

Hyperform, Inc.

Hyperform Inc is an All-American success story. What started out as a maker of products for the surfing industry like surfboard fins and traction pads has transformed itself into a hugely successful manufacturer supplying, as its primary business, the marine industry with innovative, functional, and aesthetically pleasing PE/EVA (Polyethylene/Ethylene-Vinyl Acetate) non-skid decking products.

SeaDek has developed a unique formula that is resistant to UV rays and the harsh conditions of the marine environment and is utilized in its SeaDek Marine Products line, its SwimDek aquatic surfaces line for the pool and spa market, and coming soon, the EndeavourDek line for automotive, off road, and multiple other applications. All are alternatives to fiberglass molded-in non-skid, painted-on textures, and other traction products currently available.

Hyperform benefits from a strong group of seven principal owners and a dedicated workforce. In 2015, the principals of SeaDek extended ownership to over eighty fulltime employees through the implementation of an Employee Stock Ownership Program (ESOP). It's that team that's making success happen at the company.

As unprecedented consumer acceptance throughout the United States placed the company on the forefront of the marine decking industry, word spread overseas. "There was definite demand in the international marketplace," Serenity Gardner, Hypeform's Chief Operating Officer, recalls. "We decided we wanted assistance from an outside organization rather than taking a reactionary approach and working with whichever customer came to us."

Hyperform turned to the Florida SBDC at the University of Central Florida (FSBDC at UCF) and its International Trade Services consultant Jill McLaughlin for assistance. The company applied for and was accepted into the FSBDC's Export Marketing Plan service. Provided in partnership with Enterprise Florida and the U.S. Commercial Service, the program is focused on assisting qualified new-to-export manufacturers and service providers with overseas growth strategies through the development of customized Export Marketing Plans, which provide comprehensive industry and market analyses, target market recommendations and country specific market entry strategies.

"Thanks to the Export Marketing Plan," Serenity Gardner remarked, "we didn't take a shotgun approach. We looked at markets one-by-one and decided which areas we wanted to target and which ones we didn't. It allowed us to go into new markets with a good plan and a strong understanding of what we would be dealing with." "Working with the FSBDC couldn't have been easier," continued Jason Gardner, Hyperform's Vice President of Marketing. "Communication was great. It was a positive experience across the board."

"It's interesting to look back now at the decisions we made with the help of the report and see that we were really pretty successful," Serenity Gardner concluded. "Even with taking a measured approach, in just the past year and a half our export revenues have climbed from 1 – 2 % to over 10% now. We've gone from being in one country to more than 15 today. If you're contemplating selling internationally, you absolutely want to use the FSBDC and get an Export Marketing Plan. It's a really valuable resource."

As a testament to their success, SeaDek has been named the U.S. Small Business Administration's 2018 National Small Business Exporter of the Year, in addition to winning SBA Region IV, State of Florida and South Florida District Exporter of the Year honors.



JASON & SERENITY GARDNER

"Thanks to the Export Marketing Plan we didn't take a shotgun approach. We looked at markets one-by-one and decided which areas we wanted to target and which ones we didn't. It allowed us to go into new markets with a good plan and a strong understanding of what we would be dealing with."

Serenity Gardner
Chief Operating Officer
Hyperform, Inc.

Providing the tools, strategies, and expertise to help Florida's business community thrive.

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

The Florida SBDC at UCF is a member of the Florida SBDC Network, a statewide service network funded in part through cooperative agreements with the U.S. SBA, Defense Logistics Agency, State of Florida, and other private and public partners; hosted by the University of West Florida; and nationally accredited by the Association of SBDCs.

Visit us online or contact the center nearest you and get started on your path to success today.



www.sbdcorlando.com



Hosted by



UNIVERSITY OF
CENTRAL FLORIDA

