

# **SBA's Texas Small Business Person of the Year**

## **Don M. Sanders**

### **"Sir Speedy"**

Don M. Sanders the owner of Sir Speedy a marketing and printing company located in Amarillo, Texas, was named the U.S. Small Business Administration's (SBA) the Small Business Person of the year for Texas. During a period when traditional printing businesses have met with increasing competition and decreasing margins, Don has employed his talents as an entrepreneur to overcome these obstacles.

Don first contact with the West Texas A&M University Small Business Development Center (SBDC) in Amarillo was when he attended seminars hosted by the SBDC in 1993. Don used what he learned from these seminars when he started his printing business in 1994 with one employee, three copiers, and a \$120,000 investment of personal equity. Today the business has a workforce of 14 and will add two additional employees in 2009.

Don has re-engineered his company. He has moved away from a volatile business model toward one with stability and sustainability. Don brought two major initiatives to the Sir Speedy global network. First in 1998 he introduced document imaging and the second was PURLS (personalized URL's) in 2007. Additionally, in 2009 the new "marketing store" will be launched. This concept will allow small businesses to acquire ad agency quality resources at an affordable price.

Don has been actively involved in his community since the first year he arrived in Amarillo, serving on the Board of Amarillo Big Brothers, Big Sisters. In 1996, he was honored as the Board member of the year. Since starting his own business, Don has helped numerous non-profit organizations with fund-raising events by providing free or discounted copying services. Don is committed to assisting business people achieve their dreams of ownership and success. He continues the relationship with West Texas A&M University SBDC by presenting seminars to future business owners.

In 2005 Don served on the Panhandle Regional Development Corporation Board which has the authority to approve or not approve SBA 504 loans. In September of 2008 Don was honored as one of the top 50 franchisees in the nation out of approximately 900,000 franchisees.