

OPEN



# Small Business Support

Elijah Wooten, Economic Development  
Administrator

# Small Business Support Presentations

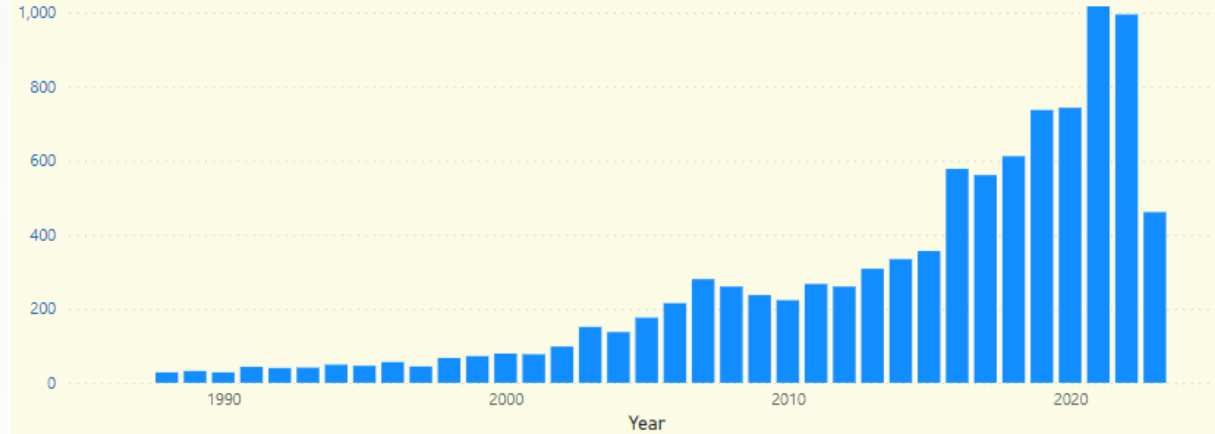
- Office of Economic Development
- St. Lucie Chamber of Commerce
- Florida Small Business Development Center
- Minority Business Development Agency Business Center



# Business Categories



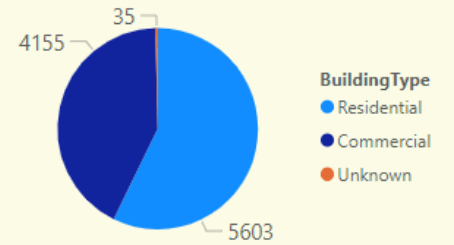
Currently Active Businesses Opened Over The Years



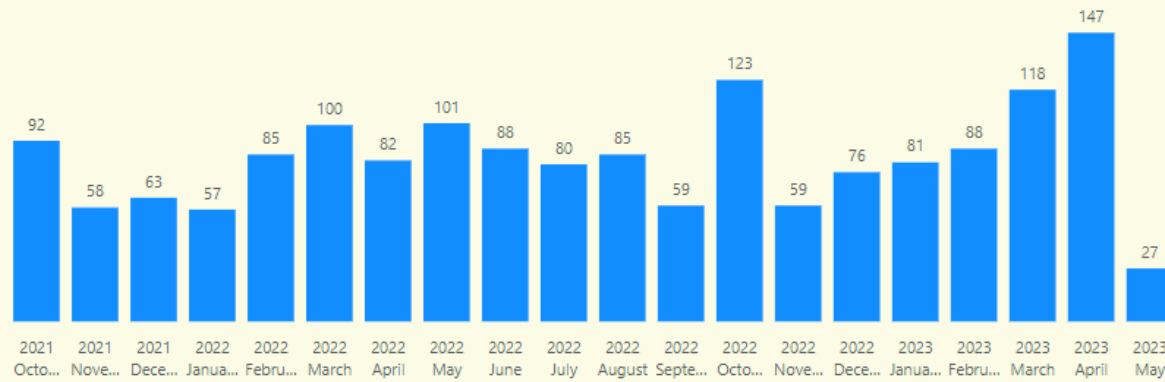
Active Businesses

9793

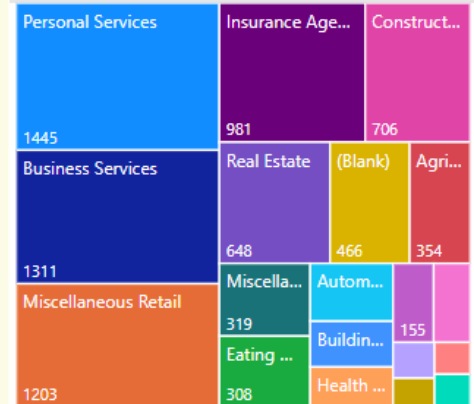
Business by Building Types



New Businesses of Current Fiscal Year



Businesses by Classification



# Small Business Support Programs



**Business Accelerator Program**



**Business Tax  
Small Business Workshops**



**Before You Sign the Lease**



**Buy Local Program**





# Business Accelerator Program

## Business Accelerator Program

- The ten-week course is offered by IRSC and the Florida SBDC provides the instructors. Over the past six years 156 businesses attended and 100 completed the program.

## Small Business Grant Program

- Port St. Lucie businesses that complete the Business Accelerator Program are eligible to apply for a small business reimbursement grant up to \$5,000. Over the past six years we have awarded \$164,000 in small business grants to Port St. Lucie businesses.





# Before You Sign the Lease

- “Before You Sign the Lease” is a quarterly workshop for new and existing businesses to help them understand the City’s regulatory requirements.
- The presenters include the St. Lucie Chamber of Commerce, Planning & Zoning Department, Business Tax Division, Building Department and the Office of Economic Development.
- The next “Before You Sign the Lease” workshop will be held on July 25, 2023 at 11:00 am in Training Room of Building B.



# Buy Local Program

- Open for Business
- Procurement Outreach



# Open for Business Listing



A screenshot of the Bludot Open website interface. The browser address bar shows "open.bludot.io/cities/portstlucie/businesses?query=". The page header includes the City of Port St. Lucie logo, the text "Powered by Bludot Open", and navigation buttons for "+ Add Listing", "Subscribe", and a user profile for "Elijah Wooten". A search bar is present with the text "Search". Below the search bar are filter options for "Filter by", "Area", and "Category". The main content area displays "Showing 126 Results" and lists several business entries. Each entry includes a category, a business name, a location pin icon, an address, a phone number, and operating hours. The right side of the page features a map of Port St. Lucie with numerous blue location pins indicating business locations. The map includes labels for various areas like Fort Pierce South, White City, Indian River Estates, and Jensen Beach. The Google logo is visible at the bottom left of the map area.

**City Of Port St. Lucie**  
Powered by Bludot Open

+ Add Listing

Subscribe

Elijah Wooten

Search

Filter by Area Category

Showing 126 Results

Property and Casualty Insurance Broker

**1L**  
**1st Liberty Insurance Agency Inc.**  
540 NW University Blvd, Port Saint Lucie, Florida  
772-446-9226  
Open Now - 09:00AM-05:00PM

Custom Signs, Epoxy Items, Freshies, Custom PPE

**7W**  
**772 Woodworks LLC**  
4364 SW Lagrange Street, Port Saint Lucie, Florida  
772-224-9844  
Open Now - 09:00AM-05:00PM

Long standing relationship and affordable

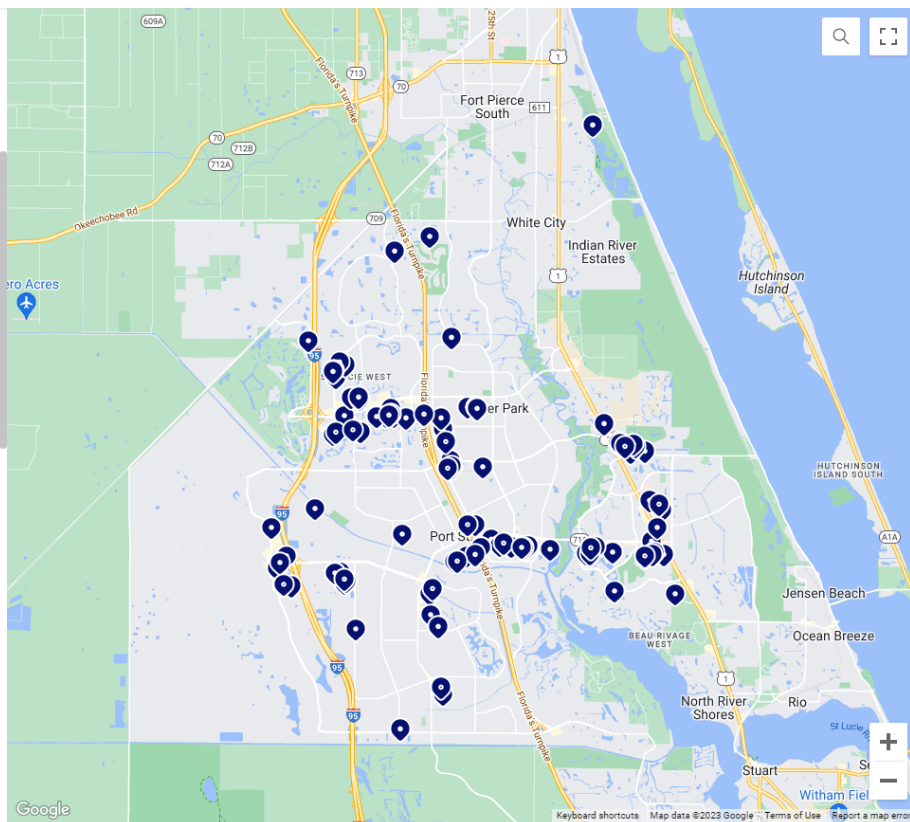
**AB**  
**A Better Solution Insurance Services**  
273 SW Port Saint Lucie Blvd., Port Saint Lucie, Florida  
772-236-5555  
Open Now - 09:00AM-05:00PM

Bundle specials available.

**Aaliybro Beauty**  
Port Saint Lucie, Florida  
9043004407  
Open Now - 08:00AM-08:00AM

Auto repair,body collision,antique car, car dealer

Abc classic restoration





# Vendor Outreach and Development



## SUBCONTRACTOR OPEN HOUSE

**April 13, 2023  
1-4 p.m.**

PSL Community Center,  
2195 SE Alroso Blvd.  
Port St. Lucie, FL 34984

**PARTICIPATING COMPANIES**

- GL Homes
- Mattamy Homes
- Sampson Tree Service
- Extra Mile Carpet and Tile
- All Area Roofing
- GHO Homes

**BUSINESS NETWORKING**

The City of Port St. Lucie is hosting a Subcontractor Open House to promote subcontracting opportunities for small businesses.

The City of Port St. Lucie Procurement Management Department will explain how to do business with the City.

The Florida Small Business Development Center's Procurement Technical Assistance Center will conduct a workshop on how to prepare a winning bid packet.

**This event is free to the public.  
Businesses must register to attend.**

[www.CityofPSL.com/Business](http://www.CityofPSL.com/Business) ♦ 772-873-6374

## City of Port St. Lucie Vendor OPEN HOUSE

MIDFLORIDA Event Center  
9221 SE Event Center Place  
Port St. Lucie, FL 34952

**THURSDAY, MAY 13, 2021**  
10 a.m.-4 p.m. | Free admission

Meet our Procurement Management Team to learn how you can become a vendor with the City of Port St. Lucie.

If you are interested in becoming a vendor and selling a product or service to the City of Port St. Lucie, then we encourage you to attend the City of Port St. Lucie's Vendor Open House at the Treasure Coast Business Summit.

We will have buyers from City Departments discuss current and upcoming purchasing opportunities.

Follow social distancing guidelines - Facial coverings recommended

**Register Now**  
with password: PSLBiz

Provide information on how to become a vendor with Port St. Lucie.

Purchasing opportunities for small businesses.

Help small businesses understand the City's purchasing process.

# DEO CDBG-CV Small Business Grant



- The City was awarded \$423,707 through the CDBG-CV program to provide grants to business impacted by the COVID-19 pandemic.
- The Florida Small Business Development Center will provide the grant review.
- Businesses that experienced a 20% reduction in revenue due to the COVID-19 pandemic are eligible.
- The business must be located in a low-to-moderate income census tracts or the business owner's household income is certified as low-to-moderate income are eligible to apply.
- The grant will provide up to \$10,000 to reimburse mortgage/lease payments, utility and insurance premium costs, payroll during business closure, reopening costs and safety measures.

# Business Tax Workshops (In-Person and Virtual)

Business Tax conducts FREE business training workshops to existing, new, and relocating businesses in the city. Each workshop is approximately 90 minutes in length and covers a variety of topics, including accounting, finance, international business, logistics, marketing, contracting, and more.

The workshops can address prevalent challenges and difficulties business professionals face daily. Participants can share their ideas and views on tackling problems, which can provide a new perspective on how to address it.

## CITY OF PORT ST. LUCIE **BUSINESS TAX** IN-PERSON **WORKSHOPS** 2023 Schedule

**SBA Programs and Financing Options for Small Business**  
Presented by U.S. Small Business Administration  
**Jan. 23 | 10:30 a.m.**

**Doing Business with the BBB**  
Presented by The Better Business Bureau  
**Feb. 7 | 10 a.m.**

**A Guide For Getting Your Business Online**  
Presented by ClearSem Solutions  
**Tangible Personal Property Tax**  
Presented by St. Lucie County Property Appraiser's Office  
**March 14 | 10 a.m.**

**Get Connected and Grow**  
Presented by United States Postal Service  
**Exporting 101 – What You Need to Know**  
Presented by Florida Small Business  
Development Center at Indian River State College  
**May 11 | 2 p.m.**

**Doing Business with the BBB**  
Presented by The Better Business Bureau  
**Oct. 19 | 10 a.m.**

**Spanish Business Startup**  
Presented by the City of Port St. Lucie  
**Nov. 17 | 10 a.m.**

**Starting or expanding  
your business?**

Business Tax Workshops are free and designed to expose the entrepreneur and veteran business owner to the essential elements of a successful business at any phase of their business idea. If you are thinking about starting or expanding your business, enroll in one of the many free workshops offered by the City of Port St. Lucie!



City of Port St. Lucie  
City Hall Council Chambers  
121 SW Port St. Lucie Blvd.

Register Today!  
**BUSINESS TAX DIVISION**  
772-344-4356 · BUSINESSSTAX@CITYOFPSL.COM





# Questions