

Helping Businesses Grow & Succeed



Media Release

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FOR IMMEDIATE RELEASE

Veteran Tony Espinosa Recognized as National Association of SBDC's 2012 Florida Star



L-R: Tee Rowe, ASBDC President/CEO; Eunice Choi, FSBDC at UCF Regional Director; Tony Espinosa; Jerry Cartwright

FSBDCN State Office: The Florida Star of the Year, Tony Espinosa, was recognized recently at the 2012 Association of Small Business Development Center's (ASBDC) national conference in New Orleans, in a special event honoring winners from each state. Espinosa, a Procurement Specialist at the FSBDC at the University of Central Florida's Procurement Technical Assistance Center (PTAC) in Orlando, was recognized for his outstanding commitment, performance and contributions to the small business community in the Central Florida region.

"I'm extremely pleased to recognize Tony's outstanding accomplishments," said Jerry Cartwright, State Director of the Florida SBDC Network. "We were proud to have him represent the Network at the ASBDC Conference. His hard work and dedication deserve recognition."

Espinosa was selected as the Florida State Star of the Year, the employee whose contributions were exemplary for new program development, innovative special projects, client impact and overall Network performance. In 2011, Espinosa's remarkable performance resulted in \$28.9 million in contract awards to local businesses, culminating in a four-year total of over \$149.9 million. During the past four years he has provided 3,546 hours of consulting services to over 800 clients and 261 hours in training events attended by 2,360 participants.

"I am deeply humbled and honored to have been selected for this prestigious award and would like to recognize my colleagues at the SBDC and PTAC program for their support," said Espinosa.

Espinosa's military background has given him a desire to continue working with the government. As a procurement specialist, Espinosa helps those interested in doing business with the government. His passion and unique understanding of the field allow him to help bridge the gap between businesses and government.

"Small businesses must diversify to meet the challenges of today's economic structure and selling to the government is an ideal way to do that," said Espinosa. "It does take a level of commitment to do business with the government and those businesses that are committed, pleasantly persistent, and willing to endure the process will be the ones who succeed."

The Florida SBDC Network Procurement Technical Assistance Center (PTAC) provides free counseling services to Florida businesses interested in obtaining contracts with the Department of Defense, other federal agencies, state/local government agencies and prime government contractors.

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Florida State Star • Tony Espinosa



Tony is the Regional Program Manager and procurement specialist for the PTAC program at the FSBDC at UCF. He is a former Marine and Retired Navy Chief Storekeeper with expertise in supply management and procurement. After retiring from the Navy, he worked for local and state government agencies as Purchasing Agent, Buyer, Senior Contract Administrator, Senior Administrator, and Purchasing Director. He earned his Master of Arts Degree in Procurement and Acquisitions Management from Webster University. He is an Associate Contracting Assistance Specialist, Certified Professional Public Buyer, and FSBDCN Certified Business Analyst.

About the FSBDC Network

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. A statewide service network of 39 centers with 65 outreach locations, the FSBDC Network 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](#). To learn more about the FSBDC Network or to find a SBDC near you, visit www.FloridaSBDC.org or call 1.866.737.7232.

In 2011, the FSBDC Network served 38,444 entrepreneurs and small business owners, resulting in 16,914 jobs created and saved; \$317.9 million in sales growth; \$96.6 million in capital accessed; \$313.9 million in government contract awards; and 1,026 new businesses started.

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

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