



*Hosted by*



The Small Business Development Center  
Located in the Heart of the CRA Business District

CRA A Guide Presentation 2022-2023

Jacqueline Ramirez, MBA SPMS  
Associate Director  
SBDC at FAU

**In support of the 175 current CRA business clients and future CRA clients, we are requesting a renewal of our grant in the sum of \$40,000 for FY2021-2022.**

This presentation includes:

- The mission and role of the SBDC
- The funding structure of the SBDC
- Return on Investment to date of the CRA District from 2016 – 2022
- Current Stages of Client Businesses in the CRA
- Key Service Focus for 2022 - 2023

\$1



\$159

# The Mission of the SBDC

1980 - Designated as a national program in 1980 under the SBA's oversight (*Small Business Act 15 USC 648*)

1977 - Florida statute 288.001 identifies the FSBDC as *the principal business assistance organization for small businesses in the state* –businesses less than 100 persons with a demonstrated capacity to grow in employment or revenue.

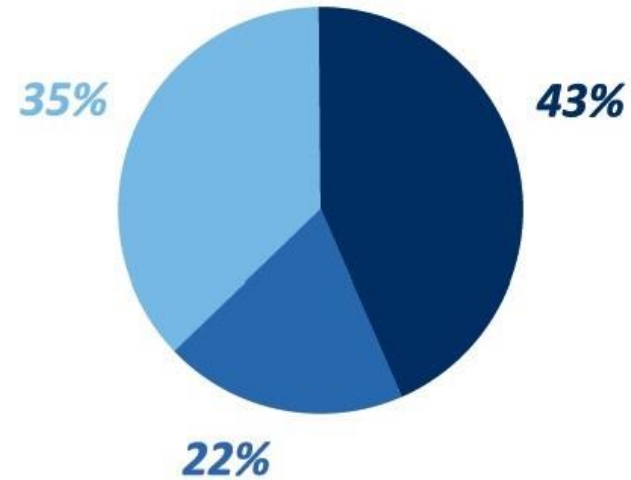
1. Planning related **to start-up, operation, expansion.**
2. Development and implementation of **strategic or business plans.**
3. Developing the **financial literacy** of existing businesses.
4. Developing and implementing plans to **expand new and existing markets.**
5. Supporting access to capital for **investment and expansion.**
6. Assisting in the planning for and **response to natural disasters.** Dedicated first responders with FEMA.

# SBDC Funding Structure

## Funding Data

2019 SOURCES OF FUNDS [BUDGET]

- \$8.1 Million**  
Federal
- \$4.0 Million**  
State\*
- \$6.4 Million**  
Local & Private\*\*



State funds were awarded beginning January 1, 2019\*  
Excludes local and private in-kind support\*\*

**PROCUREMENT READINESS**

**PROCUREMENT STRATEGY**

**11:30 AM - 1 PM**  
**MAY 26, 2022**

Delray Beach City Hall Chambers  
100 NW 1st Ave, Delray Beach



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June/July 2022

AMERICA'S SBDC FLORIDA  
Helping Businesses Grow & Succeed

hosted by  
FAU  
DIVISION OF RESEARCH  
Florida Atlantic University

Helping Small Businesses  
Grow and Succeed

**SBDC E-NEWS**

Monthly News and Updates from the Florida SBDC at FAU

Roots Vegan Kitchen Thrives with Assistance from the Florida SBDC at FAU



**CHAMBER U** Chamber U 2022 Member Education Series  
"Learn How to Know, Grow & Scale Your Business"

Lunch sponsored by Chick-fil-A Delray Beach

**Friday, May 13**  
**11:30am - 1pm**

2022 Program Partner SouthState

Location:  
Delray Chamber

Ticket Price:  
\$15 for members, \$25 for future members

Speaker: Jacqueline Ramirez  
Associate Director of Florida SBDC at Florida Atlantic University

AMERICA'S SBDC FLORIDA FAU FLORIDA ATLANTIC UNIVERSITY

**FUNDING RESOURCES; SBDC, CRA**

**11:30 AM - 1 PM**  
**MAY 19, 2022**

Delray Beach City Hall Chambers  
100 NW 1st Ave, Delray Beach

# FY2021 -2022 CRA Activity To-Date

- Predominate activity has been assisting individual businesses with:
  - Business Planning – LivePlan
  - Market Growth
  - Wrap up of pandemic funding sources.
  
- Addition of 72 new clients with 2 business starts.
  
- Webinars in the following subjects:
  - Procurement Readiness
  - Local, State and Federal Funding Sources
  - Learn How to Know, grow and Scale Your Business
  - Tax preparation 101

# Current CRA Client Business Status

5%

**Pre-Venture** – Exploring the business feasibility and needing assistance establishing the business. No sales, employees or secured funding.

10%

**Emerging** – New business, less than 3years.

75%

**Growth** – In business 3 years with less than 5 employees or less than 500K in annual sales revenue. Holds promise and desire for growth in both employment and revenue.

**Established** – In business 3+ years, more than 5 employees and 500K – 50M in sales revenue. Significant capacity for continued growth.

## Services - 2022-2023

2022-2023 Services		2021 -2022 Measures
<b>Pre-Venture</b> Concept Analysis <b>Business Mapping</b> <b>Business Formation</b> Structure Registration Basic Business tax information Next Steps	<b>Emerging, Growth, Established</b> Market Analysis and Research <b>Sales Growth</b> Capital Access <b>Leadership Coaching</b> Business Planning and forecasting <b>Financial Literacy</b> Business Continuation Planning <b>Export Planning</b> Government Contracting	<p>Increase the Client base by 10% over 2020-2021</p> <p>Introduce 1 new service or business concept to CRA businesses quarterly via webinars followed by in-depth workshops.</p> <p>Identify additional capital access funding sources, while assisting clients in leveraging current programs.</p>



To request consulting services, or  
learn more about us:

[sbdc.fau.edu](http://sbdc.fau.edu)



Helping Businesses Grow & Succeed



*Thirty-page guide  
available through your  
SBDC consultant*

## Small Business Disaster Preparedness Guide

**YOUR KEY TO DISASTER RESILIENCY**



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

 [FloridaSBDC.org](http://FloridaSBDC.org)