

# **ANNUAL REPORT**

**2018-2019**



**SUAZO**  
**BUSINESS CENTER**

## DEAR FRIENDS & SUPPORTERS

Let me begin by extending our gratitude to our talented and committed Suazo team members, as well as our Board of Directors, who work tirelessly, and care so much for our clients.

In the pages that follow, we will include our programming figures and highlight our new programs and partnerships. During this year, we began an alumni association to provide a networking tool for our clients, as well as launched a digital marketing branding hashtag (#soysuazo) so our clients and friends can easily find one another on social media.

We are most proud of the launch of, ELLA™, our very successful women's workshop and networking cohort program. We have also updated the curriculum for our existing Startup and Growth programs, as well as began a Women's specific Cohort Morning Program, to promote and focus on female entrepreneurship.

Thank you to all our partners and friends for your support and confidence in the Center. With continuation of the support we have received over the past 18 years, we are able to continue our work in helping our clients break cycles of poverty, build wealth, and attain self-reliance.

### SILVIA CASTRO

EXECUTIVE DIRECTOR

## OUR MISSION

Suazo Business Center is a business resource committed to the development and empowerment of the Latino/Hispanic and other underserved communities. We provide assistance to help existing and potential minority entrepreneurs succeed and build wealth.

## HISTORY

Suazo Business Center was founded in the fall of 2002 in memory of Pete Suazo, Utah's first Latino state senator and fierce advocate for the state's Latino/Hispanic population. In 1997, Pete helped Gladys Gonzalez write a business plan and obtain a loan for her first business in the United States, the newspaper, "Mundo Hispano". The help she received inspired Gladys to pass on that commitment and service to the greater community.

After Senator Suazo's death, in 2001, Gladys gathered support from the Salt Lake and Utah communities to create a center to honor Pete Suazo's name. With the support of Senator Bob Bennett, the Pete Suazo Business Center was created. We opened our doors in 2003, and for nearly 20 years, we have continued Pete Suazo's legacy by helping thousands of minority and underserved entrepreneurs become successful business owners in their communities.

# 2018-2019 SUAZO CLIENT IMPACT

NEW BUSINESSES CREATED

**277**



REVENUE EARNED

**\$43.3M**



ADVISING SESSIONS

**1235**



NEW JOBS CREATED

**408**



TOTAL STUDENTS

**618**



**2667**  
TOTAL ATTENDANCE



**55%**  
FEMALE

**45%**  
MALE

LOW-TO-MODERATE  
INCOME



**95%**

## CLIENTS BY AGE GROUP



MINORITIES SERVED



**>90%**

AGE 18-29 13.9% ▲  
 AGE 30-44 47.2% ▲  
 AGE 45-59 31.4% ▲  
 AGE 60+ 7.5% ▲

# 2018-2019 SUAZO FINANCIAL OVERVIEW

## OPERATING REVENUE

BUSINESS & INDIVIDUAL CONTRIBUTION	\$373,466.00
FOUNDATION GRANTS	\$59,100.00
GOVERNMENT GRANTS	\$25,000.00
OTHER	\$77,535.00

## OPERATING EXPENSES

PROGRAM SERVICES	\$377,052.00
ADMINISTRATIVE	\$44,357.00
FUNDRAISING	\$12,984.00

## PROGRAM EXPENSE RATIO

PROGRAM SERVICES	87%	▲
ADMINISTRATIVE	10%	▲
FUNDRAISING	3%	▲



# ELLA™ PROGRAM

ELLA™ (EMPRESARIA LIDER LATINA AVANZANDO) IS A MONTHLY WORKSHOP SERIES DESIGNED TO PROVIDE TEACHING AND MENTORING OPPORTUNITIES FOR LOW- TO MODERATE-INCOME FEMALE MINORITY ENTREPRENEURS. IN SPANISH, THE WORD, “ELLA” MEANS, “HER”.

THIS PROGRAM WAS LAUNCHED IN MAY 2019, AND PROVIDES A HIGHLY PERSONAL EXPERIENCE THAT IS TAILORED TO HELP EACH LATINA LEADER CULTIVATE SKILLS THAT HAVE NEVER BEFORE BEEN TAUGHT IN ONE SINGLE PROGRAM, WITH FACILITATORS FROM OUR LOCAL BUSINESS, CIVIC, AND PROFESSIONAL COMMUNITY.



# WOMEN'S COHORT MORNING PROGRAM

THE UNITED STATES HISPANIC CHAMBER OF COMMERCE REPORTS LATINA-OWNED BUSINESSES ARE THE FASTEST-GROWING SEGMENT OF WOMEN-OWNED ENTERPRISES AND THE PURCHASING POWER OF THE HISPANIC COMMUNITY IS GROWING RAPIDLY. IN ORDER TO MORE FULLY HELP WOMEN ENTREPRENEURS, THE SUAZO CENTER IMPLEMENTED A WOMEN'S COHORT PROGRAM.

THE WOMEN'S COHORT PROGRAM RUNS ONE DAY A WEEK, FROM 10:00 - 11:30 AM. FOR SIX MONTHS. THE CENTER AWARDS CLIENTS WHO SUCCESSFULLY COMPLETE THE WOMEN COHORT PROGRAM WITH A \$350 BUSINESS GRANT, A UTAH VALLEY UNIVERSITY CERTIFICATE, AND AN OPPORTUNITY TO PARTICIPATE IN OUR ANNUAL GRADUATION CEREMONY.

THANK YOU TO WELLS FARGO AND THE LHM CHARITIES FOR YOUR SUPPORT FOR SUAZO BUSINESS CENTER AND OUR WOMEN FOCUSED PROGRAMMING.



# PARTNERSHIP WITH SLC INTERNATIONAL AIRPORT

SUAZO BUSINESS CENTER HAS ENTERED INTO A PARTNERSHIP WITH THE SALT LAKE AIRPORT AND IS A PREFERRED ADVISING CENTER FOR COMPANIES SEEKING ELIGIBILITY TO PARTICIPATE IN THE FEDERAL DEPARTMENT OF TRANSPORTATION'S DISADVANTAGED BUSINESS ENTERPRISE (DBE) PROGRAM.

TO PARTICIPATE IN THE DBE PROGRAM, A SMALL BUSINESS OWNED AND CONTROLLED BY SOCIALLY AND ECONOMICALLY DISADVANTAGED INDIVIDUALS MUST RECEIVE DBE CERTIFICATION.



**Airport Rental Car Supplier Diversity Outreach**

**Tuesday, April 30 2019**  
Salt Lake City International Airport @ 1:00 p.m.  
Board Room, 3rd floor of the parking garage in Terminal 1.  
Please RSVP By April 19  
RSVP to [Lisa.Garmendia@slcgov.com](mailto:Lisa.Garmendia@slcgov.com)



**Why Attend?** Participating airports and airport car rental concessionaires will be holding a simultaneous, single-day outreach event to provide contracting opportunities to small businesses.

Join us if you are interested in finding out what these contracting opportunities are. Find out how certain business certifications can benefit your small business firm with car rental concessionaires. We will provide information on how the Airport Concessions Disadvantaged Business Enterprise (ACDBE) and other Supplier Diversity certifications can benefit your small business. You do not have to be certified to attend.

**avis budget group** | **ENTERPRISE HOLDINGS** | **Hertz**

We are looking for small businesses that can provide the following types of goods services to the rental car concessions:

Asset Recovery, Auto Body Repair, Auto Parts, Auto Repair, Automobile related Cleaning Supplies, Electrical (low voltage), Fire Safety, Fire Suppression, First Aid, Motor Oil, Snowplow, Janitorial Services, Automobile Keys, Legal Services, Office Supplies, Pest Control, Plumbing, Printing, Security, Signage (install in some cases), Tires, Towing, Auto Transport, Uniform Cleaning, Uniforms, Windshield Rock Chip Repair.

# 2018-2019 LIST OF COMPANIES CREATED

4001 GROUP LLC  
A&A HOME CLEANERS  
A&J WAREHOUSE LLC  
A&R CLEANING SOLUTIONS LLC  
A.N.G.Y. CLEANING SERVICES LLC  
ABACUS CONSTRUCTION LLC  
ALE'S CREATIONS LLC  
ALKALINE WATER FUENTE DE SANACION  
ALMAR SERVICES COMPANY  
ALOMA SERVICES LLC  
ALPAN  
AMER MASTER UTAH LLC  
AMERICA CLEANING LLC  
AMERICA FLS QUALITY CLEANING LLC  
AMIGOS CUSTOM UPHOLSTERY LLC  
ANDY SUAZO REPAIR SERVICES LLC  
ANTOJITOS  
COLOMBIANOS LLC  
ARMSTRONG DRYWALL  
ARTICULOS  
CATOLICOS AZUCENA  
ASHLEY PROFESSIONAL SERVICES LLC  
AUDI LANDSCAPE & SPRINKLERS REPAIR LLC  
AUTI SERVICE LLC  
AUTO REPAIR JAVANGY LLC  
B&A GROUP LLC  
B&M PAINTING LLC  
B&R CONSTRUCTION SERVICES LLC  
BARPRA  
CONSTRUCTION LLC  
BARRERAS MARBLE  
& GRANITE LLC  
BBD DESIGN LLC  
BEAMING CLEANING LLC  
BELLA'S EVENTS & WEDDINGS LLC  
BRA-C-LET'S LLC  
BROTHER'S RICO LLC  
BUILDABILITY CONSTRUCTION LLC  
BY LISSETH CAKES & SWEETS LLC  
C&P TRANSPORTATION LLC  
C-SQUARE CONSULTING LLC  
CABAS CLEANING SERVICES LLC  
CAYENNE LLC  
CEMZY LLC  
CHACE THERAPY SERVICES LLC  
CHIMICHURRI GRILL LLC  
CK BURGERS, LLC  
CLEAN SIGMA  
COFFEE LOVER LLC  
COMFY HOUSE CLEANING LLC  
COMPLETE COMMERCIAL CLEANING LLC  
CONNECTION COLLABORATIVE  
COOKING SPACE LLC  
CRAFTSMAN INNOVATION LLC  
CRISTY'S BAKERY  
CROWN FINE FOODS LLC  
CSGE COMPANY LLC  
CURCC AUTO TRANSPORT LLC  
D&D BUSINESS LLC  
D&G SALES LLC  
D'NET CLEANING SERVICES LLC  
D'NET LLC  
DAVID'S CARPET LLC  
DAYDREAMS CAKES & PASTRIES LLC  
DENNIS VILLANUEVA LANDSCAPING  
DIAMOND COUNTERTOP REPAIR  
DIAS - BR CLEANING SERVICES LLC  
DIVERSE WHOLESALE BY ROSETTE NEBULA  
E&A CLEANING SERVICE  
ECO FRIENDLY JUNK REMOVAL LLC  
EL JALISIENCE  
DISTRIBUTORS LLC  
EL MAESTRO AUTO  
BODY LLC  
EL TROPICANA LLC  
ELDA'S ROSENDO  
ELOTES MEXICANOS LLC  
EM CLEANING TIME LLC  
EMPANADA'S HOUSE LLC  
EXCLUSIVE PAINTING LLC  
F&M MAINTENANCE SOLUTIONS LLC  
FENCEWORKS LLC  
FIESTA FACES LLC  
FLAVORWOOD STEAKHOUSE LLC  
FLORES CLEANING SERVICES LLC  
FREEDOM KITCHEN STAFFING SERVICES LLC  
FRESH & YUMMY DONA GLORIA LLC  
FROGGY'S REMODELING & CLEANING SPECIALIST  
FUNEZ CONSTRUCTION  
FZAHN PERFORMANCE  
GABY'S CLEANING SERVICE LLC  
GALLARDO ENTERPRISES  
GALLUP TRUCKING LLC  
GELAANI  
GENERAL SERVICES J&F LLC  
GENEVG! DESIGNS LLC  
GREEN VALLEY JUNK REMOVAL & HAULING LLC  
GTW TOWING  
HN TILE & STONE LLC  
HOLTIZ TILE LLC  
HOME FLOORING SOLUTIONS LLC  
HOMEMADE PASTRY LLC  
HQ SERVICES LLC  
HY ACCOUNTING SOLUTIONS SERVICES LLC  
IMPULSA DEMOS & MARKETING LLC  
IZUMITA TRANSPORTS LLC  
J&B REMODELING LLC  
J&J ACCOUNTING SERVICES LLC  
J&M FULL WASH LLC  
JAM CLEANING SERVICES LLC  
JB PRESSURE WASH  
JG CLEANING SERVICES LLC  
JGW IMAGE SOLUTIONS LLC  
JJ DRYWALL LLC  
KBN ENERGY AND SERVICES LLC  
KID'S CIRCLE LLC  
KOTAIX OUTDOOR ADVENTURES LLC  
KRAZY SNACK LLC  
LA SONORITA LLC  
LA TAPATIA  
MEXICAN FOOD  
LARA'S CAKES  
LEARNING THROUGH PLAY LLC  
LISSANDRA'S BRIDAL STUDIO LLC

# 2018-2019 LIST OF COMPANIES CREATED

LOCA KITCHEN LLC  
LOS PEQUENOS LANDSCAPE LLC  
LOTUS WELLNESS BY MONICA LLC  
LUCY'S CLEANING LLC  
LUPITA'S CLEANING SERVICE LLC  
LUX CLEANING LLC  
M&B SOLUTIONS LLC  
M&M CENTURY CLEAN  
M&O TOWING SERVICE LLC  
MACIAS CLEANING SERVICES LLC  
MADRE TIERRA COUNSELING & CONSULTING LLC  
MAK  
TRANSPORTATION LLC  
MAMMA MIA  
RISTORANTE ITALIANO LLC  
MARIA'S GOLD CLEANING SERVICES  
MARIN & ASSOCIATES CONTRACTORS LLC  
MARTINEZ YARD CARE LLC  
MARTINS CLEANING  
MASON'S PAINTING AND GENERAL CONTRACTOR LLC  
MAX TAE KWON DO  
MAYAN RIDERS MOTORCYCLE CLUB  
MELO SERVICES  
MELVEN'S SERVICES  
MENA DRYWALL LLC  
MEXICAN ON THE RUN LLC  
MG HOUSE CLEANING SERVICE  
MGXM MAINTENANCE LLC  
MIRANDA'S TRANSPORTATION LLC  
MORAN PROPERTY MANAGEMENT LLC  
MRS V'S CLEANING & MAINTENANCE LLC  
MULTI PROJECTS LLC  
NAVARRO STEEL WORKS LLC  
NCR LANDSCAPING LLC  
NEGOCIACIONES UEKI'S LLC  
NORTH MOUNTAIN GARAGE DOORS LLC  
NP PAINTING LLC  
OG LUX LLC  
OLY'S CLEANING SERVICE  
OM CONCRETE LLC  
ONE FINE CAKE  
ONESTOP CONSULTING SERVICES LLC  
OVERSEAS STRATEGIC SERVICES LLC  
PATTY'S CLEANING SERVICES LLC  
QUBRA  
TRANSPORTATION, LLC  
QUEEN TEQUENOS LLC  
R&R HANDYMEN LLC  
RAJU LLC  
RAMI PAINT MASTER  
REPOSTERIA MUJICA  
REVOLUTION BROTHERS CONSTRUCTION LLC  
RISE & SHINE PRO CLEANING LLC  
RLA ENTERPRISE LLC  
ROAD DRIVER 2 LLC  
ROOFAGE  
ROXY'S SERVICES LLC  
RPM RIO CLEANING  
RUBIO & ASSOCIATES CONTRACTORS LLC  
S&R FUSION LLC  
SALCEDO'S CLEANING SERVICES LLC  
SALOMON'S CLEANING SERVICES LLC

SEQUITOR GENERAL SERVICES LLC  
SHELDON ELECTRIC LLC  
SHILA LLC  
SHIVER SHACK LLC  
SLC MARKETING SOLUTIONS LLC  
SMSM SERVICES  
SOL PRODUCTS  
SOLLACE SOLUTIONS  
SOLUCIONES  
EMPRESARIALES ROSOY LLC  
SOLUTIONS CLEANING SERVICES OF UTAH LLC  
STAR LANDSCAPING LLC  
STRAIGHTLINE LIMITED LLC  
STRUCTURAL DESIGN LLC  
STUDENT WORKERS LLC  
SUGAR SKULL BAKERY  
SUNRISE INSURANCE  
SWEET CRAFTSWOMAN LLC  
TACOS HIDALGO 2 LLC  
TACOS NAYARIT  
TATTOO INK UTAH LLC  
TECNA CLEANING SERVICES LLC  
TENAMIT LLC  
TENDER LOVE CARE LLC  
TERIYAKI GRILL XPRESS LLC  
THE FASHION DU LLC  
THE IDEAL PRODUCT LLC  
THE LATIN FLAVOR LLC  
TIDY HOUSE  
TOLMAN TRANSPORTATION LLC  
TOTAL SHINE CLEANING COMPANY LLC  
TRIPLE M INDUSTRIAL FLOOR & CARPET CLEANERS LLC  
UPDEAL LLC  
UPFRONT LOGISTICS LLC  
UPGRADE HOMES LLC  
UPPER SPACE  
UTAH CLEANING SPECIALISTS LLC  
UTAH VW RENTAL LLC  
VB TOWING LLC  
WE WASH YOU DRIVE LLC  
WIL-P CLEANING SERVICES LLC  
WORLD WIDE IMPORTS LLC  
X-CLEAR LLC  
X-TECH, LLC  
Y&C SERVICES LLC  
YBCS CONSULTING LLC  
YUMMY FOODS LLC

## BOARD OF DIRECTORS

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Goldman Sachs Asset Management

Mr. Blaine D. Bagley, Secretary  
Senior Vice President, Call Center  
Operations;  
EnerBank USA

Mr. Howard M. Headlee, Treasurer  
President and CEO;  
Utah Bankers Association

Mr. R. Bruce Bowman  
Chief Credit Officer;  
Comenity Capital Bank

Ms. Lucy Cardenas  
President/Director;  
Red Cardenas, Inc.

Mr. Trent Christensen  
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VentureCapital.org

Mr. Chris Crittenden  
Partner;  
Reef Capital Partners

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Corporate Transaction Associate  
Attorney;  
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Ms. Rosina Lake  
President;  
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Management;  
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ThermWise Program Manager;  
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VP, Head of Talent Acquisition for  
Operations;  
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Director, Entrepreneurship Institute;  
Utah Valley University

Mr. Tim Sheehan  
VP, Government and Community  
Relations;  
Salt Lake Community College

Mr. Greg Summerhays  
President and CEO;  
South Valley Chamber

Mrs. Gladys M. Gonzalez  
Emeritus;  
Founder of the Suazo Business Center

Mrs. Alicia L. Suazo  
Emeritus

# 2018-2019 SUAZO BUSINESS CENTER

## DONORS

Thank you to our 2018-2019 donors and partners. Together, we make a difference in our community. These community partners include:



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