

ANNUAL REPORT

2018-2019



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



408



618



NEW JOBS CREATED

TOTAL STUDENTS

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

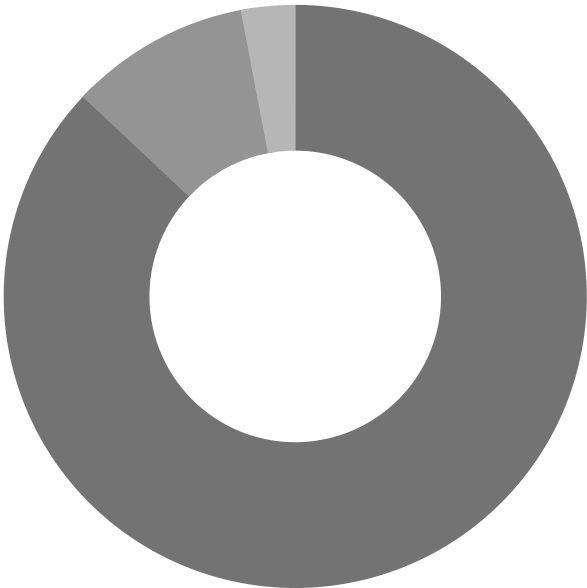
BUSINESS & INDIVIDUAL CONTRIBUTION	\$373,466.00
FOUNDATION GRANTS	\$59,100.00
GOVERNMENT GRANTS	\$25,000.00
OTHER	\$77,535.00

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



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
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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

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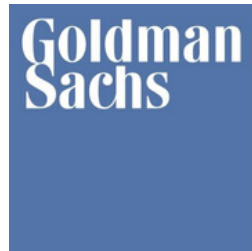
Mrs. Gladys M. Gonzalez
Emeritus;
Founder of the Suazo Business Center

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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