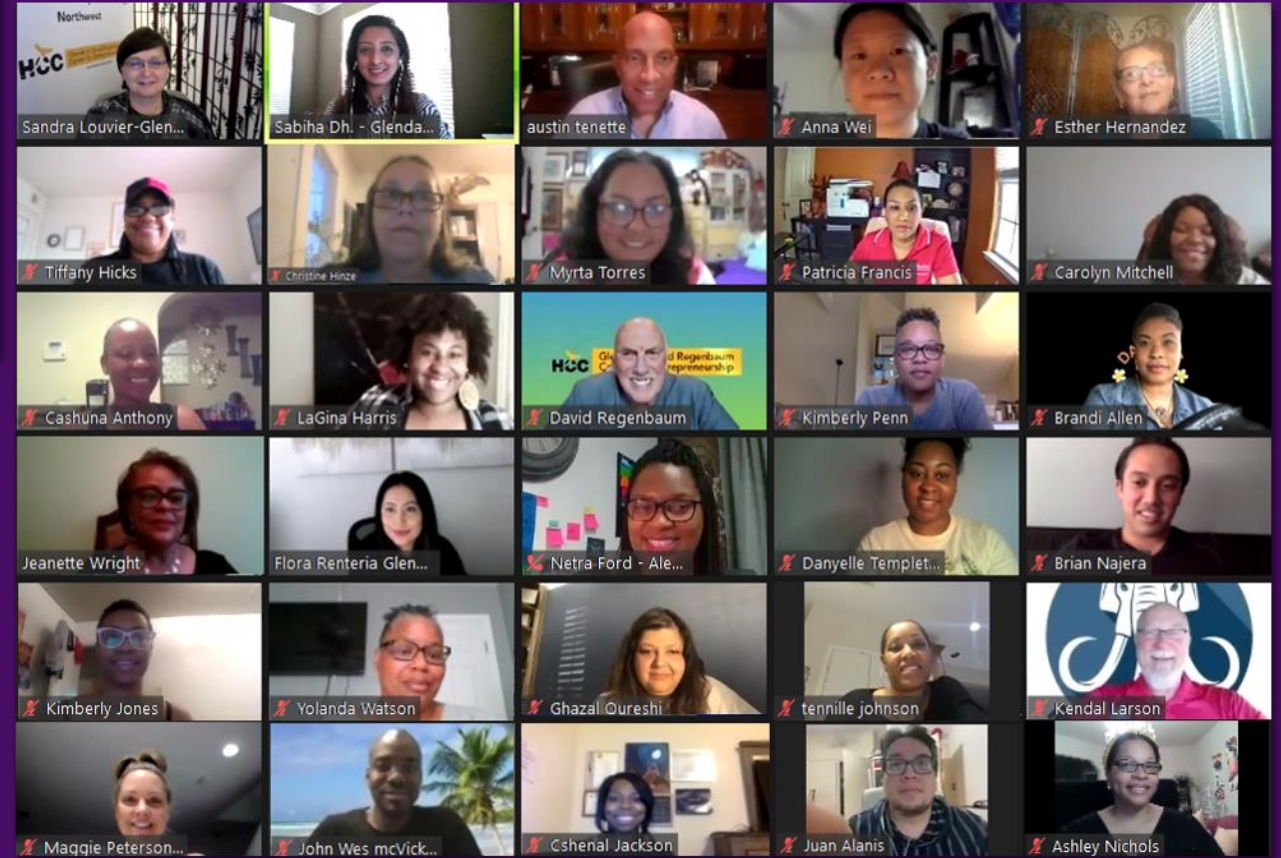
2021 PRIZE WINNERS



2nd Place – Big Oak Tree Media – Juan Alanis



Honorable Mention – Hair of Nature – Danyelle Templeton



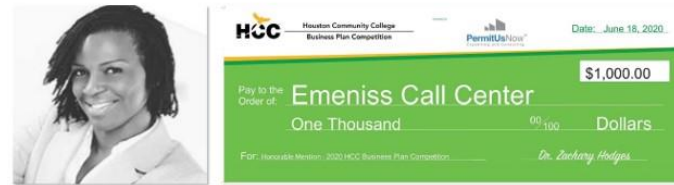
2020 PRIZE WINNERS



1st Place - Specialty Diving - John Hadley



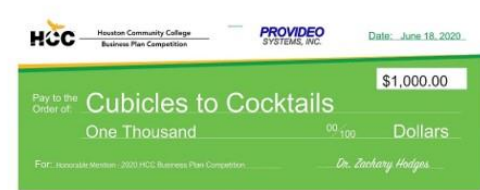
3rd Place - Reda Hicks – Got Spot Inc.



Honorable Prize - Arneisha Sadler – Emeniss Call Center



2nd Place - Sarah Mercier – Learning Ninjas



Honorable Prize - Cubicle to Cocktails - Christa Clarke













HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

2016 Winners & Graduates







HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

2014 Winners





2011



2012



2013





HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

**2023 COMPETITION
HOW IT WORKS**



HOUSTON COMMUNITY COLLEGE BUSINESS PLAN COMPETITION



Glenda & David Regenbaum
Center for Entrepreneurship

Northwest Houston

OUR TEAM



Sandra Louvier



David Regenbaum



Sabiha Dholkawala

January 11 - Reception & Showcase Start of 2023 Competition Season

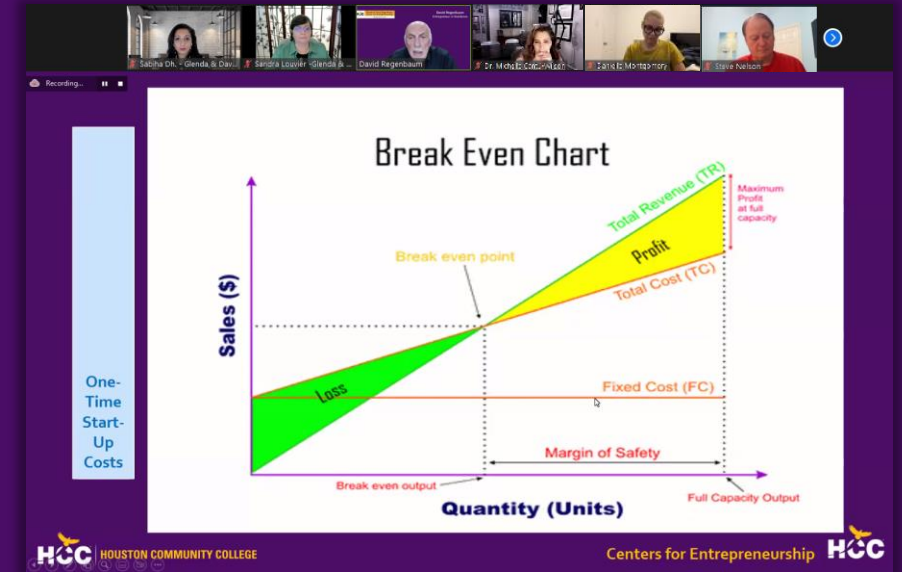


Featuring Sponsors, Past Winners and
Applicants Applying by January 30



Financial Management Webinars

January 19 – David Regenbaum
January 21 – Nannette Ray
January 28 – David Regenbaum



Advisor Orientation On ZOOM - February 7

Role of the Advisor – cont



- Six Contestant Training Sessions
- We request advisors attend at least three of the six sessions:
 - Tuesday evenings from 6:30 pm-8:00 pm
 - February 28, March 7 (O), March 21, April 4, April 18 and May 9.
 - 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 09. Slide presentations and one-minute videos are due on May 15.
- Optional Attendance at Business Plan Pitches on June 1, 2023 if your Team Makes the Finals!
- Optional Attendance at Awards Ceremony - June 13, 2023 from 4:00 pm to 6:00 pm





HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

Thanks again to our 2023 Partners



U.S. Small Business
Administration



FOR THE LIFE OF YOUR BUSINESS



SMALL BUSINESS DEVELOPMENT CENTER
TEXAS GULF COAST NETWORK
UNIVERSITY OF HOUSTON | BAUER



Houston Area
Urban League



Teams Announced End of February Six Training Sessions February - May

Competition Training Sessions

1. February 28
2. March 7 (O)
3. March 21
4. April 4
5. April 18
6. May 9

1 - Roles & Responsibilities
David Regenbaum

2 - Leadership & Team Development
Thea Goldin-Smith

3 - Marketing and Sales
Austin Tenette

4 - Financial Requirements
Nannette Ray

5 - Putting it All Together - Written Plan
David Regenbaum & Sandra Louvier

6 - Pitch Presentation
Sandra Louvier & Lyndsey Brantley



David Regenbaum

Entrepreneur in Residence, HCC Northwest; Chairman of the Board, HCC Foundation; Former Owner, AMI Institute, LLC, "Retired" Entrepreneur.



Thea Goldin-Smith – Leadership & Team Development

Faculty, HCC Goldman Sachs 10,000 Small Businesses; Chief Possibilideas Guide for Level VII Resources.



Austin Tenette – Business Models, Marketing & Sales

Entrepreneur in Residence, HCC Northeast; Executive Leadership Coach, FocalPoint Coaching, Silver Fox Advisor.



Nannette Ray, MBA

Founder and President of TNR Advisors & Management Consultants. 2021 Houston Business Journal “Women Who Mean Business” honoree., Bronze and In-Kind Sponsor



Sandra Louvier

Director, Center for Entrepreneurship - HCC NW; Past Real Estate Director, Haagen-Dazs Shoppe Franchise; Past Owner, Louvier & Associates; Feasibility Consulting.



Lyndsey Brantley

CEO, Camellia Alise;
Past Winner – 2019 HCC Business Plan Competition; BPC Alumni Sponsor

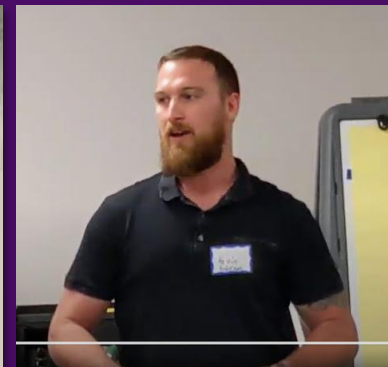


Training Session# 1

Roles & Responsibilities



Training Session# 2 Leadership & Team Development





Training Session #3 - Topics





Training Session# 4 Financial Requirements

Recording...

HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
 COMPETITION**

REVENUE:
 Capacity: \$100.00 per Product/Service; Capacity 10 services/products per day, 22 days per month = (\$100 x 10) x 22 days = \$22,000 per month , 660 products/services per Quarter (10x22) = 220 x 3 months
 Anticipate: 80 sales in Q1, 150 in Q2, 360 in Q3, and 450 in Q4.

START-UP EXPENSES:
 Initial Furniture & Equipment: \$40,000

Operating Expenses: 1 Employee \$2,500 per month, Marketing and Operating Expenses \$3,000 per Month, and Owner Salary \$5,000 per month (starting in Q3).

Category		Q1	Q2	Q3	Q4	Total
Sales Capacity		660	660	660	660	2640
Anticipated Sales		80	150	360	450	1040
Revenue		\$8,000	\$15,000	\$36,000	\$45,000	\$104,000
Initial Capital Costs	-\$40,000					-\$40K
Operating Expenses		-\$16,500	-\$16,500	-\$31,500	-\$31,500	-\$96,000
Operating Profit/Loss		-\$8,500	-\$1,500	\$4,500	\$13,500	\$8,000
Cash Flow	-\$40,000	-\$48,500	-\$50,000	-\$45,500	-\$32,000	
Breakeven Sales		165	165	315	315	960

HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
 COMPETITION**

HOUSTON COMMUNITY COLLEGE

Glenda & David Regenbaum
 Center for Entrepreneurship
 Houston, Texas



Training Session# 5 Putting It All Together – Written Plan



BUSINESS PLAN

A **business plan** is a formal written document containing business goals, the methods on how these goals can be attained, and the time frame within which these goals need to be achieved.

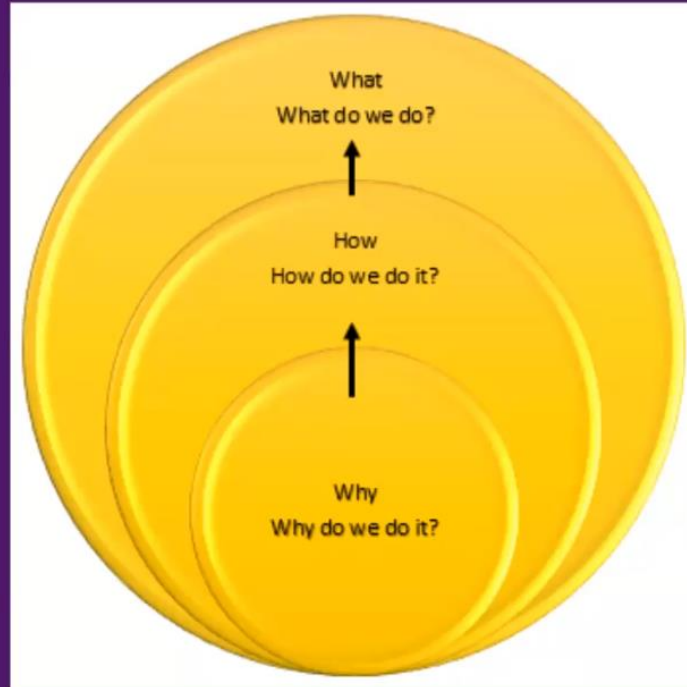
 Wikipedia

It also describes the nature of the business, background information on the organization, the organization's financial projections, and the strategies it intends to implement to achieve the stated targets.

In its entirety, this document serves as a road map that provides direction to the business.



PITCH PREPARATION





HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

2023 HCC BPC Graduates - 29 Teams!





- ❖ **100 Shades of Vibez** : Rayn Snow
 - ❖ Advisors: Arneisha Sadler & Ana Boa-Ventura

- ❖ **Astute Healthcare Solutions**: Alexandra Hogue
 - ❖ Advisor: Kevin McAdam

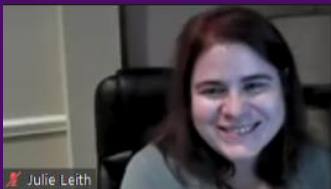


- ❖ **Bilingual Institute of Professional Studies**: Helen Taboada
 - ❖ Advisors: Adolfo Morales & Angel Curet

- ❖ **BIRDZ BITEZ**: Shana Joseph
 - ❖ Advisors: Jim Nordhaus & Kamal Shah



- ❖ **Cafe Shea**: Ellen Jones
 - ❖ Advisors: Juan Crawford & Marco Ruiz



- ❖ **Durable Assistance and Consulting, LLC:** Julie Leith
 - ❖ Advisor: Lisa Marie & LaTanya McGilbra

- ❖ **Dynamic Flow AC and Heating :** Takeria Bill
 - ❖ Advisors: Don Bellman & Alejandro Guajardo



- ❖ **Energy AI Solutions, LLC:** Alicia Moniz
 - ❖ Advisors: Irsan Tisnabudi & Pedro Martinez



- ❖ **Happy Me Tee, LLC:** Britne Broadnax
 - ❖ Advisors: Wande Adedeji & Sam Cannon



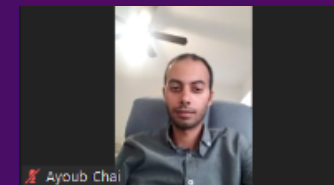
- ❖ **Hillarries Road Interiors:** Danielle Montgomery
 - ❖ Advisors: Jim Funke & Ray Lindsey





- ❖ **Ignite Diagnostic Solutions, LLC:** Charmeyce Buck
 - ❖ Advisors: Mike Fadden & Daniel Luu

- ❖ **Jump Start Engineering:** Ayoub Chai
 - ❖ Advisors: Michelle Chenault & Sadiq Sameer



- ❖ **KIOME, LLC:** Grannetta Springer
 - ❖ Advisors: Dr. Ruth Ollison & Weltonia Harris

- ❖ **Levels of Grandeur:** Chuan Liu
 - ❖ Advisors: Erik Streight & Steve Hamilton

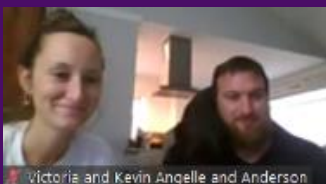


- ❖ **Maritime XR:** Aditya Aggarwal
 - ❖ Advisors: David Short & Darrell Pevoteaux



- ❖ **Michelle Cantu-Wilson Consulting:** Dr. Michelle Cantu-Wilson
 - ❖ Advisor: Steve Rosencranz

- ❖ **Nelliana Acuna International, PLLC:** Nelliana Acuna
 - ❖ Advisors: Francisco Gonzalez & Danita Brown



- ❖ **Sadie's Select:** Kevin Anderson
 - ❖ Advisors: Sheila Patterson & Austin Tenette

- ❖ **Social Media Collective:** Alexis Miller
 - ❖ Advisors: Pankaj Desai & Leeanne Aguilar



- ❖ **SteaMyCar:** Rudy Vierra
 - ❖ Advisors: Karen Sharp & Thomas Vo



- ❖ **Texas Junkers, LLC:** Eluid Nava
 - ❖ Advisor: Willy Verbrugghe & Lizzette Diaz

- ❖ **Tha Wellness Jawn:** Alexis Evans
 - ❖ Advisors: Christina Cornelius & Brooke Young



- ❖ **Three Keys Coffee:** Kenzel Fallen
 - ❖ Advisors: Chuck Weiser & Terrence Hurley

- ❖ **Treats by TYGR, LLC:** Tygr Porche
 - ❖ Advisors: David Mulcahy & Constance Jones



Congratulations Graduates!
You are all receiving In-Kind Prizes.
Thanks to our generous In-Kind Prize Sponsors

Congratulations! First baby born between competition due dates!

Alexis Evans – Th Wellness Jawn



March 7th – Alexis Evans at
Training Session #2



May 8th –
business plans
submitted



May 13th – Zahir Evans is
born



May 15th – Slide
decks & videos
submitted



June 13th –
Zahir is one moth old today!



HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

Thanks to our 2023 In-Kind Sponsors





HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

**HCC BUSINESS PLAN COMPETITION
ALUMNI**



HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

FINALIST JUDGING SESSIONS

2023 JUDGES & Competition Leaders



- Nasr Khan – Wallis Bank
- Harry Leach – Capital CDC
- Gary Henderson - Stellar Bank
- Sandra Louvier – HCC
- Nannette Ray - Faith in Business Foundation
- Michi B Clay – LiftFund
- Aaliyah Gibbons - Frost Bank
- Oscar Martinez – Frost Bank

THE FINALISTS



- ❖ **CyFair Psychological Group of Texas, PLLC:** Tracy Johnson
 - ❖ Advisors: Edward Popoola & Ramona Sanders



- ❖ **Keeping Your Parents Safe, PLLC:** Barbara Wogh
 - ❖ Advisors: Lalitha Raman & Denise Langabeer



- ❖ **Loving Lacquer Cosmetics:** Kimberly Loving
 - ❖ Advisors: Kim Roxie and Ana Pereda



- ❖ **Mommy and Me: The Listers:** Crystal Williams-Lister
 - ❖ Advisors: Princess Mokolo & Patty Sobelman



- ❖ **RE.STATEMENT:** Hannah Le
 - ❖ Advisors: Barbara Reiff & Brittany Grayson

Finalist Presentation

CyFair Psychological Group of Texas, PLLC - Tracy Johnson



Finalist Presentation

Keeping Your Parents Safe, PLLC - Barbara Wogh



Finalist Presentation

Loving Lacquer Cosmetics - Kimberly Loving



Finalist Presentation

Mommy and Me: The Listers - Crystal Williams-Lister



Finalist Presentation

RE.STATEMENT - Hannah Le





HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

Meet our Finalists -
[One-Minute Videos](#)



HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

Congratulations Finalists! 🎉

A few words from each....

OUR FINALISTS



- ❖ **CyFair Psychological Group of Texas, PLLC:** Tracy Johnson
 - ❖ Advisors: Edward Popoola & Ramona Sanders



- ❖ **Keeping Your Parents Safe, PLLC:** Barbara Wogh
 - ❖ Advisors: Lalitha Raman & Denise Langabeer



- ❖ **Loving Lacquer Cosmetics:** Kimberly Loving
 - ❖ Advisors: Kim Roxie and Ana Pereda



- ❖ **Mommy and Me: The Listers:** Crystal Williams-Lister
 - ❖ Advisors: Princess Mokolo & Patty Sobelman



- ❖ **RE.STATEMENT:** Hannah Le
 - ❖ Advisors: Barbara Reiff & Brittany Grayson



HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

Thanks again to our
SPONSORS



HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

Thanks to our 2023 Platinum Sponsor





HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

Thanks to our 2023 Gold Sponsors

LiftFund

DREAM IT. FUND IT.

stellar BANK™



HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

Thanks to our 2023 Silver Sponsors





HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

Thanks to our 2023 Bronze Sponsors



*Ed & Aleida
Rios*



HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

Thanks to our 2023 Alumni Sponsors





... AND THE PRIZES

Honorable Mention	\$ 1,000.00
Honorable Mention	\$ 1,000.00
Third Prize	\$ 4,000.00
Second Prize	\$ 8,000.00
First Prize	\$12,000.00



HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

Cash Prize Winners Announced

Kimberly Loving



Date: June 13, 2023

\$1,000.00

Pay to the
Order of:

Loving Lacquer Cosmetics

One Thousand

00/100

Dollars

For: Honorable Mention - 2023 HCC Business Plan Competition

Dr. Zachary Hodges



HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

Tracy Johnson



HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**



*Ed & Aleida
Rios*

Date: June 13, 2023

\$1,000.00

Pay to the
Order of:

CyFair Psychological Group of Texas, PLLC

One Thousand

00/100

Dollars

For: Honorable Mention - 2023 HCC Business Plan Competition

Dr. Zachary Hodges



Glenda & David Regenbaum
Center for Entrepreneurship

Northwest Houston

\$4,000.00

Pay to the
Order of:

Keeping Your Parents Safe, PLLC

Four Thousand

00/100

Dollars

For: 3rd Place 2023 HCC Business Plan Competition

Dr. Zachary Hodges

\$8,000.00

Pay to the
Order of:

RE.STATEMENT

Eight Thousand

00/
100

Dollars

For: 2nd Place 2023 HCC Business Plan Competition

Dr. Zachary Hodges



Date: June 13, 2023

\$12,000.00

Pay to the
Order of:

Mommy and Me: The Listers

Twelve Thousand

00/
100

Dollars

For: 1st Place 2023 HCC Business Plan Competition

Dr. Zachary Hodges

Congratulations 2023 Winners!



- ❖ **1st Place - \$12,000 - Mommy and Me: The Listers:** Crystal Williams-Lister
 - ❖ Advisors: Princess Mokolo & Patty Sobelman

- ❖ **2nd Place - \$8,000 – RE.STATEMENT:** Hannah Le
 - ❖ Advisors: Barbara Reiff & Brittany Grayson



- ❖ **3rd Place - \$4,000 – Keeping Your Parents Safe, PLLC:** Barbara Wogh
 - ❖ Advisors: Lalitha Raman & Denise Langabeer

Honorable Mentions:

- ❖ **\$1,000 – CyFair Psychological Group of Texas, PLLC:** Tracy Johnson
 - ❖ Advisors: Edward Popoola & Ramona Sanders



- ❖ **\$1,000 – Loving Lacquer Cosmetics:** Kimberly Loving
 - ❖ Advisors: Kim Roxie and Ana Pereda





HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

Congratulations to our Cash Prize Winners
and all Graduating Teams! You are all winners to us!
Thanks again to our Advisors, Trainers, Sponsors, Judges,
HCC team, and to all in the Houston entrepreneurial
eco-system who work together to empower entrepreneurs!

End Program



HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

2023 Awards Ceremony & Reception

Close