

State Designated as Florida's Principal Provider of Small Business Assistance



Florida Small Business Development Center at USF



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Small Business Success Starts Here

SBDC Center Locations

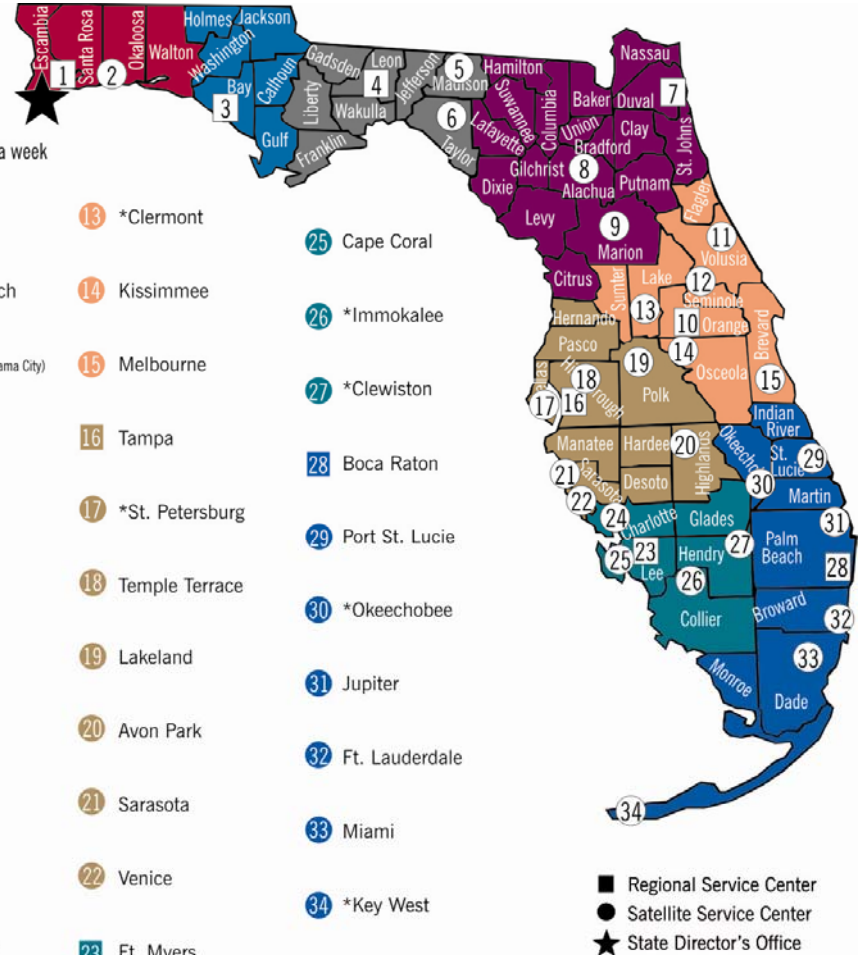
Statewide network of 34 centers involving:

- 7 of 10 State Universities
- 8 Community Colleges
- Chambers of Commerce
- Economic Development Councils
- Federal, State and Local Government Agencies

Additional outreach is provided at approximately 60 outreach locations, utilizing resource partners such as chambers of commerce, economic development organizations, business incubators and lending institutions.

*Less than 40 hours a week

- | | | |
|----------------------------|--------------------|-------------------|
| 1 Pensacola | 13 *Clermont | 25 Cape Coral |
| 2 Ft. Walton Beach | 14 Kissimmee | 26 *Immokalee |
| 3 Lynn Haven (Panama City) | 15 Melbourne | 27 *Clewiston |
| 4 Tallahassee | 16 Tampa | 28 Boca Raton |
| 5 *Madison | 17 *St. Petersburg | 29 Port St. Lucie |
| 6 *Perry | 18 Temple Terrace | 30 *Okeechobee |
| 7 Jacksonville | 19 Lakeland | 31 Jupiter |
| 8 Gainesville | 20 Avon Park | 32 Ft. Lauderdale |
| 9 Ocala | 21 Sarasota | 33 Miami |
| 10 Orlando | 22 Venice | 34 *Key West |
| 11 Daytona Beach | 23 Ft. Myers | |
| 12 Sanford | 24 *Port Charlotte | |





FSBDCN Mission

The Florida Small Business Development Center Network (FSBDCN) is a statewide partnership between higher education and economic development organizations dedicated to providing emerging and established business owners with assistance enabling overall growth and increased profitability that contributes to the economic prosperity of the state.



*Accredited member of the
national network of SBDCs.*



Small Business Definition

Construction

- General building and heavy construction contractors: \$33.5 million
- Special trade construction contractors: \$14 million

Manufacturing

- About 75 percent of the manufacturing industries: 500 employees

Mining

- All mining industries, except mining services: 500 employees

Retail Trade

- Most retail trade industries: \$7 million
- A few (such as grocery stores, department stores, motor vehicle dealers and electrical appliance dealers), have higher size standards, but none above \$35.5 million.

Services

- Most common: \$7 million
- Computer programming, data processing and systems design: \$25 million

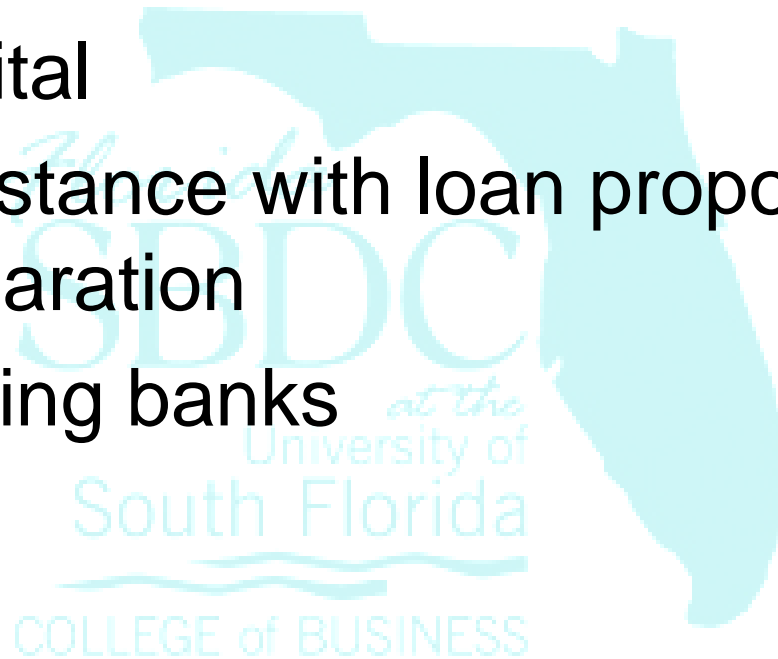
Wholesale Trade

- For small business Federal contracts: 100 employees, For loans and all other programs: 100 employees is applicable for all industries.



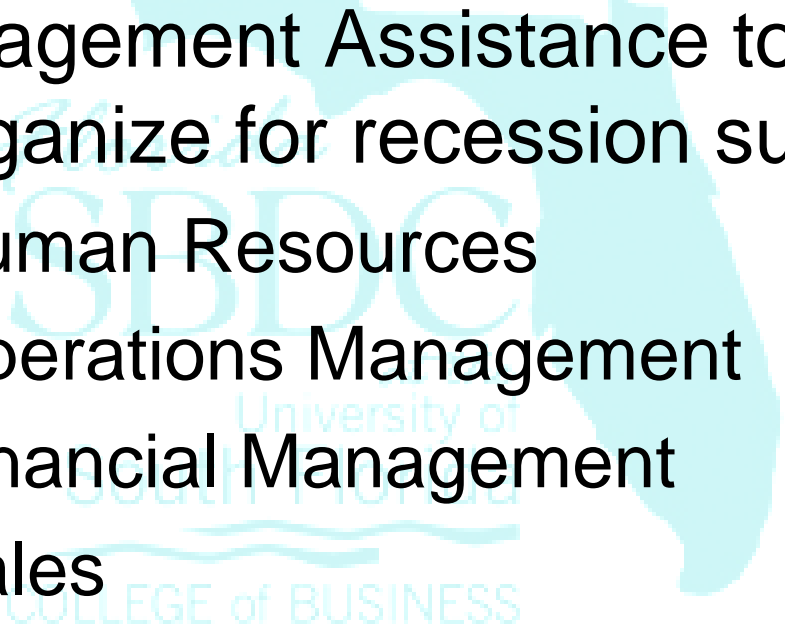
What Small Businesses Need Today

- Capital
- Assistance with loan proposal preparation
- Finding banks





What Small Businesses Need Today

- Management Assistance to reorganize for recession survival
 - Human Resources
 - Operations Management
 - Financial Management
 - Sales
 - Pricing Policies
- 



**Businesses need to survive
until infrastructure projects
are deployed**



Florida
SBDC
at the
University of
South Florida

COLLEGE of BUSINESS



Loans

- Limited availability for:
 - Start-up businesses
 - Unprofitable businesses



SBD
at the
University of
South Florida
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Disaster Preparedness

- Hurricane season 2009
 - Any impact from hurricanes or other natural disasters could severely impact retail businesses
 - Construction-related businesses would ultimately benefit

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How SBDC can help

- The SBDC at USF has 17 certified business counselors throughout a 10-county region
 - Two are dedicated exclusively to Hillsborough County





SBDC Services

- Free one-on-one business counseling
- Free and low cost entrepreneurial training workshops
- The Business Resource Center
- Custom corporate training



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2008 Regional Impact

Service Delivery

Entrepreneurs Counseled	2,977
Total Counseling Hours	7,834
Training Events	478
Training Event Attendees	4,183
Requests for Information	24,800

Return on Investment

Capital Formation	\$25,322,800
Business Startups	145
Jobs Created/Retained	1639
Sales Growth	\$29,096,154
Loans Awarded	\$20,408,175

Our Clients & Attendees

20.8 % African American	11.2 % Hispanic
0.6 % Native American	3.4% Asian
52.8% are Women	



2008 Hillsborough County Impact

Service Delivery*

<u>Entrepreneurs Counseled</u>	<u>1,337</u>
<u>Total Counseling Hours</u>	<u>7,208</u>
<u>Training Events</u>	<u>284</u>
<u>Training Event Attendees</u>	<u>4,450</u>

Return on Investment

<u>Capital Formation</u>	<u>\$11,912,275</u>
<u>Business Startups</u>	<u>79</u>
<u>Jobs Created/Retained</u>	<u>1,077</u>
<u>Sales Growth</u>	<u>\$22,314,200</u>
<u>Loans Awarded</u>	<u>\$9,355,175</u>

*Includes PTAC

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