

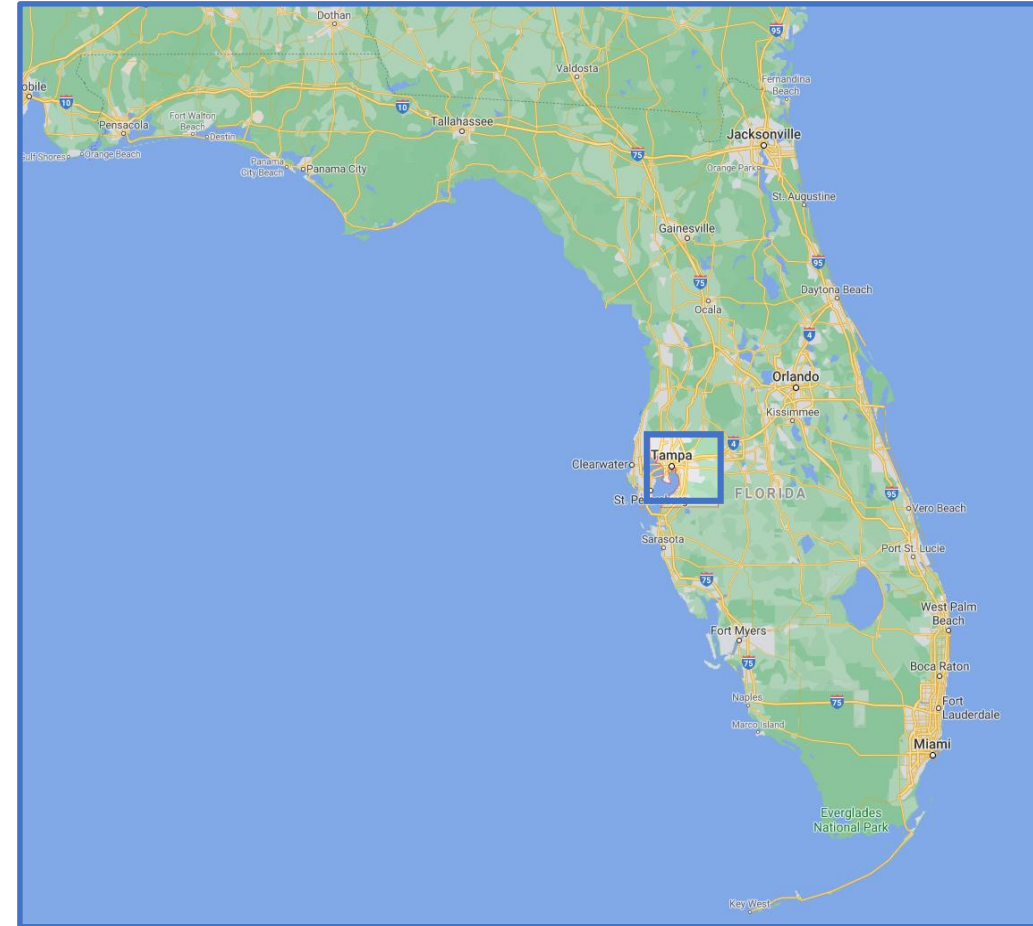
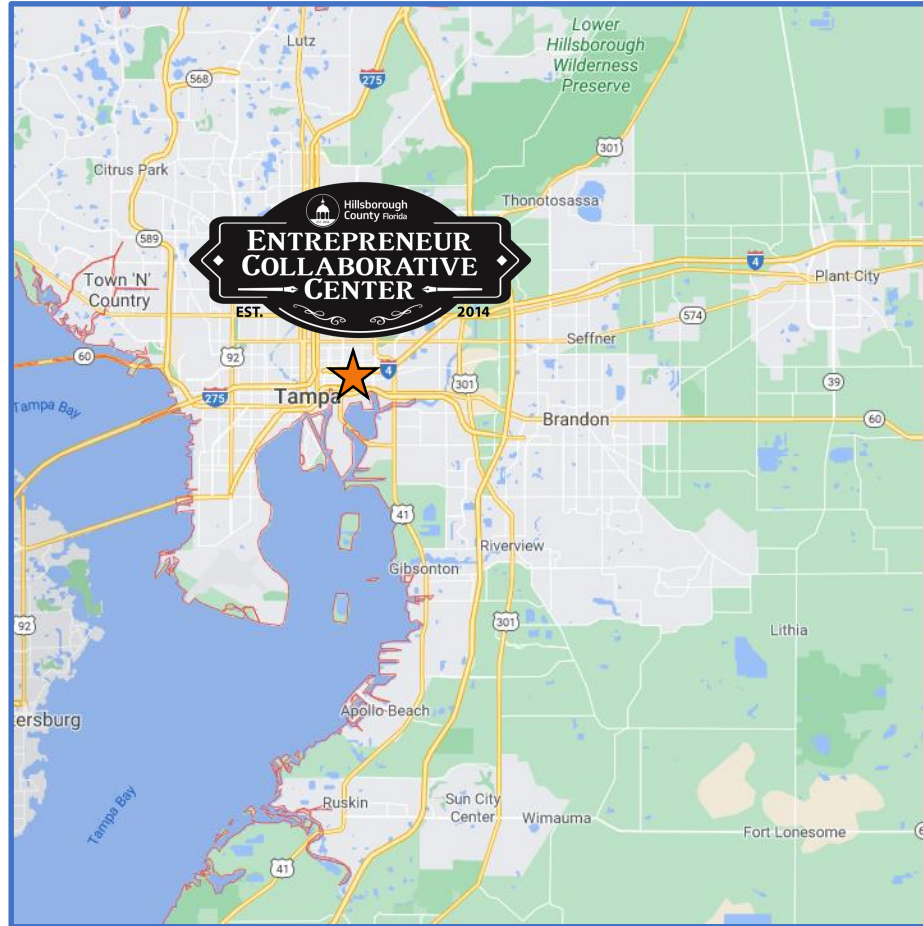
Entrepreneur Collaborative Center Case Study

IEDC Webinar -
Entrepreneurship via ESOs
March 18, 2021
Lindsey Kimball, CEcD
Economic Development Director



Hillsborough
County Florida

Entrepreneur Collaborative Center



Our Location

Entrepreneur Collaborative Center



Economic Development Department

Small Business and Entrepreneur Development

Entrepreneur Collaborative Center (ECC)

Entrepreneur Services/SBDC @ Hillsborough

MBE SBE Development and Inclusion

Economic Development Innovation Initiative (EDI2) – Tech

Industry and Workforce Development

Corporate Development

Agribusiness

Workforce Board

Tourism and Sports

Film Commission

Placemaking

Innovation District

Redevelopment Areas

Historic Preservation

Competitive Sites

Arts and Cultural Venues and Events

Part of the County's Economic Development Department

Entrepreneur Collaborative Center



- To unlock Hillsborough County's entrepreneurial growth potential by providing a common location for residents to find entrepreneurial assistance
- To support community building within the entrepreneurial ecosystem by providing physical infrastructure for non-profit service providers

Our Mission

Entrepreneur Collaborative Center



- One-stop shop for entrepreneurial resources and information, collaboration, and mentoring
- Beginning in March 2020, partners transitioned to 100% virtual
- Despite the pandemic, still increased partnerships
- State-of-the-art technology and collaborative space for local non-profits and agencies to host networking and engagement events



90+ Collaborative Partnerships – Non Profits, Government, Academic

Entrepreneur Collaborative Center



2017

Best Entrepreneurial Support
Organization
People's Choice - Tampa Bay Business
Journal



2018

26th Annual Planning and Design Awards
Investment and Thrive – The Planning
Commission



2018

36th Annual Future of the Region
Awards
Economy and Energy – Tampa Bay
Regional Planning Council

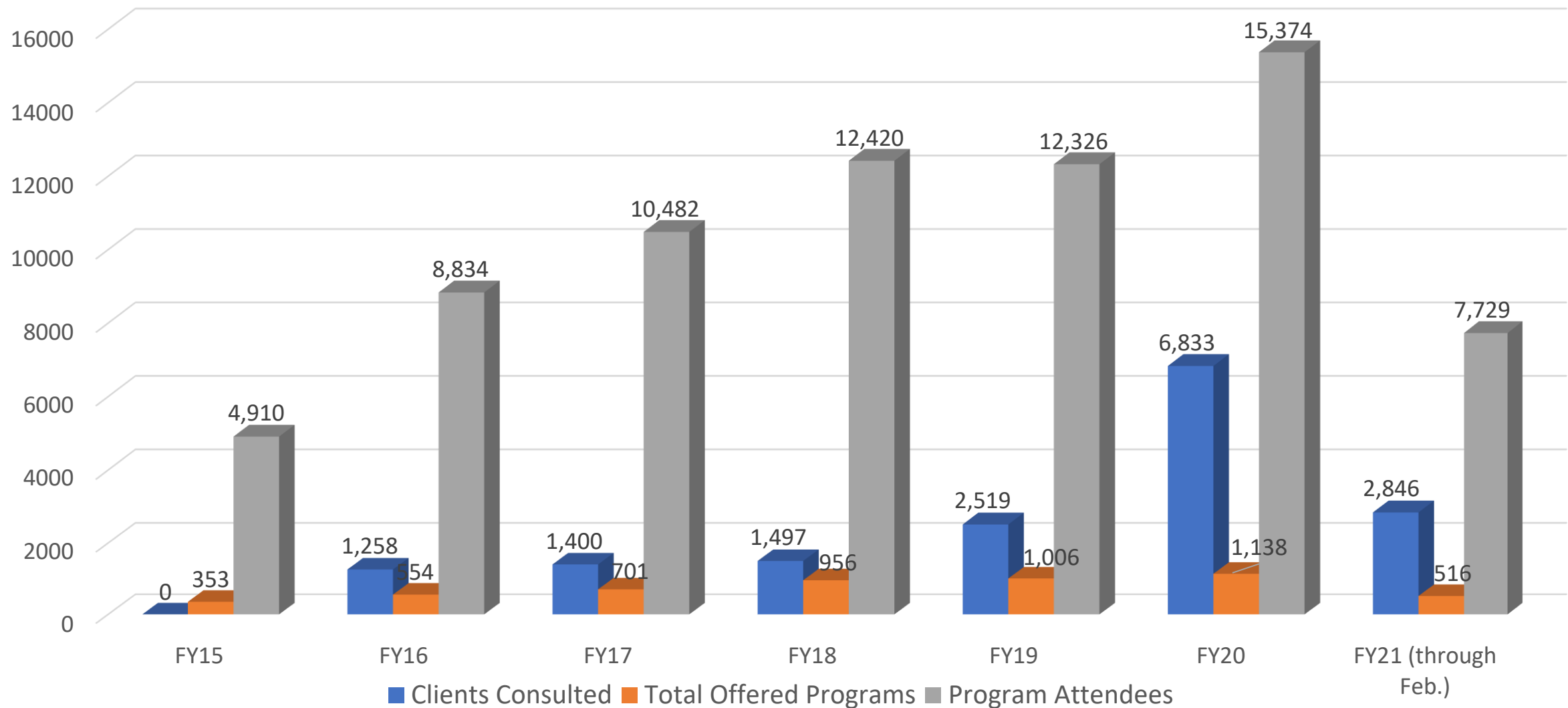


2019

National Association of Counties
(NACo) 2019 Achievement Award
for Community and Economic
Development – Hub of
Entrepreneurship

Awards and Recognition

Entrepreneur Collaborative Center



Continued Growth Even in a Pandemic Year

Entrepreneur Collaborative Center



- Services provided throughout the entire County at business locations and at partner locations including local Chambers and CDCs
- Loan packaging and disaster response services
- Workshops, training and no-cost consulting
 - Business, Marketing and Strategic Planning
 - Understanding Recordkeeping/Financial Projection Development
 - Cash Flow Management
 - Business Continuity
 - Business Taxes



Entrepreneur Services Team – Florida SBDC at Hillsborough

Entrepreneur Collaborative Center



1 Million Cups

550+ Presenters Since 2015 Launch

Entrepreneur Collaborative Center



Serving Veteran Entrepreneurs

Entrepreneur Collaborative Center



Serving Minority Businesses

Entrepreneur Collaborative Center



Growing Student Entrepreneurs and Classroom Initiatives

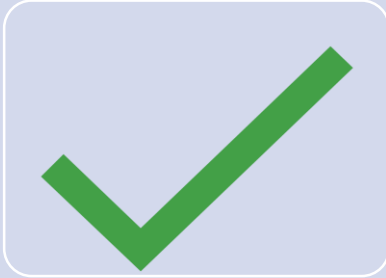
Entrepreneur Collaborative Center



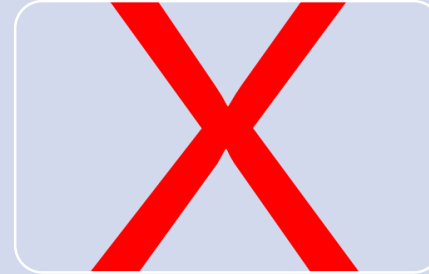
- Arts Council – Business Side of Art
- Black Heritage – Building Businesses for the Future
- Food Forum
- Youth Entrepreneur Camp
- Junior Achievement
- Google Programs
- Women's Pitch Competitions
- Small Business Idea Camp
- Local Stories Live
- Girl Scouts Stem Badge
- Chamber Meetings
- Prospera Tech Academy
- ToastMasters (2 Chapters)
- American Marketing Association
- Small Business Administration (SBA)

Other Programs and Events

Entrepreneur Collaborative Center



- Incubator for ESOs and new programming
- Co-working Space for ESOs



- Not an incubator for entrepreneurs
- Not a co-working Space for Entrepreneurs

How Are We Different?

Entrepreneur Collaborative Center



- Strong political support
- Act like an entrepreneur
- Surrounding area is creative, diverse, walkable and authentic
- Provide (free) infrastructure and resources
- Let the partners focus on delivering the services
- Be the rallying point and convener for the people behind the organizations
- Your partners lead to more partners



What Is the “Secret Sauce”?

Entrepreneur Collaborative Center



- Benefits to entrepreneurs – accessing multiple partners seamlessly
- Coalescing of groups within verticals to avoid duplication, such as veterans, women and minority-focused groups
- Established the ECC as a one-on-one consulting focused space, but soon pivoted to event space
- Quarterly partner meetings and networking helped tremendously with building trust
- Educational opportunities for partners – The Ice House Entrepreneurship Program



The Discoveries

Entrepreneur Collaborative Center



- Building trust among partners
- Explaining what we were to individuals
- Partner expectations
- Code of conduct formalized
- Emergency Management – COVID and natural disaster response center
- Repurposing space to accommodate additional events and establishing new guidelines related to COVID
- Out of space and seeking a new home



Challenges We Came Across Along the Way

Entrepreneur Collaborative Center



- Virtual Programming
- Serve as Business Disaster Recovery Hub
- Extended hours
- Increased partnerships
- Improved technology
- New and Diverse Programs



How Have We Evolved?

Entrepreneur Collaborative Center

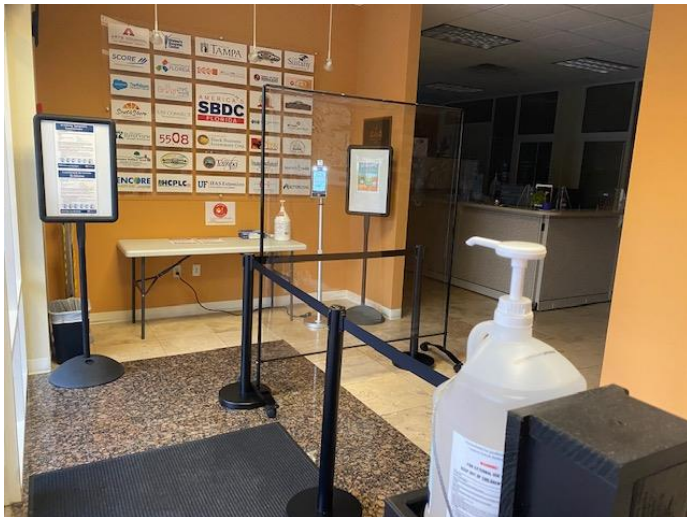
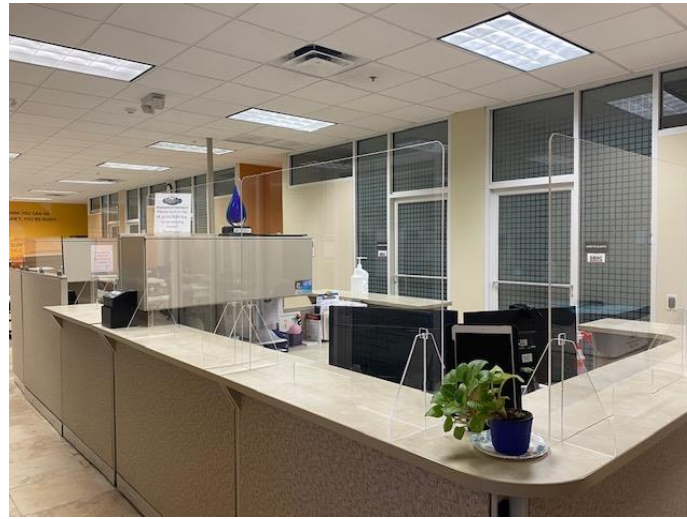
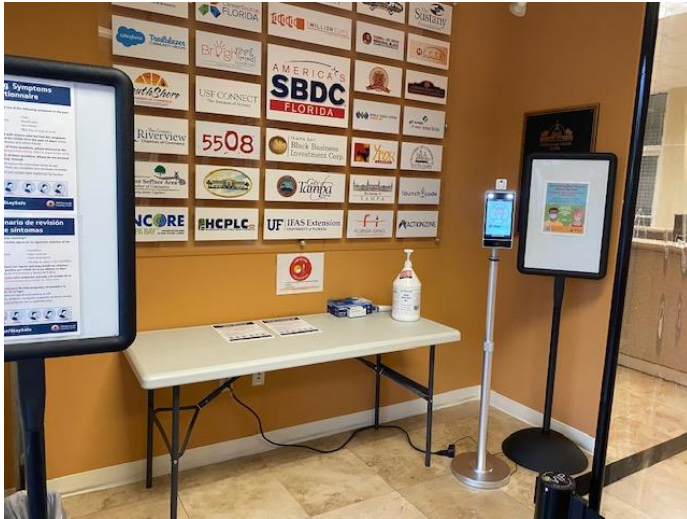


Pre-COVID



TODAY

Entrepreneur Collaborative Center



Ready to Open!

Entrepreneur Collaborative Center



Lindsey Kimball, CEcD

Director, Economic Development

Contact: 813.273.3684

kimballL@hillsboroughcounty.org

For upcoming events/programs:

www.hillsboroughcounty.org/ecc

Contact Information