

Helping Businesses Start, Grow and Succeed

News Release



Small Business Development Center at UCF

May 20, 2013

FOR IMMEDIATE RELEASE

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SBDC at UCF's PTAC Helps Small Businesses Diversify and Grow *PTAC to Host "Government Business Opportunities and Matchmaking" Event*

Orlando, FL – Government agencies buy just about everything —literally — all kinds of good and services from private enterprise. Importantly, many times small businesses are ideally suited to providing those goods and service to government. Add to that the fact that the small businesses of Central Florida are vitally important to job creation, and it becomes apparent that they are in the position to be the veritable heroes of our economy. To realize that goal and help small businesses diversify their markets and increase revenue by selling to the government, the Procurement Technical Assistance Center (PTAC) at the Small Business Development Center at UCF (SBDC at UCF) is hosting a two-day program entitled "**Government Business Opportunities and Matchmaking**" designed to open doors to new opportunities for small businesses.

Every small business is looking for ways to obtain more customers and sales opportunities, and to grow their company. To fulfill their missions, government agencies depend upon small businesses to supply goods and services. On Wednesday, May 22nd and Thursday, May 23rd, the SBDC at UCF's PTAC will host an important event aimed at helping local small businesses gain the knowledge and tools they need to pursue business opportunities with various government agencies primarily, but also some of Central Florida's largest corporations as well. The event features a unique combination of educational presentations and direct, one-on-one business matchmaking, all held over two days at The National Entrepreneur Center located at the Orlando Fashion Square Mall in Orlando.

On Wednesday May 22nd, presentations by representatives of Orange County Government, PTAC, and the Greater Orlando Aviation Authority will discuss the best ways for small business owners to approach doing business with government agencies and win contracts. They will also help attendees prepare for the matchmaking session planned for the following day. Additionally, an experienced government contract attorney will share important information regarding government contracting issues.

Then, on Thursday May 23rd, the SBDC at UCF's PTAC will host more than 20 government agencies and corporations in a matchmaking session that will allow small businesses to discuss procurement opportunities with these agencies and companies. Participating agencies include Orange County Government, the City of Orlando, the Orlando Utilities Commission and many more, as well as major corporations such as Walt Disney World, Lockheed Martin and

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Harris Corporation. The matchmaking sessions will give small business attendees the opportunity to have face-to-face meetings with these government agencies and major corporations to learn about their buying needs and specific contract opportunities.

The two-day “Government Business Opportunities and Matchmaking” event is sponsored by Orange County Government; there is a \$45 fee for Orange County businesses and a \$95 fee for non-Orange County businesses. For more information and to register, please go to www.sbdcorlando.com.

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SBDC at UCF’s Procurement Technical Assistance Center

The SBDC at UCF’s Procurement Technical Assistance Center program is a specialized program under the Florida Small Business Development (FSBDC) Network. The program was created in 1985 to assist established Florida businesses with government contracting and procurement support services including assistance with marketing, proposal preparation and contract administration. PTAC also provides assistance with various small business program applications as well as the Service Disabled Veteran Owned Small Business verification process, and the Federal Woman Owned Small Business program. In 2011, the Florida PTAC Network helped small businesses in the state win nearly 1500 government contracts valued at \$267 million equating to more than 8500 jobs created or saved.

Small Business Development Center at UCF

With its main office in the National Entrepreneur Center (formerly the Disney Entrepreneur Center) now located at the Fashion Square Mall in Orlando, the Small Business Development Center at the University of Central Florida (SBDC at UCF) is part of the UCF College of Business Administration and the Florida Small Business Development Center Network, providing business seminars and no-cost, one-on-one business consultation to small business owners. The SBDC at UCF serves an eight-county area that includes Brevard, Flagler, Lake, Orange, Osceola, Seminole, Sumter, and Volusia counties and maintains seven satellite service centers. In 2012, the SBDC at UCF helped entrepreneurs create or retain 2,350 jobs, win contract awards worth \$104.6 million, acquire \$50.5 million in capital formation, and increase sales by \$95.1 million. The SBDC at UCF is funded in part through a cooperative agreement with the U.S. Small Business Administration.

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