Consulting Client Breakdown

- **599** Existing & aspiring business owners consulted
- **12,133** Consulting hours delivered

### Consulting Client Breakdown

- **262 or 44%** Women
- **187 or 31%** Veterans & SCDVs
- **153 or 26%** Minorities

### Service Snapshot

- **For every state $1 invested** in the Florida SBDC, **$52 is returned** to the state in tax revenue.*

### Business & Economic Outcomes

#### District 1
- **Sales generated**
- **Gov’t Contracts acquired**
- **Capital accessed**
- **Jobs Impacted**
- **Cost per Job to Florida taxpayers**

#### Statewide
- **Sales generated**
- **Gov’t Contracts acquired**
- **Capital accessed**
- **Jobs Impacted**
- **Cost per Job to Florida taxpayers**

#### GRP Impact

- **$2.5 Billion** on Florida’s economy as a result of Florida SBDC services*

* 2018 Economic Impact Analysis of the Florida SBDC Network by FSU CEFA* | Reported by respondent clients of outcomes resulting from or in part due to assistance received in 2017-2018**
At the Florida SBDC Network, we believe in creating unimaginable possibilities for small businesses that yield economic prosperity for our state.

From starting and growing a business, to selling it, this is where Small Business Development Centers (SBDC) help. Established by Congress, SBDCs foster local, regional, and state economic prosperity by providing aspiring and existing small businesses access to professionally certified and credentialed business consultants to help mitigate common obstacles and find success.

Designated as “Florida’s principal provider of small business assistance [Fla. Stat. § 288.001],” the Florida SBDC Network, one of 62 SBDC networks in the country, has more than 40 offices, and approximately 50 outreach locations from Pensacola to Key West to serve the needs of Florida’s business community.

Since 1976, our network of partners has helped construct a statewide ecosystem to foster the spirit, support, and success of more than 1.2 million small business owners.

In addition to our core service offering of no-cost consulting, training, and business research, Florida SBDCs provide a comprehensive toolkit of specialized services for businesses looking to accelerate market growth, including:

- Strategic & Business Plan Development
- Access to Capital
- Strategic Market Research
- Cybersecurity
- Market Growth Development
- International Trade
- Government Contracting
- Disaster Resiliency & Recovery

Our clients tell our story best. Read a sampling of testimonials () from the tens of thousands of small businesses we assist each year.

---

**Client Testimonials**

**ProClean Carpet Cleaning, Inc., Pensacola**

“Dan and the [Florida SBDC] team saved an entire division at our company with sales of $1,500,000. Because of their help, that division went from losing $177,000 in 2017 to making $80,000 in the last half of 2018.”

—Dave DeBlander, Owner

**Panhandle Fabrication & Machine LLC, Gulf Breeze**

“It is likely that we would not have opened our business without Dorian’s help. He was able to help us navigate through our business plan and projections necessary to receive the SBA loan we desperately needed to open our doors.”

—Danny Goodman, Jr., Owner

**APEX Web Solutions, Destin**

“Adam was really great and provided actionable tips to help me optimize and increase my business revenues.”

—Jonathan Jernigan, Owner

**Deming Designs, Inc., Pensacola**

“Glenn is an excellent consultant. He has provided support and guidance through various crises our business has endured. Without him we might not have survived. I would strongly recommend his, and the Florida SBDC, services to any business.”

—Karen M. Deming, Owner

**Broussard’s Bayou Grill, Navarre Beach**

“[Our consultant] Dorian Zwierewicz and the Florida SBDC helped us put together projections based on the Pensacola store, but how we thought they would apply on Navarre Beach... Going into Navarre, we really had no idea, so the numbers he put together were very helpful, and at least gave us a framework and foundation to work with. The other big thing that helped, too, was the demographic information.”

—Carl J. Broussard, Owner

---

**Florida SBDC Network** is a statewide partnership program nationally accredited by the Association of America’s SBDCs and funded in part by the U.S. SBA, DLA, State of Florida, and other private and public partners, with UWF serving as the network’s lead host institution. Florida SBDC services are extended to the public on a nondiscriminatory basis. Language assistance services are available for individuals with limited English proficiency.