

# 2013 RETURN ON INVESTMENT

## FSBDC at the University of Central Florida Region

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

*Accelerating Florida's Economy*



Hosted by



**Helping Businesses Grow & Succeed**

For every **\$1** invested in the FSBDC program, **\$35** is returned to the state in tax revenue\*

In 2013, Florida SBDCs helped its client businesses...

### ECONOMIC IMPACT

→ REGIONAL

→ STATEWIDE



Create, Retain & Save

**Jobs\***

**7,507**

**39,536**

Cost per job \$133



Generate

**Sales\***

**\$1.04B**

**\$5.5B**



Acquire Government

**Contracts\*\***

**\$87.7M**

**\$602.2M**



Access Investment

**Capital\*\***

**\$51.5M**

**\$197.3M**



Start New

**Businesses\*\***

**129**

**685**

Resulting in **\$3.3B** in Value Added to Florida's Economy\*

Economic Impact of SBDC Business Development Activities on the Florida Economy, 2014\* | Reported by respondent clients of actual outcomes achieved as a result of or in part due to the assistance received in 2013\*\*

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

### REGIONAL SERVICE SUMMARY

**12,473** Professional Consulting  
Hours Delivered

**2,216** Entrepreneurs and  
Small Business Owners  
Consulted

**270** Training Events Delivered

**5,015** Training Event Attendees

#### FSBDC at UCF Special Services

Advisory Board Council

CEO XChange

Government Contracting Services

International Trade Services

Small Business Institute®

Small Business Resource Network

The FSBDC at UCF is a member of the FSBDCN, a statewide service network funded in part through cooperative agreements with the U.S. SBA, DLA, State of Florida, and other private and public partners; hosted by UWF; and nationally accredited by the Association of SBDCs.

*Florida SBDCs Help You Help Your Small Business Constituents*



**SBDCOrlando.com**



## Client Highlight

**"We would highly recommend any small business to work with the FSBDC's ABC program...this level of professional and credible assistance can't be measured."**

### Dignitas Technologies, Orlando

With 10 years in the Orlando modeling and simulation industry, Dignitas Technologies LLC has established itself as a leader in the development of military training systems. Dignitas' efforts are focused in the Live, Virtual, Constructive and Gaming domains across a diverse customer set. At its essence, Dignitas conducts cutting-edge research and develops innovative technology to build systems to train soldiers before they're deployed. These risk-free simulations save government resources and better prepare soldiers to face combat situations through synthetic training environments.

At its start in 2004, Dignitas was founded by Jon Watkins as a single person consultant platform to provide engineering support to the simulation industry. In July 2009, Elizabeth Burch joined Dignitas as Vice President to run and grow the business. In 2010, Burch purchased 51% of the business, converted it to a Woman-Owned Small Business (WOSB), and assumed the role of President and CEO.

According to Burch, "Our business was in the early stages of development and we needed guidance in the critical areas that support the business infrastructure." Burch had heard positive feedback from others that were part of the FSBDC at UCF's Advisory Board Council (ABC), so she sought to utilize this resource to help better manage and develop the organization.

In 2011, Burch met with FSBDC at UCF ABC Manager, Jill Kaufman, who accepted Dignitas and formed an Advisory Board to address the company's needs. Among the biggest benefits from the board's recommendations were improved financial management, risk management, legal protections, and organizational development. Burch reflected on the progress her company has made. "Their assistance and guidance has helped mature our business and make it more resilient in our tough budget environment."

When Dignitas became a client of the ABC in 2011, the firm had a staff of 30 and annual revenue of \$4.5 million. By the end of 2012, Dignitas had grown to 35 employees and increased its revenue nearly 42% to \$6.4 million. In honor of her accomplishments, Elizabeth Burch was named the U.S. Small Business Administration (SBA) State of Florida Woman-Owned Small Business Person of the Year in 2013.



## GET TO KNOW YOUR FSBDC

For over 35 years, the FSBDCs have served the complex and diverse needs of businesses through no-cost consulting, training, and business research. These services significantly contribute to the economic vitality, sustainability, success and growth of businesses and the economy. Consulting expertise focuses on areas vital to accelerating business growth:

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

## Let's Work Together

**Refer** emerging and growth businesses to the FSBDC in your area. 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<br>850.474.2528        | 10 *Gainesville<br>866.998.8332  | 19 *Leesburg<br>352.315.1846          | 28 Lakeland<br>863.688.8551x237        |
| 2 Ft. Walton Beach<br>850.863.6552 | 11 Palatka<br>386.328.3293       | 20 *Groveland<br>352.429.2581         | 29 Lake Wales<br>863.678.4182x227      |
| 3 Panama City<br>850.747.3204      | 12 St. Augustine<br>904.209.1295 | 21 Kissimmee<br>407.847.2452          | 30 Avon Park<br>863.784.7378           |
| 4 Tallahassee<br>850.599.3407      | 13 Ocala<br>866.998.8332         | 22 Melbourne<br>321.433.5570          | 31 Bradenton<br>941.714.7449x2219      |
| 5 *Gretna<br>850.561.2036          | 14 Orlando<br>407.420.4850       | 23 Tampa<br>813.905.5800              | 32 North Port<br>941.426.7784          |
| 6 *Perry<br>850.584.5366           | 15 Palm Coast<br>386.986.4765    | 24 Hillsborough<br>813.914.4028x62001 | 33 Ft. Myers<br>239.745.3700           |
| 7 Jacksonville<br>904.620.2476     | 16 Daytona Beach<br>386.506.4723 | 25 Clearwater<br>727.464.7445         | 34 *Port Charlotte<br>941.627.2222     |
| 8 Yulee<br>904.491.7347            | 17 Sanford<br>407.321.3495       | 26 *Saint Leo<br>352.588.7464         | 35 Cape Coral<br>239.573.2737          |
| 9 Live Oak<br>386.362.1782         | 18 *Eustis<br>352.602.4575       | 27 Brooksville<br>352.796.0697        | 36 Ft. Pierce<br>772.462.7296          |
|                                    |                                  |                                       | 37 *Vero Beach<br>772.226.2541         |
|                                    |                                  |                                       | 38 *Stuart<br>772.419.5694             |
|                                    |                                  |                                       | 39 Boca Raton<br>561.862.4726          |
|                                    |                                  |                                       | 40 *Palm Beach Gardens<br>561.862.4726 |
|                                    |                                  |                                       | 41 Ft. Lauderdale<br>954.762.5235      |
|                                    |                                  |                                       | 42 Miami<br>305.779.9230               |
|                                    |                                  |                                       | 43 Key West<br>305.809.3156            |

