

Press Release



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FOR IMMEDIATE RELEASE

Jill Kaufman Recognized as National Association of SBDC's 2010 Florida Star



L-R: "Tee" Rowe, President/CEO, ASBDC; Jerry Cartwright, State Director, FSBDCN; Jill Kaufman, Florida Star; Antonio Doss, Associate Administrator, Office of SBDCs, US SBA; Jim Mullery, Vice President, ACT! Sales, Sage North America

Pensacola, FL: On September 24, Jill Kaufman was recognized as Florida's Star at a special awards reception honoring the national Association of Small Business Development Center's (ASBDC's) 2010 State Stars in San Antonio, Texas, held in conjunction with the ASBDC's 30th Annual Conference.

"I am extremely pleased to recognize Jill Kaufman as the 2010 Florida Star," said Jerry Cartwright, State Director of the Florida Small Business Development Center Network (FSBDCN). "Jill exemplifies the SBDC program's guiding principles of providing customer driven excellence, focusing on value-added results, upholding societal responsibility, and valuing our workforce members and partners," said Cartwright.

Kaufman, Certified Business Analyst and Program Manager of the Advisory Board Council (ABC) program of the SBDC at the University of Central Florida in Orlando, was selected as the Florida Star for the excellence she has demonstrated through her guidance of the ABC, along with her outstanding leadership and contributions in innovative program development, creative special projects, enhanced center performance and client impact.

"Jill has guided the ABC to attract larger, higher performing companies with greater potential for growth and recruited the ABC's highest revenue client to date, a \$10 million construction company," according to Eunice Choi, Regional Director of the SBDC at UCF. Choi added that "as of March first, the program had 29 active companies and 266 active volunteer advisors."

From 2006 through 2010, Kaufman has helped her clients create 207 jobs and retain 454; increase sales by \$36.5 million; obtain over \$9.5 million in capital formation;

Statewide Advisory Board

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Michael J. Donnelly, CA
Beacon Management - Management Consultants

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Jerry Cartwright, Florida SBDC Network

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US SBA, South Florida District Office

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National Federation of Independent Businesses, Florida

Louis E. Laubscher, Senior Director
Capital Development, Enterprise Florida

Thomas Stahl, Executive Director
Florida United Business Association

Mark Wilson, President
Florida Chamber of Commerce

and win over \$30.6 million in contracts.

Kaufman said, "It is an honor to be recognized by the ASBDC for my efforts and management of the Advisory Board Council program. In my four and a half years of service with the SBDC at UCF, it has been very gratifying to facilitate the growth and development of many small businesses in Central Florida."

The ABC program is recognized nationally as an innovative program of considerable note and, in 2009, won the Innovative Program and Best Practice Award by the FSBDCN.

The Florida SBDC Network, a statewide service network of 35 centers, is funded in part through a cooperative agreement with the [U.S. Small Business Administration](#), hosted by the [University of West Florida](#) and accredited through the national [Association of SBDCs](#). For over 30 years, the Network has nourished a statewide partnership between higher education and economic development organizations and has been dedicated to providing emerging and established business owners with assistance, enabling overall growth and increased profitability for the businesses and economic prosperity for the state. To learn more about the Florida SBDC Network or to find an SBDC near you, visit www.FloridaSBDC.org or call 1.866.737.7232.

State Designated as Florida's Principal Provider of Business Assistance

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