



Houston Community College  
Business Plan Competition

Welcome to the Season Opening of the  
2022 HCC Business Plan Competition 



<https://hccs.edu/businessplancompetition>



# 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.



**LET'S HEAR FROM SOME OF OUR  
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. Kurt Ewen,**  
Chief of Staff and 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

**Showcasing all those who make our competition a success.  
Thanks to our Sponsors, Trainers, Advisors, Judges,  
Alumni, HCC team, and to all in the Houston  
entrepreneurial eco-system who work together to  
empower entrepreneurs!**



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Northwest Houston





**HOUSTON COMMUNITY COLLEGE**  
Business Plan Competition

# Introducing our 2022 Cash Prize Sponsors

## Cash Prize Sponsors



DREAM IT. FUND IT.



More 2022 Cash Prize  
Sponsors will be announced  
throughout the Spring.



# Introducing our 2022 BPC Alumni Sponsors

## BPC Alumni Sponsors



More 2022 BPC Alumni Sponsors will be announced throughout the Spring.



**HOUSTON COMMUNITY COLLEGE**  
Business Plan Competition

# Introducing our 2022 In-Kind Prize Sponsors

## In-Kind Prize Sponsors



More 2022 In-Kind Prize Sponsors will be announced throughout the Spring.



**HOUSTON COMMUNITY COLLEGE**  
Business Plan Competition

# Introducing our 2022 Cash Prize Sponsors

## Gold Sponsor

**WALLISBANK** 



Gary Owens  
President



Asif Dakri  
Chief Executive Officer



Nasr Khan  
EVP, Chief Lending Officer



# Introducing our 2022 Cash Prize Sponsors Gold Sponsor



Michi Clay  
Regional Vice President,  
East Texas Region



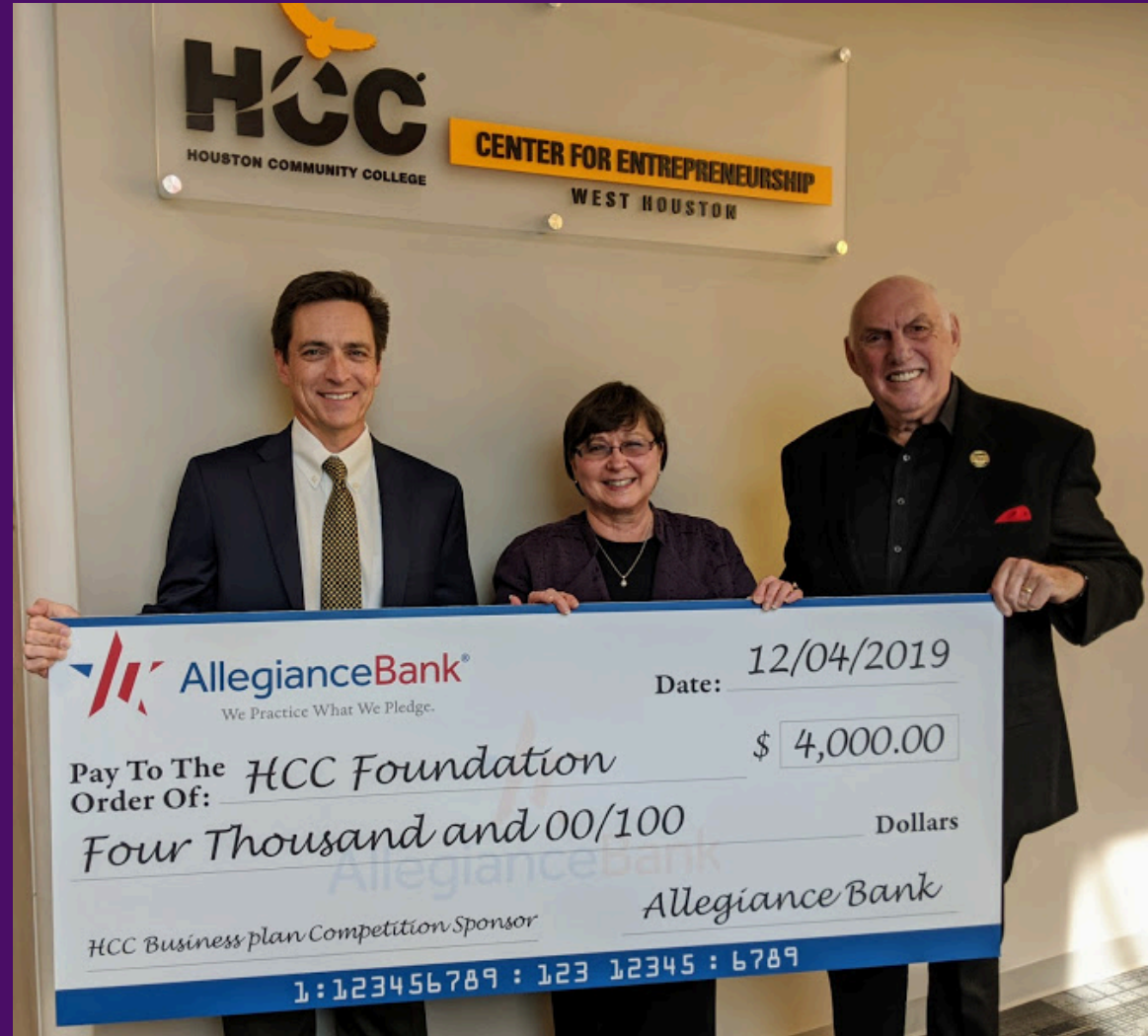
Jennifer Dale  
Vice President of  
Loan Administration

# Introducing our 2021 Cash Prize Sponsors Silver Sponsor



Steve Retzloff  
Chairman

Gary Henderson  
EVP and Director,  
GG Lending





**HOUSTON COMMUNITY COLLEGE**  
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# Introducing our 2021 Cash Prize Sponsors Silver Sponsor



Harry Leach  
Regional Manager - Houston



**HOUSTON COMMUNITY COLLEGE**  
Business Plan Competition

# Introducing our 2021 Cash Prize Sponsors Bronze Sponsor



Beth Guide  
President/ Owner



**HOUSTON COMMUNITY COLLEGE**  
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## Introducing our 2022 Trainers



David Regenbaum



Thea Goldin-Smith



Austin Tenette



Nannette Ray



Sandra Louvier



Lyndsey Brantley





**HOUSTON COMMUNITY COLLEGE**  
Business Plan Competition

Thanks again our 2021 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




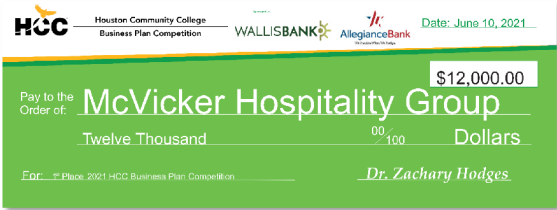
\$12,000 – 1<sup>st</sup> Place  
McVicker Hospitality Group

\$8,000 – 2<sup>nd</sup> Place  
Big Oak Tree Media


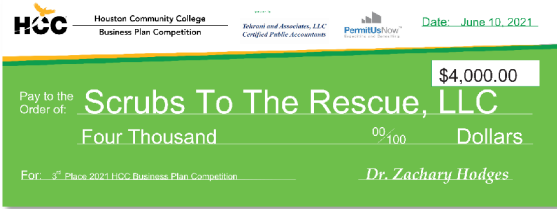
\$4,000 – 3<sup>rd</sup> Place  
Scrubs To The Rescue, LLC

\$1,000 – Honorable Mention  
Hair of Nature



\$1,000 – Honorable Mention  
True Vision Aerial Solutions

1<sup>st</sup> Place – McVicker Hospitality Group – Wesley McVicker


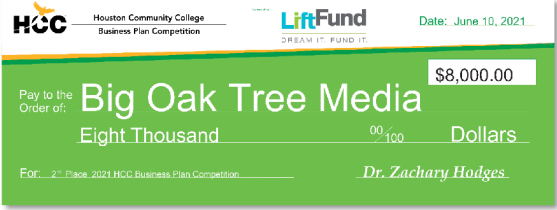



3<sup>rd</sup> Place – Scrubs To The Rescue, LLC – Tennille Johnson






Honorable Mention – True Vision Aerial Solutions - Yolanda Watson

### 2021 PRIZE WINNERS

2<sup>nd</sup> Place – Big Oak Tree Media – Juan Alanis

Honorable Mention – Hair of Nature – Danyelle Templeton



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Thanks again to our Sponsors, Trainers, Advisors, Judges, Alumni, HCC team, and to all in the Houston entrepreneurial eco-system who work together to empower entrepreneurs!

<https://hccs.edu/businessplancompetition>

Now we'll proceed to the Orientation portion of our program for all those interested in applying for the 2022 competition.



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Center for Entrepreneurship

Northwest Houston



Houston Community College  
Business Plan Competition

## For Proposed, Startup and Existing entrepreneurs

- Applications are accepted in January.
- The BPC runs late February and run through early June.
  - Six free, virtual, 1.5 hour training sessions.
  - Two advisors will be provided to each accepted team.
- Applicants can apply as a team of from one to five persons.



Glenda & David Regenbaum  
Center for Entrepreneurship

Northwest Houston

## Competition Timeline

January 7 - 28

Apply

February 18

Chosen Teams Notified of Acceptance

February - May

Training Sessions - Six Tuesday Evenings

Feb 22, Mar 8, Mar 22, Apr 5, Apr 19 & May 10

February – May

One-on-One Advising

May 09

Plans Due

May 16

Presentation Slides & Videos Due

June 02

Finals & Pitches

June 09

Prize Money Awarded to Winners





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Business Plan Competition

## For Proposed, Startup and Existing Entrepreneurs

Proposed & Startup\* Entrepreneurs - 3 Steps:

- 1) Pre-requisite Financial Webinar, 2) Pre-requisite Class/Program, 3) Apply

Existing Entrepreneurs - Just 2 Steps:

- 1) Pre-requisite Financial Webinar and 2) Apply

\*Startup – had not yet achieved 6 continuous months of net profit prior to or during the pandemic.



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# HOUSTON COMMUNITY COLLEGE Business Plan Competition

## Preparing to Apply:

Begin Drafting Business Assumptions & Plan

ALL TEAM LEADS TAKES A FINANCIAL WEBINAR

- Upcoming: 1/13, 1/22 or 1/29

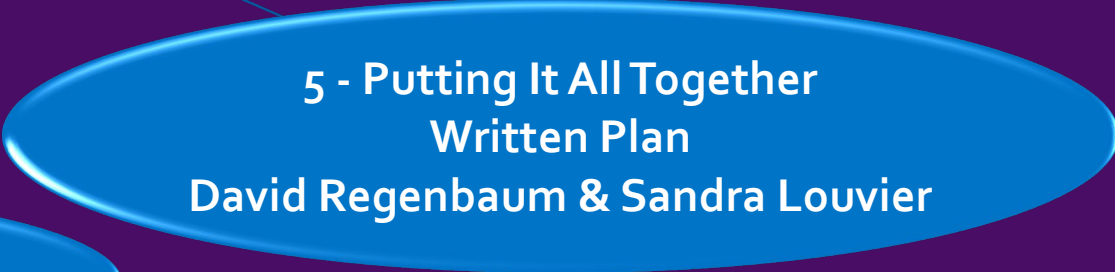
PROPOSED & STARTUPS – TEAM LEADS

- Choose any ONE PREPARATORY CLASS OR PROGRAM:

- Small Business Success Series by HCC<sup>©</sup>
- Online Creating a Successful Business Plan (CASBP)
- Small Business Management
- Entrepreneurship & Economic Development.

- Liftoff Houston Training & Competition
- U of H SURE Program
- HAUL Small Business University.





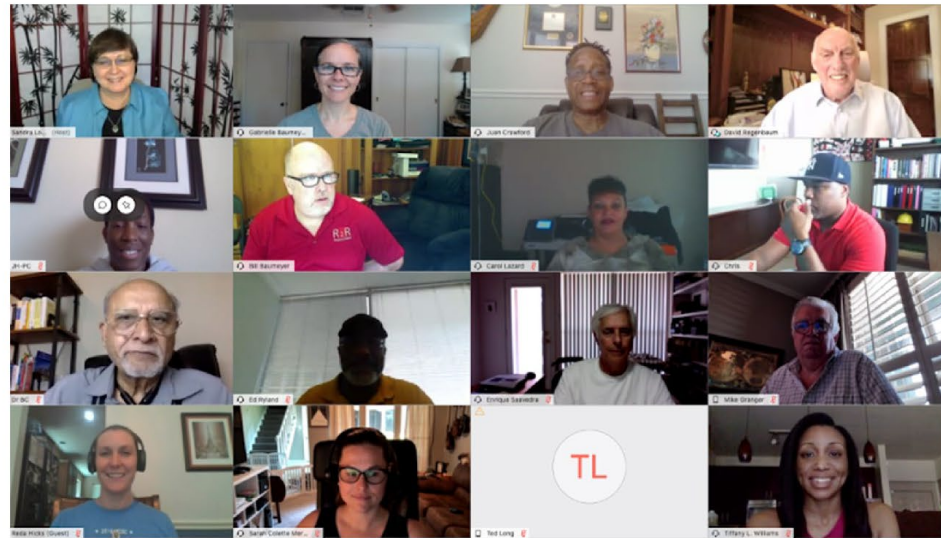


**HOUSTON COMMUNITY COLLEGE**  
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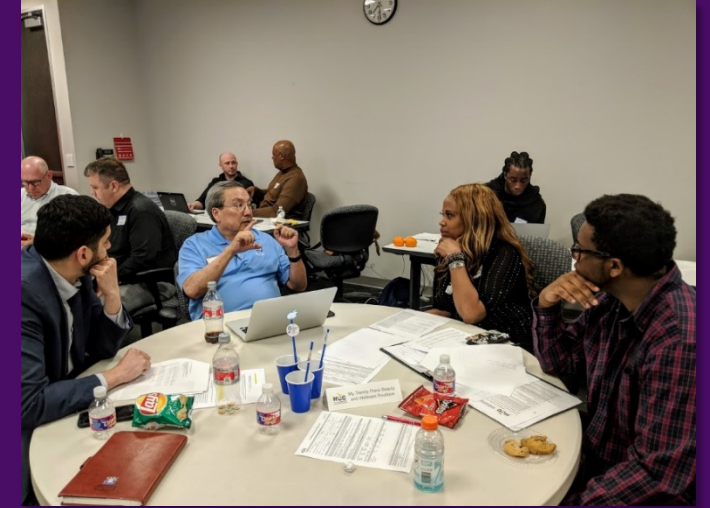
# Six Free Zoom Training Sessions



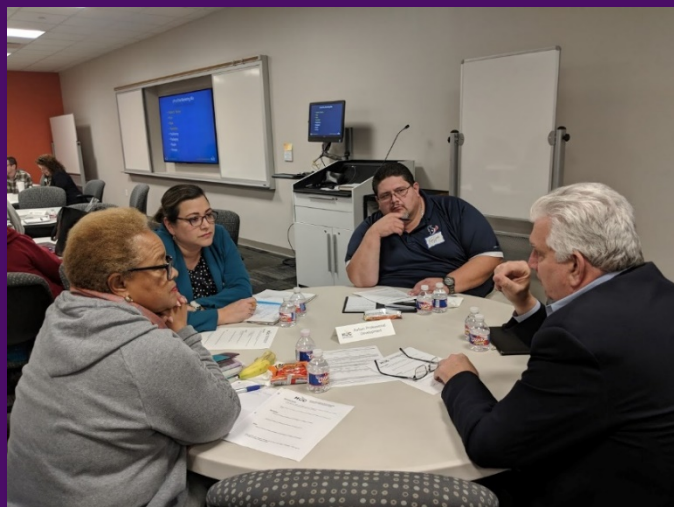
Pivoting in 2020  
during the pandemic  
from On-site to Virtual  
Training Sessions







Advisors from: Wallis Bank, Liftfund, SCORE, Houston Area Urban League, Houston West Chamber of Commerce, Silver Fox Advisors, FocalPoint Coaching, Newspring, HCC Business Plan Competition Alumni Entrepreneurs & more.....





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Prize Money Awarded to Winners

# Finalist Presentation


## McVicker Hospitality Group – Wesley McVicker



- Sandra Louvier – HCC
- Flora Renteria – HCC
- Helen Callier – PermitUsNow
- Sabiha Dholkawala – HCC
- Gary Henderson – Allegiance Bank
- David Regenbaum – HCC
- Dr. Mo Tehrani – Tehrani & Associates, LLC
- Michi B Clay – LiftFund
- **Wesley McVicker/ Desiree Worrell – Finalists**
- **Chuck Weiser – Advisor**
- **Jim Nordhaus - Advisor**
- Kristi Von Woglom - Wallis Bank
- Jack Barry - Past Competition Leader

# Finalist Presentation

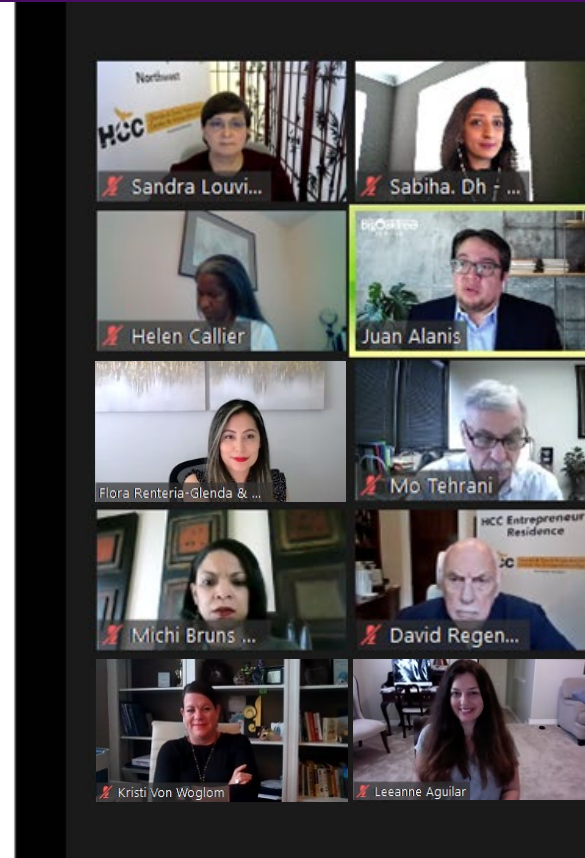
## Big Oak Tree Media – Juan Alanis



### Industry Analysis

- Podcasting is an increasingly popular pastime in the U.S. and there were an estimated 88 million podcast listeners in the country in 2019.
- Forecasts suggest that the number of podcast listeners will surpass 160 million in 2023 after increases of around 20 million each year.
- 51% of the US population have listened to a podcast.
- 32% of the US population listens to a podcast at least once a month.

BigOakTree media

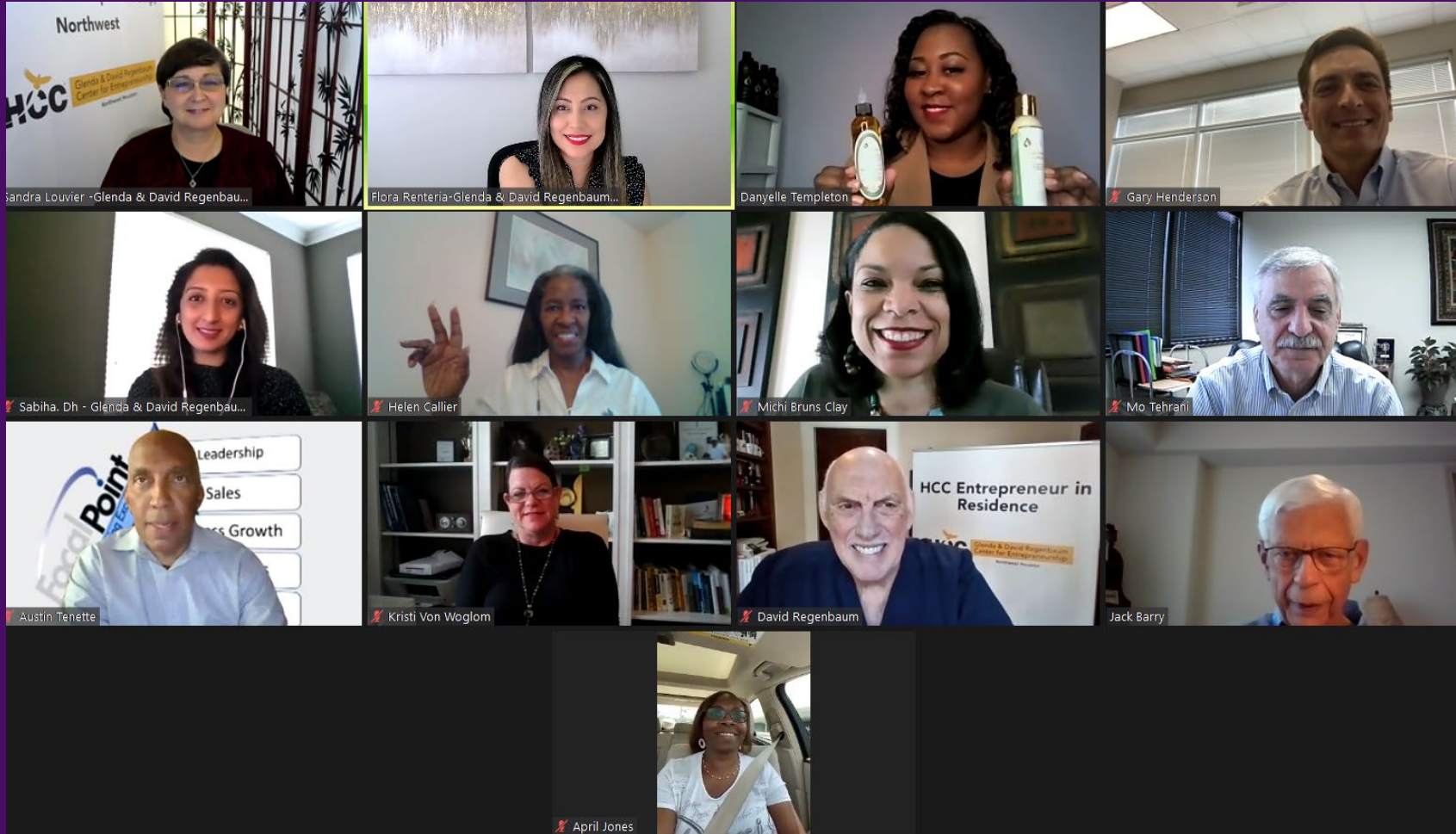


- Sandra Louvier – HCC
- Sabiha Dholkawala – HCC
- Helen Callier – PermitUsNow
- **Juan Alanis – Finalist**
- Flora Renteria – HCC
- Dr. Mo Tehrani – Tehrani & Associates, LLC
- Michi B Clay – LiftFund
- David Regenbaum – HCC
- Kristi Von Woglom - Wallis Bank
- **Leeanne Aguilar – Advisor**
- **Ahsen Khan – Advisor (not pictured)**



# Finalist Presentation

## Hair of Nature – Danyelle Templeton



- Sandra Louvier – HCC
- Flora Renteria– HCC
- **Danyelle Templeton – Hair of Nature**
- Gary Henderson – Allegiance Bank
- Sabiha Dholkawala - HCC
- Helen Callier – PermitUsNow
- Michi B Clay – LiftFund
- Dr. Mo Tehrani – Tehrani & Associates, LLC
- **Austin Tenette - Advisor**
- Kristi Von Woglom - Wallis Bank
- David Regenbaum – HCC
- Jack Barry – Past Competition Leader
- **April Jones – Advisor**

# Finalist Presentation Reda Hicks - GotSpot



Sandra Louvier – HCC

Ed Ryland – Advisor

Dr. Mo Tehrani – ProVideo Systems

Nasr Khan – Wallis Bank

Linda Amador-Stephens – HAGGL

Reda Hicks – Finalist

Tiffany Williams – Advisor  
(not pictured)

\$12,000 – 1<sup>st</sup> Place  
McVicker Hospitality Group


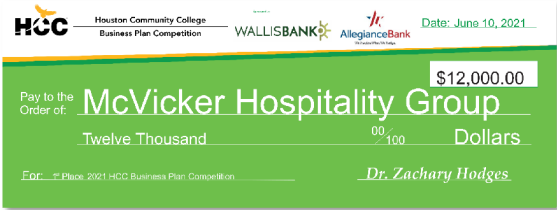
\$8,000 – 2<sup>nd</sup> Place  
Big Oak Tree Media

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Scrubs To The Rescue, LLC


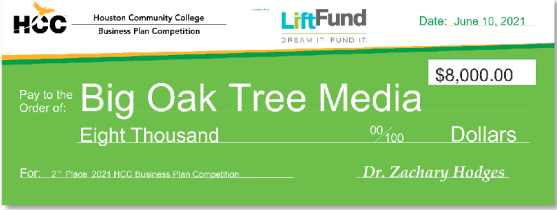
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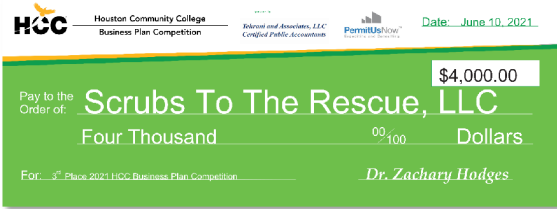
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**Sponsors & Supporting Partners**

**Cash Prize Sponsors:**

Wallis Bank, LiftFund, Houston Association of Government Guaranteed Lenders, Origin Bank, Allegiance Bank, ProVideo Systems, PermitUsNow

**In-Kind Sponsors:**

Houston West Chamber of Commerce, True Color Graphics, The Cannon, SEO411 & Synerlock Corporation





**Sponsors & Supporting Partners**

**Cash Prize Sponsors:**

Wallis Bank, LiftFund, Allegiance Bank, Tehrani and Associates, LLC

**BPC Alumni Sponsors:**

PermitUsNow, Camellia Alise, Texas Security Shredding, Accel Lifestyle & Hiketron

**In-Kind Sponsors:**

Houston West Chamber of Commerce, True Color Graphics, The Cannon, SEO411 & Synerlock Corporation



Glenda & David Regenbaum  
Centers for Entrepreneurship - Northwest

## Financial Webinar for Small Business Launch & Growth

January 13 Thursday, 2:00 pm – 4:30 pm – Online Event

January 22 Saturday, 9:30 am – 12:00 pm – Online Event

January 29 Saturday, 9:30 am – 12:00 pm – Online Event







# HOUSTON COMMUNITY COLLEGE

## Business Plan Competition

### Creating a Successful Business Plan

#### Online Self-Paced Continuing Education Class

- 12 Lessons – each about 1.5 – 2 hours
- Quizzes to advance to the next lesson
- Multiple choice test at the end
- Entire class takes 15-24 hours of your time
- Easy Enrollment - Takes just three minutes to register for the class - Cost \$119
- Sign up before you submit your BPC application and finish the class by February 14



<https://www.ed2go.com/hccs/online-courses/creating-successful-business-plan/>



**HOUSTON COMMUNITY COLLEGE**  
Business Plan Competition

**Apply January 7 - 28**

**<https://hccs.edu/businessplancompetition>**

**Take care to submit a strong application. Give us some well thought out answers based on the business assumptions you have developed at this point. Make sure you have a resume ready to upload for each team member. Read the contestant rules and requirements. Prerequisites - If you still need the workshop and/or class, sign up for them prior to submitting your application. Then attend and complete them while we are reviewing applications. If we are considering choosing you for the competition, we will check to see if you've completed them before making our decision, because you must complete the prerequisites in order for your application to be considered complete. Selected teams will be notified via the email address you submit in your application on or shortly after 2/18.**

**Competition Newsletter: <http://tiny.cc/HCCBPC>**





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## Business Plan Competition



Glenda & David Regenbaum  
Center for Entrepreneurship

Northwest Houston

[c4e@hccs.edu](mailto:c4e@hccs.edu)

713-718-6650



Left to Right: Sandra Louvier – Director  
Sabiha Dholkawala – Admin. Assistant

David Regenbaum, Entrepreneur in Residence  
Flora Renteria – Reception Assistant