

# Annual Sponsorship Opportunities

The Florida SBDC Network is excited to offer sponsorship opportunities to companies and organizations interested in working together to create a better Florida for all by helping businesses grow and succeed. These sponsorships are designed to give your organization continuous coverage and put your company's name in front of Florida's small businesses at featured events and opportunities throughout the year.

## As a Florida SBDC Network Annual Sponsorship

### Create Connections

With a team who assists thousands of small businesses statewide each year. Increase your visibility in the small and medium-sized business community.

### Build Relationships

With small business owners and leaders to help your company gain exposure and reach your business goals.

### Support

Florida's small business community by investing in our mission to help entrepreneurs and small business owners grow, succeed, and support Florida's bottom line.

## About Us

Since 1976, the Florida SBDC Network has served as the principal provider of small business assistance in our state. With more than 40 offices statewide, our network serves the complex and diverse needs of small businesses—no matter their industry or stage of growth—by offering no-cost professional business consulting, training, and research. We also provide a comprehensive suite of specialized services for qualifying businesses looking to accelerate market growth, including: Capital Access, International Trade, Government Contracting, Cybersecurity, Disaster Preparedness and Resiliency.

Since the pandemic, our services have never been more in demand. In 2021, we delivered more than 157,000 hours of consulting to more than 18,000 small business clients – resulting in business owners securing over half a billion in capital, securing more than \$380 million in government contracts, impacting 28,930 jobs, increasing sales by over \$4 billion, and creating 778 new businesses.

## Business & Economic Outcomes

**\$528.4M**  
Capital accessed

**\$381.6M**  
Gov't Contracts  
acquired

**\$4.8B**  
Sales  
generated\*\*

**28,930**  
Jobs Impacted  
direct, indirect, induced\*\*

Based on the 2022 Economic Impact Analysis completed by Dr. Jerry Parrish\*\*

# Sponsorship Benefits

Presenting  
(One Available)  
**\$20,000**

Platinum  
**\$15,000**

Gold  
**\$10,000**

Silver  
**\$7,500**

Bronze  
**\$5,000**

Exhibitor Only  
**\$2,500**

## Event : Small Business Day at the Capitol | March 15, 2023 | Tallahassee, FL

**DEADLINE TO REGISTER AS A SPONSOR/EXHIBITOR TO RECEIVE BENEFITS FOR THIS EVENT IS FEBRUARY 14, 2023**

|   | Presenting<br>(One Available)<br><b>\$20,000</b> | Platinum<br><b>\$15,000</b> | Gold<br><b>\$10,000</b> | Silver<br><b>\$7,500</b> | Bronze<br><b>\$5,000</b> | Exhibitor Only<br><b>\$2,500</b> |
|---|--|-----------------------------|-------------------------|--------------------------|--------------------------|----------------------------------|
| Opportunity to exhibit at the event and network with key Florida legislative stakeholders and SBDC representatives and clients.   | ✓  | ✓                           | ✓                       | ✓                        | ✓                        | ✓                                |
| Name and logo on all event marketing materials.   | ✓  | ✓                           | ✓                       | ✓                        | ✓                        |                                  |
| Name and logo on onsite event signage recognizing our top network supporters.   | ✓  | ✓                           | ✓                       | ✓                        |                          |                                  |
| Verbal recognition at our press event at Small Business Day at the Capitol.   | ✓  | ✓                           | ✓                       |                          |                          |                                  |
| Sponsor of our state advisory board meeting and reception. Opportunity to attend the networking reception on March 14, 2023 and interact one on one with SBDC regional directors and board members. | ✓  | ✓                           |                         |                          |                          |                                  |

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Gold

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\$7,500

Bronze

\$5,000

Exhibitor Only

\$2,500

Event : Florida SBDC Network's Annual Conference | Date: July 31 - Aug 1, 2023 | Fort Lauderdale, FL

**DEADLINE TO REGISTER AS A SPONSOR/EXHIBITOR TO RECEIVE BENEFITS FOR THIS EVENT IS JUNE 31, 2023**

|  | 6 | 5 | 4 | 3 | 2 | 1 |
|--|---|---|---|---|---|---|
| Number of complimentary event registrations.   | 6 | 5 | 4 | 3 | 2 | 1 |
| Opportunity to exhibit at the event and network with Florida SBDC Network's 250+ business consultants and staff.   | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Name and logo on event webpage.  | ✓ | ✓ | ✓ | ✓ | ✓ |   |
| Name and logo on all event marketing materials.  | ✓ | ✓ | ✓ | ✓ | ✓ |   |
| Opportunity to provide PowerPoint slide highlighting company/organization shown on mainstage throughout the event. | ✓ | ✓ | ✓ | ✓ |   |   |
| Opportunity to display a banner ad in the event app.   | ✓ | ✓ | ✓ | ✓ |   |   |
| Provided list of Florida SBDC Network business consultant and staff event attendees.                               | ✓ | ✓ | ✓ |   |   |   |
| Sponsor of a networking break.   | ✓ | ✓ | ✓ |   |   |   |
| Opportunity to address Florida SBDC Network staff on the mainstage during "Breakfast with the Sponsors".*          | ✓ | ✓ |   |   |   |   |
| 5 minute speaking opportunity.   |   |   |   |   |   |   |

\*Available to the presenting sponsor and the first 5 sponsors at the platinum level.

# Sponsorship Benefits

Presenting  
(One Available)

\$20,000

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\$15,000

Gold

\$10,000

Silver

\$7,500

Bronze

\$5,000

Exhibitor  
Only

\$2,500

## Event : Florida SBDC Network's Annual Conference | Continued

|   |   |   |  |  |  |  |
|---|---|---|--|--|--|--|
| <p>Sponsor of a Florida Level Employee/Region Recognition Award.*</p> <p>Name recognition during award presentation, as well as the opportunity to announce the winner on the main stage during the Florida SBDC Network Awards Luncheon &amp; Celebration.</p> | ✓ | ✓ |  |  |  |  |
| <p>Sponsor of keynote speaker mainstage session (logo and organization name displayed on event website, app, and on PowerPoint slide on mainstage).</p> <p>Opportunity to introduce speaker on mainstage (5 minutes).</p>                                       | ✓ |   |  |  |  |  |
| <p>Sponsor of the Florida SBDC Network Welcome Reception and opportunity to address the audience during the reception.</p>  | ✓ |   |  |  |  |  |
| <p>Featured signage and banners throughout the event space recognizing our presenting sponsor.</p>  | ✓ |   |  |  |  |  |

\* Available to the presenting sponsor and the first 7 sponsors at the platinum level.

# Sponsorship Benefits

**Presenting**  
(One Available)  
**\$20,000**

**Platinum**  
**\$15,000**

**Gold**  
**\$10,000**

**Silver**  
**\$7,500**

**Bronze**  
**\$5,000**

**Exhibitor Only**  
**\$2,500**

**Event : Small Business Success Summit | Date: Aug 2 - 3, 2023 | Fort Lauderdale, FL**

**DEADLINE TO REGISTER AS A SPONSOR/EXHIBITOR TO RECEIVE BENEFITS FOR THIS EVENT IS JUNE 31, 2023**

|  | <b>6</b> | <b>5</b> | <b>4</b> | <b>3</b> | <b>2</b> | <b>1</b> |
|--|----------|----------|----------|----------|----------|----------|
| Number of complimentary event registrations.   |          |          |          |          |          |          |
| Opportunity to exhibit at the event and network with small business attendees.                                     | ✓        | ✓        | ✓        | ✓        | ✓        | ✓        |
| Name and logo on event webpage.  | ✓        | ✓        | ✓        | ✓        | ✓        |          |
| Name and logo on all event marketing materials.  | ✓        | ✓        | ✓        | ✓        | ✓        |          |
| Opportunity to provide PowerPoint slide highlighting company/organization shown on mainstage throughout the event. | ✓        | ✓        | ✓        | ✓        |          |          |
| Opportunity to display a banner ad in the event app.   | ✓        | ✓        | ✓        | ✓        |          |          |
| Sponsor of a networking break.   | ✓        | ✓        | ✓        |          |          |          |
| Sponsor of a breakout session track during the Small Business Success Summit.                                      | ✓        | ✓        | ✓        |          |          |          |
| Opportunity to address Florida SBDC Network staff on the mainstage during "Breakfast with the Sponsors".*          | ✓        | ✓        |          |          |          |          |
| 5 minute speaking opportunity.   |          |          |          |          |          |          |

**\*Available to the presenting sponsor and the first 5 sponsors at the platinum level.**

# Sponsorship Benefits

Presenting  
(One Available)

\$20,000

Platinum

\$15,000

Gold

\$10,000

Silver

\$7,500

Bronze

\$5,000

Exhibitor  
Only

\$2,500

## Event : Small Business Success Summit | Continued

|  |   |   |  |  |  |  |
|--|---|---|--|--|--|--|
| Sponsor of keynote speaker mainstage session (logo and organization name displayed on event website, app, and on PowerPoint slide on mainstage). | ✓ | ✓ |  |  |  |  |
| Opportunity to introduce speaker on mainstage (5 minutes).   |   |   |  |  |  |  |
| Sponsor of the Small Business Networking Receptions and opportunity to address the audience during the receptions.                               | ✓ |   |  |  |  |  |
| Featured signage and banners throughout the event space recognizing our presenting sponsor.  | ✓ |   |  |  |  |  |
| Logo featured on event swag item.  | ✓ |   |  |  |  |  |

## Annual Benefits

|   |   |   |   |   |   |  |
|---|---|---|---|---|---|--|
| One-year partner in business recognition on FloridaSBDC.org and in our annual report, provided to legislative officials mandated by state statute and key state and federal partners of the Florida SBDC Network. | ✓ | ✓ | ✓ | ✓ | ✓ |  |
| Recognition on network social media channels.   | ✓ | ✓ | ✓ | ✓ | ✓ |  |
| Present a webinar on your product or service to our network of small business consultants.  | ✓ | ✓ | ✓ |   |   |  |
| Feature an article on our network's intranet accessed by all of our small business consultants and staff.   | ✓ | ✓ |   |   |   |  |
| Opportunity to present during a Florida SBDC Network senior leadership meeting.   | ✓ | ✓ |   |   |   |  |

# About the Events

## 2023 Small Business Day at the Capitol | March 15, 2023

This special showcase event will feature network small business clients, stakeholders and community partners. The purpose of the event is to highlight the critical role small businesses play in Florida's economy and to provide an opportunity for business owners to share their insights and experiences while showcasing products and services to our legislative officials. The Florida SBDC Network will also provide tours of its mobile assistance center, which is deployed following disasters to provide on-site assistance to business owners succeed.

## 2023 Florida SBDC Network Annual Conference | July 31, 2023 - August 1, 2023

Each year, our network of over 250+ network staff members come together to celebrate the accomplishments of our team who play such an integral role in helping small businesses launch, grow and thrive. Join us July 31, 2023 - August 1, 2023 in Fort Lauderdale, FL for a time of fellowship and networking, as well as honoring the incredible work of our staff to ensure Florida's small businesses continue to succeed.

## 2023 Small Business Success Summit | August 2 - 3, 2023

The Florida SBDC Network is excited to host the Small Business Success Summit, August 2-3, 2023 in Fort Lauderdale, FL. The purpose of this annual event is to provide small businesses with resources needed to reach new limits and to encourage success and growth. The summit will feature keynote speakers, breakout sessions and networking opportunities that will allow small business to walk away with strategies and connections to help further their business



***Become a Florida SBDC  
Network Annual Sponsor!***

**Complete this form and email to:**

Blacoste@uwf.edu

**Make check payable to:**

Small Business Development Foundation, Inc.

**Mail to:**

Greg Britton  
Florida SBDC Network State Office  
220 West Garden Street, Suite 302  
Pensacola, FL 32502

**Please indicate sponsorship level:**

Presenting      Platinum      Gold      Silver  
Bronze      Exhibitor Only

**Name:**

**Title:**

**Company:**

**Address:**

**City/State/Zip:**

**Phone:**

**Email:**

**Learn more**



**FloridaSBDC.org**

State Designated as Florida's Principal Provider of Business Assistance [§ 288.001, Fla. Stat.] A statewide partnership program nationally accredited by the Association of America's SBDCs and funded in part by the U.S. Small Business Administration, Department of Defense, State of Florida, and other private and public partners, with the University of West Florida serving as the network's state office. Florida SBDC services are extended to the public on a nondiscriminatory basis. Language assistance services are available for individuals with limited English proficiency.