

FSBDC at the University of Central Florida Region

## RETURN *on* INVESTMENT

State Designated as  
Florida's Principal Provider  
of Business Assistance

*Accelerating*  
**Florida's Economy**  
Businesses, Jobs & Wealth

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

For every **\$1** invested in the FSBDC program, **\$40** is returned to the state in tax revenue\*

Annually, FSBDCs help its client businesses...

ECONOMIC IMPACT	REGIONAL	STATEWIDE
Create, Retain & Save <b>Jobs*</b>	<b>9,961</b>	<b>47,845</b>
	<b>Cost per Job \$112</b>	
Generate <b>Sales*</b>	<b>\$1.3B</b>	<b>\$6.3B</b>
Acquire Government <b>Contracts**</b>	<b>\$104.6M</b>	<b>\$588.4M</b>
Access Investment <b>Capital**</b>	<b>\$50.4M</b>	<b>\$235.2M</b>
Start New <b>Businesses**</b>	<b>108</b>	<b>744</b>

### REGIONAL SERVICE SUMMARY *2012*

**12,330**

Consulting Hours Delivered

**1,986**

Entrepreneurs & Small  
Business Owners Consulted

**870 (44%)**

Women

**256 (13%)**

Veterans & SCDVs

**713 (36%)**

Minorities

**290**

Training Events Delivered

**4,508**

Training Event Attendees

Resulting in **\$3.9B** in Value Added (GRP) to Florida's Economy\*

\*Economic Impact of SBDC Business Development Activities on the Florida Economy, 2013

\*\*Reported by respondent clients of actual outcomes achieved as a result of or in part due  
to the assistance received in 2012

[www.sbdcorlando.com](http://www.sbdcorlando.com)

The FSBDC at UCF is a member of the Florida SBDC  
Network, a statewide service network funded in part through  
a cooperative agreement with the U.S. SBA, hosted by UWF  
and nationally accredited by the Association of SBDCs.



## Advanced IT Concepts, Orlando

"Today, we are a much improved, stronger and better positioned company in great part to the outstanding support and guidance provided by the SBDC at UCF."



Lieutenant Colonel Gabriel "Gabe" Ruiz retired from the U.S. Air Force in 2006. Since then, he has leveraged a military career in information technology and an entrepreneurial spirit as owner and CEO of Advanced IT Concepts, Inc. (AITC). AITC provides IT consulting services and value-added resale of computer hardware and peripherals to both the government and private sectors.

AITC was not an overnight success; Gabe spent four years as a consultant assisting telecommunications companies with doing business with the Department of Defense (DOD), and concurrently engaging with CDW (an \$8 billion business-to-business technology infrastructure and computer resale enterprise). Blending his military, consulting and corporate experiences, Gabe and his wife,

Sandra, founded AITC in 2010. AITC is a Service-Disabled Veteran-Owned Small Business and has recently earned its 8(a) certification.

Since incorporation, the company has achieved outstanding results with sales exceeding \$1.5 million in the first fiscal year. Year two was a breakout year with sales nearly double and a net profit margin exceeding 12.5%. Sales this year are expected to double exceeding the \$5 million milestone. In the three year period (2010-2013), the company has added 11 full-time employees, reaffirming the fact that "small business" is this country's economic engine.

The company's rapid growth has been accompanied with business challenges, and Gabe turned to the SBDC at the University of Central Florida. In Gabe's words: "The SBDC at UCF has been a true and invaluable partner to AITC. From our first meeting with Growth Acceleration Services consultant, Roger Greenwald, who showed a true caring attitude and superb business knowledge, we have received expert advice in areas such as marketing, business development, budgeting and forecasting, operational effectiveness and more. Additionally, the SBDC at UCF has facilitated AITC's participation in the SBDC's Advisory Board Council program which has provided a team of senior business experts who provide guidance in all business areas. Today, we are a much improved, stronger and better positioned company in great part to the outstanding support and guidance provided by the SBDC at UCF."

Florida SBDCs serve the complex and diverse needs of businesses through no-cost professional consulting, value-added training and business information. These services significantly contribute to the economic vitality, sustainability, success and growth of businesses and the economy. Consulting services focus on areas vital to accelerating growth:

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

## Let's Work Together

REFER emerging and growth businesses to the FSBDC.

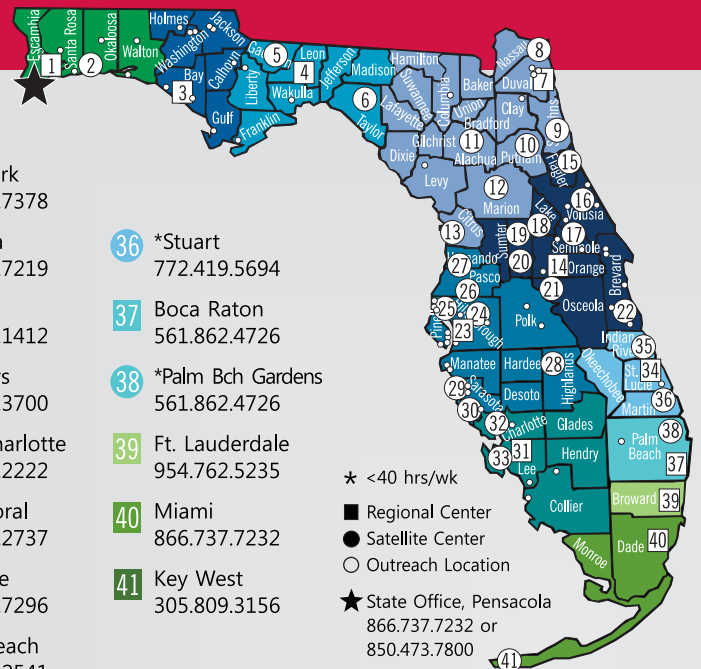
### We'll Help Them

- 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 Palatka 386.328.3293	19 *Leesburg 352.315.1846	28 Avon Park 863.784.7378
2 Ft. Walton Beach 850.833.9400	11 *Gainesville 866.998.8332	20 *Groveland 352.429.2581	29 Sarasota 941.363.7219
3 Panama City 850.747.3204	12 Ocala 866.998.8332	21 Kissimmee 407.847.2452	30 Venice 941.408.1412
4 Tallahassee 850.599.3407	13 Homosassa 866.998.8332	22 Melbourne 321.433.5570	31 Ft. Myers 239.745.3700
5 *Gretna 850.561.2036	14 Orlando 407.420.4850	23 Tampa 813.905.5800	32 *Port Charlotte 941.627.2222
6 *Perry 850.584.5366	15 Palm Coast 386.986.4765	24 Hillsborough 813.914.4028	33 Cape Coral 239.573.2737
7 Jacksonville 904.620.2476	16 Daytona Beach 386.506.4723	25 Clearwater 727.453.7200	34 Ft. Pierce 772.462.7296
8 Yulee 904.491.7347	17 Sanford 407.321.3495	26 *St. Leo 888.929.2221	35 *Vero Beach 772.226.2541
9 St. Augustine 800.450.4624	18 *Eustis 352.602.4575		



\* <40 hrs/wk  
■ Regional Center  
● Satellite Center  
○ Outreach Location  
★ State Office, Pensacola  
866.737.7232 or  
850.473.7800