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

254 Existing & aspiring business owners consulted

1,958 Consulting hours delivered

Consulting Client Breakdown

- 115 or 45% Women
- 45 or 18% Veterans & SCDVs
- 82 or 32% Minorities

Sales generated*  
District 11: $77.6M  
Statewide: $4.4B

Gov’t Contracts acquired**  
District 11: $130.0K  
Statewide: $520.0M

Capital accessed**  
District 11: $1.5M  
Statewide: $202.5M

Jobs Impacted  
direct, indirect, induced*  
District 11: 670  
Statewide: 38,403

Cost per Job  
to Florida taxpayers*  
$264

$2.5 Billion

GRP IMPACT
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.

**District 11 Resources:**

1. **Florida SBDC at UNF**
   - Jacksonville (904) 620-2476

2. **Florida SBDC at UCF**
   - Orlando (407) 420-4850

3. **Florida SBDC at USF**
   - Tampa (813) 905-5800

Additional regional office locations:

1. **Florida SBDC at UWF**
   - Pensacola (850) 474-2528

2. **Florida SBDC at FAMU**
   - Tallahassee (850) 599-3407

3. **Florida SBDC at FGCU**
   - Fort Myers (239) 745-3700

4. **Florida SBDC at IRSC**
   - Fort Pierce (772) 462-7296

5. **Florida SBDC at FAU**
   - Fort Lauderdale (954) 762-5235

6. **Florida SBDC at FIU**
   - Miami (305) 779-9230

**Network Headquarters**
- Pensacola (850) 898-3479

**Florida’s resource for serving small business constituents from Pensacola to Key West**

9 REGIONS • 40+ CENTERS

50+ OUTREACH LOCATIONS

**Client Testimonials**

David Burzotta Wealth Management, The Villages

“The advice and resources from the consultants have been instrumental in the success of DBWM’s brand development strategy. The support received from the Florida SBDC at UNF has helped me immensely, to say the least. In all, the Florida SBDC at UNF has allowed me to collaborate with business development professionals focused on a singular vision for success in my wealth management practice.”

—David Burzotta, CEO

All Things Country Store, Belleview

“Peter Rivera with the Florida SBDC in Marion County has been there for us since BEFORE Day 1. The initial workshop and subsequent consultations have been extremely beneficial. I feel like we avoided some pitfalls and made some good moves based on his expertise. We look forward to a continuing relationship with him.”

—Beckie Sirolli, Co-Owner

Floridata Market Research, Webster

“I have been working with the Florida SBDC since 1995 when first opening our business and find it to be a tremendous resource to new business owners, as well as established businesses looking to grow in new areas. My consultant, Yanina Rosario, provided a great deal of information at my latest meeting and I appreciate this valuable resource to business owners.”

—Tammy Gail, Owner

Comfort Keepers, Inverness

“The results of the financial analysis helped us to identify prudent changes. We will now work through additional fine tuning to our financials and then request another updated analysis to measure our results. I am confident with the Florida SBDC’s help that we are on the road to further strengthen our financial position. Our sales increased 30% after we implemented changes based on results of the Florida SBDC’s financial analysis of our company.”

—Gailen Spinka, Owner/Manager

The **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.