

The St. Petersburg
Area Chamber of Commerce
1996
Small Business
of the Year Award Winner

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Knight Enterprises

Jeffrey Knight had nothing but his truck, his dog and \$100 in borrowed money. Sounds like a country music song, but it's exactly what Knight had when he moved from Miami to St. Petersburg, in 1981.

Working alone with a sparse budget, Knight secured his first client, Vision Cable. Before long Knight Enterprises became more than just a song; it became a reality.

In the early days, Knight Enterprises specialized in underground construction and cable wiring for high-rise apartments. Eventually, two employees were hired, business started to grow and new services were added.

Today, Knight Enterprises is an authority in video, voice and data systems, conduit systems, fiber optic and coaxial cabling, video teleconferencing, directional boring, aerial and underground construction. Future plans even include adding a hardware/software department.

Utility companies, telecommunication companies, offices, schools and nearly any business needing construction services and communication cabling can utilize Knight's services. There is a great need for an efficient and effective telecommunications service provider to offer businesses, cable systems and governmental agencies a sound approach to state-of-the-art telecommunications technology," said Knight. "We are committed to developing and maintaining such a program."

Knight's hard work and dedication to the profession turned his \$100 of borrowed money in to an annual revenue of \$10 million for 1995. His current list of clients is just as impressive. Knight Enterprises is an authorized contractor for Time Warner, GTE of Florida, IBM and RCA.

"My success can be directly attributed to my ability to motivate people to go above and beyond what they feel are their limitations and help them reach the goals they have set for themselves," says Knight. He believes his personnel is the backbone of the company's achievements. "I have taken risks by hiring some of my employees, but I believed in them, and as a result they have helped me bring this business to where it is now, a success."

Knight is proud that he has hired some people that other companies might have overlooked due to their age, education and work history. But he believes everyone deserves a chance to prove themselves and he has done just that. Between his Clearwater and Orlando offices he now employs approximately 200 people.

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