



SBDC at IRSC

Growth Acceleration Program to assist mid-sized businesses in position and ready to grow

Staff Reports

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The Small Business Development Center at Indian River State College announced the addition of the Growth Acceleration Program.

The GAP allows the SBDC to provide consultants to help local entrepreneurs on the Research Coast successfully fast-track the sustainable expansion of their businesses temporarily hurt by the recession.

The GAP program was created by the 2010 Federal Jobs Bill Act to provide in-depth, high-level business consultation services to primary job producers for small and medium Stage II companies. It is funded through the Florida Small Business Development Center Network and administered through the SBDC at IRSC.

The first client to join GAP on the Research Coast is the Boston Barricade Co. (BBC), a dynamic company based in Vero Beach.

Ed Tighe, SBDC at IRSC GAP consultant, worked very closely with the company to develop a strategic plan and a business plan to help capitalize on business opportunities to help fuel their growth.

“Our GAP consultant,” said Bob Putnam, BBC’s president, “has helped us navigate the difficult decisions that needed to be addressed to unlock our growth opportunities, rebrand ourselves and develop a reasonable plan for us to grow from \$5 million to \$10 million over the next two years. Today Ed is a trusted adviser to our management team to help keep us on track.”

Companies eligible for the new Growth Acceleration Program must be in business a minimum of three years, employ a minimum of five full-time employees and have achieved a minimum of \$500,000 in gross revenue in 2010. These companies are best described as “stuck in the middle” — too small to be big, but too big to be small.

The program includes a four-stage process: pre-assessment and orientation, in-depth business assessment, summary report and recommendations, and work plan to implement targeted consulting. Entrepreneurs meeting with a GAP consultant will receive free targeted consultation services, including strategic/business plan, cash flow management, marketing/sales management and financial and capital access.

With 80 collective years of financial services and business and investment management experience, local consultants Ed Tighe and Spike Schultheis are readily available to provide assistance to for-profit Stage II companies that are looking to grow their business.

For more information call toll free (888) 283-1177.



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