




2015 ECONOMIC IMPACT

Statewide Government Contracting Services



Helping Businesses Grow & Succeed

Client businesses have won \$7.9B in contract awards since 1986, helping to create/save 179,225 jobs.

	→ 2015	→ 5 YEAR
 Create & Save Jobs	5,266	39,325
 Acquire Government Contracts (#)	1,972	12,490
 Acquire Government Contracts (\$)	\$300.9M	\$1.968B
<i>Includes:</i>		
Small Disadvantaged-Owned*	\$44.3M	\$373.7M
Women-Owned	\$38.5M	\$374.3M
Service Disabled Veteran-Owned	\$125.3M	\$407.3M

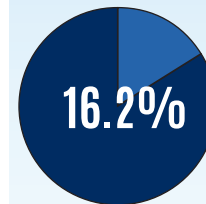
*Data captured for federal reporting purposes

SERVICE DELIVERY SUMMARY

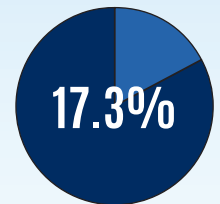
10,327 Professional Consulting Hours Delivered

2,208 Entrepreneurs and Small Business Owners Consulted

Veteran Status



Service-Connected Disabled Veterans



Veterans

122 Training Events Delivered

1,785 Training Event Attendees

The Florida SBDC Network is 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.



"I'm a consultant by trade. I pay people for what's in their head," Jerry remarked. "The assistance I got was so good I would have paid for this service. I got straight answers when I needed them, guidance when I needed it, and expertise I just didn't have." *Read full story on the back.*

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

Florida SBDCs Help You Help Your Small Business Constituents Grow & Succeed

→ fptac.org





Client Highlight

“I would highly recommend PTAC and especially Patricia. For all those thinking about working with PTAC, I say stop considering. Pull the trigger. They will save you money. They will save you time. They will save you from gray hairs.”



Helping Businesses Grow & Succeed

Privateer IT, Melbourne

Doing business with the government isn't easy. In fact, it's challenging on multiple levels, especially for small businesses. Jerry Bennet, CEO of Privateer IT, learned that when his bids for government contracts received no response whatsoever. Fortunately for Jerry, he found the **Government Contracting Services at the Florida SBDC at UCF** in Brevard County, Florida.

Privateer IT, a virtual company with employees across the country, is an information technology systems integrator founded in 2014 that has recently begun to support the U.S. Department of Veterans Affairs (VA) and the U.S. Department of Defense (DoD) as a sub-contractor. Privateer IT works with prime contractors like Booz Allen, Northrop Grumman, and Harris Corp. As a federal sub-contractor, Privateer IT jumped through many hoops, including obtaining the U.S. Small Business Administration's (SBA) Historically Underutilized Business Zones (HUBZone) certification and U.S. Veterans Administration (VA) verification as a Veteran-Owned Small Business (VOSB). The SBA's HUBZone program helps small businesses in urban and rural communities gain preferential access to federal procurement opportunities.

Referred to the Florida SBDC at UCF by the SBA, Jerry began working with Patricia Simpson, the Government Contracting Specialist in Brevard County. Together, they did an in-depth analysis of Privateer IT's current contract bidding process and filings and went to work to improve them—from the “to do” list” when approaching a prime contractor to building a strong capabilities statement to ensuring that the many filing requirements were current.

“I'm a consultant by trade. I pay people for what's in their head,” Jerry remarked. “The assistance I got was so good I would have paid for this service. I got straight answers when I needed them, guidance when I needed it, and expertise I just didn't have. I knew had holes in the skill sets necessary for success and the Florida SBDC helped me fill those holes.” All of Jerry's work and Patricia Simpson's assistance has resulted in remarkable growth. When Jerry came to the Florida SBDC in 2014, he had no sales to the government. That all changed. In the second quarter of 2015, **Privateer IT won its first contract of \$2,500, followed by a second for \$20,000 in the third quarter, \$1.2 million in the fourth quarter, and \$3 million in the first quarter of 2016.** And Jerry says that's only the beginning.

About the Florida SBDC's Government Contracting Services

A **specialized service** provided through the Florida SBDC Network, the Florida Procurement Technical Assistance Center (PTAC) was established in 1985 to **help any business located in Florida (small or large, profit or non-profit) interested in obtaining contracts** with the Department of Defense (DOD), other federal agencies, state/local government agencies and government prime contractors. **Consulting and training events** are provided by **Government Contracting Specialists who are trained and experienced** in government contracting processes and requirements. Strategically located in Florida, these specialists assist with marketing strategies, responding to bids and solicitations, obtaining certifications such as Federal 8(a) and State of Florida Minority Business Enterprise, and a range of other areas in government contracting.

Pensacola 850.474.2549
Fort Walton Beach 850.586.7809
Tallahassee 850.599.3407
Jacksonville 904.620.2476
Orlando 407.420.4850
Melbourne 321.433.5570
Tampa 813.905.5800
Fort Myers 239.745.3708
Fort Pierce 772.462.4942
Boca Raton 561.862.4782 | 4781
Fort Lauderdale 954.762.5235
Miami 305.779.9232

**Statewide Manager
Pensacola (850) 898-3485**

Florida SBDCs Provide a Full Suite of Business Services

- 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

As the **only statewide provider** of entrepreneurial and business development services, Florida SBDCs play a vital role in Florida's economic development by assisting entrepreneurs in **every stage of the business life cycle.**

Since 1976, Florida SBDCs have assisted hundreds of thousands of emerging and growing businesses by providing the **professional expertise, tools, and information** necessary to make sound business decisions in a complex and ever-changing marketplace.

In addition to the core service offerings of no-cost consulting, training, and business research, Florida SBDCs provide a **comprehensive toolkit of specialized services** for businesses looking to accelerate market growth, including:

- Growth Acceleration
- International Trade
- Government Contracting
- Capital Access
- Business Continuation

→ fptac.org

