

Press Release

For Immediate Release
Wednesday, May 26, 2021



Florida SBDC IRSC welcomes Manufacturing Specialist to team

Fort Pierce, FL - The Florida Small Business Development Center (SBDC) at Indian River State College (IRSC) welcomes new team member Duane Reiff. Reiff's specialization will be manufacturing with a concentration on growth and resources for trade industries in the various regions the FSBDC at IRSC serves.



Duane Reiff is a successful international business leader with over twenty-five years' experience in the manufacturing and service markets across several industries. He has traveled to over 45 countries and understands the complex global marketplace. He understands the challenges and opportunities that exist in a sales organization and how to reach the desired goals. The mission of his company, Global Source International, Inc. is to help small to medium size business to achieve breakout sales performance. As an Outsourced VP of Sales, he prides himself on being a results-oriented sales leader who is highly collaborative and who has a track record of coaching, motivating, and leading sales teams to product extraordinary results.

Reiff's primary task will be to meet with regional small to medium sized manufacturing operations to introduce the business assistance resources available from the FSBDC at IRSC and to connect the manufacturer to these specific resources. Duane will also provide specific business consulting in the areas of sales, marketing, business growth and expansion.

"I am excited to bring value to small or medium sized businesses with all the resources we have here at the SBDC and the various expertise of our team" stated Reiff.

With nearly 1,000 locations across the country, SBDCs are in every community providing local businesses and entrepreneurs with the resources needed to succeed. America's SBDCs provide measurable economic results - in 2020 SBDCs helped generate; 91,767 jobs, \$7 billion in sales growth; \$6 billion in capital investments; and started 20,374 new businesses.

Celebrating its 45th anniversary this year, the Florida SBDC Network is the state's principal provider of small business assistance. What once began as one man at the University of West Florida overseeing two centers in Northwest Florida, has grown to a vibrant statewide partnership of more than 40 centers and over 250 employees providing tools, training, and expertise to thousands of Florida's small businesses each year.

The network continues to work with small businesses to help them pivot and adjust business strategies to navigate the new normal.

Hosted by Indian River State College the Florida SBDC at IRSC provides aspiring and existing small businesses in Indian River, St. Lucie, Martin and Okeechobee counties with no-cost consulting, low-cost training, and access to business data and research resources.

Last year locally the Florida SBDC at Indian River State College, provided over 6,070 consulting hours to more than 700 small businesses, resulting in approximately \$14 million in capital access for our area.

Regional Director Tom Kindred states, “With the growth of manufacturing along the Treasure Coast and the impact this industry sector will have on our market place the SBDC at IRSC believed it was important to add a manufacturing specialist to support and complement our other business assistance offerings.”

For more information regarding the FSBDC at IRSC, please contact our center at (772) 336-6285 or fsbdc@irsc.edu

About the Florida SBDC Network:

For over forty years, the Florida SBDC Network, the state’s principal provider of business assistance [[Fl. Stat. 288.001](#)], has nourished a statewide partnership between higher education and economic development to provide existing and emerging small and medium-sized business owners with management and knowledge resources that enable overall growth, increased profitability, and economic prosperity for Florida’s economy. In 2019, Florida SBDCs provided 114,064 hours of professional business consulting to 12,535 client businesses, resulting in 37,966 jobs impacted; \$4.4 billion in sales generated; \$496.5 million in government contracts acquired; and \$255.3 million in capital accessed; and 453 new businesses started. With over 40 offices statewide, the Florida SBDC is funded in part by the U.S. Small Business Administration, Defense Logistics Agency, State of Florida and other private and public partners. The Florida SBDC Network, headquartered at the University of West Florida, is nationally accredited by the Association of SBDCs and is a recipient of the President’s E Award for Export Service. Florida SBDC services are extended to the public on a nondiscriminatory basis. Language assistance services are available for individuals with limited English proficiency. For more information, please visit www.FloridaSBDC.org.

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