



## **Business Center Visit Reveals Potential for Collaboration**

**BOCA RATON, FL (March 7, 2018)** – Division of Research senior staff toured the Florida Small Business Development Center at FAU in Fort Lauderdale last week and walked away with a better understanding of their programs and collaboration opportunities.

The Small Business Development Center provides intellectual capital and expertise to existing and emerging small business owners in Broward and Palm Beach counties. The center is the newest unit of the Division of Research and has programs at FAU Tech Runway and Research Park at FAU.

Rafael Cruz, the center's regional director, explained the difference between the center and FAU Tech Runway. The center helps companies with obtaining loans, while FAU Tech Runway helps companies on the equity side, he said. While many FAU Tech Runway startups are technology-related, the center assists companies of all stripes.

During the tour, the center's staff highlighted its services, including:

- Growth Acceleration for in-depth business assessments and strategic planning to develop sustainable growth strategies;
- Government Contracting to help businesses reach new markets through federal, state and local government contracting;
- Business Continuation to help businesses prepare for and recover from natural and man-made disasters;
- Byte-Size Small Business Cybersecurity that offers no-cost training, consulting and resources to protect businesses;
- Career and business management assistance to artists;
- An International Trade Program that provides strategic research and market planning to help export-ready, new-to-market businesses expand globally.

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