

Florida SBDC at Pinellas County Economic Development

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



PINELLAS
COUNTY

ECONOMIC DEVELOPMENT
WWW.PCED.ORG

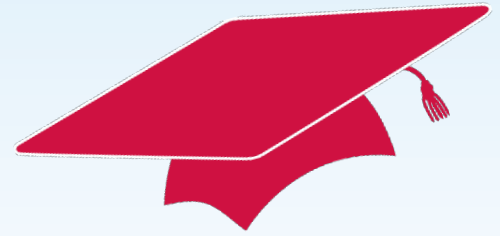


Pinellas County Economic Impact

2010-Present

- Clients Served: 2,225
- Consulting Hours: 14,665
- Training Events: 469
- Training Attendees: 5,505

FSBDC at Pinellas County Student Teams



2010-Present

- Student Teams: 24
- Student Hours: 6,994

Colleges/Universities

- St. Petersburg College
- USF – St. Petersburg

2015 Pinellas Economic Impact

Create, Retain & Save JOBS	746
Generate Sales	\$151.9M
Acquire Government Contracts	\$1.2M
Start New Businesses	12

Pinellas County Economic Impact

Non-General Fund Revenues

2010-Present

\$1,711,912



Helping Businesses Grow & Succeed

Client Highlights



- Grew from 5 to 15 employees
- Opened business in Clearwater, Bayside Plaza, 2012
- Obtained \$300,000 SBA loan & substantial owner investment
- Increasing sales each year with 40% customer return rate



- Clearwater Women Owned Business
- Added 10 employees
- Minority business certification with Federal Government
- Recent contract award from Homeland Security



Helping Businesses Grow & Succeed

Client Highlights



- Tarpon Springs Woman Owned Business
- Grew from 10 local stores to national distribution
- Sales Increase of 445% in 3 years
- International product development to Asian countries



- St. Petersburg Disabled Business
- Revenue increase \$0 to \$120,000
- Developing expansions plan for additional location



Client Highlights



- Largo Women Owned Business
- Doubled sales
- Local markets expansion, Costco as well as 60+ Publix stores in the southeast

Infinite Potential Learning Center

- St. Petersburg Minority Owned Business
- Staff grew from 2 to 10 employees
- Obtained \$1M SBA 504 loan for expansion



Client Highlights



- Unincorporated Pinellas County
- Secured refinancing for SBA 504 loan
- Save \$90,000 with loan consolidation
- Added 6 new jobs with expansion



- Clearwater Women Owned Business
- Staff grew from 2 to 37 employees
- Sales increase from \$0 - \$250,000 in 3 years
- Secured \$35,000 working capital loan



Mission

Providing businesses the expertise and resources needed to succeed.

Vision

Creating a better Florida for all by helping businesses grow.



The Bottom Line

SBDC = Increased Profits

Increased Profits = MORE JOBS



Consulting • Training • Information • Special Services

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Helping Businesses Grow & Succeed