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# What is the NEC?

**One Stop Shop for ALL  
Small Business Needs!**

*Provide Eco-System For ESO's*

**19 Independent Business  
Support Organizations**

*Eliminate Duplication,  
Collaboration, SB Trends*

**Everyone's At The Table!**

**Est. 2003** (22k/25k - \$11.55 ROI)



**MISSION: Grow YOUR business!**

# FREE Resources Available @ NEC

## 1. Help You Create A SOLID Business Plan (any business phase)

Business Plans Should Include:

- Who Are Your Audiences?
- What's The Right Price For Your Goods Or Service?
- Financing Needs – Microloan vs Credit Cards

## 2. Help You Create A Marketing Plan

Marketing Plan Should Include:

- Website Content - Online Sales
- How To Reach EACH Of Your Target Audiences

## 3. CFL International Trade Office



# WHY THINK GLOBALLY?



95% of world consumers live outside of the USA

80% of global consumer spending is made abroad

56% of U.S. manufacturers that export  
have fewer than 20 employees

[info@nationalec.org](mailto:info@nationalec.org)  
(407) 420-4860

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- Think Globally!



## 4. BizLink Orange





# NEC's Virtual Platform Personal Action Plans Business Community Calendar

This screenshot shows the top portion of the BIZLINK Orange website. The header includes the logo and navigation links for 'National Entrepreneur Center', 'Business Guides', 'Events', and 'Resources'. The main heading reads 'REQUEST YOUR PERSONAL ACTION PLAN'. Below this, a paragraph explains the purpose of the plan: 'Whether you are nurturing an idea for a new business or could use a little guidance to grow your business to the next level - Requesting a Personal Action Plan will get you moving in the right direction by highlighting resources to assist you in your current business needs.' At the bottom of this section, a line of text asks users to provide as much information as possible about their business and themselves.

This screenshot displays the 'Business Community Calendar' on the BIZLINK Orange website for October 2023. The calendar is presented as a grid with columns for each day of the week. Each date cell contains a list of events with their respective times and titles. For example, on October 25th, there is a 'Business Accelerator - 5 Day Event - Day 4' from 8:00 am to 4:00 pm. On October 27th, there are two events: 'Intellectual Property' from 8:00 am to 10:30 pm and '1 Million Cups Orlando - weekly meeting' from 3:30 pm to 4:30 pm. The calendar also includes a search bar at the top and various filter options like 'Event Category', 'Coof (s)', 'Venues', 'Organizers', 'Day', 'Time', 'City', and 'Featured Events'.

MON	TUE	WED	THU	FRI	SAT	SUN
25 8:00 am - 4:00 pm CMET: Entrepreneur Business Accelerator - 5 Day Event - Day 4	26 5:30 pm - 7:30 pm SCORE: How to Protect Your Intellectual Property 8:00 pm - 10:30 pm VEI Launch Cohort (Session 2)	27 6:00 am - 4:00 pm CMET: Entrepreneur Business Accelerator - 5 Day Event - Day 5 8:30 am - 10:30 am 1 Million Cups Orlando - weekly meeting 3:30 pm - 4:30 pm Orlando Chamber: Warrior Coalition Meeting	28 6:00 pm - 9:00 pm VEI Launch Cohort (Session 4)	29	30	1
2 5:30 pm - 7:00 pm Venues Incubator: 5 Minute Pitch	3 6:00 pm - 8:00 pm SCORE: How to Start a New Project	4 8:30 am - 10:30 am 1 Million Cups Orlando - weekly meeting	5 9:30 am - 12:00 pm SBDC: Business Basics - How to Start Your Business	6	7	8

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MANY MORE FREE THINGS.....



Examples

# SCORE: ChatGPT 101: Leveraging the Latest Craze to Level-Up Your Business

June 20 @ 6:00 pm - 8:00 pm EDT **FREE**

You may have heard about the latest craze: ChatGPT...But what is it? Why the craze? And more importantly, can ChatGPT help me in my business and if so, how? Great questions, and short answer: YES! ChatGPT can revolutionize the way you engage with your customers, streamline your processes, and boost your business success. In record time, ChatGPT has opened a world of possibilities and growth for businesses and business owners.

In this interactive, fun, and fundamental (i.e. beginner-level) webinar, you'll

Understand the basics of ChatGPT

Learn how to start using ChatGPT in your business

[Register](#)

**ORGANIZER**

SCORE

## WHEN

June 20, 6:00 pm - 8:00 pm

## Cost:

Free

## Event Category:

[Webinar](#)

## Website:

[View Organizer Website](#)





## HOW TO BUSINESS WITH ORANGE COUNTY GOVERNMENT WORKSHOP

Interested in doing business with Orange County? Is securing a contract with Orange County a puzzle? This workshop will unlock the puzzle and provide you a better understanding about how to learn about contracting opportunities with the County. Representatives will be present from Procurement, Business Development, and other departments such as the Convention Center, Facilities Management, and Information Systems & Services.

### REGISTER NOW

Patrice "PK" McKay  
Senior Contract Administrator  
patrice.mckay@ocfl.net  
(407) 836-7323

### WORKSHOP INFORMATION

Every 3rd Monday of each month



10:00 AM - 12:00 PM



National Entrepreneur Center (NEC)  
3201 East Colonial Drive, Suite A-20,  
Orlando, FL 32803

# SCORE: Avoiding HR Pitfalls for Small and Medium Businesses (SMBs)

May 7 @ 12:00 pm - 1:00 pm EDT **FREE**

This training is designed to help small and medium sized businesses understand the legal risks associated with human resources and how to mitigate those risks. The training will cover topics such as discrimination, wage and hour laws, wrongful termination, compliance issues, and employee safety, providing practical solutions and strategies to avoid common pitfalls.

Short Bio: Erin Eilers

Erin Eilers of The Eilers HR Group, an HR Consulting firm, has over 25 years of experience in all facets of HR. She has worked in a variety of industries, in businesses that are best practice as well as those that need some HR guidance. She believes HR is best when it works as a strategic partner to

Register

## VENUE

Virtual / Webinar

## ORGANIZER

SCORE

### Website:

[View Organizer Website](#)

## WHEN

May 7, 12:00 pm - 1:00 pm

### Cost:

Free

### Event Categories:

[Human Resources,](#)  
[Webinar](#)

# Wow FRIDAYS

AT THE VOLUSIA COUNTY INCUBATOR



Certified Instructor:  
Connie Garzon, M.B.A. C.B.A.

## FUNDAMENTALS OF RAISING CAPITAL 101

TOPICS TO BE COVERED:

Bootstrapping | Funding from Family and Friends | Crowdfunding  
Loans and Credit Cards from Banks | Angel Investors | Venture Capital

May 31, 2024 | 9am - 12pm

601 Innovation Way Daytona Beach, FL 32114

Register at: [Shorturl.at/fgoK4](https://shorturl.at/fgoK4)



Register

### ORGANIZER

UCF Business Incubation Program  
(UCFBIP)

### Website:

[View Organizer Website](#)

### WHEN

May 31, 9:00 am - 12:00 pm

### Event Categories:

Finance, Funding,  
Funding/Accounting

### VENUE

UCF – Business Incubation Program – Volusia

601 Innovation Way

Daytona Beach, 32114 United States + [Google Map](#)

### Website:

[View Venue Website](#)

Management

601 Innovation Way

[View larger map](#)



# SCORE: “Advancing AI: Strategies for Business Growth” Intermediate Workshop

May 14 @ 12:00 pm - 1:30 pm EDT **FREE**

Take your AI knowledge to the next level with our “Advancing AI: Strategies for Business Growth” Intermediate Workshop. Building upon the fundamentals, this workshop dives deeper into advanced AI applications, data analysis, and simple implementation strategies. Gain insights into how embracing AI can empower you to stay ahead of the curve and thrive in today’s rapidly evolving landscape.

Agenda:

- Review Fundamentals of AI for Business
- Explore Cutting-edge AI Technologies
- Leverage AI for Insights

[Register](#)

**ORGANIZER**

SCORE

**WHEN**

May 14, 12:00 pm - 1:30 pm

**Cost:**

Free

**Event Category:**

Webinar

**Website:**

[View Organizer Website](#)

# SCORE: Tackle Quickbooks Online Basics (QB02)

June 26 @ 6:00 pm - 8:00 pm EDT **FREE**

This is the 2nd in our series of QuickBooks webinars. Join us to learn how to enter basic transactions including creating invoices, making deposits, recording expenses, bills and checks. We will also talk about how to use bank feeds and set up rules to save you time; and walk through a standard process of how to reconcile your accounts. All this, plus tips and tricks within the software you may not be aware of.

Cindy Schroeder is the Founder of Bright Bookkeeping in Winter Garden, FL. With a hand in all things at Bright Bookkeeping, her role is to make sure every aspect of the business runs smoothly and the clients have an amazing experience. Cindy has earned and maintained the

[Register](#)

**ORGANIZER**

SCORE

## WHEN

[June 26, 6:00 pm - 8:00 pm](#)

## Cost:

Free

## Event Categories:

[Finance](#), [Funding/Accounting](#),  
[Webinar](#)

## Website:

[View Organizer Website](#)

# APEX Accelerator: Government Contracting Overview

June 5 @ 9:00 am - 12:00 pm EDT

## Government Contracting: Overview

No Cost Webinar

Every First Wednesday of the Month  
9:00 AM – 12:00 PM EST

Register Today



Register

## ORGANIZER

Florida APEX Accelerator (formerly PTAC) at UCF

## Website:

[View Organizer Website](#)

## WHEN

June 5, 9:00 am - 12:00 pm

## Event Categories:

Business Growth, Government Contracting, Sales/Procurement

## VENUE

Federal, State, and Local Government procurement is the largest target market in the world.

The question is usually not "Does the government buy what





Florida SBDC  
at the University of  
Central Florida

Helping Businesses Grow & Succeed

# APEX Accelerator: SBA Workshop – Blueprint to Build a Successful Joint Venture Package

June 12 @ 1:00 pm - 4:00 pm EDT

**FREE**

## SBA Workshop: Blueprint to Build a Successful Joint Venture Package

No Cost, In-Person Seminar

June 12<sup>th</sup>  
1:00 – 4:00 PM EDT

Florida SBDC at UCF  
3201 E. Colonial Drive, A20  
Orlando, FL 32803

Register Today



Register

### ORGANIZER

National Entrepreneur Center  
(NEC)

### Website:

[View Organizer Website](#)

### WHEN

June 12, 1:00 pm - 4:00 pm

### Event Categories:

Business Growth, Government  
Contracting, Sales/Procurement,  
Webinar

# Investors of the National Entrepreneur Center

407.420.4848 | NationalEC.org



WALT DISNEY World Resort



UNIVERSITY OF CENTRAL FLORIDA



Florida Blue  
Your Health Solutions Partner



the  
florida  
high tech  
corridor



TRAVEL+  
LEISURE

# What's Next....



Regional Expansion of Services





# What's Next....



**Grow CFITO**

# Trade Development...



- Business Matchmaking
- Ombudsman on Regional Area
- Trade Mission Development (Inbound & Outbound)
- Pre-Mission Planning
  - Educational Webinars
  - Logistics
  - Agenda
- Post Mission Activity Support
- Regional Export Promotion Program (REPP) Member to the Export Import Bank of the United States

- Orange County
- Seminole County

- Osceola County
- Lake County

- Volusia County
- Brevard County

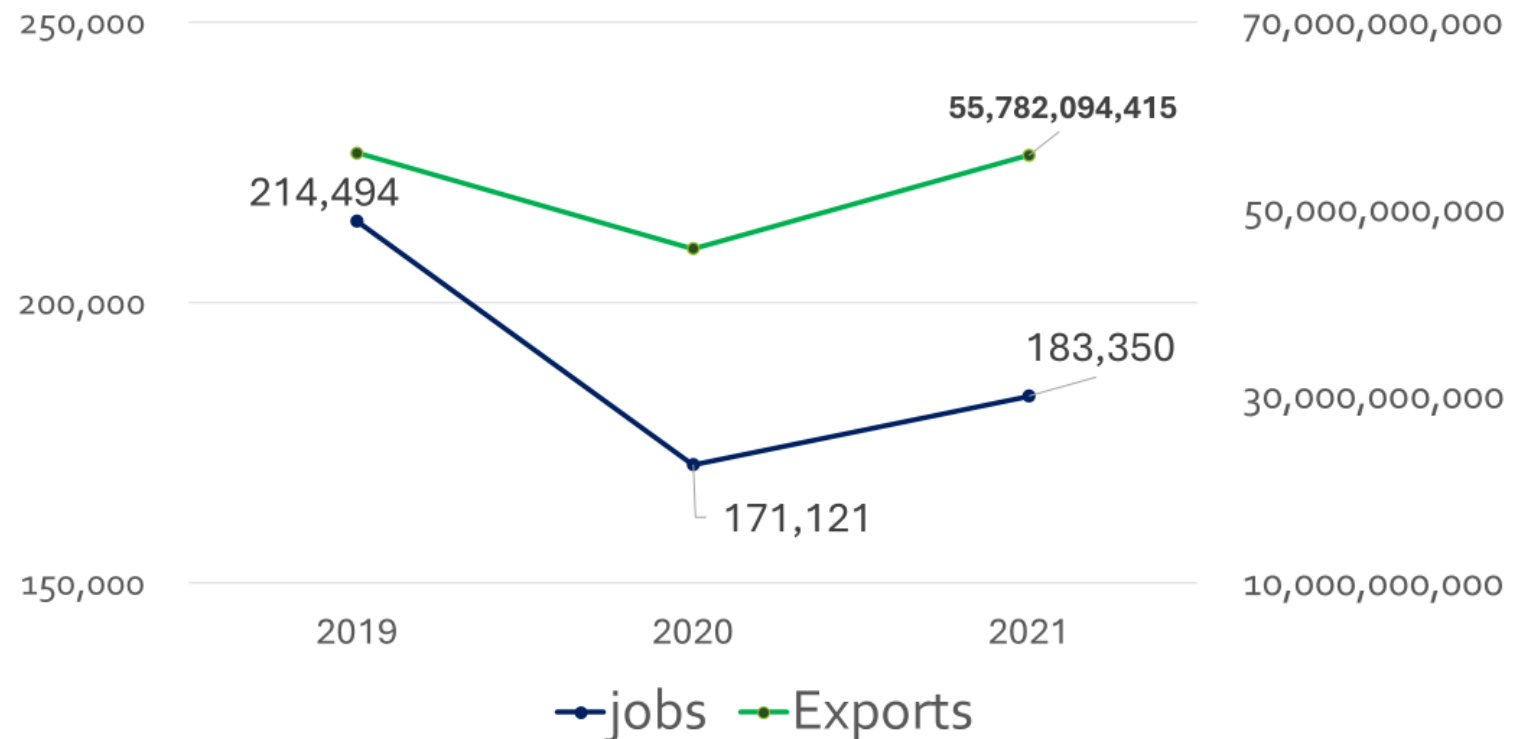
## Florida Exports Create Jobs!

Every \$1B in exports supports **4,269 jobs\***

Every \$1B in agricultural exports create **7,550 jobs\*\***

Every \$1B in goods shipped through ports create **15,000 jobs\*\*\***

Export Supported Jobs in Florida



\*International Trade Administration [www.trade.gov/feature-article/otea-publications](http://www.trade.gov/feature-article/otea-publications)

\*\*USDA [www.ers.usda.gov/data-products/chart-gallery/gallery/chart-detail/?chartId=103827](http://www.ers.usda.gov/data-products/chart-gallery/gallery/chart-detail/?chartId=103827)

\*\*\*American Association of Port Authorities [www.aapa-ports.org/advocating/content.aspx?ItemNumber=21150](http://www.aapa-ports.org/advocating/content.aspx?ItemNumber=21150)



# What's Next....



New Facility



# Future of NEC



**Regional Expansion of Services**



**Grow CFITO**



**New Facility**



**National Model**

# Questions?

THANK YOU  
FOR YOUR TIME



Belinda O. Kirkegard  
President

