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

$1 ➔ $52

$2.5 Billion

on Florida’s economy as a result of Florida SBDC services*

GRP IMPACT

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**

Consulting Client Breakdown

- 206 Existing & aspiring business owners consulted
- 2,748 Consulting hours delivered

- 90 or 44% Women
- 41 or 20% Veterans & SCDVs
- 79 or 38% Minorities

BUSINESS & ECONOMIC OUTCOMES

<table>
<thead>
<tr>
<th>District 12</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$108.9M</td>
</tr>
<tr>
<td>Gov’t Contracts acquired**</td>
<td>$1.8M</td>
</tr>
<tr>
<td>Capital accessed**</td>
<td>$1.9M</td>
</tr>
<tr>
<td>Jobs Impacted direct, indirect, induced*</td>
<td>941</td>
</tr>
<tr>
<td>Cost per Job to Florida taxpayers*</td>
<td>$264</td>
</tr>
</tbody>
</table>
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

FL Solutions Formulated Lines, New Port Richey
“[Our Florida PTAC consultant] Karen for all of her help. She had a wealth of information that we were able to tap into. I would keep running into situations and I would just give her a call to find out what her thoughts were and the best ways to deal with it... For anyone interested in doing business with the government, I can’t recommend more strongly that they definitely contact their local PTAC representative and take advantage of the knowledge and wisdom that they have to help you do it better and faster.”
—Jess Rainer, Director of Sales

Poo-essional Recycled Organics and Land Management, Odessa
“They have incredible resources, they have really good people, and there’s a lot of things that most companies don’t even know exist. I contacted the Florida SBDC about three years ago but never followed through. I ended up circling back around and getting connected with the Florida SBDC, and boy has it made a difference. If it were not for the SBA, the SBDC, and my Florida SBDC consultant, our company wouldn’t still be here.”
—Kimberly Michelle Martin, President/Owner

High Noon Holsters, Holiday
“We are extremely pleased and, again, we really thank [our Florida PTAC consultant] Karen for all of her help. She had a warehouse of information that we were able to tap into. I would just give her a call to find out what her thoughts were and the best ways to deal with it... For anyone interested in doing business with the government, I can’t recommend more strongly that they definitely contact their local PTAC representative and take advantage of the knowledge and wisdom that they have to help you do it better and faster.”
—Kristy Casillas Burchard, Owner