

Helping Businesses Start, Grow and Succeed

News Release



Small Business Development Center at UCF

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FOR IMMEDIATE RELEASE

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SBDC at UCF Opens Procurement Technical Assistance Center Serving Volusia, Flagler, Lake and Sumter Counties

Orlando, FL – It just became easier for small businesses to bid for government contracts in Central Florida. The Small Business Development Center at the University of Central Florida (SBDC at UCF) is increasing its support of the Procurement Technical Assistance Center program (PTAC) with the opening of a new center at Daytona Beach International Airport in the offices of the UCF Incubator which is partially funding the center. The PTAC in Daytona Beach will have a full-time, dedicated procurement expert focused on serving businesses in Volusia, Flagler, Lake and Sumter counties.

The Procurement Technical Assistance Center program helps Florida businesses understand the government procurement process and provides no-cost consulting services to businesses seeking to sell their goods and/or services to federal, state or local governments. Included is assistance with identifying government projects, proposal writing guidance, and small business program application assistance, for example HUBZones, SBA 8a certifications, etc.

Since its launch here in 2006, the PTAC program has been a boon to small businesses in Central Florida. Located in the offices of the SBDC at UCF in Orlando, the existing Procurement Technical Assistance Center has been assisting clients across 8 counties. In 2011 alone, PTAC consulted with more than 300 small business clients, helping them win almost \$11.7 million in government contracts. Since inception, the local PTAC program has assisted on more than \$94.2 million of government contracts going to Central Florida businesses. With the opening of the PTAC in Daytona Beach, the Orlando PTAC will now focus its efforts solely on assisting businesses in Orange, Seminole, Brevard and Osceola counties.

“We are thrilled to be opening a second PTAC in Daytona Beach dedicated to assisting businesses in Volusia, Flagler, Lake and Sumter counties,” said Eunice Choi, Regional Director of the SBDC at UCF. “PTACs have proven to be a valuable tool for small businesses seeking government contracts and they contribute to fulfilling the mission of the SBDC to help businesses start, grow and succeed.”

Assisting clients of the PTAC in Daytona Beach will be Derek Hudson, a procurement specialist and former U.S. Navy Supply Corps Officer with experience managing procurement as well as inventory budgets of up to \$ 3.5 million. His areas of expertise include supply chain management, project management, contract management,

and strategic communications planning in the private and government (military) sectors. For more than a decade he worked primarily as a consultant to the Florida Department of Transportation on Central Florida projects totaling more than \$700 million. He has also worked closely with local and county governments. Mr. Hudson is a graduate of the U.S. Naval Academy and earned his MBA from the Crummer Graduate School of Business at Rollins College.

The Procurement Technical Assistance Program (PTAP) was authorized by Congress in 1985 in an effort to expand the number of businesses capable of participating in the Government Marketplace. Administered by the Department of Defense, Defense Logistics Agency (DLA), the program provides matching funds through cooperative agreements with state and local governments and non-profit organizations for the establishment of Procurement Technical Assistance Centers (PTACs) to provide procurement assistance. The program in Florida is headquartered in Pensacola with branch offices in Orlando, Tampa, Jacksonville, Boca Raton, Ft. Myers and now Daytona Beach. The program operates under the umbrella of the Florida Small Business Development Center. Along with funding from the Department of Defense, the new PTAC in Daytona Beach is benefiting from financial support provided by the UCF Business Incubator.

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With its main office in the National Entrepreneur Center (formerly the Disney Entrepreneur Center) now located at the Fashion Square Mall in Orlando, the SBDC at UCF is part of the UCF College of Business Administration and the Florida Small Business Development Center Network, providing business seminars and no-cost, one-on-one business consultation to small business owners. The SBDC at UCF serves an eight-county area that includes Brevard, Flagler, Lake, Orange, Osceola, Seminole, Sumter, and Volusia counties and maintains seven satellite service centers. In 2010, the SBDC at UCF helped entrepreneurs create or retain 1,241 jobs, win contract awards worth \$38.3 million, acquire \$20 million in capital formation, and increase sales by \$18.4 million. The SBDC at UCF is funded in part through a cooperative agreement with the U.S. Small Business Administration.

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