

Institute Honors Achievers In Business

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Sean Flood, an FSU alumnus and owner of the Gotcha Group, probably put it best in his praise of business support he has received from the **Jim Moran Institute for Global Entrepreneurship**. "I can truly say that without the generosity of JMI, I would not be here," Flood told those gathered for the institute's annual celebration of business achievement.

It was an anniversary party Wednesday night for JMI in honor of its 15 years of business support, but the companies that have benefited from JMI programs are just as much of the story. The spotlight shines on them as much as it does on the institute, founded through a gift from legendary South Florida automobile retailer Jim Moran.

Thus far, more than 3,000 Florida businesses have received assistance. JMI also coordinates the school program Junior Achievement in Leon County and has had more than 9,000 students participate.

JMI also sponsors the Entrepreneurial Roundtables that get company owners together to discuss problems and opportunities. Sam Varn, owner of Awards4U in Tallahassee, is a long-time Roundtable member and received the JMI Advocate Award for his efforts to make the institute's programs more visible.

The award for Outstanding Commitment went to Arthur and Pamela Aveling of King Arthur's Tools. They were honored for their JMI involvement, but also sharing what they learn with business owners.

Pam Butler, CEO of Aegis Business Technologies, received the award for Community Support and Involvement. The Financial Growth Award went to Steve Roden, CEO of LearnSomething Inc. Fred G. Shelfer Jr., president and CEO of Goodwill Industries Inc. Big Bend, received the Success Story Award for improving his organization's profitability.

Tracey Cohen, president of Target Copy, was presented with the Family Success Award in honor of her achievements in taking the reins of the business started by her mother, Mayda Williams.

Students were honored, too. Seniors Stephanie Farquhar and Sara Clack produced a marketing plan for the Uptown Cafe as part of their venture consulting class, and it has paid dividends for the business. They received the Student Excellence Award.

In a business plan development competition that had a \$5,000 first prize, the winners were the team of Cameron Bullock, Sam Nebel and Trey Ware. They worked with the FSU Institute for Energy Systems, Economics and Sustainability, whose scientists have invented a technology for making energy grids work smarter, and needed a business plan for commercializing the technology.