



# Florida SBDC at UWF

Childcare Initiatives

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Florida SBDC at UWF

# What is the SBDC?

- **No-cost** small business consulting service – a source of technical and managerial assistance.
- Assisting businesses with 1-500 employees.
- Private consulting & training workshops.



Originated at UWF in 1976



Helping Businesses Grow & Succeed

# Florida SBDC at UWF

## Our Services

Capital Access	Cash Flow Management	Marketing Assistance	Operational Strategy	Business Continuity	Growth & Expansion
Loan Package Assistance	Financial Analysis	Social Media Strategy	Pivoting	Grant Operations	Sustainable Growth
Business Valuations	Strategy	Branding	Efficiency	Disaster Preparation & Recovery	Funding Growth
Financial Projections	Cash Flow Projections	Website Review	Service Delivery Modeling	Business Continuity Plan	Growth Strategy
Lender Connections		Google Analytics	Business Process Optimization		

# Florida APEX Accelerator

- The Florida APEX Accelerator provides business owners with the knowledge, resources and relationships they need to scale, innovate and contribute to America's industrial base and Florida's economy.
- Florida APEX Accelerator government contracting consultants provide resources for businesses looking to pursue opportunities available with the local, state, and national government.
- The APEX Accelerators Network is funded in part through a cooperative agreement with the Department of Defense.



View Our Results by Florida SBDC Network Region

Select a region:

## By the Numbers



**10,426**  
Consulting Hours  
Delivered



**1,092**  
Existing and  
Aspiring Business  
Owners Consulted

## Our Clients<sup>1</sup>



**507** or **46%**  
Women



**290** or **27%**  
Veterans (including  
SCDVs)



**345** or **32%**  
Minorities

1: All metrics are reported by clients through our SBDC and APEX programs unless otherwise noted.

## Our Impact



**\$147.5M Sales**  
generated by Florida SBDC at UWF

<sup>2</sup>



**871 Jobs Impacted**  
by Florida SBDC at UWF

<sup>2</sup>



**\$15.1M Fiscal Impact**  
Taxes generated by Florida SBDC at UWF

<sup>2</sup>



**\$52.9M Gov't Contracts**  
acquired at Florida SBDC at UWF



**\$31.6M Capital**  
accessed at Florida SBDC at UWF

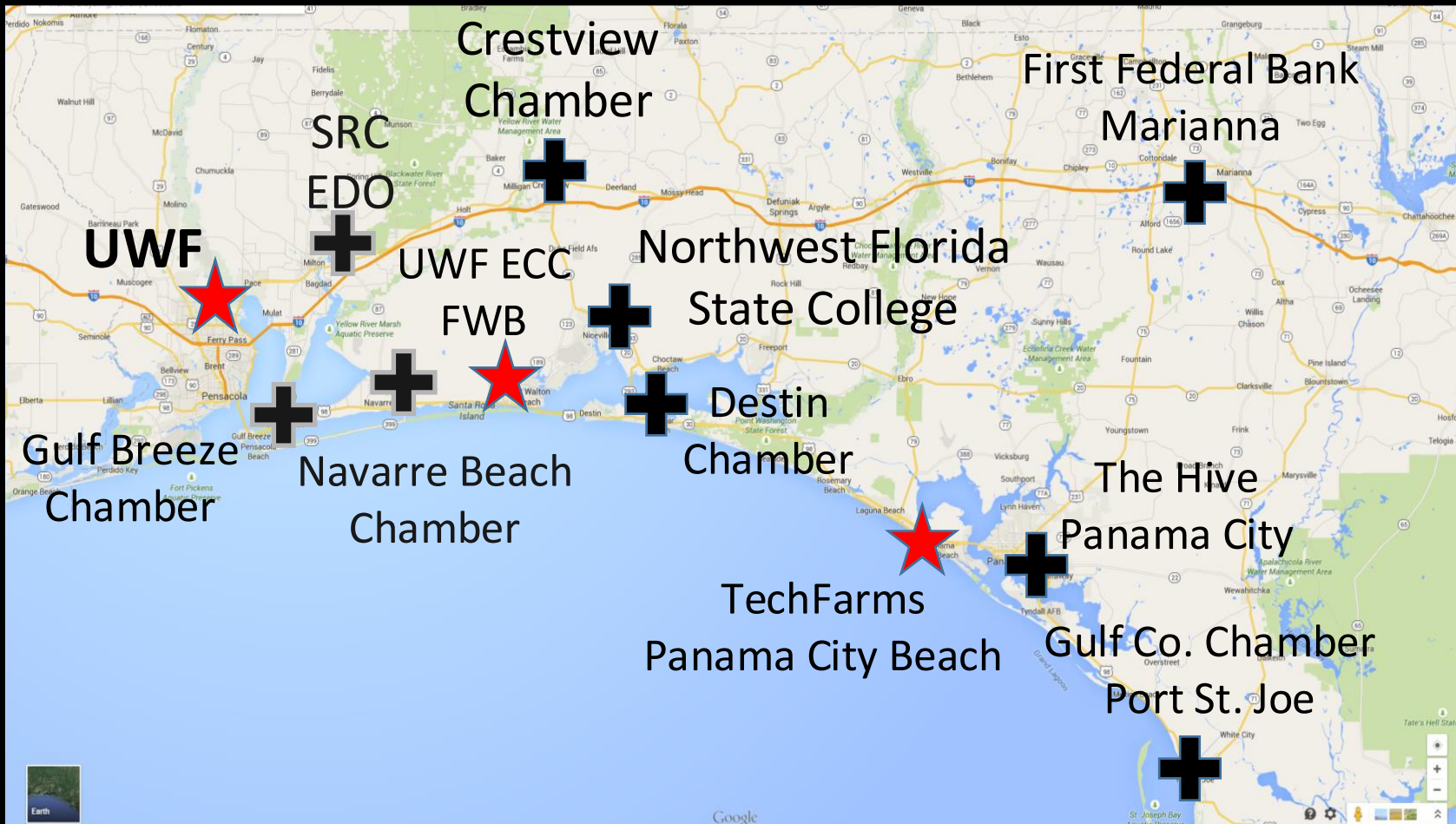
2: Based on the 2022 Economic Impact analysis completed by Dr. Jerry Parrish.

## What Our Clients Say:

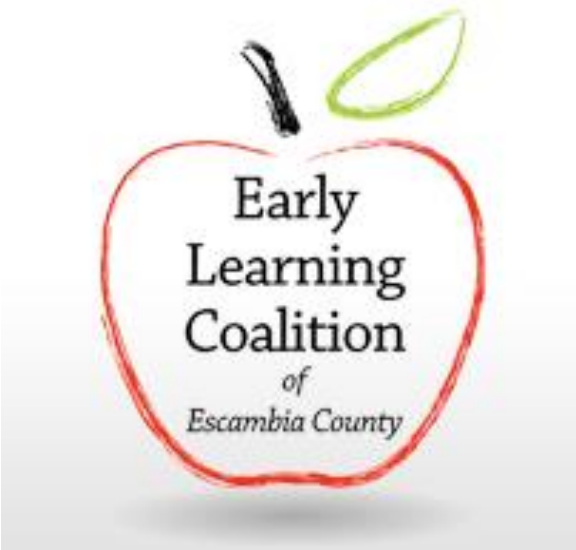
“People are always the most important part of any venture, and [the Florida]SBDC was tremendously helpful in helping a veteran like me transition from serving my country to serving my community.”

— Brad Buinicky - *Heroes Lawn Care, Valparaiso*

# FSBDC at UWF Region



# Childcare Initiatives



Helping Businesses Grow & Succeed



# V'Locity Master Class



- **Module 1: Business Development**
- **Module 2: Marketing**
- **Module 3: Financial Management**
- **Module 4: Human Resources and Real Estate**
- **No-cost** small business consulting service – a source of technical and managerial assistance.
- SBDC covered more of the business aspects of childcare and BLI covered more aspects specific to the childcare industry.



# Launching a Home-based Childcare Business

- **Steps to a successful business start**
- **Best-practices in childcare, popular products and services, profitability, suitability, and financial projections**
- **Required rules, laws, licensing, and permitting**
- **Funding options for a childcare business, basic marketing strategies, legal business structures, taxation, and other nuts-and-bolts**
- **Take home resources to begin the process**
- **No-cost ongoing one-on-one consulting assistance**

# Thank you!

**Kelly Massey**

Regional Director

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Find a Florida SBDC near you → [FloridaSBDC.org/Locations](https://FloridaSBDC.org/Locations)

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

The Florida SBDC Network is 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 headquarters. Florida SBDC services are extended to the public on a nondiscriminatory basis. Language assistance services are available for individuals with limited English proficiency.