

Indian River State College

Engaged at Every Stage of Enterprise

Tom Kindred Jr., MBA

Director – IRSC Entrepreneurship Development Institute

Regional Director – Florida SBDC@IRSC

Dan K. Richardson  **EDI**
ENTREPRENEURSHIP DEVELOPMENT INSTITUTE



Indian River State College

Dan K. Richardson

Entrepreneurship Development Institute

Engaged at Every Stage of Enterprise

IRSC School of Business

IRSC Business Incubation Program

Small Business Development Center

Corporate & Community Training Institute



EDI-Assets



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The FSBDC @ IRSC

Providing the Treasure Coast with
Professional & Credentialed Business
Consulting Services

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



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The FSBDC @ IRSC



Tools * Strategies * Expertise

Credentialed consultants help businesses design sustainable growth strategies with results-driven benefits:

Benefits:

- Enhance access to capital
- Understand market opportunities
- Identify new growth potential
- Improve financial standing
- Reveal hidden profits

Services:

- Government Contracting Experts
- Export Marketing Plans
- Advanced Research Tools
- Profit Mastery Certification
- Financial Expertise

At NO Cost To You!!



The FSBDC @ IRSC

Data Base Tools



The logo for Bizminer, with "Biz" in blue and "miner" in orange, underlined.

The logo for IBISWorld, with "IBISWorld" in white on a black oval background.

WHERE KNOWLEDGE IS POWER

The logo for BidMatch, featuring an American flag icon above the text "BidMatch".

The logo for ReferenceUSA, with "ReferenceUSA" in blue and green.

from *Infogroup* Reference Division

At NO Cost To You!!



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SBDC@IRSC – Impact 2017

Treasure Coast



- Provided over **4,400** consulting hours to the local Business Community - **300** clients.
- 149 Long Term Clients
- Capital Access - \$2.6 million in additional capital
- Government Contracts - \$22 million in govt. contracts



SBDC@IRSC – Impact 2017

City of Fort Pierce



- Provided **1,597** consulting hours to **70** clients/businesses located in the City of Fort Pierce.
- Working with Caleta Scott developing business training and support programs – Lincoln Park Business Dist.
- Worked with Doris Tillman – business training programs.



SBDC@IRSC – Impact 2017

Hurricane Irma



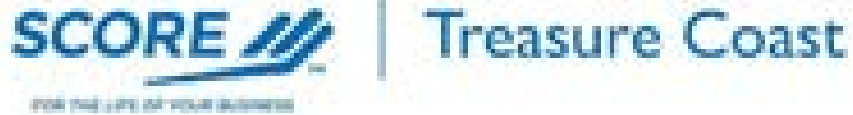
- SBDC@IRSC is the local lead organization for the State of Florida's Emergency Bridge Loan Program - DEO
- Short-term/interest free loans provided to local businesses that suffer economic or physical damage
- Maintain employees/repair damage/re-open quickly
- **SBDC@IRSC**
 - Processed 52 loan applications
 - Distributed \$2.7 million to 36 local businesses
 - 15 City of Fort Pierce located businesses



EDI-Assets

SBDC@IRSC – Impact 2017

Training Sessions





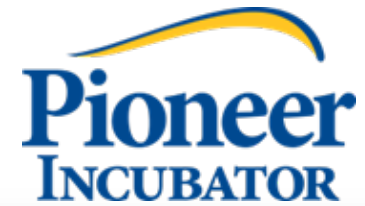
The CCTI provides

- Customized Training to Business and Organizations
- Personal and Professional Development
- Continuing Education, Licensing and Certification
- E-Learning (on-line training)



IRSC Business Incubation Program

- Provides business assistance & support to early stage & start-up firms to increase the chances of success once launched into the market place.
- Creates an entrepreneurial awareness
- Helps the launch and step-by-step building of successful companies
- Soft-Landing program
- Incubator space – Main, Chastain
- New IRSC Enterprise Hub – Pruitt Campus



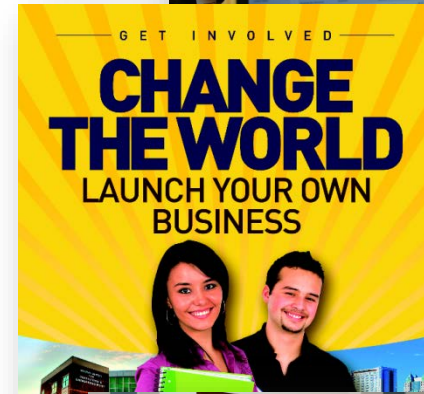
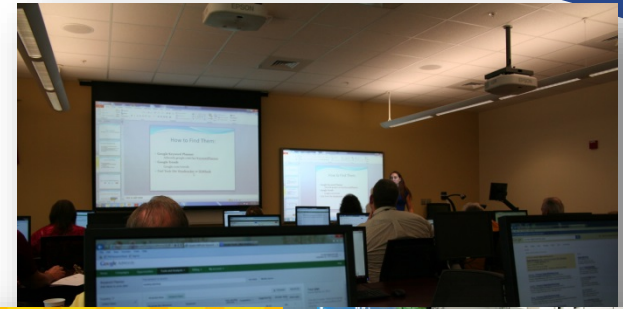
Pioneer Pitch Panel

Allows IRSC BIP members the opportunity to pitch their business idea in front of a live audience, to a group of successful entrepreneurs who then provide real world, candid feedback, all with the prospect of attracting investors.



EDI-Programs

- 5th Annual Entrepreneurship & Small Business Conference
 - Jerry Parrish
 - Knight Kiplinger
- Partnership SCORE – Trainings
- Women in Business Summit
- Partnership Martin Co. BDB-BAP Program
- Fast Track to Manufacturing Program



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EDI-Marketing

Start-Up Radio Talk Show

- Promotes Program
- Promotes Clients
- 1 hour talk show featuring local business leaders & topics
- Broadcast live Thursday evenings –St. Lucie Co. Market
- Replayed Monday mornings – Martin Co. Market





Speak from experience ...
Best education –
Most valuable asset –
Mistakes I made in business

Easy for me ... To talk about these programs because I understand and appreciate their value.



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Thank You!
Questions?

www.irscbiz.com



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