

Neal Smith Entrepreneur of the Year

This award honors an Iowa entrepreneur(s) who has been in business a minimum of three years and has been significantly assisted by an Iowa Small Business Development Center. The award was established with a dual purpose—to honor long-time Iowa Congressman Neal Smith for being instrumental in establishing the Small Business Development Center program, and to recognize Iowa’s entrepreneurs, who are the driving force behind Iowa’s economic growth.

America’s SBDC Iowa is a nationally-accredited outreach program of Iowa State University’s College of Business. We have 15 regional business assistance centers located strategically across the state, to better serve Iowa’s business community. Since program inception in 1981, America’s SBDC Iowa has helped Iowa businesses and entrepreneurs through no-fee, confidential, customized, professional counseling and practical, affordable training workshops.

For more information about America’s SBDC Iowa programs and services, call (515) 294-2030 or visit www.iowasbdc.org.



2023 Neal Smith *Entrepreneur of the Year*



Jorge Villeda
Villeda Construction Professional Builders



IOWA STATE UNIVERSITY
Ivy College of Business

IOWA STATE UNIVERSITY
Office of Economic Development and Industry Relations



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America’s Small Business Development Center Iowa
www.iowasbdc.org

Jorge Villeda

Villeda Construction, owned by Jorge Villeda, opened in 2014 at the Indian Hills Regional Entrepreneurship Center Incubator. With an emphasis on quality, Villeda Construction has earned community respect resulting in high demand for their services. Due to steady growth, they purchased a long-time empty building in downtown Ottumwa and renovated it to commercial space. This now serves as the current headquarters.

The growth of the business required Villeda Construction to change their business model and adapt to new challenges. Community improvement is important to Jorge, which is why he served on the board of the local housing non-profit, Rippling Waters, from 2019 to 2021. At that time, the organization was just getting started and Jorge was the sole board member with construction expertise. He was instrumental in the first successful home acquisition, restoration and sale.

With assistance from the SBDC, Villeda Construction gained knowledge in the areas of construction bonding, financial projections, and QuickBooks bookkeeping and job closings. As a result of working with the SBDC, Jorge now has the tools to better understand the company's financial position. Additionally, the SBDC has helped Jorge start a second business.

Jorge continues to give back to Ottumwa and strives to make it a better place to live and do business. He is a great example of resiliency and entrepreneurship that focuses on quality, community investment and community involvement. Jorge is a community leader and a mentor to other entrepreneurs.

Through the SBDC, Villeda Construction Professional Builders has received:

- Assistance with Financial Projections and Funding Applications.
- Providing QuickBooks Training.
- Connecting them to the 10,000 Small Business Program.
- Open Doors and Connections to New Communities.



VILLEDA CONSTRUCTION PROFESSIONAL BUILDERS

Visit: <https://villedaproperty.wixsite.com/propertymanagement> for more information

"Having a small but growing business is an everyday challenge, but I have the blessing to count with the help of the great people from the SBDC program. They are always there ready to help me and others to continue this journey. Having a business is easy, maintaining it is difficult, but with the help of the SBDC program this everyday business journey is just a little easier"

**~ Jorge Villeda, Villeda Construction
Professional Builders**