



SBDC at the University of Central Florida IMPACT 2010

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

YOUR Resource for Growing Small and Medium-sized Enterprises (SMEs)

Return on Investment

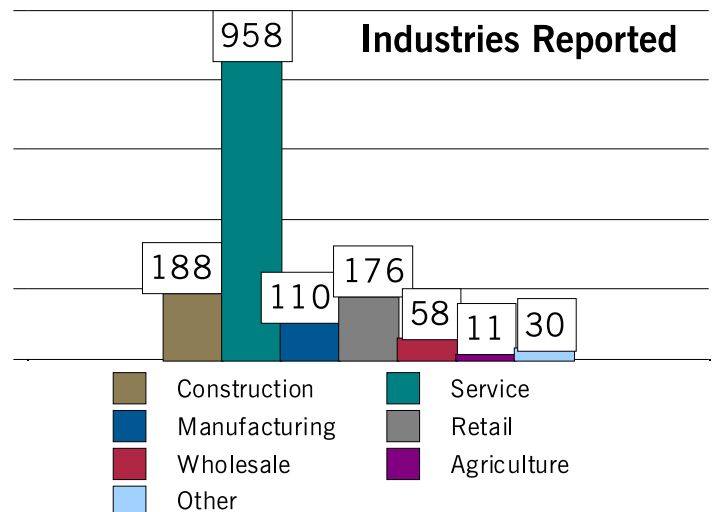
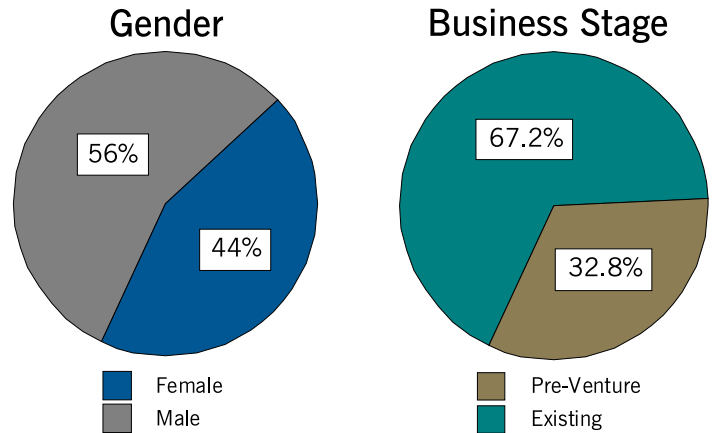
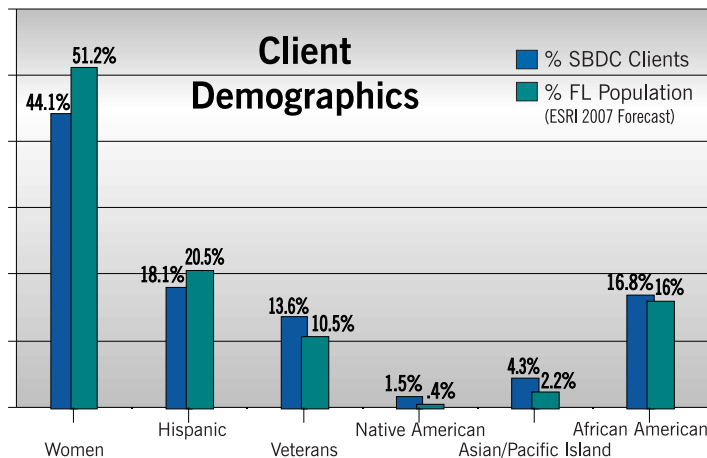
- 1,241 Jobs Created/Retained
- \$18.4 Million in Sales Growth
- \$20 Million in Capital Acquired
- \$38.3 Million in Contract Awards Won
- 105 New Businesses Started

"The counseling provided by the SBDC at UCF went beyond the purely business aspects," said Kristin Weissman, Owner of Studio K, Orlando. "I believe that without the SBDC at UCF's personal involvement, mentoring and encouragement – Studio K might not be."

Summary of Services

Clients Counseled	2,187
Counseling Hours	9,084
Training Event Attendees	5,011
Training Events	311
Requests for Business Information	70,427

297 Veterans • 1,259 Minorities • 396 Hispanics Served



State Designated as Florida's Principal Provider of Business Assistance

Engineering & Computer Simulations (ECS)

2010 National Small Business Person of the Year

Waymon Armstrong, president and CEO of Orlando-based Engineering and Computer Simulations, Inc., (ECS) was named the 2010 National Small Business Person of the Year by the U.S. Small Business Administration during National Small Business Week in Washington, D.C. on May 25.

A client of the Small Business Development Center at UCF (SBDC at UCF), the SBDC at UCF honored Armstrong, his family and ECS staff for being named Florida's 2010 Small Business Person of the Year during the SBDC's small business awards luncheon at the Citrus Club on May 18. Armstrong, who started ECS in 1997, experienced challenging times in the early years of business. After the 9/11 tragedy it became impossible for Armstrong to make payroll and he was forced to layoff employees. To keep ECS afloat, Armstrong deferred his salary for more than three years. To overcome the challenges he faced, Armstrong actively sought assistance from the SBDC at UCF in 2003 including participation in the Center's six-part strategy planning workshop series. The six-part program, sponsored by Orange County Government, was designed to assist established business owners with analyzing the external environment and competition, building a unique brand, developing collaborative relationships to build a competitive advantage, determining capital needs, and evaluating and developing corporate resources and direction. Through his determination to succeed, Armstrong focused on developing long-term strategies. By 2008, ECS doubled its revenues and has seen a 640% sales growth over the past three years.

Today, ECS is one of Inc. Magazine's 500 fastest growing private companies in the nation. "Waymon Armstrong is truly deserving of this prestigious national award. He is an extraordinary entrepreneur and is an ideal role model for small businesses across the nation. Congratulations to Waymon and all the employees at ECS," said Thomas L. Keon, dean of the UCF College of Business Administration. "I also applaud Eunice Choi and her staff at the SBDC for their continued success working with clients."

ECS is a leading provider of gamed-based simulation systems and interactive performance assessment tools that train emergency medical personnel and emergency management teams from different jurisdictions to cooperate in the event of a natural disaster, and simulation training programs that teach unmanned vehicle operational personnel procedures to launch and operate unmanned vehicles. ECS currently employs 45 people and recruits from the Central Florida talent pool.



Waymon Armstrong
receives 2010 National
Small Business Person
of the Year Award
at the White House

Florida SBDCs Can Help YOUR Constituents Start, Grow and Succeed in Business

No-Cost Counseling • Value-added Training • Special Programs • Resources and Information

UNF Region	1 Pensacola 850.595.0063	13 Sanford 407.321.3495	25 Sarasota 941.363.7219
GCC Region	2 Ft. Walton Beach 850.833.9400	14 *Leesburg 352.315.1846	26 Venice 941.408.1412
FAMU Region	3 Panama City 850.271.1108	15 *Clermont 352.536.2224	27 Ft. Myers 239.745.3700
	4 Tallahassee 850.599.3407	16 Kissimmee 407.847.2452	28 *Port Charlotte 941.627.2222
	5 *Perry 850.584.5366	17 Melbourne 321.433.5570	29 Cape Coral 239.573.2737
	6 Jacksonville 904.620.2476	18 Tampa 813.905.5800	30 Ft. Pierce 772.462.7296
UNF Region	7 St. Augustine 904.620.2476	19 Brooksville 352.796.0697	31 *Stuart 772.419.5694
	8 Gainesville 352.334.7230	20 Clearwater 727.453.7200	32 Boca Raton 561.862.4726
	9 Ocala 352.622.8763	21 *St. Petersburg 727.873.4753	33 Ft. Lauderdale 954.762.5235
UCF Region	10 Homosassa 866.998.8332	22 *Lutz 813.926.0827	34 Miami 305.261.1638
	11 Orlando 407.420.4850	23 Bartow 863.534.5915	35 Key West 305.809.3156
	12 Daytona 386.506.4723	24 Avon Park 863.784.7378	

*Open less than
40 hours/week

35 SBDCs Serving Florida

STATE OFFICE
University of West Florida
11000 University Pkwy. Bldg 38
Pensacola, FL 32514
1.866.737.7232 or 850.473.7800

Specialized Areas of Assistance
Government Procurement
850.473.7806
Disaster Preparedness & Recovery
850.473.7820
International Programs
850.473.7800
Veterans' Business Outreach
800.542.7232
Business Technology Commercialization
850.473.7805
Small Business Resource Network
www.sbrn.org
Florida Small Business Advocate
850.473.7817
Florida Small Business
Regulatory Advisory Council
850.473.7816

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www.FloridaSBDC.org