Teresa Butler and Darlene Scott moved to Corpus Christi from Houston in early January 2010 with an innovative dream of opening a concierge service business. In February 2010, Teresa and Darlene attended the SBDC Open House and met Pat Taylor, Outreach Counselor. Pat told them about the First Step FasTrac® program. FSFT introduces core business fundamental concepts to budding entrepreneurs. Participants create a documented feasibility plan that examines the market, competition, marketing, costs, pricing, cash flow and related issues pertinent to their specific business concept. Teresa and Darlene immediately recognized this program’s value and asked to join the class. Twelve weeks later, with a structured, documented vision of their business, the journey began.

With a fleet of three vehicles, AAA Independent Errands Services L.L.C. has added five part-time contract staff. They parlayed a $20,000 investment into sales totaling $100,000.00 during their second year with a substantial increase projected in the following years. They have contracts with multiple oil field companies, attorneys and legal document support companies, county agencies in the Coastal Bend, the State of Texas, medical couriers, doctor’s offices for patient transport, the American Cancer Center, as well as the Agency for Aging and Disabled. Collaborating with courier companies across Texas and as far away as Ohio, their business is succeeding.

Teresa and Darlene wrote:

Pat Taylor helped us during and well after the FSFT class with marketing and networking. In addition, Pat also continued to assist us with business resource contacts to follow up with and strategized with us on consumer and potential client demographics. Pat provided guidance to help us sign up for Texas’ HUB, DBE and networking opportunities such as the Hispanic Women Network of Texas. Bob Beanland helped us prepare cash flow projections, guided us through the Income Statement and understanding strategic pricing. Bob suggested new markets to explore and explained legal options available to set up our company. We believe SBDC’s First Step FasTrac® is an outstanding program for entrepreneurs to help find resources and assist with the decision-making process. The program contributed to our company’s success. Pat Taylor stands beside us and guides us with outreach resources that we need as women owned business owners.