



HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

**2022 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 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**

15 YEAR ANNIVERSARY




1st Place – McVicker Hospitality Group – Wesley McVicker

\$12,000.00
Pay to the Order of: **McVicker Hospitality Group**
Twelve Thousand Dollars
Dr. Zachary Hodges



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


\$4,000.00
Pay to the Order of: **Scrubs To The Rescue, LLC**
Four Thousand Dollars
Dr. Zachary Hodges



Honorable Mention – True Vision Aerial Solutions – Yolanda Watson


\$1,000.00
Pay to the Order of: **True Vision Aerial Solutions**
One Thousand Dollars
Dr. Zachary Hodges

2021 PRIZE WINNERS



2nd Place – Big Oak Tree Media – Juan Alanis

\$8,000.00
Pay to the Order of: **Big Oak Tree Media**
Eight Thousand Dollars
Dr. Zachary Hodges



Honorable Mention – Hair of Nature – Danyelle Templeton

\$1,000.00
Pay to the Order of: **Hair of Nature**
One Thousand Dollars
Dr. Zachary Hodges



2020 HCC BPC Graduates



1st Place - Specialty Diving - John Hadley



3rd Place - Reda Hicks – Got Spot Inc.



Honorable Prize - Arneisha Sadler – Emeniss Call Center

2020 PRIZE WINNERS



2nd Place - Sarah Mercier – Learning Ninjas



Honorable Prize - Cubicle to Cocktails - Christa Clarke





2018 Winners & Graduates





2017 Ceremony



2016 Winners & Graduates







HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

2014 Winners



2011, 2012 & 2013 Winners



2011



2012



2013

2010 Winners & Graduates





HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

**2022 COMPETITION
HOW IT WORKS**



HOUSTON COMMUNITY COLLEGE BUSINESS PLAN COMPETITION



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

David Regenbaum, Entrepreneur in Residence
Flora Renteria – Reception Assistant

January 6 - Reception & Showcase Start of 2022 Competition Season



Featuring Sponsors, Past Winners and
Applicants Applying by January 31



HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

Thanks again to our 2022 Partners



U.S. Small Business
Administration



FOR THE LIFE OF YOUR BUSINESS



Houston Area
Urban League



Financial Management Webinars

January 13 – Nannette Ray

January 22 – Nannette Ray

January 29 – David Regenbaum

January Financial Workshops were onsite prior to the pandemic.
We went virtual in 2022. Will go back onsite in 2023!



Advisor Orientation

February 8

Teams Announced End of February Six Training Sessions March - May

Competition Training Sessions

1. February 22
2. March 8
3. March 22
4. April 5
5. April 19
6. May 10

1 - Roles &
Responsibilities
David Regenbaum

2 - Marketing and Sales
Austin Tenette

3 - Leadership & Team
Development
Thea Goldin-Smith

4 - Financial
Requirements
Nannette Ray

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

6 - Pitch Presentation
**Sandra Louvier &
Lyndsey Brantley**

OUR TRAINERS



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.

OUR TRAINERS



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



HOUSTON COMMUNITY COLLEGE
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Training Session# 1

Roles & Responsibilities



Training Session# 2 Business Models, Marketing & Sales

Who can see your viewing activity? X



BPC – Marketing Strategy

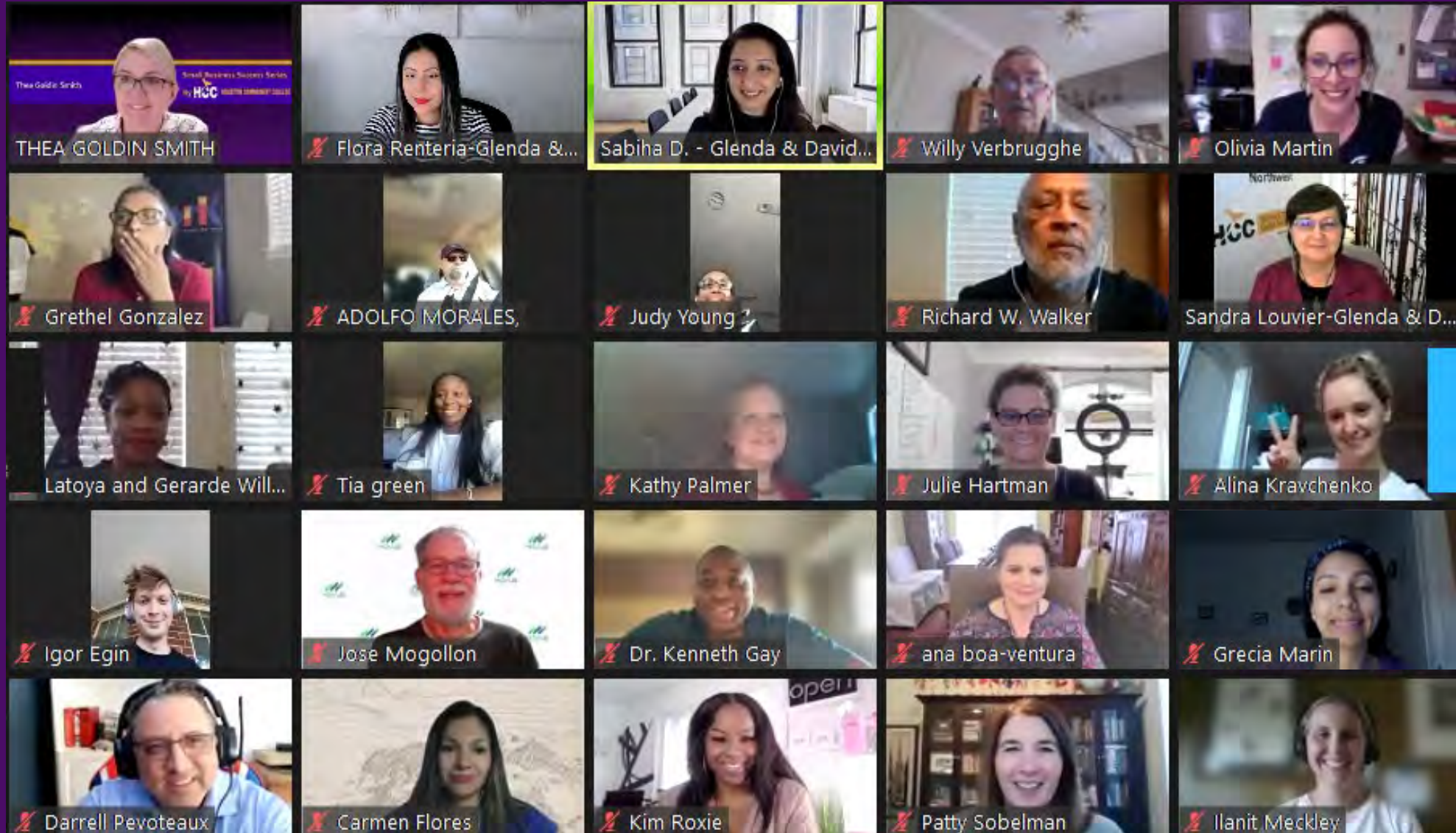
- a. In what market will the business compete? (including geography, customers, size, estimated market share, and competitors)
- b. How will product/service be positioned? Priced? Packaged?
- c. What sales and/or distribution channels will be used? What are the associated costs of your channel strategy?
- d. What special marketing strategies will be employed, including promotions, web marketing, discounting and service/warranty strategy?

Play



Training Session# 3

Leadership & Team Development



Training Session# 4 Financial Requirements

Recording...

Flora Renteria-Glend... Sandra Louvier-Glend... Nannette Ray beth delledera

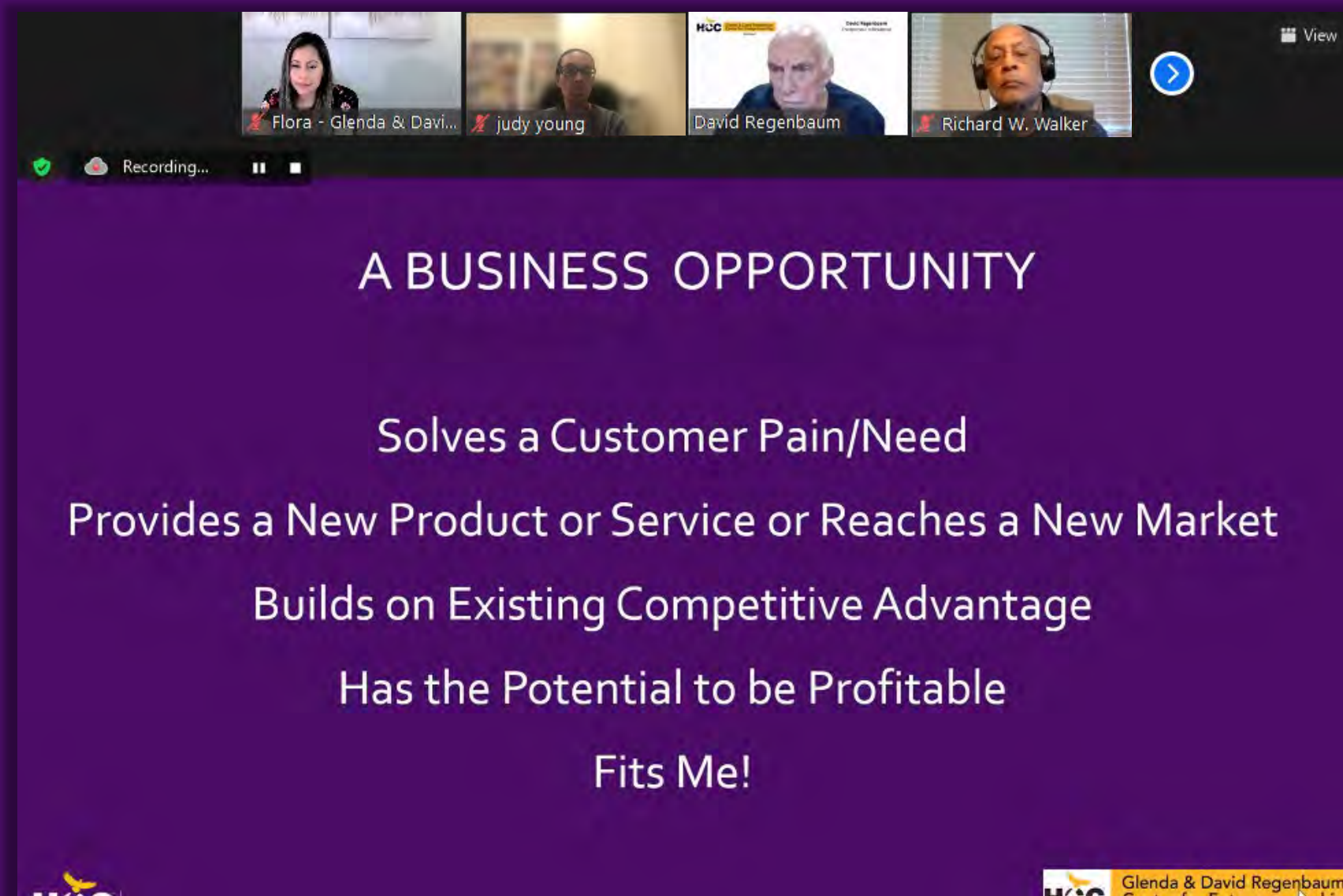
Financial Statements



- Income Statement
- Balance Sheet
- Cash Flow Statement

HCC HOUSTON COMMUNITY COLLEGE Centers for Entrepreneurship HCC

Training Session# 5 Putting It All Together – Written Plan



The image shows a Zoom meeting interface. At the top, there are four video thumbnails of participants: Flora - Glenda & Davi..., judy young, David Regenbaum, and Richard W. Walker. Below the thumbnails is a status bar with a green checkmark, a cloud icon, and the text 'Recording...'. The main content area is a purple slide with white text. The slide title is 'A BUSINESS OPPORTUNITY'. Below the title are five bullet points: 'Solves a Customer Pain/Need', 'Provides a New Product or Service or Reaches a New Market', 'Builds on Existing Competitive Advantage', 'Has the Potential to be Profitable', and 'Fits Me!'. At the bottom right of the slide, there is a small HCC logo and the text 'Glenda & David Regenbaum'.

Flora - Glenda & Davi... judy young David Regenbaum Richard W. Walker

Recording...

A BUSINESS OPPORTUNITY

- Solves a Customer Pain/Need
- Provides a New Product or Service or Reaches a New Market
- Builds on Existing Competitive Advantage
- Has the Potential to be Profitable
- Fits Me!

HCC Glenda & David Regenbaum

Training Session# 6 Pitch Presentation


Flora Renteria-Glend...


Sandra Louvier-Glend...


Carmen Flores


David Regenbaum

View

Recording...



The Nine C's of an Effective Elevator Pitch

- CLEAR
- COMPELLING
- CREDIBLE
- CONCEPTUAL
- CONCRETE
- CUSTOMIZED
- CONSISTENT
- CONVERSATIONAL
- CONCISE

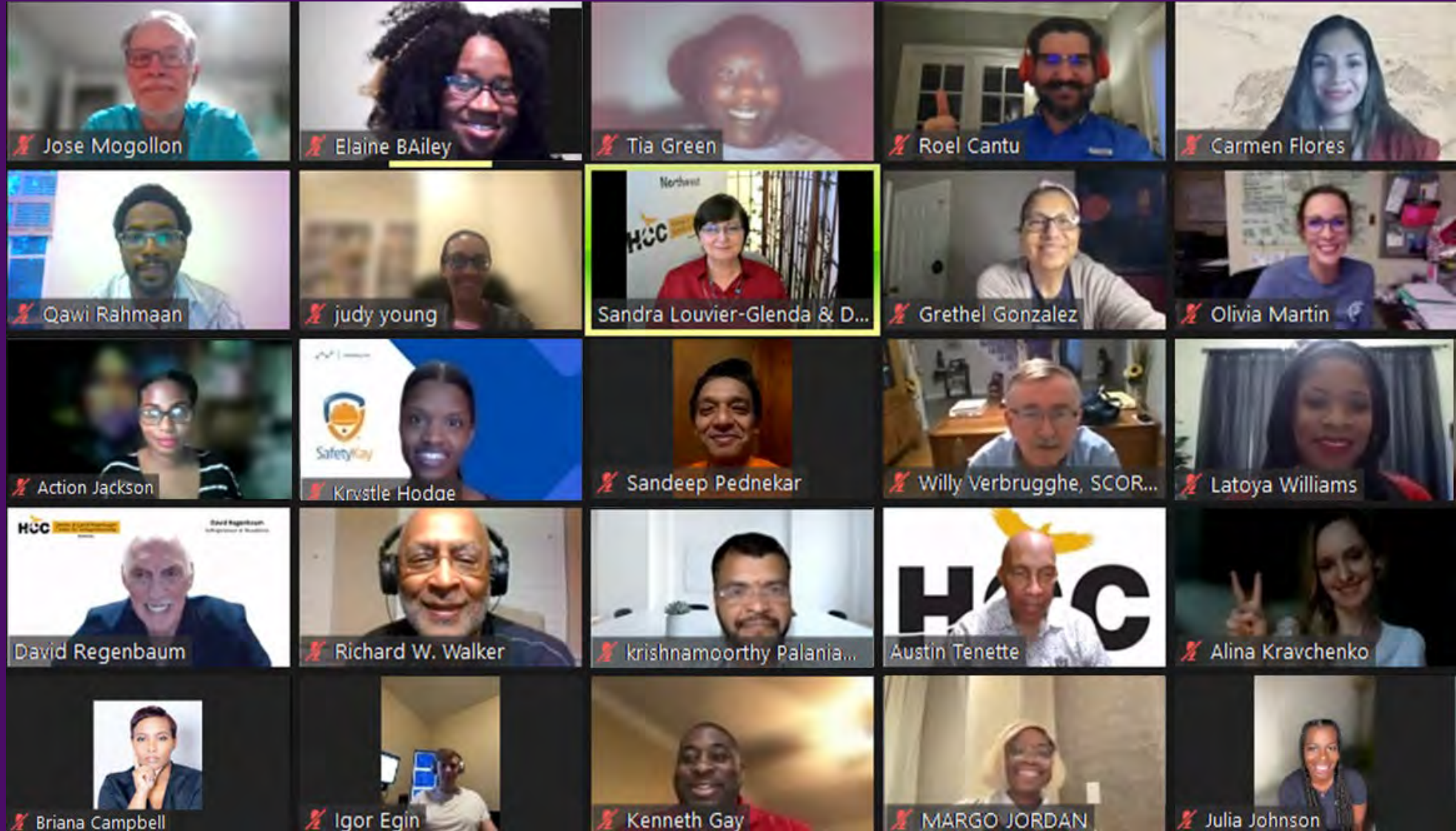


Centers for Entrepreneurship



HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
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2022 HCC BPC Graduates - 22 Teams!





- ❖ **Action One Media Group, LLC :** Action Jackson
 - ❖ Advisor: Kimberly Penn

- ❖ **Agape Love House:** Latoya Williams
 - ❖ Advisors: Farhan Durrani & Christina Meade



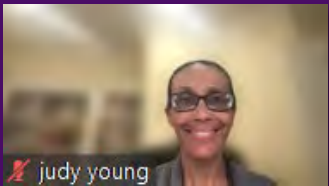
- ❖ **BORK LLC:** Grethel González
 - ❖ Advisors: Arneisha Sadler & Ana Boa-Ventura



- ❖ **Bridge Rubber Bearing, LLC:** Krishnamoorthy Palaniappan
 - ❖ Advisors: Willy Verbrugghe & Adolfo Morales



- ❖ **College Excellence:** Judy Young
 - ❖ Advisors: Gabriela Rendon & Shawn Lacagnina



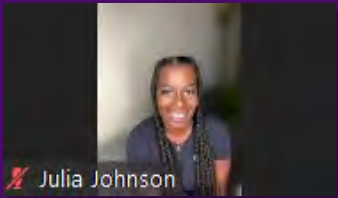


- ❖ **Crowns Plant Based Ice Cream LLC:** Tia Green
 - ❖ Advisor: Alexis Rios

- ❖ **Forstner Innovations:** Margo Jordan Baines
 - ❖ Advisors: Linda Hampton Norris & Jorge Mora



- ❖ **Healthy Hair Magic LLC:** Julia Johnson
 - ❖ Advisors: Erik Streight & Reda Hicks



- ❖ **Kenneth Gay Education:** Kenneth Gay
 - ❖ Advisors: Laura Estrada & Patty Sobelman



- ❖ **KTX Window Cleaning, LLC:** Olivia Martin
 - ❖ Advisors: Jeanette Wright & Austin Tenette





- ❖ **La Verte:** Briana Campbell
 - ❖ Advisors: Sharon Jenkins & Howard London



- ❖ **On-Site Welding and Fabrication LLC:** Qawi Rahmaan
 - ❖ Advisors: Jennifer Simpson & Jim Cutler
- ❖ **Renewable Energies, Inc.:** Sandeep Pednekar
 - ❖ Advisor: David Wall



- ❖ **Rights and Gains:** Igor Egin
 - ❖ Advisors: Irin Nishi & Ravi Brahmabhatt
- ❖ **SafetyKay LLC:** Krystle Hodge
 - ❖ Advisors: Steve Bussman & Robert Zepeda





- ❖ **The Cheesecake Queen:** Trenee-Elaine Bailey
 - ❖ Advisors: David Norris & Chuck Weiser

- ❖ **TVP-Care:** Richard Walker
 - ❖ Advisors: Christal Maxwell & Kristi Von Woglom



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



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**BUSINESS PLAN
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Thanks to our 2022 In-Kind Sponsors





HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
COMPETITION**

**HCC BUSINESS PLAN COMPETITION
ALUMNI**



HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
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FINALIST JUDGING SESSIONS

2022 JUDGES & Competition Leaders



- Gary Henderson - Allegiance Bank
- Michi B Clay – LiftFund
- Dr. Zachary Hodges – HCC
- Sandra Louvier – HCC
- David Regenbaum - HCC
- Aaliyah Gibbons - Frost Bank
- Farhan Durrani–Wallis Bank
- Terrence Ray – Faith in Business Foundation

THE FINALISTS



- ❖ **Art Your Senses:** Carmen Flores
 - ❖ Advisor: LEEANNE AGUILAR



- ❖ **B2G Victory, LLC:** Susan Repka
 - ❖ Advisor: SHEILA PATTERSON



- ❖ **Gulfgate Animal Hospital:** Katherine Palmer
 - ❖ Advisors: DARRELL PEVOTEAUX & DAKOTA MILLS

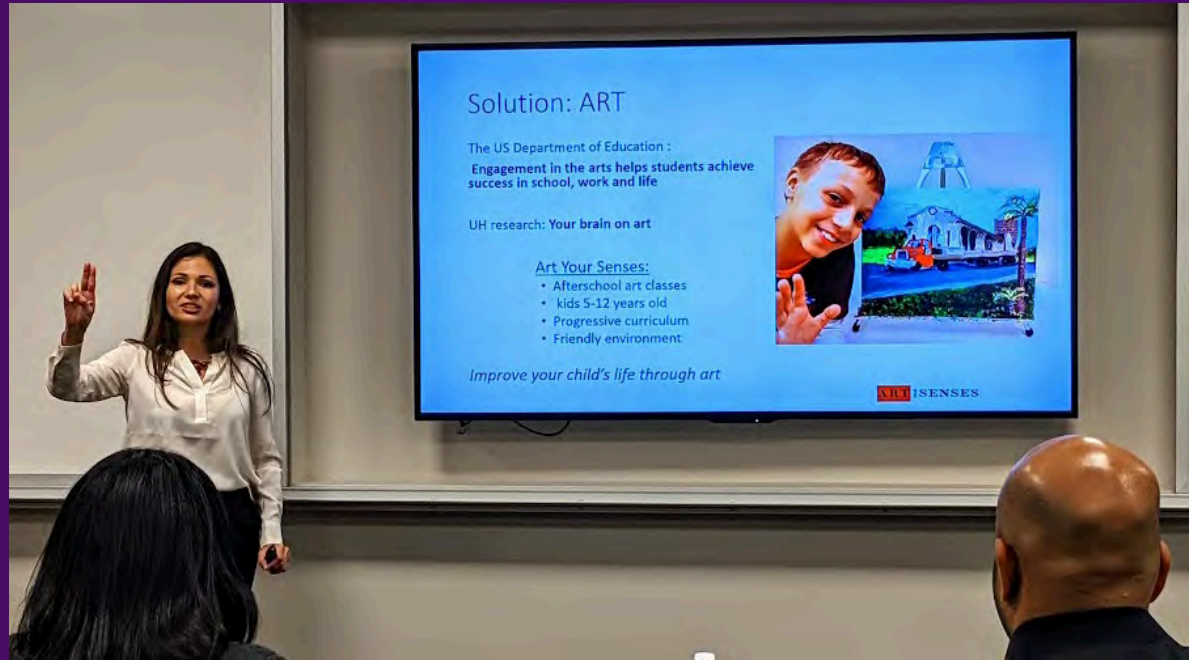


- ❖ **MOVUS Energy Solutions:** Jose Mogollon
 - ❖ Advisors: BARBARA REIFF & MIKE FADDEN
- ❖ **TonerBum By Better Way Body, LLC:** Alina Kravchenko
 - ❖ Advisors: KAREN SHARP & IRSAN TISNABUDI



Finalist Presentation

Art Your Senses – Carmen Flores



Finalist Presentation

B2G Victory, LLC – Susan Repka



Finalist Presentation

Gulfgate Animal Hospital – Katherine Palmer



Finalist Presentation

MOVUS Energy Solutions – Jose Mogollon



Finalist Presentation

TonerBum By Better Way Body, LLC – Alina Kravchenko





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



HOUSTON COMMUNITY COLLEGE
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Congratulations Finalists! 🎉

A few words from each....



HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
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CASH PRIZE SPONSORS



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Thanks to our 2022 Gold Sponsors



DREAM IT. FUND IT.



HOUSTON COMMUNITY COLLEGE
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Thanks to our 2022 Silver Sponsors



LEGACY
RAGS
Inc.





HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
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Thanks to our 2022 Bronze Sponsors





HOUSTON COMMUNITY COLLEGE
**BUSINESS PLAN
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Thanks to our 2022 BPC Alumni Sponsors





HOUSTON COMMUNITY COLLEGE
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Cash Prize Winners Announced

... 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

Date: June 9, 2022

\$1,000.00

Pay to the
Order of:

Art Your Senses

One Thousand

00/100

Dollars

For: Honorable Mention - 2022 HCC Business Plan Competition

Dr. Zachary Hodges

Jose Mogollon

Date: June 9, 2022

\$1,000.00

Pay to the
Order of:

MOVUS Energy Solutions

One Thousand

00/100

Dollars

For: Honorable Mention - 2022 HCC Business Plan Competition

Dr. Zachary Hodges

Susan Repka



Date: June 9, 2022

\$4,000.00

Pay to the
Order of: **B2G Victory, LLC**

Four Thousand

00/100

Dollars

For: 3rd Place 2022 HCC Business Plan Competition

Dr. Zachary Hodges

\$8,000.00

Pay to the
Order of:

Gulfgate Animal Hospital

Eight Thousand

00/100

Dollars

For: 2nd Place 2022 HCC Business Plan Competition

Dr. Zachary Hodges

\$12,000.00

Pay to the
Order of:

TonerBum By Better Way Body, LLC

Twelve Thousand

00/100

Dollars

For: 1st Place 2022 HCC Business Plan Competition

Dr. Zachary Hodges

Congratulations 2022 Winners!



- ❖ **1st Place - \$12,000 - TonerBum By Better Way Body, LLC:** Alina Kravchenko
 - ❖ Advisors: Karen Sharp & Irsan Tisnabudi

- ❖ **2nd Place - \$8,000 – Gulfgate Animal Hospital:** Katherine Palmer
 - ❖ Advisors: Darrell Pevoteaux & Dakota Mills



- ❖ **3rd Place - \$4,000 – B2G Victory, LLC:** Susan Repka
 - ❖ Advisor: Sheila Patterson

Honorable Mentions:

- ❖ **\$1,000 – MOVUS Energy Solutions:** Jose Mogollon
 - ❖ Advisors: Barbara Reiff & Mike Fadden



- ❖ **\$1,000 – Art Your Senses:** Carmen Flores
 - ❖ Advisor: LeeAnne Aguilar



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**

2022 Awards Ceremony & Reception

Close