



Click the image above to learn more about our Coronavirus-specific services.

Building the Ultimate Business Plan
Oct 6 | 10-11am

Business planning is the foundation to starting a new venture, raising funds, or growing your existing business. It serves as an important roadmap for your business. Receive the basic tools necessary to complete a practical business plan in this seminar, including how to conduct the research necessary to make decisions and develop financial projections.

[Txt Link](#)



[Register Now](#)

Cash Flow vs. Profitability **Oct 8 | 10-11am**

Understanding the difference between cash flow and profitability can prevent the number one reason businesses fail - insolvency. Learn how to use each of them to manage your business more effectively in this one-hour seminar, presented by expert Brad Owens, a former commercial lender.



[Register Now](#)

Starting Your Business | Oct 15 | 10-11am

You've got the idea. Now you need to know how to get on your way. From how to determine feasibility and legal structures to the types of licenses you'll need, this class covers all the basics that will help you get started.



[Register Now](#)

Women/Minority & Veteran Certification **Oct 20 | 10-11am**

It's no myth. Women, minority and veteran certification could present opportunities for your business. But there is a process to becoming certified. In this class, you will learn how to complete the State of Florida certification application and discover how you can use it to seek business with the private sector and government.



[Register Now](#)



**PINELLAS
COUNTY**

ECONOMIC DEVELOPMENT
WWW.PCED.ORG

**Pinellas County Reverse Trade
Show**
October 16 | 9am - 12:30pm
Virtual Event

Engage in opportunities with Pinellas County government and local agencies. Meet Pinellas buyers, contract administrators and procurement staff during a virtual meet-and-greet.

Register at
[PCED.org/ReverseTradeShow](https://www.pced.org/ReverseTradeShow)

October Seminars

Gaining Access to Pinellas County
Government Contracting
Best Marketing Strategies
Business Growth and Exit Strategies

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**Hillsborough
County Florida**

October Seminars

Financing Your Business
Social Media Strategies
Benefits of Certification in
Hillsborough County

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Title Partner

Ad Portal allows you to create TV ads, find the right audiences in your neighborhood, choose a budget that works for you and see exactly how your commercial is performing. [Learn more now.](#)



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

The Florida SBDC at the USF is a member of the Florida SBDC Network, a statewide partnership program nationally accredited by the Association of America's SBDCs and funded in part by the U.S. Small Business Administration, Defense Logistics Agency, State of Florida, and other private and public partners, with the University of West Florida serving as the network's lead host institution. Florida SBDC services are extended to the public on a nondiscriminatory basis. Language assistance services are available for limited English proficient individuals. Reasonable accommodations for persons with disabilities and/or limited English proficiency will be made if requested at least two weeks in advance. To request accommodation or language assistance, please contact Nelson Reyes at 813.905.5829.

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