

Helping Businesses Grow & Succeed

News Release



Florida SBDC at the University of Central Florida

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FOR IMMEDIATE RELEASE

Hosted by:



Contact: Hal Thayer, Communications Director, FSBDC at UCF, 407.420.4850 or hthayer@ucf.edu

FSBDC at UCF Hosts Government Contracting & Matchmaking Event

Aims to Help Business Owners Sell to the Government and Prime Contractors

Orlando, FL – Government agencies buy goods and services of all kinds from private enterprise, companies big and small. And many times, small businesses are in fact better suited to providing those goods and service to government. To assist small businesses with diversifying their customer base and increase revenue by selling to the government, the Small Business Development Center at UCF (SBDC at UCF) is hosting a two-day program entitled “**Government Contracting Strategies & 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 28th and Thursday, May 29th, the SBDC at UCF 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, as well as certain large local corporations that are prime contractors to the government. 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 28th, presentations by representatives of Orange County Government, the Greater Orlando Aviation Authority and the FSBDC at UCF 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, the U.S. Department of Labor, Wage and Hour Division, will share information on the Davis Bacon Act and the Service Contract Act.

Then, on Thursday May 29th, the SBDC at UCF’s Government Contracting Services will host almost 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, NASA, Greater Orlando Aviation Authority and many more, as well as major corporations such as Lockheed Martin and 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.

About the FSBDC at UCF

With its main office in the National Entrepreneur Center located at the Fashion Square Mall in Orlando, the Florida SBDC at the University of Central Florida (FSBDC at UCF) is part of the UCF Office of Research & Commercialization and the Florida SBDC Network (FSBDC Network). THE FSBDC at UCF provides business seminars and no-cost, one-on-one business consultation to emerging and established businesses. The FSBDC at UCF serves an eight-county area that includes Brevard, Flagler, Lake, Orange, Osceola, Seminole, Sumter, and Volusia counties and maintains 10 service centers across Central Florida.

In 2012, the FSBDC at UCF served almost 6500 entrepreneurs and small business owners through consulting and training, resulting in 9,961 Central Florida jobs created, retained or saved; \$1.3 billion in sales growth; \$50.4 million in capital formation; \$104.6 million in government contract awards; and 108 new businesses started.

About the FSBDC Network

The FSBDC at UCF is a member of the Florida SBDC Network, a statewide service network funded in part through cooperative agreements with the U.S. Small Business Administration, Defense Logistics Agency, State of Florida and other private and public partners. The Florida SBDC Network is hosted by the University of West Florida and is nationally accredited by the Association of SBDCs. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA.

For over 35 years, the FSBDC Network has nourished a statewide partnership between higher education and economic development organizations, dedicated to providing emerging and established business owners with management and technical assistance, enabling overall growth and increased profitability for the businesses and economic prosperity for the state. The FSBDC Network is a statewide service system of 41 centers with 60 outreach locations, including the FSBDC at UCF.

In 2012, the Florida SBDCs served approximately 38,000 entrepreneurs and small business owners through consulting and training, resulting in 47,845 jobs created, retained and saved; \$6.3 billion in sales growth; \$235.2 million in capital accessed; \$588.4 million in government contract awards; and 744 new businesses started. And, for every \$1 of Florida public and private sector investment in the FSBDC programing 2012, \$40 was returned to the state in tax revenue

FSBDC at UCF | 3201 E. Colonial Drive | Orlando, FL 32801 | p 407.420.4850 | f 407.420.4862
sbdc@bus.ucf.edu | www.sbdcorlando.com

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