



UT Permian Basin Small Business Development Center
Official Newsletter

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U.S. Small Business
Administration



The Oilfield Photographer

James Durbin first contacted the SBDC in July 2018 requesting assistance in starting an industrial photography business within the Oil and Gas industry. While also being a contestant in the Midland Entrepreneurship Challenge, he received help in creating a business plan, financial projections, and growth strategy planning.

In September 2018, James was awarded \$25,000 to start his business. As of 2019, the Oilfield Photographer now has two full-time employees and one part-time. Great job James!

10 Ways to Support Your Friend's Small Business

By: Aayushma B. | Wikye

If your friend owns a business, there are many things you can do to help them grow. The best thing you can do for them is to always boost their confidence.

- Buy their products if they are selling.
- Like, Share, Comment and Subscribe
- Offer for help, ideas, and feedback
- Engage with them
- Talk about it with other people
- Engage on their sites on their small business
- Compliment and Encourage them
- Stop asking for discounts/free work
- Connect Entrepreneurs you know
- Collaborate with them

[Learn More](#)



2019-2020 Performance

By Tyler Patton

As another fiscal year concludes, I would like to share the achievements of the UTPB Small Business Development Center in 2019-2020. Each year the Small Business Administration and the SBDC regional office sets goals for this center. These goals focus on new clients, number of counseling hours, capitalization, new businesses opened, and new jobs created. These metrics allow us to measure not only the amount of work we do, but also the effectiveness of that work.

In 2019-2020, we had the privilege of working with more than 769 clients for about 2,557 counseling hours. These clients were able to qualify for more than \$27 million in loans and grants. Previously our highest amount was about \$20 million in 2018-2019.

These clients opened up 63 new businesses in the Permian Basin during some of the most challenging economic conditions in the last 20 years. These new businesses created 263 jobs. Our clients with existing businesses employ more than 2,900 associates. Additionally, we hosted 28 workshops in 2019-2020 that was attended by more than 400 individuals.

I want to thank the staff of the UTPB - Small Business Development Center for a great year. Kat, Danny, Andrew, and Bryan are all terrific at their positions, and I encourage any business to reach out to any of us for assistance.

Our Mission

To provide consulting, training, and research to small businesses

Our Vision

To be a leading economic

development organization by
empowering entrepreneurs

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AMERICA'S SBDC NORTHWEST TEXAS

How to Handle a Cash Flow Shortage

- Convert Unnecessary Assets to Cash
- Contact Lenders to Renegotiate Financing
- Negotiate With Suppliers
- Step Up Invoice Collections
- Cut Business Expenses
- Align Payroll Cycle with Collection Cycle

Top Priority Bills: Taxes, Payroll, Secured Debt, & Rent and Utilities

Upcoming Webinars

- October 07 | PPP Forgiveness
- October 14 | Mind your Cash Flow
- October 21 | Intellectual Property
- October 22 | Marketing 101
- October 28 | EIDL

Admission is FREE! Check out our Facebook page for more information! @PBSBDC

