



IEDC WEBINAR



INTERNATIONAL
ECONOMIC DEVELOPMENT
COUNCIL



May 10, 2021

The Collaboration of Economic Development Organizations and Historically Black Colleges and Universities



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Cristina Paredes, CEdD

Director
Tallahassee-Leon County Office of
Economic Vitality
Tallahassee, FL



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Shawnta Friday-Stroud, Ph.D.

Vice President for University
Advancement
Florida A&M University
Tallahassee, FL



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Keith Bowers

Regional Director
Florida Small Business Development Center
at Florida A&M University
Tallahassee, FL



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Darryl Jones

Deputy Director
Office of Economic Vitality for Minority,
Women and Small Business Programs
Tallahassee, FL

Office of Economic Vitality

Strategic Plan



Minority, Women, Small Business Enterprise Division



Program Overview

- One of the largest MWSBE programs in the state of Florida
- One of only two municipal economic development organizations in Florida that have MWSBE as a principal division.
- Joint ventures, partnerships, and associations, plus apprenticeships, externships, and mentor-protégé relationships will create more jobs and expand businesses.
- The consolidated MWSBE Policy and the opportunities it will create for firms make it a useful tool for business expansion for MWSBE firms and address identified disparities.

What We Do...

The MWSBE Division is committed to providing business development support to minority-owned, women-owned, and small business enterprises in our local business community. This support includes:

- Provision of **certification assistance** to vendors interested in doing business with the City of Tallahassee, Leon County Government, and Blueprint Intergovernmental Agency;
- Identifying and **communicating contracting opportunities** for certified MWSBES resulting in increased procurement participation
- Enhancing business **relationships through business-to-business** (B2B) networking, training, and other engagement events.



Engage. Educate. Equip. Empower.

Upcoming Major Projects

Tallahassee Police Station Construction Project; Ajax Building Company, Contractor

\$65 million. Aspirational Goal Value: **23%**



Tallahassee Housing Authority Construction Project; Contractors TBD.

\$57 million. Aspirational Goal Value: **40%**



SoMo Walls Construction Project; Southern Standard Construction, Contractor

\$2.8 million. Aspirational Goal Value: **35%**



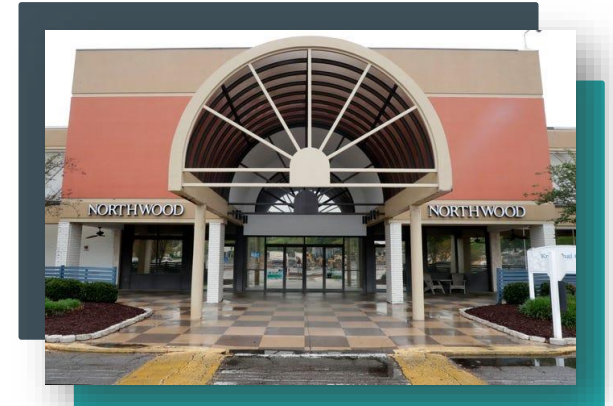
Magnolia Trails Phase 1 & 4 Design Services; Engineers TBD

\$4.4 million. Aspirational Goal Value: **14%**

\$39,346,000

Total MWSBE Aspirational Goal Value

0





Helping your business grow and
succeed in the Big Bend Region!

Services for Emerging Businesses



- Business Health Checks
- Feasibility Studies
- Financial Analysis and Benchmarking
- Market Research
- Assistance in Securing Capital
- Individual Consulting
- Training and Workshops
- Business Plan Reviews

Services for Seasoned Businesses Areas

- Cash Flow Management
- Financial Analysis
- Capital Access
- Government and Private Company Procurement
- Technical Assistance
- Bonding Services
- Market Research
- Strategic Business Planning
- Website Development and SEO Services
- Individual Consulting

SERVICE SNAPSHOT



570

Existing & aspiring
business owners
consulted



6,614

Consulting hours
delivered

Consulting Client Breakdown



313 or **55%**
Women



51 or **9%**
Veterans & SCDVs



372 or **65%**
Minorities

BUSINESS & ECONOMIC OUTCOMES



Sales
generated*

Regional
\$256.2M

Statewide
\$4.4B



Gov't Contracts
acquired**

\$17.4M

\$496.5M



Capital
accessed**

\$8.1M

\$255.3M



Jobs Impacted
direct, indirect, induced*

2,484

37,966



Cost per Job
to Florida taxpayers*

\$269

For every state \$1 invested in the Florida SBDC,
\$50 is returned to the state in tax revenue.*



**\$2.5
Billion**

GRP IMPACT

on Florida's economy as a result
of Florida SBDC services



2019 Economic Impact Analysis of the Florida SBDC Network by FSU CEFA* | Reported by respondent
clients of outcomes resulting from or in part due to assistance received in 2018-2019**

Florida SBDC Network—Your Resource for Emerging and Growth Businesses

Contact the regional Florida SBDC near you for additional information about the Growth Acceleration services

Florida SBDC at UWF

Pensacola
850.595.0063

Florida SBDC at GCSC

Lynn Haven
850.271.1108

Florida SBDC at FAMU

Tallahassee
850.599.3407

Florida SBDC at UNF

Jacksonville
904.620.2476

Florida SBDC at UCF

Orlando
407.420.4850

Florida SBDC at USF

Tampa
813.905.5800

Florida SBDC at FGCU

Fort Myers
239.745.3700

Florida SBDC at IRSC

Ft. Pierce
772.462.7296

Florida SBDC at PBSC

Boca Raton
561.862.4726

Florida SBDC in Broward

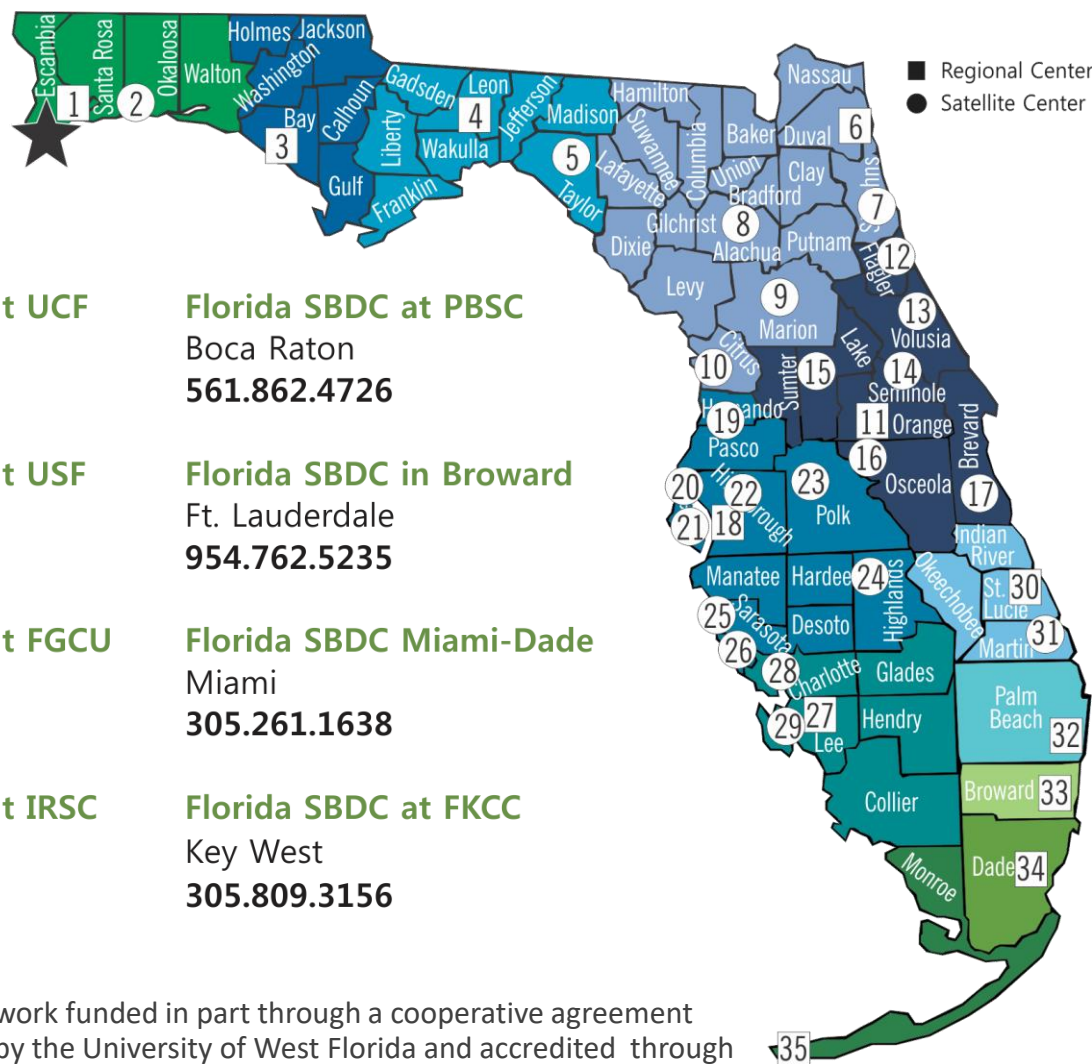
Ft. Lauderdale
954.762.5235

Florida SBDC Miami-Dade

Miami
305.261.1638

Florida SBDC at FKCC

Key West
305.809.3156



The Florida SBDC Network is a statewide service network funded in part through a cooperative agreement with the U.S. Small Business Administration, hosted by the University of West Florida and accredited through the national Association of Small Business Development Centers.



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Q&A Discussion — Please type your questions into the “Questions” box



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UPCOMING WEBINARS

Environmental Racism and Sustainable Communities: Strategies for Advancing Resiliency, Social Justice, and Equity

- Monday, May 24| 3:00 p.m. – 4:30 p.m. EST

View our complete listing of webinars at www.IEDCOnline.org/Webinars.
Questions? Please contact webinar@iedconline.org.



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