



# 13<sup>th</sup> INSME Annual Meeting

*“Improving Productivity in SMEs and Their Role in Global Value Chains”*

From the 15<sup>th</sup> to the 17<sup>th</sup> of May 2017  
Puerto Vallarta - State of Jalisco, Mexico

***Mr. Lewis C. Attardo***

**Principal**

**Attardo Associates, Business and Economic Development Consultants  
United States of America**

For more than 30 years, Lewis Attardo has been actively engaged in the design, management and performance evaluation of knowledge-based and traditional economic development programs, focused primarily on SME expansion.

Since 1990, he has served as Principal for Attardo Associates, Business and Economic Development Consultants, based in Pensacola, Florida USA. As a private consultant, he has assisted with the design, management and assessment of economic development strategies focused on building Knowledge-based Economies for over 20 state, regional and international organizations, including the Organization for Economic Cooperation and Development, the United Nations Education, Scientific and Cultural Organization (UNESCO), New Zealand Trade and Enterprise and the NZ Foundation for Research Science and Technology.

Attardo also provides direct assistance to scalable SMEs engaged in innovation, and to other entrepreneurial ventures that exhibit a unique business model. He assists clients with strategies to maximize return on investment by formulating business plans, strategic plans and marketing strategies, and raising capital to aggressively enter new markets. He assists clients with deal structuring on mergers and acquisitions, negotiating agreements for equity investments, loans and R&D agreements for collaborations with universities and federal laboratories.

Attardo also served as the Advocate for the Florida Office of Small Business Advocate, and as the Director of the FL Small Business Regulatory Advisory Council. The Office of Small Business Advocate is designated by the State of Florida as the principal advocate in the state on behalf of SMEs. As Advocate, Attardo received and responded to complaints from SMEs on matters related to state laws and regulation, and participated in the development of legislation and administrative rules affecting Florida SMEs.

He also served as Statewide Program Manager for Business Technology Commercialization at the State Director’s Office of the Florida Small Business Development Center, providing

technical assistance to SMEs engaged innovative physical and bioscience research, and is the primary point of contact in Florida for the federal SBIR/STTR Programs.

Previously, Attardo served as the Director of the Ben Franklin Partnership Technology Center at The Pennsylvania State University; COO for the Sacramento Area Regional Technology Alliance, where he managed the California Technology Innovation Partnership Program; CEO for the Savannah River Regional Diversification Initiative, a two-state program to support technology innovation in the states of Georgia and South Carolina; and, as Executive Vice President for the Enterprise Corporation of Tampa Bay and Director for the Tampa Bay Defense Transition Task Force

Attardo is also an experienced SME owner, limited partner investor in technology companies, and has served as board member for several SMEs engaged in R&D and the manufacture of innovative products. He is a graduate of Bloomsburg University of Pennsylvania, where he majored in Economics.