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Thank you, Cynthia Gomez from the SBDC, for all the help and support with the tools we needed in making our company a success.

- NESTOR SALINAS, OWNER



MOBILIZING THE HEALTHCARE INDUSTRY

Nestor Salinas first approached the Rio Grande College Small Business Development Center in 2010 to start his own transportation service company, X-tra Comfort, Inc. The business provided wheelchair van transportation services to the local community. But after recognizing a need for medical transportation services, he returned to the SBDC in 2013 and formed a new corporation, Med Shield Ambulance Service, Inc., which replaced his former business.

With the expansion and transformation of his previous business, Med Shield Ambulance Services now provides essential ambulatory services in three locations

Business Highlights

- Business Expansion
- Commercial Loan — \$347,400
- Owner Investment — \$93,600
- Jobs Created — 17
- Jobs Retained — 50

including Eagle Pass, Carrizo Springs, and San Antonio. During its past six years of operation, Med Shield Ambulance Services has received assistance from the SBDC for IRS and State Comptroller compliance,

human resources, recordkeeping, QuickBooks and payroll. In 2015, the SBDC assisted Salinas to secure a loan in order to purchase his own building by putting an operating agreement in place and organizing QuickBooks files to maintain accurate financial statements that were required by the banking agency.

Today, Med Shield Ambulance Services employs a talented staff of 67, many of whom participate in SBDC trainings including those in QuickBooks, tax planning, human resources, and recordkeeping related consultations. Office Manager Tony Ovalle says he appreciates how the SBDC has helped make his job easier.