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The Florida Small Business Development Center Network is one of eight original SBDC pilot programs funded in 1976 by the U.S. Small Business Administration to successfully link the state's education system to community outreach, utilizing both faculty and students to aid in the development and education of the state's entrepreneurs and small business community. Today, the FSBDC is a statewide network of 31 centers involving seven universities, seven community colleges, two Chambers of Commerce and one county Economic Development Council.

Increasing Visibility and Awareness in the Community



Mr. George Rodon, Orange County Gov't; Mr. Al Weiss, President, Walt Disney World Co.; Dr. John Hitt, President, UCF; The Honorable Richard Crotty, Chairman, Orange County Gov't



Dr. Pamela Dana, Governor's Office



Dr. John Hitt, President, University of Central Florida



The Honorable Hector Barreto, Administrator, U.S. Small Business Administration

- The UCF SBDC moved into the Disney/SBA National Entrepreneur Center, in downtown Orlando, on June 1. This center, a joint project between UCF, Walt Disney World, the Small Business Administration, and Orange County Government, is an effort to create a one-stop shop for small business owners to see assistance. With the full cooperation and backing of Governor Jeb Bush, the NEC will be a model of partnership between private and public concerns to promote the growth of small businesses and Central Florida economy. A Grand Opening Ceremony for the NEC was held on June 26, 2003.



Incubator Ribbon-Cutting



Dr. Jeff Stevenson

- In April, the GCCC SBDC, the Bay County Small Business Incubator (BCSBI), and the Bay County Chamber of Commerce hosted a ribbon-cutting ceremony for the new 9,000 sq. ft. addition to the BCSBI. Distinguished guests included Congressman Allen Boyd and Dr. Jeff Stevenson, Dean of Workforce Education, GCCC. The BCSBI is a non-profit Small Business Incubator program that provides new and existing service and light manufacturing businesses the training and tools to become successful. Benefits available to Incubator tenants include: a full-time receptionist; extensive library with business publications, periodicals, and video-tape training; tenant collaboration; on-site business management workshops; business software applications; and technology assistance.



Congressman Allen Boyd



Bay County Small Business Incubator

- The 20th Annual Small Business Week activities, which included a Tallahassee Regional Matchmaker, Small Business Reception, and Recognition Luncheon, aired on local radio and television stations. Newspaper coverage also increased the FAMU SBDC's visibility in the community.
- The UNF SBDC hosted its 11th Annual Small Business Week Celebration on May 7-8. The event included one of the Center's Executive Leadership Series workshops, featuring a marketing presentation by national speaker Chuck Reaves and attracting close to 100 business owners, and a Financing Business Growth workshop. The highlight of the two-day celebration was the Small Business Week Awards luncheon; featuring Reaves as the keynote speaker and honoring three SBA North Florida District advocate award winners. Winners were named for Minority Small Business Advocate, Home-Based Business Advocate and Financial Services Advocate. The UNF SBDC nominated all three winners, and two of the winners captured state and regional honors, as well.
- UNF SBDC Area Director Cathy Hagan addressed the Florida Bankers Association's Florida Bank Marketing Network in Tampa. As part of the group's annual meeting, "Banking on Bright Ideas," Hagan served as one of three panel members speaking on "Attracting the Small Business Customer." Some 50 bankers from around the state attended the presentation.

Increasing Visibility and Awareness in the Community

(continued from page 1)

- Brevard Community College SBDC staff participated in the Cocoa Beach Area Chamber of Commerce Better Business Development Council phone blitz of technology training options for small business.
- USF SBDC staff actively participates with numerous organizations within its service area, such as Rotary, Chambers of Commerce functions, business expos, etc. The SBDC took several advertisements in the Business Journal, servicing the Tampa Bay area, to increase attendance at seminars held during the summer months. Several of USF SBDC staff were interviewed as "experts" for articles in local, daily papers. Director Irene Hurst received recognition from Congressman Bill Young for supporting reservists recalled to active duty.
- FAU SBDC Associate Director Nancy Orozco invited Radio Caracol to be a partner in the FAU SBDC Hurricane/Disaster campaign. They were very interested and immediately invited SBDC staff to participate in a live interview to discuss how the SBDC can help small business owners prepare their businesses for disasters. Following the interview, attendance at the seminars surpassed the capacity of the Office Depot training classroom.
- The FAU SBDC was mentioned in several articles that were published in May, in the Sun-Sentinel's Monday "Starting Your Business" section." The two-page article, "Open for Business," discussed the "right time" to start a business; and quoted FAU SBDC CBA Martin Zients twice, quoted CBA Phil Scruton three times and quoted SBDC Director Nancy Young once. The article, "Know Your Market," which addressed effective marketing, featured an FAU SBDC client who, in her quote, spoke about the assistance she received from the FAU SBDC. The FAU SBDC was mentioned in a one-page article titled "A License to Make Money," which discussed business structures and their ramifications; and featured information provided by FAU SBDC CBA D. Kerry Jacoby. "Lending a Hand and Cash" discussed the finances of start-up business; and quoted FAU SBDC CBA Martin Zients several times. "Overcoming Barriers," a one and a half page article that discussed the importance of planning and researching for those involved in import/export businesses, included information and quotes from FAU SBDC CBA Parbatee Chang. "Making a Bid," a one-page article about government contracts, included information and quotes from FAU SBDC CBA Carole Hart. The Sun-Sentinel has a paid circulation of 255,761 and a readership of 668,135.

Community Partnerships Promote Economic Development



Vicky Peake, BCC SBDC Director
(2nd from left)



Conference Attendees



Gary Beckert, BCC DETA Program



Lynn Douthett, U.S. SBA, Miami

- The Brevard Community College SBDC was pleased to have the Economic Development Commission of Florida's Space Coast as the breakfast sponsor for its 2nd Annual Women in Business Conference. Nancilea Wydra, most published U.S. author on Feng Shui, was the keynote speaker. Lynn Douthett, Assistant Director, Miami SBA, presented a breakout session on finance, joined by Riverside Commercial Lender Pat Shankle. Gary Beckert, SBDC DETA Specialist, presented Managing and Winning Government Contracts and Nancy Holder, Washington School of Protocol Certified Specialist, presented Business Etiquette for Savvy People.
- Through the USF SBDC's partnership with Hillsborough County, entrepreneurial programs are offered in the county's Community Development Block Grant-targeted areas. The SBDC continues to support the City of St. Petersburg at its Business Development Center in reaching low to moderate-income constituents. The Polk County SBDC continues to be actively involved in economic development through the Front Porch conference, Minority Contractors Association and Chambers of Commerce. One of the SBDC's clients in Polk County received a Qualified Targeted Industry grant, allowing the client to get tax relief from equipment investment.
- The UNF SBDC staff participated in the grand opening of the Beaver Street Enterprise Center on June 2. Several hundred people attended the ribbon-cutting ceremony at the new 25,000 sq. ft. empowerment incubator facility. UNF SBDC Regional Director Janice Donaldson serves on the Board of Directors of the parent organization, Core City Incubators Inc., and serves on the Tenant Selection Committee for Beaver Street. UNF SBDC Special Projects Manager Kevin Monahan is assisting potential tenants with business plan preparation. Three of his clients are the first three tenants in the facility.
- The UNF SBDC co-sponsored and hosted the annual Acquisition Reform Conference in conjunction with the U.S. Department of Defense. More than 600 military personnel, government representatives, prime contractors and business owners attended the event.
- UNF SBDC Regional Director Janice Donaldson has been named to the Jacksonville Super Bowl Host Committee, serving on the Community Outreach Subcommittee.
- The FAU SBDC contacted all County Commissioners for Palm Beach, Broward and Miami-Dade counties to discuss opportunities for cooperation through a funded agreement. Proposals developed for Palm Beach and Miami-Dade counties have a reasonable expectation of being awarded on or before October 1, 2003.

Capitalizing on Expertise to Enhance Outreach

- USF SBDC staff continues to be involved in local and national professional organizations to share their expertise and knowledge. Several SBDC staff members serve as board members of the following organizations: Tampa Bay Women in International Trade, Florida Minority Suppliers Development Council, Greater Tampa Chamber of Commerce, Carrollwood Business and Professional Women, Tampa Bay Advertising Federation, the Public Relations Society of America, Tampa Bay chapter and the Society of Professional Journalists, Tampa Bay chapter.
- Brevard Community College SBDC Director Victoria Peake was the program speaker for the American Association Business Women's July meeting. Peake distributed resource materials and shared upcoming programs and available assistance for women-owned businesses.
- Brevard Community College SBDC Director Victoria Peake, DETA Specialist Gary Beckert and Roy Valdes contribute to the Family Support Center's training programs. Beckert and Valdes provide presentations for Patrick Air Force Base's Transition Assistance Program.
- The FAU SBDC was instrumental in bringing the Community Express program to Broward County through Wachovia Bank. The FAU SBDC recognized a need/opportunity for both the bank and the small business community to benefit from the program, and was able to work with representatives from Wachovia and the SBA to make the program a reality in the FAU service area. The loan program requires all borrowers to meet with the FAU SBDC for technical assistance.
- A telephone conference was held with approximately 12 SBDCs, including the FAU SBDC, that are involved in the Active Plans Program of the Columbus Ohio CDC. The purpose of the meeting was to discuss the various ways that the different SBDCs were implementing and using the Active Plans Business Plan Program. Among those attending were representatives from the SBDC in Guam, Hawaii, PA, NY, WY, to name only a few. Ideas were exchanged on how to better teach people how to prepare an effective business plan.
- The Fort Lauderdale Chamber of Commerce asked FAU SBDC Director Nancy Young to participate in a brainstorming session to address issues raised at the City's 2002 Mini-Summit for Economic Development. Small business issues were identified as a main area of focus and the Chamber was in the process of creating ways to address needs. The Chamber was very interested in working more closely with the SBDC.

Engaging Students in Real-World Experiences



L-R: Chuck Kitzmiller, Doreen and Rianna Bailey, Tom Spear, Amy Clayton, Frank Harber and Donna Arnold

- Each year, DECA (Distributive Education Clubs of America), also known at the college level as Delta Epsilon Chi, conducts state and national level contests among students relating to various business topics. One of these competitions requires students (or teams) to prepare and present business plans. At Indian River Community College, SBDC CBA Tom Spear was asked to provide guidance to participating IRCC students in the development of their business plans. One of the teams, composed of Doreen and Rianna Bailey, placed third in the state competition and were sent to the national competition. Their business plan was originally intended to be about a fictional business; however, having completed the analysis, they are now considering actually pursuing the business. The other individual, Amy Clayton, went to the national competition on her own. Her plan is based on a solid intention to open a business on Padre Island, Texas. Subsequently, Doreen and Rianna went to the Phi Beta Lambda national competition (includes competitors from Canada and Europe) in Dallas, Texas and placed 8th in the business plan competition.
- During the summer semester, USF MBA students took on 7 case studies of USF SBDC clients as class projects. During the 1st semester, they wrote a marketing plan and during the 2nd semester they produced financial plans for each of the clients.
- BCC SBDC Director Victoria Peake is assisting Florida Tech's CEO (Collegiate Entrepreneur Organization) as it develops under the leadership of Dr. Carolyn Fausnaugh. Both Peake and Fausnaugh are board members of the Founder's Forum.
- The FAMU SBDC Director is invited each summer to the FSU family-owned business class to speak about SBDC services and how to start a business.
- The FAU SBDC had a work-study student, during the summer, who worked on a statistical study of participants in selected training events; assisted with the financial reporting for the State Director's Office; and assisted with a media survey to determine/calculate in-kind donations.
- Janice Donaldson and Cathy Hagan offered UNF SBDC assistance to students in the graduate Entrepreneurship and Venture Capital course at UNF. Students received assistance with their individual ventures and 3 of the graduate students worked on a "live" case provided by the UNF SBDC. The client was so pleased with the resulting recommendations that she hired one of the graduating students as her new marketing director.

Fostering the Development of Global Relations

- Gulf Coast Community College hosted a video conference call meeting between interested companies from NW Florida, Alabama, Georgia, and Mexico City on August 27. The meeting was held in anticipation of an outbound trade mission to Mexico that will take place during the week of November 9-14. The mission is sponsored by the International Trade Alliance, a committee of the Bay County Chamber of Commerce Economic Development Alliance (EDA). Dr. Jeff Stevenson, Dean of Workforce Education and Chairman of the ITA, and Doug Davis, Director of the GCCC SBDC, see this export/import trade mission as an excellent opportunity for existing and emerging businesses to grow and contribute to Bay County's economic future.
- As a part of CAFTA (Central America Free Trade Agreement) SBA initiative, Eileen Rodriguez, USF SBDC Associate Director, accompanied State Director Jerry Cartwright to Costa Rica. Eileen projects involved helping Costa Rican economic development efforts in creating a technical assistance mechanism for their small businesses. Eileen also collaborates with USF staff in applying for an international trade and education grant to expand its training and service to exporting small businesses.
- Brevard Community College SBDC is working with the Space Coast World Trade Council to promote the following global trade classes for fall term: Export Transaction Workshop, Custom House Brokerage and Freight Forwarding, and ABC'S of International Trade.
- FAU SBDC Associate Director Parbatee Chang attended a Real-Time Video Conference with United Kingdom Business Leaders as a panelist. The objective was to discuss opportunities for conducting trade with the U.K. Discussions focused on the business sectors in the U.K. that have an interest in trading with South Florida. Other members of the panel included representatives from Finance, Tourism, Manufacturing, the Airport, U.S. Department of Commerce, Telecommunications, Bioscience and Port Everglades. The British Consulate in Miami chaired the session and a representative from the Manchester Chamber of Commerce also was present.
- The FAU SBDC was represented at a Tigers of Asia trade show, which was held at the Miami Convention Center. The show was well attended and it provided an opportunity for networking with distributors, agents and manufacturers from Asian countries. Although the show highlighted Asian companies and distributors, it also included participants from the Caribbean and Latin America. Since the SBDC is recognized by the organizers of Tigers of Asia, the SBDC was given the opportunity to provide its international trade clients and seminar attendees with complimentary tickets to attend the trade show.

Exchanging Ideas and Knowledge for the Betterment of the Community

- FAU SBDC CBA Phil Scruton wrote a hurricane preparedness manual for small businesses. Marcia Heroux Pounds, business columnist for the [Sun-Sentinel](#), asked for a copy in preparation for doing a column on the subject. In her article, she quoted the manual extensively, and made several references to SBDC programs.
- The FAU SBDC was represented at the Community Convention, which was sponsored by the Academy of Better Communities, along with 11 other exhibitors. An FAU SBDC table was staffed and information was shared with participants and exhibitors.
- USF SBDC Director Irene Hurst served on the Entrepreneurial Education Committee at the Greater Tampa Chamber of Commerce. The committee has developed "Entrepreneurial University" to offer a seminar series to help businesses grow and increase their infrastructure.

Leveraging Expertise to Accelerate Knowledge

- The USF SBDC is offering an updated "Feasibility Analysis". Attendees leave the class with completed start-up financial projections and a 50% discount for use toward the SBDC's Business Plan Series. SBDC CBA Jim Parrish met with teachers from a middle school to help them with entrepreneurial projects for 8th graders.
- Colonel Danny McKnight, Brevard's Director of Homeland Security and veteran about whom the book and movie *Black Hawk Down* was written, committed to be the keynote speaker at the Brevard Community College SBDC's 3rd Annual Veteran's Conference in November.
- FAU SBDC CBA Miguel was invited to participate in a training session offered by CitiBank to explain how the SBDC can assist their clients in preparing the necessary documentation so the SBA can approve their loans.
- A representative assisting Mt. Olive Baptist Church to build an economic development unit for the church approached the FAU SBDC and presented plans for a CDC, as well as needs for training in small business ownership. An agreement was reached where the SBDC would provide speakers for monthly meetings through mid-year 2004 on a variety of topics. A conference call also was held with the SF SBA Office, where they, too, agreed to help--supporting the SF SBA Office's efforts to reach out to faith-based organizations.
- FAMU SBDC's Brown Bag Luncheon Series has fostered relations with various experts from various local government and state agencies. Speakers have included representatives from the City of Tallahassee Licensing Office; Leon County Tax Collector's Office, Leon County Property Appraisal Office, State of Florida Corporation Office; FL Department of Revenue, Internal Revenue Service and Consumer Credit Counseling.

Providing Programs that Inspire Creative Learning



Strategic Planning Series Graduation

- The University of Central Florida SBDC, in conjunction with Orange County Government, recently completed the 2nd Annual Strategic Planning Series. This six-part seminar series provides in-depth information for small business owners to set up, review and maintain their strategic plans. Lead by Dr. Bruce Barringer, a professor with UCF's College of Business Administration's Management Department, 64 companies learned the necessity of planning.
- The Gulf Coast Community College SBDC hosted the 3rd Annual Congressman Allen Boyd Small Business Procurement Conference on August 5 at GCCC. This year's conference focused on Veterans and included a keynote address by Dan Duda, Commander (Ret), USNC. Mr. Duda is also a Bay County Small Business Incubator Board Member. Congressman Boyd gave a legislative update at the opening presentation and conducted a Q&A session during the luncheon. Classes ranging from How to Start a Business to SBA Loan Packaging were offered to approximately 275 participants and 32 gov't agencies and businesses exhibited.
- The FAU SBDC focused on the delivery of new and improved training events, using a formalized instructional design format. All training events are in the process of being converted to a format that stresses learning, as opposed to information sharing. The purpose of the change is to enable the SBDC to follow-up with attendees in a manner similar to that used for counseling to track impact created through training events.
- The FAU SBDC established a schedule of events to be presented during Hurricane Awareness Week to educate small business owners on what they need to do to prepare for and respond to a hurricane/disaster. Exhaustive efforts were made to work with county officials, in both economic development and emergency preparedness, to help publicize the events. Office Depot hosted the events in all three counties. County Commissioners also participated in Palm Beach and Miami-Dade counties.
- The FAU SBDC had several interesting new topics this quarter, including: business use of a digital camera; a small business roundtable, which covered financing, marketing, accounting and sales; protecting your business and your customers from cyber crime; a new marketing seminar; a program on e-marketing; safeguarding your business and clients from identity theft; small business owner's survival skills for new entrepreneurs; and a hurricane information seminar focused on helping small businesses prepare for a storm.
- This summer, the USF SBDC continues a series of seminars on Doing Business with the Government. The SBDC also offers its International Trade seminar series.
- The UNF SBDC co-sponsored and hosted the First Annual JEA Business Summit on May 28. Close to 200 exhibitors and small business owners attended workshops, a trade fair and a networking event, all in one day. Kevin Monahan, Cathy Hagan, and Robert Myers facilitated workshops on market research, business planning and financing.

Demonstrating Commitment to Continuous Quality Improvement Excellence

- The USF SBDC continues forward with the implementation stage of its Strategic Action Plan developed in 2002. Each team provides progress reports every other month during staff meetings.
- The staff at the FAU SBDC worked diligently throughout the quarter on maintaining, updating and continuously improving the ISO 9001 Quality Management System. In addition, staff received on-going training during the quarter. The system provided staff with the opportunity to make contributions towards improvement of the FAU SBDC QMS. The contributions from staff, which were documented, were discussed at monthly management meetings, where decisions were taken based on the review. The decisions were then translated into corrective and preventive actions so that changes to the actual documentation and implementation of the system were made possible.
- The FAU SBDC successfully completed an internal ISO audit in June, an exercise that is required in order to maintain ISO registration status. In June, internal auditors visited the Boca Raton and Festival Plaza offices to verify that the QMS continues to be in compliance with the established standards. The results of the audit were very positive. An external surveillance audit will be conducted in the near future.

Collaborating to Increase Opportunities for Diversity

- The UNF SBDC co-sponsored and hosted a Small Business Educational Seminar for Hispanic business owners. Organized by the Florida State Hispanic Chamber of Commerce, the Jacksonville workshop was one of several offered around the state and funded by a grant from Bank of America.
- UNF SBDC Micro Enterprise Coordinator Tanya Douglas assisted in organizing and presenting a Construction Management Institute in conjunction with Turner Construction. This 11-week training course assists minority-owned firms in qualifying for subcontracting opportunities. SBDC Director Janice Donaldson taught a three-hour session on business planning as part of the course.
- During the second quarter of 2003, the USF SBDC served over 300 minority clients and attendees which translate to 23% of its clientele. The SBDC continues its involvement with the Florida Minority Suppliers Development Council, Hispanic Chamber of Commerce, and the Business and Professional Women organization. This summer, the USF SBDC offered the "Steps To Starting Your Own Business" in Spanish to cater to its Spanish-speaking constituents. In partnership with Polk Community College, the Polk County SBDC provides seminars and instruction to Women in Transition.
- The Brevard Community College Regional Small Business Development Center exhibited and counseled minority businesses at the Patrick Air Force Base Industry Day. The Industry Day was held in conjunction with Brevard Small Business Assistance Council. DETA Specialist Gary Beckert was a scheduled breakout speaker.
- At the invitation of the City Manager and the President of the Business Council, FAU SBDC CBA Rafael Cruz gave a presentation on business planning and strategy at the City of Hollywood Office of Economic Development and the Hollywood Business Council Liberia Business Association meeting. This meeting was for a primarily African American business community, to go over new city business policies and to address business planning and strategy. The presentation was well-received and the President of the Business Council sent a letter of thanks.
- E-Commerce for Minority Businesses, an event sponsored by Georgia Tech and Bell South, provided the FAU SBDC with an opportunity to share information about the FSBDC and PTAC organization and their goals. There were 20 business owners in attendance, as well as Georgia Tech and Bell South representatives.

Securing Support to Expand Community Outreach



(L-R) George Rodon, Orange County Government; Alan Byrd, Orlando Business Journal; Carrie Duvall, UCF SBDC

- The UCF SBDC, in partnership with the Orlando Business Journal, launched its Advisory Board Council on June 18. The Council is a new service designed to recruit volunteers from the professional community to serve on advisory boards for small business owners. The Council will match the needs of the small business from the volunteers and facilitate meetings for the advisory boards. The Advisory Council was undertaken as a partnership with Orange County Government. A reception was held on June 18.
- With a grant from Workforce Florida, Inc., the FSBDCN, coordinating through our Veteran's Business Outreach Center, will be conducting eleven FASTTRAC entrepreneurial training programs specifically targeted to the states veteran population. The 9 to 11-week programs are designed to evaluate and perfect a business concept and evaluate a business through a case study approach. Programs will be offered statewide from September '03 to June '04 and will be co-sponsored by the SBA and National Veterans Corp. Find more details at www.vboc.org.
- The UNF SBDC received a grant from the Jacksonville Regional Chamber of Commerce to assist small business owners with preparation of disaster plans for their businesses. This award is part of a larger Emergency Management Preparedness Assistance grant received by the Chamber from the State of Florida's Department of Community Affairs.
- The UNF SBDC received a grant from the First Coast Workforce Development Board (WorkSource) to provide group training in each of the six counties within its service area. The workshop, "Planning for the Unexpected", will assist business owners in managing the uncontrollable variables that can seriously impact business performance.
- FAMU SBDC has been working with the North Florida Community College and other local officials for consideration of starting a small business outreach center in Madison.
- The BCC SBDC gained support from the EDC of Florida's Space Coast for the 2nd Annual Women's Conference and the procurement training program, Winning and Managing Government Contracts. The EDC has pledged support of the upcoming BCC SBDC's Veteran's Conference, in November, as well.

- USF SBDC Director Irene Hurst met with representatives from the City of St. Petersburg and City of Tampa for funding support to expand the SBDC's outreach in those communities. The SBDC continues to work very closely with Hillsborough and Polk Counties in reaching mutual constituents.
- FAU SBDC Director Nancy Young met with the Deputy County Administrator for Palm Beach County seeking to increase funding for the SBDC program and explore new funding to expand the PTAC program in Palm Beach County. The SBDC received a 12.5% increase on the existing contract. The Deputy Administrator agreed to submit the PTAC request to the County Commission.

Recognizing and Rewarding Excellence



Jerry Cartwright and Dr. Parks Dimsdale



FSBDC Performance Award Winners present at Conference

- At the FSBDC's 2003 Annual Professional Development Conference, held at the Hilton Garden Inn on Pensacola Beach, in June, FSBDC Network State Director Jerry Cartwright recognized Dr. Parks Dimsdale for his "Outstanding Leadership to the FSBDC Network". In July 1998, Dr. Dimsdale became the Executive Vice President/Provost of the University of West Florida and the Permanent Co-Chair of the FSBDC's Statewide Advisory Board. Since that time, he has played a vital role in advocating on behalf of the FSBDC Network to advance and improve the administration and programmatic operations of the Network. With assistance from the Statewide Advisory Board, the Florida SBDC program continues to be known for its leadership role in providing innovative and model programs in the National SBDC program.
- Also, at the Professional Development Conference the FSBDC's 2003 Performance Awards were presented to employees and volunteers for their extraordinary efforts in supporting and fulfilling the Network's mission to help entrepreneurs start and grow successful businesses in Florida:

Star Performer - Miguel Nieves, FAU SBDC Excalibur Award for Excellence - Suzanne Specht, FGCU SBDC Statewide Volunteer of the Year - Martin Nebojsic, FAU SBDC Regional Volunteers of the Year - Wallace Weeks, UCF/BCC SBDC - Len Hamel, USF SBDC - Stephen Kaufman, UNF SBDC	- Jacqueline Henry & Alberta Granger, FAMU SBDC - Wayne Harris, UWF SBDC - Karen Mosteller, FGCU SBDC Regional CBA Impacts - Dan Cavanaugh, UWF SBDC - Mario Iezzoni, USF SBDC - Phil Scruton, FAU SBDC - Eunice Choi, UCF SBDC - Julio Estremera, FGCU SBDC	Regional Employees of the Year - Laura Subel, PTAC - Tim Ledvina, UNF SBDC - Teri Takahashi, FAU SBDC - Barbara Boles, FAMU SBDC - Alberto Chavez, FGCU SBDC - Pauline Davis, UCF SBDC - Terri Reshard, UWF SBDC - Pat Bryant, USF SBDC
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- Annually, small business owners and advocates are recognized by the U.S. Small Business Administration, North and South Florida District Offices, for their achievements and dedication to an entrepreneurial spirit that fosters economic growth in Florida. The following FSBDC Network clients and volunteers were nominated by Florida SBDCs and won at the District, Regional and/or State levels:

Small Business Person of the Year <i>State and N Florida District</i> George L. Gonzalez Aerospace Integration Corporation, FWB <i>S Florida District</i> Nancy Crews Custom Manufacturing and Engineering, St. Petersburg Women in Business Advocate of the Year <i>State and N Florida District</i> Alice Dianne Barlar University of West Florida, FWB Young Entrepreneur of the Year <i>State and S Florida District</i> Devon Green Devon's Heal The World Recycling, Stuart	Minority Small Business Advocate of the Year <i>Regional, State and N Florida District</i> Edward A. Gaston Duval County Housing Financing Authority, Jacksonville Small Business Journalist of the Year <i>N Florida District</i> Rachel B. Sams <u>Tallahassee Democrat</u> , Tallahassee <i>S Florida District</i> Jane Meinhardt The Business Journal, Tampa Bay Small Business Exporter of the Year <i>S Florida District--Runner Up</i> Manuel Bello B. Excellent Export, Inc., Miami Beach	Financial Services Advocate of the Year <i>N Florida District</i> W. Ward Rainnie CNB National Bank, Jacksonville <i>S Florida District</i> Kaela Lerner Wachovia Bank, Boca Raton <i>S Florida District--First Runner Up</i> Rick Von Minden Temecula Valley Bank, Coral Springs Home-Based Business Advocate of the Year <i>Regional, State and N Florida District</i> Amy Lynn Calfee Creative Advertising & Marketing Services, Jacksonville
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- USF SBDC Director Irene Hurst served as a judge for the Business Journal's 2003 Women in Business awards. Two SBDC clients and one volunteer received these prestigious awards. Hurst served as judge for the Greater Tampa COC Small Business of The Year awards. Marketing Director Judy Gray was awarded Media Professional of the Year by the Florida Business & Professional Women's Organization for her work in media relations.
- The FAU SBDC received an award for facilitating the most SBA loans in the South Florida District for 2002. This is the third year in a row that the FAU SBDC won this award.
- The BCC SBDC promoted Senior Partner, Inc. and Profound Learning Systems, LLC, as nominees for the Governor's Entrepreneurship Award. Both were put forth as nominees by Economic Development Commission of Florida's Space Coast and both are clients of the SBDC.