



Helping Businesses Grow & Succeed

Florida SBDC at UWF

UNIVERSITY *of*
WEST FLORIDA | College
of Business

KELLY MASSEY
REGIONAL DIRECTOR





In Partnership With:



SYNOVUS®



What is the Florida SBDC?

- Florida Small Business Development Center
- Government organization serving Florida's businesses
- Designated by the State of Florida as the principal provider of business assistance services
- Mission: Deliver consulting, training, and information to help businesses succeed and create positive economic impact to Florida's economy



Who We Are



State Designated as Florida's Principal Provider of Business Assistance [288.001, Fla. Stat.]

Network of **Partners**

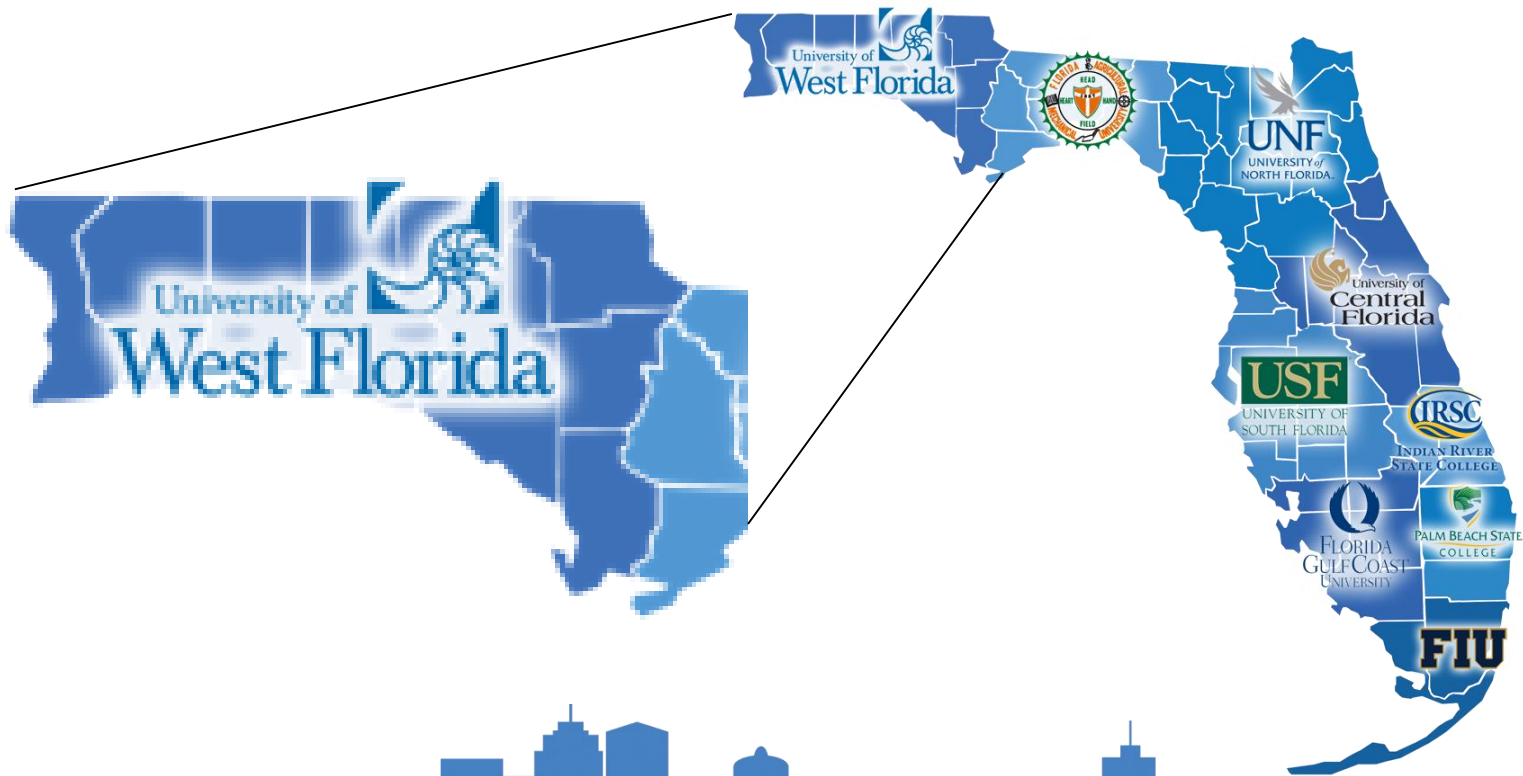
Over 100 partner organizations

- 9 Regional Offices, 45 Centers, 70 outreach locations, including:
 - **UWF**
 - Headquarters
 - Regional Office
 - 8 Sister State Universities
 - 1 State College

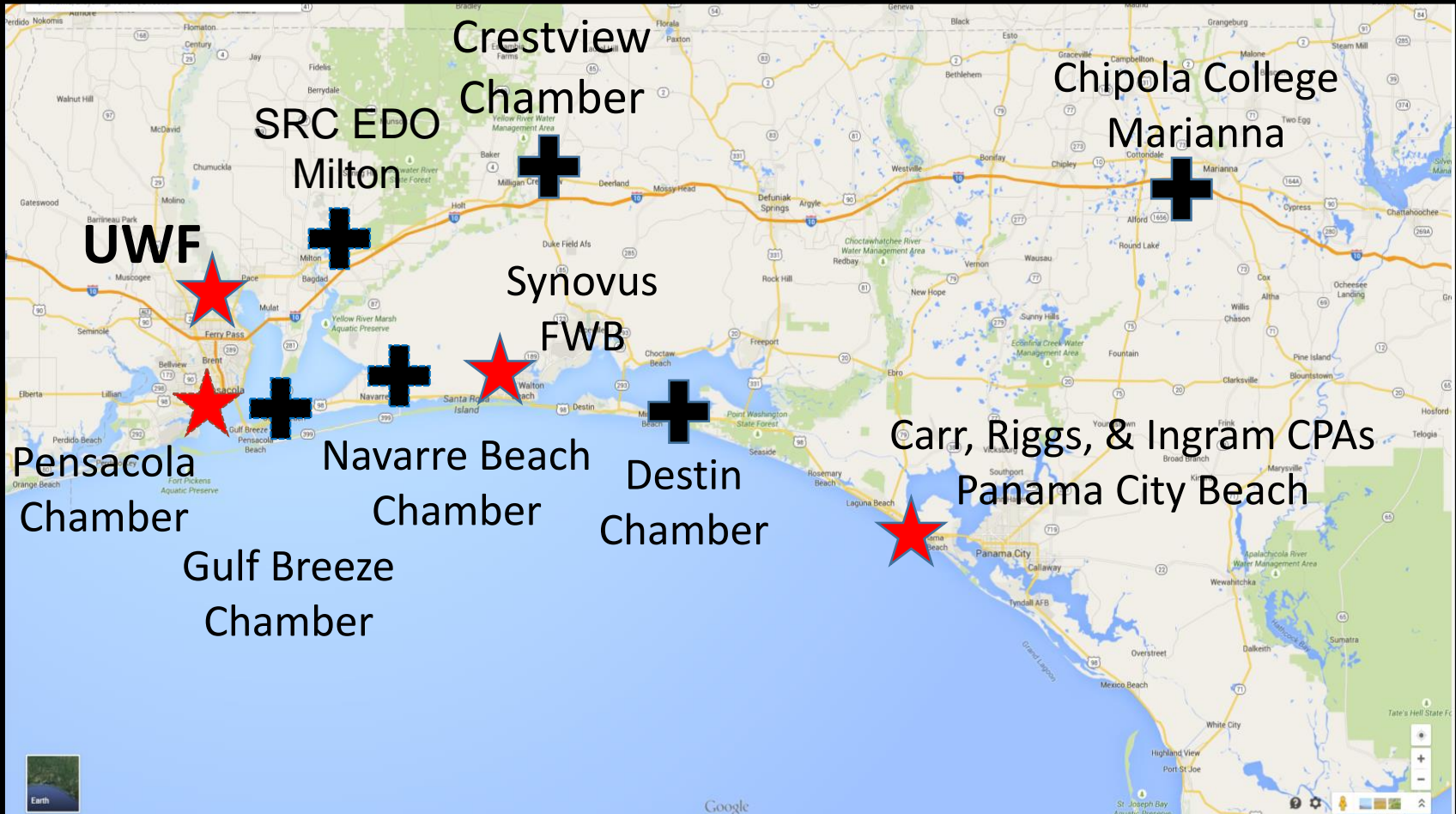


Florida SBDC at UWF

- UWF has a ten-county region (Central Time Zone)



FSBDC at UWF Region



Who We Serve



Pre-Venture Individuals
exploring business feasibility



Start-up Businesses
in-business for less than three years



SME Businesses
In-business for more than three years

State Designated as Florida's Principal Provider of Business Assistance [288.001, Fla. Stat.]



Emerald Coast Tours



SunFarm Energy



The Rockhill Group



IDG HX5



J's Bakery



Stand Up Paddleboard Dogs



Bishop's Coffee and Tea

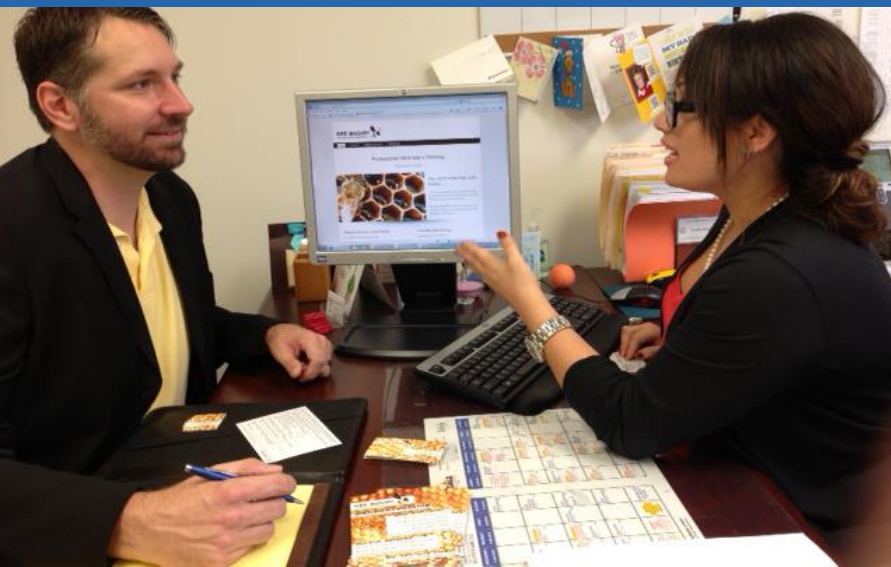


Pawsitively Scrumptious

What We Do

- **Business & Management Training**
Basics to advanced topics
- **Research, Data & Information**
Current and expansive business information for better decision-making
- **Professional Business Consulting**
Personalized, confidential and provided at no cost by experienced and credentialed consultants

State Designated as Florida's Principal Provider of Business Assistance [288.001, Fla. Stat.]



Who Does

- **Experienced Professionals**

hundreds of years of business ownership experience

- **Certified and Credentialed**

maintains professional licenses and certificates in professional areas of expertise

It

- **Community Based**

live and work in the community they serve

- **Results Driven**

maintain professional licenses and certificates in areas of expertise

Professionally Certified Business Consultants and Trainers



No-Cost Consulting Services

- Financial and Cash Flow Analysis
- Marketing and Sales
- Government Contracting (PTAC)
- Business Planning
- Loan Packaging
- Human Resources
- Growth Acceleration
- Business Valuations
- Market and Industry Research
- Business Start-Up



Special Projects

- Small Business Management (SBM) Program
- Florida Small Business Emergency Bridge Loan
 - Over \$21 million in loans for Hurricane Michael
 -
- UWF Business Academy

POWERED BY



U.S. Small Business
Administration



Recent Disaster Assistance

Hurricane Michael

- Immediately sent emails to FSBDC database regarding FSBDC assistance with recovery
- Deployed MAC Units.
- Opened Disaster / Business Recovery Centers
- Disaster Response/ Business Continuity Assistance
- SBA Disaster Loan Documents
- Florida Small Business Emergency Bridge Loan
 - Coordinator for this program



MAC Unit

- Immediate Response
- In the heart of Affected Areas
- Trained/experienced Consultants



Student Engagement

- UWF College of Business
- Mission: high quality, student-orientated, educational experience for business students
- Educated over 2,500 students
- Student engagement and work experience
- Executive Mentor Program
- Internships
- Graduate Assistantships
- **Faculty/Student/Business Projects**



2018 Consulting / Training

- Total Clients Consulted = 1,320
- Total Consulting Hours = 15,500 (70% SMEs)
- Total Training Attendees = 708
- Total Training Events = 82



2018 Economic Impact (UWF)

- Client Impact Survey results – Florida State University
- New Business Starts = 48
- Client Sales Increase = \$54.6 million
- Client Jobs Created or Retained = 5,072
- Client Capital Formation = \$31,6 million (74% loans)
- Client Government Contracts = \$92 million
- Total Jobs Impact = 5,072
- Total Sales Impact = \$554 million
- Total Gross Regional Impact = \$289 million





Some of our clients...





CELEBRATING
40
YEARS
1976-2016

Helping Businesses Grow & Succeed



Region of the Year Award &

Adam McCloskey - Florida State Star Award



Upcoming Training Events

- July 31 – Starting a Business – Chipola College
- Aug 22 – PTAC - Govt. Contracting 101 - PCB
- Aug 30 – Starting a Business - PCB





CELEBRATING
40
YEARS
1976-2016

UNIVERSITY *of*
WEST FLORIDA | College
of Business

Contact Information

Florida SBDC at the University of West Florida

9999 University Parkway

Pensacola, FL 32514

P (850).474.2528

www.sbdc.uwf.edu

www.floridasbdc.org

