

COASTAL BEND BUSINESS  
INNOVATION CENTER  
AN EDA UNIVERSITY CENTER



COASTAL BEND  
Business Plan  
COMPETITION

2014

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2014

2014 Finalist Presentations

## History

The Coastal Bend Business Plan Competition emerged from a grass-roots effort to support economic growth in the Texas Coastal Bend region; encompassing Nueces, San Patricio and Kleberg counties which surround the city of Corpus Christi. As the idea began to form, partners shared and collaborated to organize and make this competition a reality.

The competition was inspired to support the best and the brightest entrepreneurial minds in starting and building their businesses locally, offering a prize package of valuable services and expertise designed to jumpstart the business.

The three-phase competition originated October 18, 2010 to students and to the public – to any entrepreneur team or existing business that has a new technology or technological product.

## Process

The Coastal Bend Business Plan Competition is conducted in three phases: I) Business Plan Overview, II) Final Business Plan and III) Invited Presentation.

### Phase I: The Business Plan Overview

Phase I was open to all interested contestants who met the Competition's eligibility requirements outlined above. Contestants must submit a written Business Plan Overview of their proposed business plan, along with a signed Pre-entry Form by 5:00 pm on December 1, 2013

### Phase II: Final Business Plan

Phase II was only open to contestants who were notified by the Organizers that they were selected as a semi-finalist. Notifications occurred on or before January 4, 2014. To compete in Phase II, selected contestants' competition materials were received no later than April 18, 2014.

### Phase III: Invited Presentation

Phase III is only open to contestants who were notified by the Organizers that they were selected as a finalist. To compete in Phase III of the Competition, each final contestant must make a personal presentation of the Final Business Plan to a panel of judges.

## Competition Partners

*A special thanks to all who contributed to the 2014 Business Plan Competition.*

Coastal Bend Business Competition Committee  
Corpus Christi Evening Rotary Club  
Corpus Christi Regional Economic Development Corporation  
Del Mar College Division of Business Professional and Technology Education  
Del Mar College Small Business Development Center  
SCORE Counselors to America's Small Business  
Coastal Bend Business Innovation Center  
Texas A&M University - Corpus Christi, Mechanical Engineering Program  
Texas A&M University - Kingsville, Frank H. Dotterwich College of Engineering  
Young Business Professionals of the Coastal Bend

## Competition Sponsors

Coastal Bend Business Innovation Center  
Corpus Christi Regional Economic Development Corporation  
Kleberg First National Bank, Kingsville  
Ochoa & Associates, PC  
TAMUCC School of Engineering and Computing Sciences  
Texas A&M University-Kingsville  
Corpus Christi Evening Rotary Club  
Wells Fargo

## Presenters



### **ARANA Water Technologies, LLC**

*Jeff Soward*

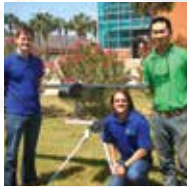
Water treatment in a chemical-free, reliable, cost-effective manner.



### **KeyLate Solutions, LLC**

*Bill Kovaric*

Has improved the technology of disinfection and oxidation by mimicking nature.



### **ROA TAMUCC**

*Kenny Chou, Cody Lemke, Cody Torno & Daniel Valdes*

The product is an electronically powered multi-functional UAV that will be able to deliver high definition video with controllable view angles via ground station monitor up to one kilometer away.



### **Hybrid Energy Conversion and Storage Company**

*Alberto Duque, Maria Gironza, Michel Caballero, Trey Martin, Baybars Kucketekin, Ricardo Vasquez, D. Ruby Mehrubeoglu*

This project involves the creation of a combined system of three different green energy sources working together and producing a sustainable amount of energy which is then stored in batteries for later use.



### **The AVA Method**

*Joanne Soward*

It was created to facilitate the info event planning process from start to finish. It is the only web-based complete planning application incorporating lead management, proposals, captures e-signatures, invoicing, etc.

## Important Dates of Competition

Competition Opens

*Texas A&M University - Corpus Christi* ..... Oct. 2, 2013

*Texas A&M University - Kingsville* ..... Oct. 3, 2013

Business Plan Overview due..... Dec. 1, 2013

Notification of Semi-Finalists..... Jan. 3, 2014

Final Business Plan due..... Apr. 18, 2014

Notification of Finalists/Invited Presenters..... May 5, 2014

Presentation Date ..... May 12, 2014

Announcement of Presentation Results ..... May 14, 2014

## Event Schedule

Check in for Entrants and Judges ..... 2:00 pm

Doors Open ..... 2:30 pm

Introduction / Presentation Begins ..... 3:00 pm

First Presentation..... 3:15 pm

Second Presentation ..... 3:45 pm

Third Presentation ..... 4:15 pm

Fourth Presentation..... 4:45 pm

Fifth Presentation..... 5:15 pm

Conclusion of Presentations ..... 5:45 pm



## 2013 Competition Committee

**Dr. Stephan J. Nix**  
Project Chair,  
Texas A&M University –  
Kingsville, Frank H. Dotterweich  
College of Engineering

**Michael Korff**  
Committee Vice Chair,  
Wells Fargo Bank

**Lori Garza**  
Committee Secretary,  
Young Business Professionals  
of the Coastal Bend

**Teresa Rodriguez**  
Committee Treasurer,  
Corpus Christi Hispanic  
Chamber of Commerce

**Sandy Billish**  
Coastal Bend Business  
Innovation Center

**Kent Byus**  
Texas A&M University –  
Corpus Christi, College  
of Business

**Dr. LD Chen**  
Texas A&M University –  
Corpus Christi, College of  
Science and Engineering

**Ralph Coker**  
SCORE Counselors for Small  
Business

**Bill Cone**  
Director  
Coastal Bend Business  
Innovation Center

**Haysam Dawood**  
Corpus Christi Evening  
Rotary Club

**Ann Fierova**  
Del Mar College Small  
Business Development Center

**David Fonseca**  
Incubator Manager  
Coastal Bend Business  
Innovation Center

**Michael Hunter**  
Young Business Professionals  
of the Coastal Bend

**Dr. Warren Knox**  
Del Mar College Division of  
Business, Professional and  
Technology Education

**Dr. Larry Lee**  
Del Mar College Division of  
Business, Professional and  
Technology Education

**Emily Martinez**  
Corpus Christi Regional Economic  
Development Corporation

**Dr. James Needham**  
Texas A&M University –  
Corpus Christi, Office of  
Community Outreach

**Liza Wisner**  
Insperty

**Brad Womack**  
Kleberg Bank

## Judges



**Mike Carrell**  
Regional President,  
Frost Bank



**Ralph Coker**  
SCORE Counselors to  
America's Small Business



**Joe Henkel**  
President & CEO,  
Kleberg Bank



**Gloria Hicks**  
Ed Hicks Imports



**Alan Stoner**  
Venture Capital Partners







