

Press Release

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Celebrating Entrepreneurial Success: The Kimball Companies



FSBDC State Office: Each year, the U.S. Small Business Administration (SBA) celebrates the achievements and successes of business across the United States. Awards are given to individuals or businesses displaying ingenuity and significant contribution to furthering the nation's economic prosperity. The Florida Small Business Development Center Network (FSBDCN) is honored to feature Neal Kimball, CEO of The Kimball Companies as the recipient of the 2012 Entrepreneurial Success Award at the Regional, State, and North Florida District levels, and contender for the national designation.

Comprised of four businesses, The Kimball Companies (formerly Learning Centers of Central Florida, LLC), reflects CEO Neal Kimball's passion to improve family life by teaching students struggling in school; building strong connections among teachers, parents and students; helping families communicate; and uniting families with new technologies. The Kimball Companies is a twenty-first century business phenomenon: it has built growth and profitability around the simple, but often neglected, principle that America needs strong families for the country to thrive and prosper. With assistance from the Small Business Development Center at the University of Central Florida (SBDC at UCF), over the past three years the company has seen revenues grow to more than \$10 million while helping thousands of children and families strengthen their confidence and relationships.

"The SBDC at UCF has been an invaluable resource to me every step of the way," said Mr. Kimball. "From the beginning, their CBAs have been there for me with sound guidance and a thoughtful perspective, as well as useful tools and support. And today I am benefiting from the ideas and consulting I get from my peer CEO's in the CEO XChange program offered by the SBDC at UCF. Small businesses in Central Florida are really missing out if they don't take advantage of the amazing assistance available from the SBDC at UCF."

Kimball is currently participating in the SBDC's Growth Acceleration Services in which companies receive intensive consulting aimed at helping them develop sustainable growth strategies, whether by increasing revenues, streamlining operations or improving financial management.

Over the past three years, The Kimball Companies have experienced a 336% increase in staff to 96 employees and a 25.4% increase in revenues for its core business, A+ Tutor U, while serving more than 7,000 students, families, and schools across Florida and in Washington, D.C. with the help of the Florida SBDC.

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



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Kimball will be honored by the SBDC at UCF at a special presentation in Orlando at the Citrus Club today. Statewide, the Florida SBDC Network recognizes nine 2012 SBA Small Business Week award recipients who are clients and/or nominees and placed at the SBA district level or higher.

From its start in 1963, National Small Business Week, taking place May 20-26 this year, has grown into an enormous celebration honoring the dedication and successes of our nation's small businesses, as well as providing learning, development opportunities and exchanging ideas. Florida SBDCs are taking part in the celebration by hosting and participating in a variety of events throughout the state during the month of May, including: 20th Annual Small Business Week Celebration by the FSBDC at UNF in Jacksonville; Small Business Growth Conference by the FSBDC at USF in Tampa held in six locations; Government Business Opportunities and Matchmaking Event and an Awards Luncheon by the FSBDC at UCF in Orlando; and SBDC/SBRN Mini Tradeshow & Networking Event, Awards Dinner, and Small Business Appreciation Luncheon by the FSBDC at FGCU in Ft. Myers. Visit your local SBDC website periodically for updated event information.

For over 35 years, the Florida SBDC 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. To learn more about the Florida SBDC Network or to find a SBDC near you, visit www.FloridaSBDC.org or call 1.866.737.7232.

The Florida SBDC Network, a statewide service network of 39 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.