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*

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**

Congressman Charlie Crist | District 13

2018 Prosperity Report

SERVICE SNAPSHOT

Consulting Client Breakdown

- **358** Existing & aspiring business owners consulted
- **2,252** Consulting hours delivered

- **167 or 47%** Women
- **59 or 16%** Veterans & SCDVs
- **147 or 41%** Minorities

BUSINESS & ECONOMIC OUTCOMES

<table>
<thead>
<tr>
<th></th>
<th>District 13</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$89.2M</td>
<td>$4.4B</td>
</tr>
<tr>
<td>Gov’t Contracts acquired**</td>
<td>$6.6M</td>
<td>$520.0M</td>
</tr>
<tr>
<td>Capital accessed**</td>
<td>$1.4M</td>
<td>$202.5M</td>
</tr>
<tr>
<td>Jobs Impacted direct, indirect, induced*</td>
<td>771</td>
<td>38,403</td>
</tr>
<tr>
<td>Cost per Job to Florida taxpayers*</td>
<td><strong>$264</strong></td>
<td></td>
</tr>
</tbody>
</table>

$52 is returned to Florida taxpayers*
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 (ай) from the tens of thousands of small businesses we assist each year.

Client Testimonials

Aero Supply USA, Clearwater
“...The Florida SBDC has been very instrumental in helping us build the foundation of our company, Aero Supply USA, a small women-owned business. I have taken several classes at the Florida SBDC from How to Start a Business to Government Contracting and have gotten endless consultation from their excellent, knowledgeable, and professional staff. Please continue to keep this program alive to help our future as small business owners!”

—Michelle Ramirez, Owner

Magic Dynamics (dba Magic Ear), Clearwater
“The Export Marketing Plan that was prepared [by the Florida SBDC] was very helpful with our global strategic vision. It supplied nearly all the necessary information we were seeking. Noemi and Mitch were very responsive and supportive through the process. We will be relying on future services provided by the Florida SBDC.”

—Matt Henderson, Vice President

The Grand Hacienda St. Petersburg Beach
“From when we started working with them [the Florida SBDC] to now, we have opened a restaurant that has 25 to 27 employees and kept the other one going, which has another 10 to 15 employees... We’re just so thankful for the support that all the team at the Florida SBDC has given to us.”

—Claudia Johnson, Managing Member

MQUAL Computer Technology Specialists, Clearwater
“Yolanda was instrumental in helping us to understand and get set up for government bidding. She was very patient and always answered any questions we had. With her help we were able to draw up our first bid with a local government entity. Yolanda is very knowledgeable, and we have total confidence in her expertise.”

—Yves A. Martin, Founder

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.