**Service Snapshot**

**Consulting Client Breakdown**
- **325** Existing & aspiring business owners consulted
- **2,522** Consulting hours delivered

**Consulting Client Breakdown**
- **164** or **50%** Women
- **51** or **16%** Veterans & SCDVs
- **191** or **59%** Minorities

**Business & Economic Outcomes**

<table>
<thead>
<tr>
<th></th>
<th>District 15</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$99.9M</td>
<td>$4.4B</td>
</tr>
<tr>
<td>Gov’t Contracts</td>
<td><strong>$5.7M</strong></td>
<td><strong>$520.0M</strong></td>
</tr>
<tr>
<td>Capital accessed**</td>
<td><strong>$1.3M</strong></td>
<td><strong>$202.5M</strong></td>
</tr>
<tr>
<td>Jobs Impacted</td>
<td>864</td>
<td>38,403</td>
</tr>
<tr>
<td>Gov’t Contracts</td>
<td><strong>$5.7M</strong></td>
<td><strong>$520.0M</strong></td>
</tr>
<tr>
<td>Capital accessed**</td>
<td><strong>$1.3M</strong></td>
<td><strong>$202.5M</strong></td>
</tr>
<tr>
<td>Cost per Job</td>
<td><strong>$264</strong></td>
<td></td>
</tr>
</tbody>
</table>

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

For 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**

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

*GRP IMPACT*
HELPING BUSINESSES GROW & SUCCEED

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.

Additional regional office locations:

1. Florida SBDC at UWF
   Pensacola (850) 474-2528
2. Florida SBDC at FAMU
   Tallahassee (850) 589-3407
3. Florida SBDC at UNF
   Jacksonville (904) 620-2476
4. Florida SBDC at FGCU
   Fort Myers (239) 745-3700
5. Florida SBDC at IRSC
   Fort Pierce (772) 462-7296
6. Florida SBDC at UCF
   Orlando (407) 420-4850
7. Florida SBDC at USF
   Tampa (813) 905-5800
8. Florida SBDC at NAU
   Flagstaff (928) 523-5700
9. Florida SBDC at FAMU
   Tallahassee (850) 599-3407

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

9 REGIONS • 40+ CENTERS
50+ OUTREACH LOCATIONS

Network Headquarters
Pensacola (850) 898-3479

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

Florida SBDC at FIU
Miami (305) 779-9230

District 15 Resources:

- Florida SBDC at UCF
  Orlando (407) 420-4850
- Florida SBDC at USF
  Tampa (813) 905-5800

Additional regional office locations:

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Sencommunications, Inc., Tampa
“Karen looked at our overall business and guided us towards federal contracting, including WOSB [Women-Owned Small Business] and HUBZone Certifications. So far, we have done over $800,000 in business with the federal government and expect major growth this year.”
   — Stacie Miller, President/COO

Onyx Cleaning Service, LLC, Brandon
“...Janet teaches empowerment for the woman-owned business and how to navigate the government contracting world... I have several contracts with the city of Tampa worth $2.5 million and special services for up to $6 million. I have the opportunity to create jobs. So far with the help of the SBDC I have created 30 jobs.”
   — Maria Leon, Owner

Patriot Government Partners, LLC, Clermont
“My Procurement Specialist and the manager of the Florida PTAC at UCF, Steve South, worked with me practically weekly. First on my project plan, then on pro forma financial statements and marketing plans. He gave me the checklist I needed to become a government contractor. He connected me with Jean Hill, a PTAC Coordinator, who helped set me up in Bid Match – an extensive database of federal, state, local, and international contracting opportunities – and with Kara Vernon, also a PTAC Specialist, who has guided me through utilizing the U.S. Department of Defense’s Wide Area Workflow (WAWF) system, a web-based application that allows DoD Vendors to submit and track their invoices, receipts and acceptance documents electronically... Excellence is what I found at the PTAC.”
   — Ashley Painter (Green), Partner

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.