



## Jerry Cartwright

*State Director*

Florida Small Business Development Center Network

Jerry Cartwright is the State Director for the Florida Small Business Development Center Network, one of the original eight pilot programs in the United States that is also Florida's only true statewide economic development and small business technical assistance provider. Hosted by the University of West Florida based in Pensacola, 39 service centers are located at Florida's universities and state colleges, chambers of commerce and local economic development organizations throughout the state, from Pensacola to Key West. Jerry's service to the SBDC program spans thirty-one years, seven as the State Director in Minnesota and the last twenty-four years in Florida. He has served the national U.S. Association of SBDC's as a Board Member and Officer, most recently serving as its Chairman of the Board of Directors from 2008-10.

Under Jerry's leadership, the Florida Network was officially designated by the Florida Legislature in 2009 as the state's principal small business assistance organization and was charged with developing and implementing the state's Small Business Advocate and Regulatory Advisory Council programs. Florida's SBDC Network has become known internationally as a highly respected and successful organization with which to partner for furthering SME infrastructure support, international relations, cultural understanding and most importantly, enhancing trade opportunities for small-scale enterprises. His and the Network's successes have seen key small enterprise program developments in Japan, Mexico, Netherlands Antilles and Aruba. The Japan program established in 1992 was the United States' first small enterprise export trade program that provided a market entry trade show opportunity and matchmaking in Japan that was also financially supported by the Japanese government. In 1996, Mexico saw its first U.S. partnered SBDC established in Merida, Yucatan. This relationship has expanded under a memorandum of understanding (MOU) with the Mexican Federal Technologico System and The Florida Network to facilitate the establishment of an initial 30 SBDC's in the 214-member federal Technologico System. In June of 2001, another key program development for small enterprises officially opened in the Caribbean with the establishment of a Florida-affiliated Small Business Development Center, SEDECK, in Curacao, Netherlands Antilles. Current partnership discussions are in place to establish another affiliate SBDC in the Cayman Islands under the Minister of Investment and Commerce. Jerry also assisted the U.S. Small Business Administration with exploring small business support infrastructure in Costa Rica as part of the CAFTA discussions.

The Network's business recovery efforts in the aftermath of the 2004 and 2005 hurricane seasons spearheaded under Jerry's leadership, lead to Florida's SBDC program being awarded the U.S. Economic Development Administration's Excellence in Economic Development Strategies National Award and, was incorporated into the state's Emergency Operations Plan as a critical support agency in recovery efforts for Business and Industry, now identified as ESF-18. A 20-plus member Business Response and Recovery Team along with two 38' Mobile Assistance Centers have been made ready for any man-made or natural disaster that hits Florida. Both were mobilized within 24 hours after the BP oil spill along with the Network being chosen as the single point of contact for the application of the state's Emergency Bridge Loan. Jerry also served as a representative on the Governor's Oil Spill Task Force. §

Recognized by Who's Who Worldwide as a Global Business Leader, Jerry has served in numerous leadership positions with Florida and international economic development and trade organizations. He currently serves as a member of the Board of Governors for the Curacao, Netherlands Antilles Small Business Development Center (SEDECK) and has served as a member of the Enterprise Florida Stakeholders Council since its inception. He holds a Bachelor's and Masters of Arts degree in Education from the University of Northern Colorado.