



DoD SBIR Beyond Phase II Annual Conference Orlando, Florida

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Specialized Technical Assistance and Funding Programs in Florida

Opportunities for Small and Medium-sized Enterprises
Engaged in Innovation



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Florida Facts



1.9 million businesses

4,356 large employers (500+ employees)

1,523,250 non-employers (self-employed individuals)

426,073 small employers (less than 500 employees)

Small business represents 99% of all of the state's employers
44% of all private sector employment

Small employers created 58.7% of all net new jobs in FL

Florida SBDC Network Overview

Improve the Survivability of small and medium-sized ventures during their early stages of growth

- **Business Retention and Expansion in FL Since 1976 (at no cost to clients)**
- **35 Offices and 100 Professional Staff including 90 FT Professional Consultants**
- **Hosted by 14 Public Universities, Colleges and Economic Development Organizations**
- **Part of the National Network of 1,100 SBDC Offices**



Florida SBDC Performance

33 years Operating in Florida

\$100 million in SBA contracts to provide technical assistance and training to SMEs

2008

18,000 clients received one-on-one consultations

55% of FL SBDC clients are existing companies

1,600 training events - over 26,000 participants

•600 clients/yr engaged in manufacturing and/or R&D

•\$378 million in debt and equity financing

•\$1.4B since '94

•Increased revenues by \$191 million

•created /retained over 18,790 jobs



FSBDCN Professional Development

All Florida SBDC Network CBAs are required to annually complete specialized technology training courses and other advanced professional development training offered by our SBDC, ASBDC, SSTI and/or other professional organizations.

Mandatory technology training at FSBDCN Annual Professional Development Conference





Florida SBDC Network Specialized Programs

In addition to the core services provided, the Network specialized assistance:

Business Continuity & Risk Management Center Program

The BCRMC Program is a specialized program that operates through the existing statewide infrastructure of the Network. BCRM program provides SMEs training and assistance in business continuity planning and risk management to minimize losses and increase survivability when affected by natural disasters or other catastrophic economic events

Procurement and Technical Assistance Center (PTAC) Program

Established in 1985, the PTAC Program provides assistance to Florida firms interested in doing business with the government. Federal matching funds are provided by the Defense Logistics Agency.

Small Business Resource Network (SBRN)

The SBRN a public-private partnership led by the Network and member firms. Free information clearing-house that connects SMEs with public agencies and professional business service providers need e to achieve their business goals. SBRN professionals assist in the areas of accounting, banking and commercial lending, finance, insurance, law, human resources, marketing, management, technology and other business consulting areas. Members specialize in a variety of small business assistance programs.



Veterans' Business Outreach Center (VBOC) Program

Program was established in 1999. Located at the SBDC in Panama City, The program is funded by SBA to serve as a clearinghouse of business and technical assistance for veterans interested in starting or growing a business in Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina and Tennessee.

Florida Office of Small Business Advocate (OSBA)

The Florida OSBA was created by Florida Chapter 2008-149, HB 7109, to serve as the principal advocate for small businesses in Florida. The OSBA is designated as the "SME Complaint Department" for the state. Convened a series of Small Business Issues Forums to identify the concerns of SMEs and explore solutions that may be implemented on a state level by way of legislative and policy changes. The OSBA is also the administrative services arm of the RAC.

Florida Small Business Regulatory Advisory Council

The RAC was statutorily established in 2008 and assigned to the Network. Help identify ways to lessen the burdens that state rules, laws, regulations or programs proposed by state agencies place on small businesses. The RAC is composed of nine members who are current or former small business owners and who were appointed by the Governor, Speaker of the Florida House of Representatives and President of the Florida Senate.

These members represent a wide variety of small business interests and are from throughout the state.



Florida
Small Business Development Center Network

Business Technology Commercialization Program



Support for Innovation



*Florida SBDC Network
Business Technology Commercialization
Program
Established in 2003*

Leverages the capabilities of the FSBDCN to support entrepreneurs and academic researchers engaged in innovative physical and bioscience research and commercialization.

Facilitates technology transfer and development, leading to the rapid commercialization of products and process by entrepreneurs.

Serves as a bridge between entrepreneurs, investor community, university researchers, federal laboratories and economic development resources.



*BTC Program emphasis is on the 2nd D
in "R&D&D"*

Research and Development and **Deployment**

Philosophy: Focus on Rapid
Commercialization:

Establish market presence with version 1.0.
(don't design it to death).

Use revenues to *enhance* (ver. 2.0)

Then sell em' the upgrade!



FSBDCN TECHNOLOGY CORE COMPETENCY

Core Course Requirements Certified Business Analyst Certification

Technology Commercialization

R&D Funding: SBIR/STTR & Other Programs

IP Protection & Licensing Strategies

Partnership Development & Technology Transfer

Alternative Capitalization/Equity Strategies



SBDC Specialized Services to Support High Value Business Development In Florida

Technical and business resource information, guidance, mentoring and referral for manufacturing, R&D and other high-growth companies.

FL SBDC Areas of Specialized Counseling

Business Planning & Proposal Development
Federal SBIR/STTR Technical Assistance
Technology and Intellectual Property Assessments
State of Florida Business Incentives
Term Sheet Evaluation and M&A Advice
Government Contracting/Procurement Assistance
Referral to Angels and Venture Capital Firms

Financial Feasibility Analysis
Technology Commercialization
Company Valuation
Introductions to Specialized Lenders
Market Research
Links to FLC and University Labs
FL SBIR Phase Zero Funding

Referral to Angel Networks (high net worth individuals) and Venture Capital Firms



Sample Forms Available to Technology Ventures

- **CONFIDENTIALITY AGREEMENT**
- **EMPLOYEE NON-DISCLOSURE AGREEMENT**
- **EMPLOYEE NON-COMPETE AGREEMENT**
- **Employment, Confidential Information, and Invention Assignment Agreement**
- **Notice of Copyright Ownership**



Assessing tech entrepreneurs to Network Partners

Where they need to connect



Examples

- **Peers/B₂B Networks**
- **CEO Forums**
Connect with other more experienced entrepreneurs
- **Professional and Trade Associations**
Stay up to date on current trends
- **Mentor Protégé Programs through Primes**
- **Universities**
Forums provide info on what is on the horizon
- **Technology Incubators**
Synergy with others entrepreneur at various stages of growth

Partnering and Linkages –with Sources of Capital

Equity

VC and Angel Investor Networks

- Florida Venure Forum
- 11 Angel Investment Funds
- Florida Opportunity Fund 1.8 Billion appropriation. Focus on investing in a diversified, high-quality portfolio of seed and early-stage venture capital funds that target in whole or in part opportunities within Florida. In addition, the Fund will seek to:

Debt

Florida Finance Network (CDCs)

Florida First Capital Finance Corp fixed long-term financing for: Acquiring land and buildings; Construction, modernization, expansion or renovation of existing facilities; Purchase of M&E. 40% of a project by SBA; bank 50%, borrower 10%. SBA should not to exceed \$1.5 million. Minority-owned or companies located in rural communities may qualify for up to \$2.0 million in SBA funds.

Florida Economic Gardening Loan Program

Fixed-term Loans up to \$250k. Interest only Yr 1 & 2. 2% Yr 3 to 5. for QTI qualified firms (tech companies) 10 to 50 employees; \$1m TO \$50m revenues; profitable for past 2 years,

Florida Development Finance Corp FDFC offers tax-exempt, low interest bond financing to, financially sound, manufacturing and 501(c)(3) organizations.

Florida Export Finance Corp long-term financing for:

Grants

SBIR/STTR Florida BTC – Proposal workshops, 1on1 assistance with identification of collaborating labs, application assistance, follow-on commercialization links with manufacturers

Florida Phase Zero Program-\$2,500 grants for SBIR proposal development

State of Florida Incentives –Tax incentives for new jobs created



FL SBDC Business Continuity and Risk Management Program

Ensuring Florida is *Open for Business*

25% of Small Businesses that Close Because of a Disaster

Never Re-open.

The Business Continuity and Risk Management (BCRM) Program initiated in 2006 as part of a congressionally directed program funded by the U.S. Small Business Administration. The program operates through the statewide FSBDCN. The focus of the program is to ensure that Florida businesses have the education, training and assistance needed to minimize losses and increase survivability when affected by natural and/or man-made disasters.

- The FSBDCN is a member of the Florida State Emergency Response Team (SERT) under ESF – 18 (Emergency Support Function) – Business, Industry and Economic Stabilization. Through the BCRM Program, trained and experienced SBDC Certified Business Analysts (CBAs) are ready to help you develop a comprehensive Business Continuity, Emergency Preparedness and Disaster Recovery Plan—free of charge. BCRM services are available through all statewide Florida SBDC Network offices:



- **FL SBDC Mobile Assistance Centers (MACs)**
Two 38' RVs outfitted as self-contained FSBDCN centers equipped with laptops, printers, satellite communications, VOIP and Sat phones, business libraries, supplies and more.
- In the event of a disaster, they are deployed to the field for on-the-spot disaster recovery assistance.
- SBDC Certified Business Analysts (CBAs) provide counseling and assistance needed for clients to work through the forms and applications that disaster victims must manage in the recovery process. During fair weather, they bring SBDC services to Florida's rural areas.

Best Practices and Lessons Learned

What you need NOW

- Elevator Pitch
- 1 Page Handout
- Executive Summary for Investors
 - Guide to Investor Presentation (tell em' how you are different from the last 90 they turned down)
- Experienced management team that knows how to grow a PROFITABLE venture
- Manufacturing capability or a partner
- Long-term financing including working capital
- Recognition that now you FREEZE the DESIGN!



Best Practices and Lessons Learned

Don't Go It Alone

Advisors and Mentor's

- **Professional Service Providers** Accounting, Audit, Legal
- **Network!** - Professional and Trade Associations
 - Stage I find successful **Stage II companies**
 - Stage II find **serial entrepreneurs** who have been there
 - **Manufacturers Associations**
 - **VC/Angel Forums** - Go as an observer before you try your pitch

Agencies

State Programs such as **SBDCs**, **Manufacturing Extension Partnership Program**, **State Small Business**

Assistance Offices, **Incubators** in your

area (management & technical assistance and links to local high growth ventures)



Critical On-Line Resources

- Kauffman Foundation
- National Seed and Venture Capital Association www.nasvf.org
- Blogtreprenneur 101 useful resources
www.blogtreprenneur.com/2008/03/10/resources-for-online-entrepreneurs

Enjoy your visit to Florida

Good Luck, and Thank you,

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Business Technology Commercialization Program



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