



Regional SBDC at the University of South Florida

IMPACT 2009

Serving Desoto, Hardee, Hernando, Highlands, Hillsborough, Manatee, Pasco, Pinellas, Polk and Sarasota Counties

YOUR

Resource for Growing Small and Medium-sized Enterprises (SMEs)

Return on Investment

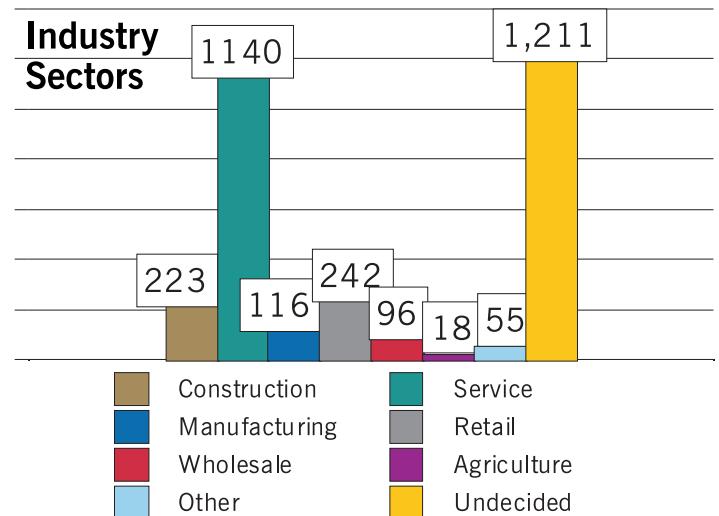
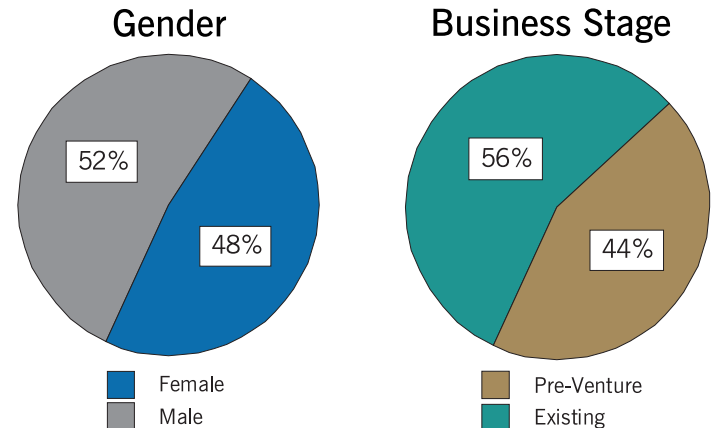
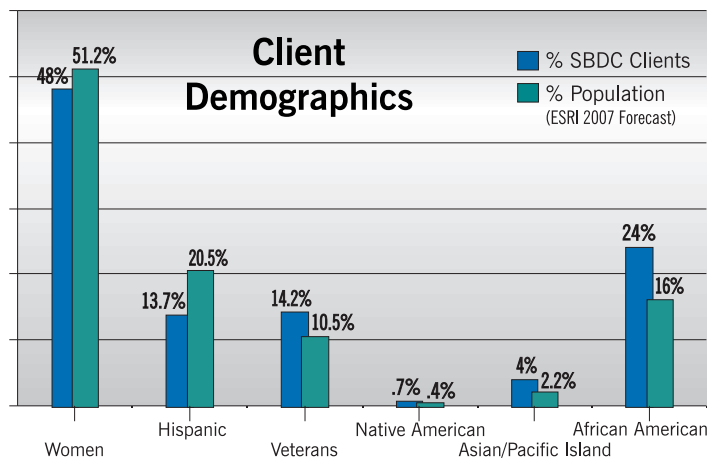
- 2,793 Jobs Created/Retained
- \$88 Million in Sales Growth
- \$5.5 Million in Capital Acquired
- \$66 Million in Contract Awards Won
- 190 New Businesses Started

“The SBDC provided no cost and low cost training which I so desperately needed to start and grow a successful business,” said Amber Lyon, owner, Silver Line Elder Transport, Sarasota. “I will continue to tap their resources as long as they are available for assistance because the needs of my business continue to grow and their expertise and training is there for my every need.”

Summary of Services

Clients Counseled	3,101
Counseling Hours	10,836
Training Event Attendees	7,487
Training Events	494
Requests for Business Information	10,271

438 Veterans • 2,143 Minorities • 422 Hispanics Served



State Designated as Florida's Principal Provider of Business Assistance

Garden Montessori School

SBDC at USF Client Opens First “Certified Green Pre-school” in USA:

After the birth of her first child, Patricia Gutierrez became interested in helping children achieve a better education. In 2006, she met Stefani Ruskin. Both of them had similar goals: a passion for educating children, a desire to protect the environment, and a wish to become entrepreneurs. Stefani was a director and teacher for another Montessori school and Patricia had a financial background having worked in banking. Thus, they felt that they had the right combination of talents to make a Montessori School a success.

In January 2008, Patricia Gutierrez went to Florida Small Business Development Center at the University of South Florida (SBDC at USF) for assistance with developing a business plan to open a Montessori School in Wesley Chapel, Florida. There she worked with Jim Parrish, SBDC Certified Business Analyst, to help make their dream happen.

According to Patricia, “Jim Parrish was able to help us determine if opening a Montessori School in Wesley Chapel would be a good business decision as well as understand the processes we would have to go through to open a new school. We needed to make sure this venture would be not only an educational success but a financial success before we invested our money.”

Although there were many obstacles in getting opened, on November 11, 2009, the Garden Montessori School opened its doors as a “Certified Green School,” becoming the first preschool/daycare in both Florida and the United States to receive this distinction. This certification was awarded by the Green Schools League and recognized “the vision and commitment that Ms. Ruskin and Ms. Gutierrez have made to create and maintain a healthy school environment”.

Co-owner Stefani Ruskin says “Our primary goal for going green was to provide the children with a healthy environment. Our goal is to make children more aware of living responsibly. We hope that by teaching the students about conservation and recycling, we will help them think about how they impact the planet.” For more information, visit www.gardenmontessorischool.org.

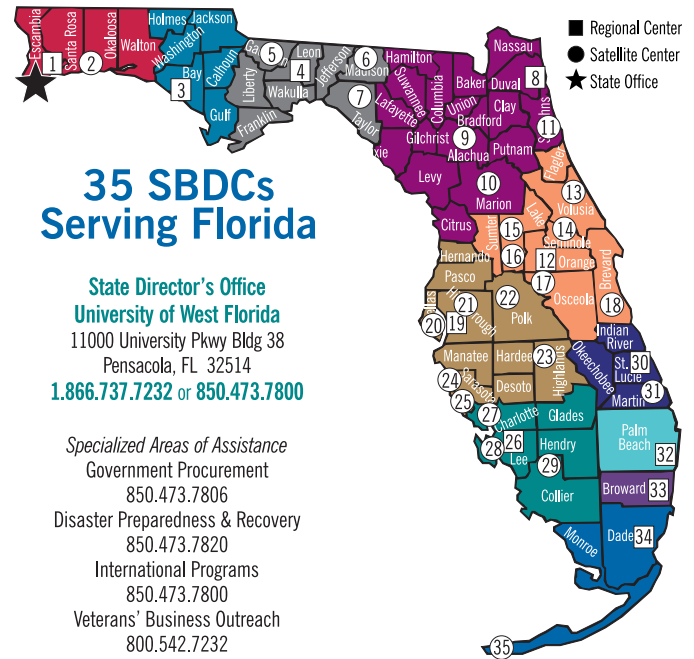
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Florida SBDCs Can Help YOUR Constituents Start, Grow and Succeed in Business

Free Counseling • Value-added Training • Special Programs • Resources and Information

Region	SBDC #	City	Phone
UWF Region	1	Pensacola	850.473.7830
	2	Ft. Walton Beach	850.833.9400
GCCC Region	3	Panama City	850.271.1108
	4	Tallahassee	850.599.3407
FAMU Region	5	Quincy	850.627.9231
	6	*Madison	850.973.9409
UCF Region	7	*Perry	850.584.5366
	8	Jacksonville	904.620.2476
UNF Region	9	Gainesville	352.334.7230
	10	Ocala	352.622.8763
UCF Region	11	St. Augustine	904.620.2476
	12	Orlando	407.420.4850
UCF Region	13	Daytona Beach	386.506.4723
	14	Sanford	407.321.3495
UCF Region	15	Leesburg	352.315.1846
	16	*Clermont	352.536.2224
UCF Region	17	Kissimmee	407.847.2452
	18	Melbourne	321.433.5570
UCF Region	19	Tampa	813.905.5800
	20	*St. Petersburg	727.873.4753
UCF Region	21	Temple Terrace	813.914.4028
	22	Lakeland	863.667.7913
UCF Region	23	Avon Park	863.784.7378
	24	Sarasota	941.363.7219
UCF Region	25	Venice	941.408.1412
	26	Ft. Myers	239.745.3700
FCU Region	27	*Port Charlotte	941.627.2222
	28	Cape Coral	239.573.2737
FCU Region	29	*Immokalee	239.658.3327
	30	Ft. Pierce	772.462.7296
INSC Region	31	*Stuart	772.419.5694
	32	Boca Raton	561.862.4726
PBCC Region	33	Ft. Lauderdale	954.762.5235
	34	Miami	305.261.1638
Miami-Dade Region	35	Key West	305.809.3156

* Open less than 40 hours/week



The Florida SBDC Network is funded in part through a cooperative agreement with the US SBA, hosted by UWF and accredited by the national Association of SBDCs.

www.FloridaSBDC.org