



HOUSTON COMMUNITY COLLEGE
Business Plan Competition

**2021 AWARDS
CEREMONY & RECEPTION**



HOUSTON COMMUNITY COLLEGE
Business Plan Competition

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



Dr. Maya Durnovo, **Chief Entrepreneurial Officer,**
HCC System



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



Glenda & David Regenbaum
Center for Entrepreneurship

Northwest Houston



HOUSTON COMMUNITY COLLEGE

Business Plan Competition

2021 COMPETITION
HOW IT WORKS



HOUSTON COMMUNITY COLLEGE

Business Plan Competition



Glenda & David Regenbaum
Center for Entrepreneurship

Northwest Houston



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

David Regenbaum, Entrepreneur in Residence
Flora Renteria – Reception Assistant



HOUSTON COMMUNITY COLLEGE
Business Plan Competition

January 7 - Reception & Showcase Start of 2021 Competition Season



Featuring Sponsors, Past Winners and
Applicants Applying by February 01



Glenda & David Regenbaum
Center for Entrepreneurship

Northwest Houston



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Business Plan Competition

Thanks again to our 2021 Partners



U.S. Small Business
Administration



FOR THE LIFE OF YOUR BUSINESS



Houston Area
Urban League





HOUSTON COMMUNITY COLLEGE Business Plan Competition

Financial Management Webinars

January 14 – David Regenbaum

January 23 – Nannette Ray

January 30 – Mo Tehrani

January Financial Workshops were onsite prior to the pandemic.
We went virtual in 2021. Back to onsite in 2022!



Advisor Orientation

February 9



Glenda & David Regenbaum
Center for Entrepreneurship

Northwest Houston

Teams Announced End of February Six Training Sessions March - May

Competition Training Sessions

1. March 2
2. March 9
3. March 23
4. April 6
5. April 20
6. May 11

1 - Roles &
Responsibilities
David Regenbaum

2 – Leadership & Team
Development
Thea Goldin-Smith

3 - Marketing and Sales
Austin Tenette

4 - Financial
Requirements
Mo Tehrani

5 - Putting it All
Together - Written Plan
Sandra Louvier

6 – Pitch Presentation
**David Regenbaum &
Sandra Louvier**



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



Mo Tehrani – Financial Requirements

Owner, Tehrani & Associates, Certified Public Accounts; Full-Time Professor, HCC Accounting Program; Serial Entrepreneur; Past President, SCORE Houston; Ph.D in Neurochemistry.



Sandra Louvier

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



HOUSTON COMMUNITY COLLEGE Business Plan Competition

Training Session 1 Roles & Responsibilities





HOUSTON COMMUNITY COLLEGE Business Plan Competition

Training Session 2 Leadership & Team Development



Training Session 3 Business Models, Marketing & Sales

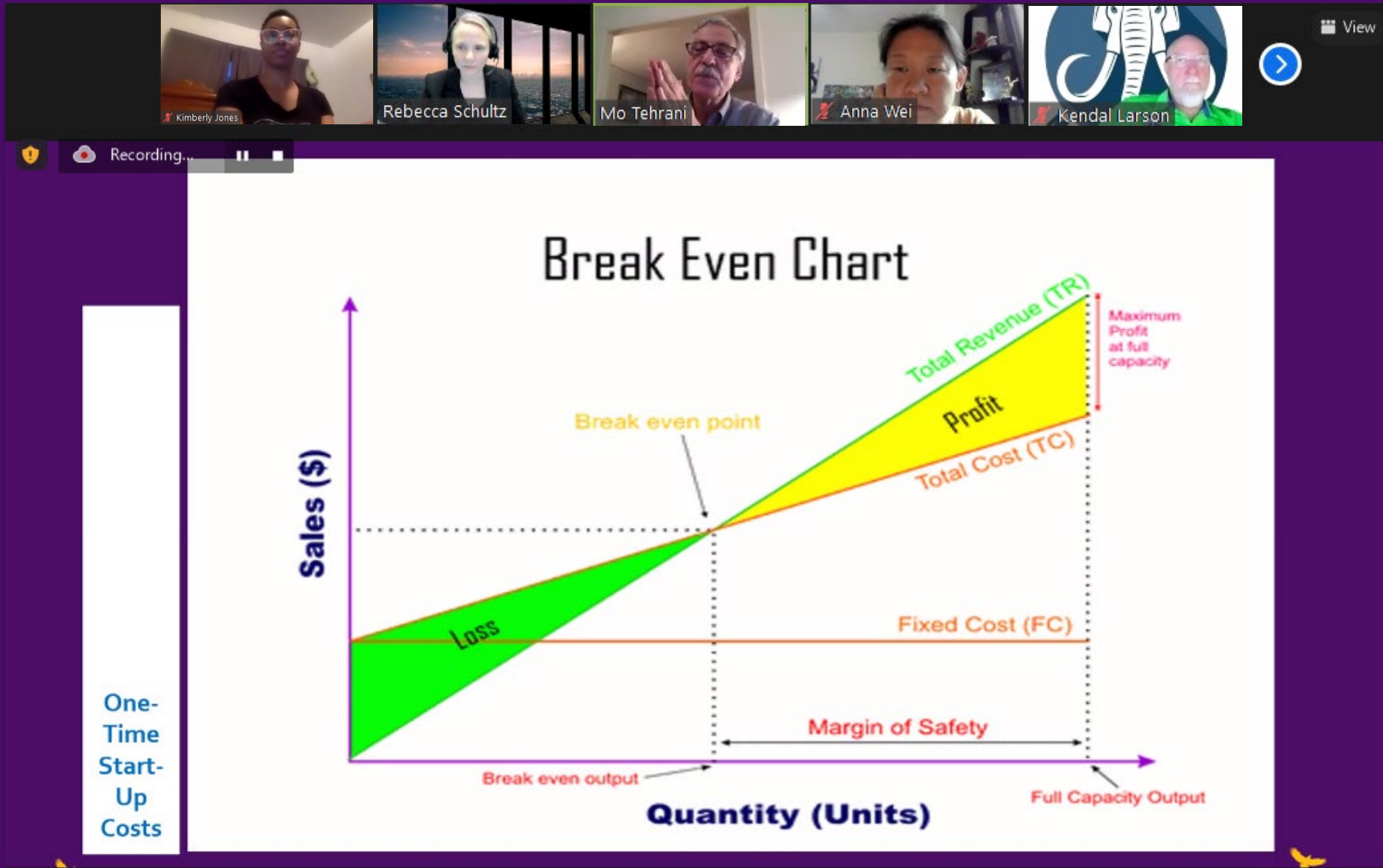


Business Model Drives Everything

- Business strategy
- Differentiation
- Target customer
- Infrastructure investment
- Marketing investment
- Future investment



Training Session 4 Financial Requirements



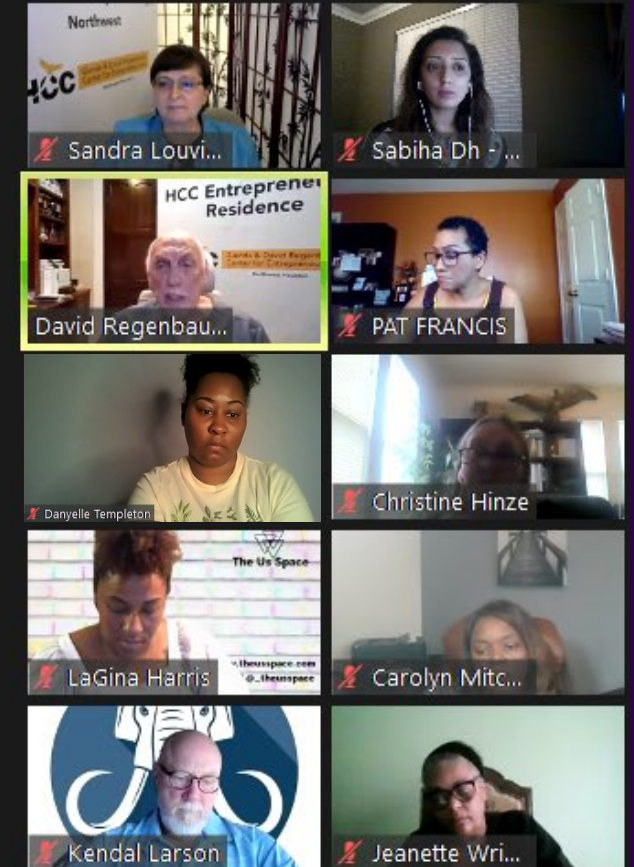


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Training Session 5 Putting It All Together – Written Plan



Training Session 6 Pitch Presentation





HOUSTON COMMUNITY COLLEGE Business Plan Competition

2021 HCC BPC Graduates - 24 Teams!





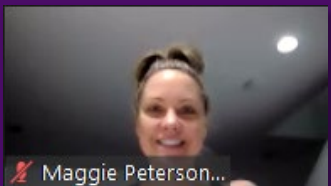
- ❖ **6 Inch Heals:** Kimberly Jones
 - ❖ Advisors: Herbert Kalman & Rich Hall



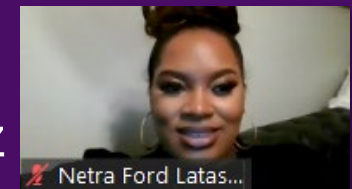
- ❖ **A Splice of Hair:** Jeanette Wright
 - ❖ Advisors: Akilah Glaspie & Lalitha Raman



- ❖ **Achieving Knowledge Advocacy Center:** Myrta Torres
 - ❖ Advisors: Dr. Ruth Ollison & Francisco Gonzalez



- ❖ **Alexander Center for Autism:** Netra Ford
 - ❖ Advisors: Princess Mokolo & Anthony Lopez



- ❖ **Camp Shield:** Maggie Peterson
 - ❖ Advisors: Karen Yeates & Gerald Merfish



- ❖ **Centricity Training and Management Solutions:** Patricia Francis
 - ❖ Advisors: Reda Hicks & Irsan Tisnabudi

- ❖ **Christine Hinze:** Christine Hinze
 - ❖ Advisors: Aaron Hines & Vinay Shah



- ❖ **Daisies and Pancakes:** Brandi Allen
 - ❖ Advisors: Dave Eisen & Steve Rosencranz

- ❖ **FancySpring:** Anna Wei
 - ❖ Advisors: Bruce McMordie & William McMordie



- ❖ **Heaven on Earth LLC:** Cashuna Anthony
 - ❖ Advisors: Chrisnatha Derosier & Juan Crawford



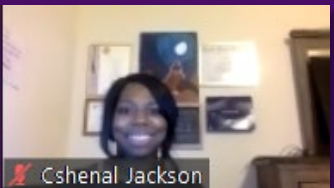
- ❖ **Mammoth Murals LLC:** Kendal Larson
 - ❖ Advisors: Kris Solie-Johnson & Nini Gutierrez

- ❖ **Millennial Truck Driver Staffing:** Carolyn Mitchell
 - ❖ Advisors: Shawn Lacagnina & Jorge Mora

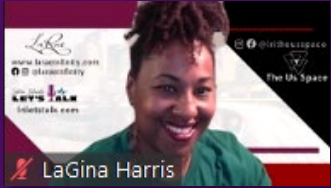


- ❖ **My Home Boutique:** Ashley Nichols
 - ❖ Advisors: Sarah Kim & Landi Spearman

- ❖ **Omni Language Professionals Network LLC:** Esther Hernandez
 - ❖ Advisors: Kathleen Margolis & Alexis Rios

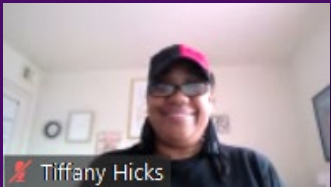


- ❖ **Solar Sisters - Pursuit of Brilliance, LLC:** Cshenal Jackson
 - ❖ Advisors: Christina Meade & John Harris



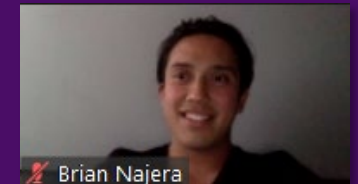
- ❖ **The US Space:** LaGina Harris
 - ❖ Advisors: Leahjean Denley & Katherine Glasser

- ❖ **UpBrainery Technologies:** Ghazal Qureshi
 - ❖ Advisors: Alex Santander & Bin Feng



- ❖ **Velvet Rope Experience, LLC (DBA VRE Training Solutions):** Tiffany Hicks
 - ❖ Advisors: Khalil Memon and Jim O'Sullivan

- ❖ **Xochi Sorbet :** Brian Najera
 - ❖ Advisors: Ana Boa-Ventura & Dale Konicek





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Thanks to our 2021 In-Kind Sponsors





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HCC BUSINESS PLAN COMPETITION
ALUMNI



HOUSTON COMMUNITY COLLEGE
Business Plan Competition

HCC Business Plan Competition Alumni



Helen Callier
PermitUsNow



Aziz Hikem
Hiketron



Lyndsey Brantley
Camillia Alise



Patricia Vice
Texas Security Shredding



Megan Eddings
Accel Lifestyle





FINALIST JUDGING SESSIONS
CASH PRIZE SPONSORS



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Thanks to our 2021 Cash Sponsors



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Tehrani and Associates, LLC
Certified Public Accountants



HOUSTON COMMUNITY COLLEGE
Business Plan Competition

Thanks to our 2021 Alumni Sponsors



Texas Security Shredding



HIKETRON®



HOUSTON COMMUNITY COLLEGE Business Plan Competition

2021 JUDGES & Competition Leaders



Sandra Louvier -Glenda & David Regenbau...



Zachary Hodges



David Regenbaum



Gary Henderson



Kristi Von Woglom



Michi Bruns Clay



Mo Tehrani



Helen Callier



Jack Barry

- Sandra Louvier – HCC
- Dr. Zachary Hodges - HCC
- David Regenbaum - HCC
- Gary Henderson - Allegiance Bank
- Kristi Von Woglom – Wallis Bank
- Michi B Clay – LiftFund
- Dr. Mo Tehrani - Tehrani & Associates, LLC
- Helen Callier – PermitUsNow
- Jack Barry – Past Competition Leader

THE FINALISTS



- ❖ **Big Oak Tree Media:** Juan Alanis
 - ❖ Advisors: LEEANNE AGUILAR & AHSAN KHAN



- ❖ **Hair of Nature:** Danyelle Templeton
 - ❖ Advisors: APRIL JONES & AUSTIN TENETTE



- ❖ **McVicker Hospitality Group:** Wesley McVicker
 - ❖ Advisors: CHUCK WEISER & JIM NORDHAUS



- ❖ **Scrubs To The Rescue, LLC:** Tennille Johnson
 - ❖ Advisors: WANDE ADEDEJI & SHEILA PATTERSON




- ❖ **True Vision Aerial Solutions:** Yolanda Watson
 - ❖ Advisors: JIM FIELD & KIMBERLY PENN




Finalist Presentation

Juan Alanis – Big Oak Tree Media



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.



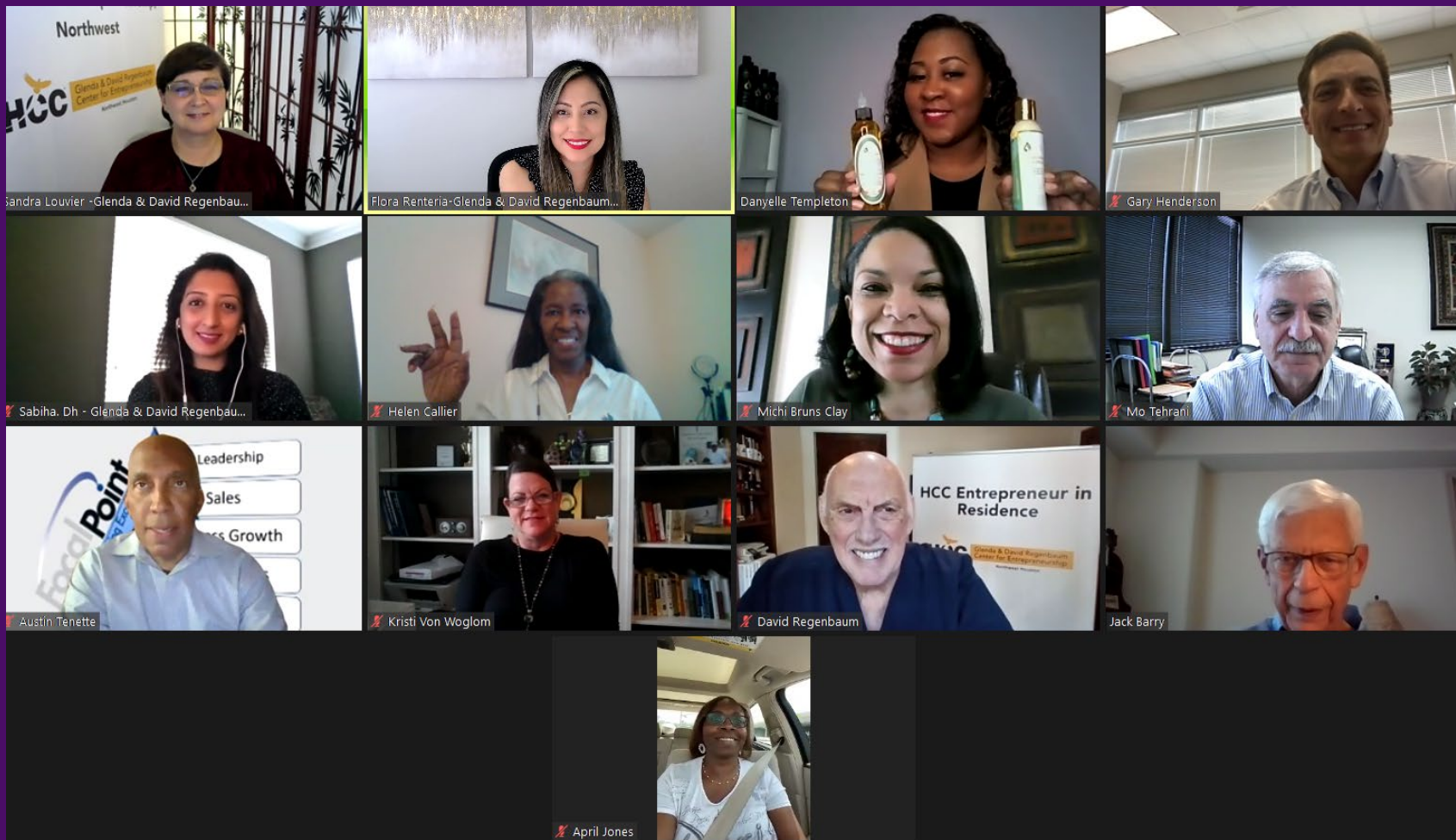
- Sandra Louvier – HCC
- Sabiha Dholkawala – HCC
- Helen Callier – PermitUsNow
- **Juan Alanis – Finalist**
- Flora Renteria – HCC
- Dr. Mo Tehrani – Tehrani & Associates, LLC
- Michi B Clay – LiftFund
- David Regenbaum – HCC
- Kristi Von Woglom - Wallis Bank
- **Leeanne Aguilar – Advisor**
- **Ahsen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



HOUSTON COMMUNITY COLLEGE Business Plan Competition

Finalist Presentation

Danyelle Templeton – Hair of Nature



- 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



HOUSTON COMMUNITY COLLEGE
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Finalist Presentation

McVicker Hospitality Group – Wesley McVicker



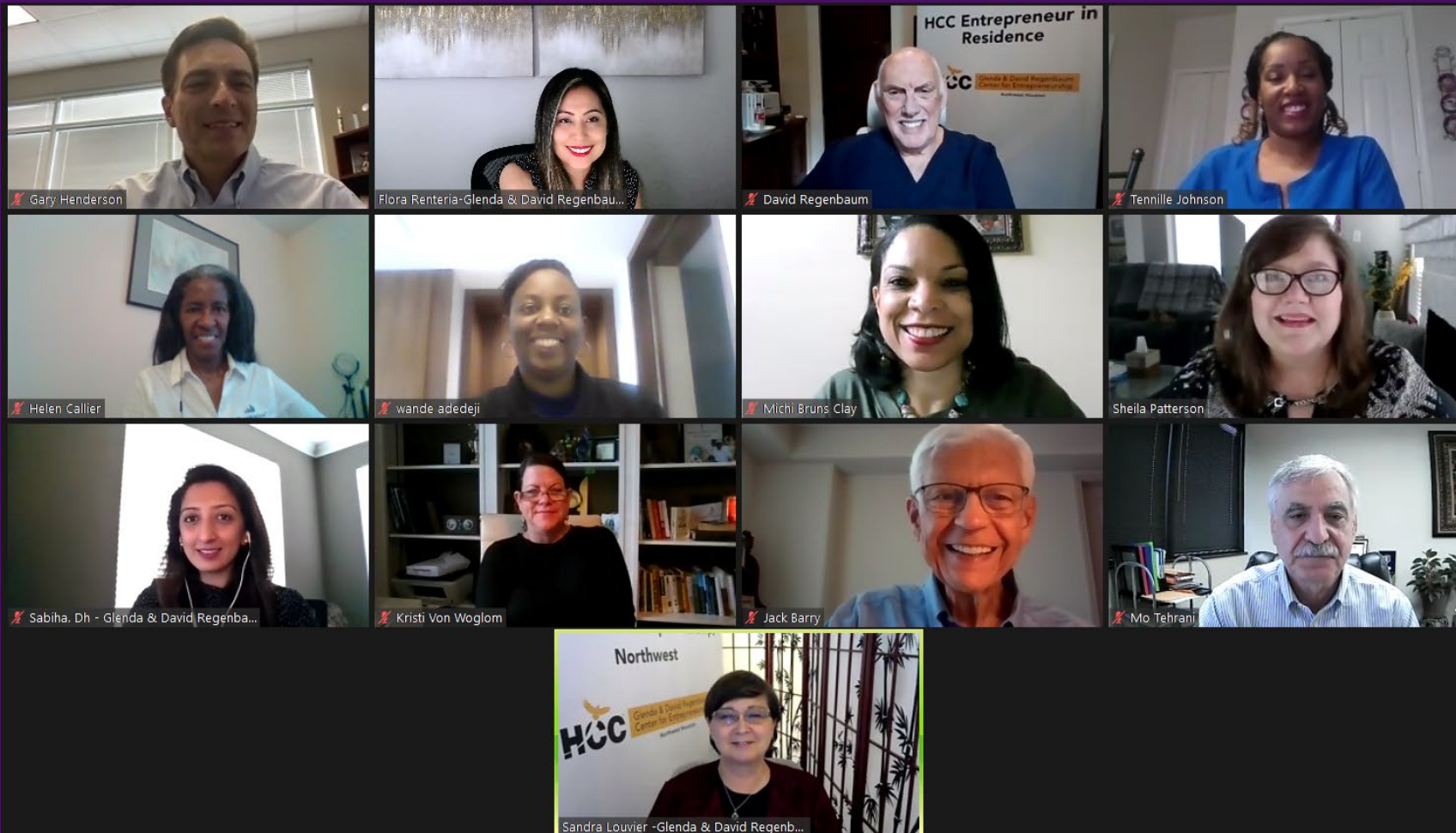
- Sandra Louvier – HCC
- Flora Renteria – HCC
- Helen Callier – PermitUsNow
- Sabiha Dholkawala – HCC
- Gary Henderson – Allegiance Bank
- David Regenbaum – HCC
- Dr. Mo Tehrani – Tehrani & Associates, LLC
- Michi B Clay – LiftFund
- **Wesley McVicker/Desiree Worrell – Finalists**
- **Chuck Weiser –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



HOUSTON COMMUNITY COLLEGE
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Finalist Presentation

Scrubs To The Rescue, LLC - Tennille Johnson



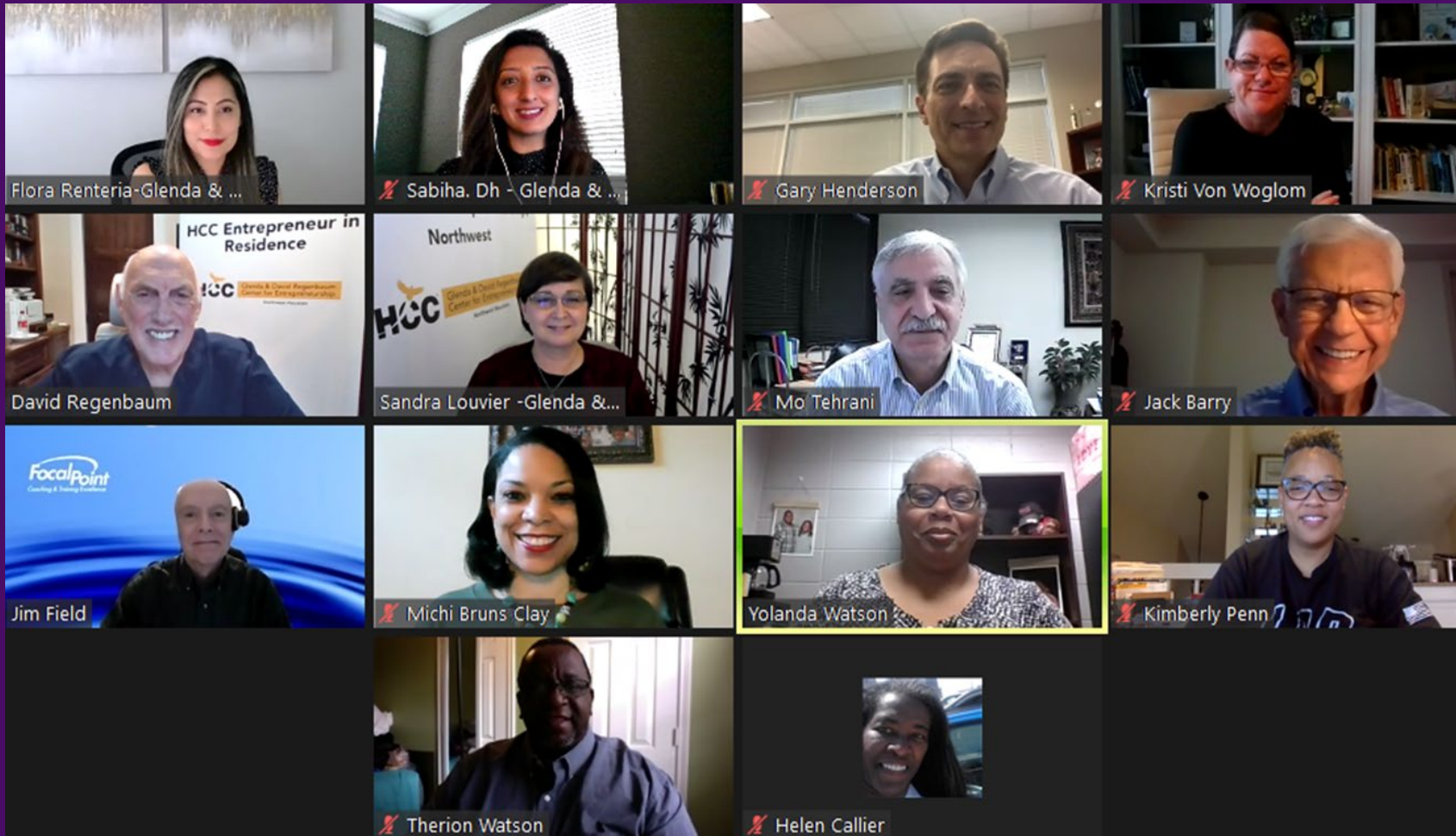
- Gary Henderson – Allegiance Bank
- Flora Renteria – HCC
- David Regenbaum – HCC
- **Tennille Johnson – Finalist**
- Helen Callier – PermitUsNow
- **Wande Adedeji – Advisor**
- Michi B Clay – LiftFund
- **Sheila Patterson - Advisor**
- Sabiha Dholkawala – HCC
- Kristi Von Woglom - Wallis Bank
- Jack Barry – Past Competition Leader
- Dr. Mo Tehrani – Tehrani & Associates, LLC - Judge
- Sandra Louvier – HCC



HOUSTON COMMUNITY COLLEGE
Business Plan Competition

Finalist Presentation

True Vision Aerial Solutions – Yolanda Watson



- Flora Renteria – HCC
- Sabiha Dholkawala – HCC
- Gary Henderson – Allegiance Bank
- Kristi Von Woglom - Wallis Bank
- David Regenbaum – HCC
- Sandra Louvier – HCC
- Dr. Mo Tehrani – Tehrani & Associates, LLC
- Jack Barry – Past Competition Leader
- Jim Field – Advisor
- Michi B Clay – LiftFund
- Yolanda Watson – Finalist
- Kimberly Penn – Advisor
- Therion Watson – Team Member
- Helen Callier – PermitUsNow



HOUSTON COMMUNITY COLLEGE

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Meet our Finalists -
One-Minute Videos



Congratulations Finalists! 🎉

A few words from Sandra....



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



Houston Community College
Business Plan Competition

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HIKETRON®

Texas Security Shredding



Date: June 10, 2021

\$1,000.00

Pay to the
Order of:

Hair of Nature

One Thousand

00/100

Dollars

For: Honorable Mention - 2021 HCC Business Plan Competition

Dr. Zachary Hodges



HOUSTON COMMUNITY COLLEGE
Business Plan Competition

Yolanda Watson



Houston Community College
Business Plan Competition

Sponsored by



Date: June 10, 2021

\$1,000.00

Pay to the
Order of:

True Vision Aerial Solutions

One Thousand

00/100

Dollars

For: Honorable Mention - 2021 HCC Business Plan Competition

Dr. Zachary Hodges



Glenda & David Regenbaum
Center for Entrepreneurship

Northwest Houston



HOUSTON COMMUNITY COLLEGE
Business Plan Competition

Tennille Johnson



Houston Community College
Business Plan Competition

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Date: June 10, 2021

\$4,000.00

Pay to the
Order of:

Scrubs To The Rescue, LLC

Four Thousand

00/100

Dollars

For: 3rd Place 2021 HCC Business Plan Competition

Dr. Zachary Hodges



Glenda & David Regenbaum
Center for Entrepreneurship

Northwest Houston



HOUSTON COMMUNITY COLLEGE
Business Plan Competition

Juan Alanis



Houston Community College
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LiftFund
DREAM IT. FUND IT.

Date: June 10, 2021

\$8,000.00

Pay to the
Order of:

Big Oak Tree Media

Eight Thousand

00/100

Dollars

For: 2nd Place 2021 HCC Business Plan Competition

Dr. Zachary Hodges



Glenda & David Regenbaum
Center for Entrepreneurship

Northwest Houston



Houston Community College
Business Plan Competition

Sponsored by



Date: June 10, 2021

\$12,000.00

Pay to the
Order of:

McVicker Hospitality Group

Twelve Thousand

00/100

Dollars

For: 1st Place 2021 HCC Business Plan Competition

Dr. Zachary Hodges



Congratulations 2021 Winners!



- ❖ **1st Place - \$12,000 - McVicker Hospitality Group:** Wesley McVicker
 - ❖ Advisors: Chuck Weiser & Jim Nordhaus



- ❖ **2nd Place - \$8,000 - Big Oak Tree Media:** Juan Alanis
 - ❖ Advisors: LEEANNE AGUILAR & AHSAN KHAN



- ❖ **3rd Place - \$4,000 - Scrubs To The Rescue, LLC:** Tennille Johnson
 - ❖ Advisors: Wande Adedeji & Sheila Patterson

Honorable Mentions:



- ❖ **\$1,000 - Hair of Nature:** Danyelle Templeton
 - ❖ Advisors: April Jones & Austin Tenette



- ❖ **\$1,000 - True Vision Aerial Solutions:** Yolanda Watson
 - ❖ Advisors: Jim Field & Kimberly Penn



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



2021 Awards Ceremony & Reception

Close