

2014 RETURN ON INVESTMENT

FSBDC at the University of Central Florida Region

Serving Brevard, Flagler, Lake, Orange, Osceola,
Seminole, Sumter and Volusia Counties

Accelerating Florida's Economy



Hosted by



Helping Businesses Grow & Succeed

As a result of FSBDC activities, **42,664** jobs were created, retained & saved at a cost of **\$220** per job*

In 2014, Florida SBDCs helped its client businesses...

ECONOMIC IMPACT

→ REGIONAL

→ STATEWIDE



Create, Retain & Save
Jobs*

12,387

42,664



Generate
Sales*

\$1.7B

\$5.8B



Acquire Government
Contracts**

\$39.7M

\$210.2M



Access Investment
Capital**

\$22.6M

\$140.2M



Start New
Businesses**

206

952

Resulting in **\$3.4B** in Value Added to Florida's Economy*

Economic Impact of SBDC Business Development Activities on the Florida Economy, 2015* | Reported by respondent clients of actual outcomes achieved as a result of or in part due to the assistance received in 2014**

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

REGIONAL SERVICE SUMMARY

17,560	Professional Consulting Hours Delivered
2,561	Entrepreneurs and Small Business Owners Consulted
315	Training Events Delivered
5,692	Training Event Attendees

FSBDC at UCF Special Services

Advisory Board Council

CEO XChange

Government Contracting Services

Growth Acceleration Services

International Trade Services

Small Business Institute®

Small Business Resource Network

The FSBDC at UCF is a member of the FSBDCN, a statewide service network funded in part through cooperative agreements with the U.S. SBA, DLA, State of Florida, and other private and public partners; hosted by UWF; and nationally accredited by the Association of SBDCs.

Florida SBDCs Help You Help Your Small Business Constituents



SBDCOrlando.com



Client Highlight

Elipsis Engineering & Consulting, LLC, Winter Garden

In early 2009, with the economy in a severe downturn, Sarah Blake took a risk and opened Elipsis Engineering & Consulting with no capital, two employees and \$200,000 in revenue. This risk has since reaped many rewards as the firm recently celebrated its fifth year in operation and was named one of the 2014 fastest growing private companies in Central Florida by the *Orlando Business Journal* (OBJ).

In 2012, Elipsis applied to participate in the FSBDC at UCF's Advisory Board Council (ABC) program. Upon selection, Blake worked with ABC Manager Jill Kaufman, who hand-picked a team of volunteer board members to address the company's needs and accelerate their growth. Experts in marketing, human resources, business law, finance, accounting, strategic planning and government contracting comprised Elipsis' board of advisors.

The board acted as a catalyst that helped drive the firm's rapid development and expansion. Since working with the board, some of Elipsis' top accomplishments have included: purchasing an office building which expanded their facility from 3,000 sq. ft. to 7,000 sq. ft.; doubling the size of their fleet of vehicles from 10 to 20; increasing staff from 17 to 30 employees; and increasing revenue by 82 percent. Moreover, the firm was awarded two 5 year \$5 million continuing service contracts with the Florida Department of Transportation for materials testing and geotechnical services and construction engineering inspection support. In addition, Elipsis has worked on some of the region's largest projects including Sunrail, Wekiva Parkway and I-4 Ultimate.

Although Blake and Elipsis have won numerous accolades including 2014 OBJ Fast 50; 2013 OBJ 40 Under 40; Orlando's 2014 OBJ Top Engineering Firms; Orlando's 2013 OBJ Largest Women-Owned Businesses; 2013 OBJ Women Who Mean Business; and 2014 OBJ Best Places to Work, one of the awards she is most proud of was being named among the 2013 OBJ Central Florida Top Philanthropic Companies.

"Our focus hasn't been on large profits," explained Blake. "Our focus has been on having a good, stable work environment. What we have found is that we have been more blessed than we ever could have imagined. We are a company that our employees are proud to work for."

→ GET TO KNOW YOUR FSBDC

For nearly 40 years, the FSBDCs have served the complex and diverse needs of businesses through no-cost consulting, training, and business research. These services significantly contribute to the economic vitality, sustainability, success and growth of businesses and the economy. Consulting expertise focuses on areas vital to accelerating business growth:

- Strategic Market Research
- Business & Strategic Planning
- Market & Revenue Growth Strategy Development & Implementation
- Capital Access & Loan Packaging
- Financial Analysis & Assessment
- Accounting & Financial Literacy
- Feasibility Analysis & Start-up

Let's Work Together

Refer emerging and growth businesses to the FSBDC in your area. We'll help them:

- Accelerate Business Growth
- Create Wealth
- Create & Save Jobs
- Expand the Economy

Support your local FSBDC and the Network. The FSBDC program is the most significant statewide economic development initiative Florida has to foster the success of its small, emerging, and growth businesses.

Serving Florida's Business Community

1 Pensacola 850.474.2528	10 Live Oak 386.362.1782	19 *Eustis 352.602.4575	28 *Saint Leo 352.588.7464
2 Pensacola Downtown 850.912.4434	11 *Gainesville 866.998.8332	20 *Leesburg 352.315.1846	29 Brooksville 352.796.0697
3 Ft. Walton Beach 850.863.6552	12 Palatka 386.328.3293	21 *Groveland 352.429.2581	30 Lakeland 863.688.8551
4 Panama City 850.890.4885	13 St. Augustine 904.209.1295	22 Kissimmee 407.847.2452	31 Lake Wales 863.678.4182x227
5 Tallahassee 850.599.3407	14 Ocala 866.998.8332	23 Melbourne 321.433.5570	32 Avon Park 863.784.7378
6 *Gretna 850.561.2036	15 Orlando 407.420.4850	24 Tampa 813.905.5800	33 Bradenton 941.714.7449x2121
7 *Perry 850.584.5366	16 Palm Coast 386.986.4765	25 Tampa-Hillsborough 813.204.9267	34 North Port 941.426.7784
8 Jacksonville 904.620.2476	17 Daytona Beach 386.506.4723	26 Tampa-USF Connect 813.974.5238	35 Ft. Myers 239.745.3700
9 Yulee 904.491.7347	18 Sanford 407.321.3495	27 Clearwater 727.453.7200	36 *Port Charlotte 941.627.2222
			37 Cape Coral 239.573.2737
			38 Ft. Pierce 772.462.7296
			39 *Vero Beach 772.226.2541
			40 *Stuart 772.419.5694
			41 Boca Raton 561.862.4726
			42 *Palm Beach Gardens 561.862.4726
			43 Ft. Lauderdale 954.762.5235
			44 Miami 305.779.9230
			45 Key West 305.809.3156

