### Consulting Client Breakdown

- **1,035** Existing & aspiring business owners consulted
- **7,389** Consulting hours delivered

### Business & Economic Outcomes

<table>
<thead>
<tr>
<th>Outcome</th>
<th>District 2</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$292.8M</td>
<td>$4.4B</td>
</tr>
<tr>
<td>Gov’t Contracts acquired**</td>
<td>$29.5M</td>
<td>$520.0M</td>
</tr>
<tr>
<td>Capital accessed**</td>
<td>$22.4M</td>
<td>$202.5M</td>
</tr>
<tr>
<td>Jobs Impacted direct, indirect, induced*</td>
<td>2,530</td>
<td>38,403</td>
</tr>
<tr>
<td>Cost per Job to Florida taxpayers*</td>
<td>$264</td>
<td></td>
</tr>
<tr>
<td><strong>Total Economic Impact</strong></td>
<td>$2.5 Billion</td>
<td>$2.5 Billion</td>
</tr>
</tbody>
</table>

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

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**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.

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

9 REGIONS • 40+ CENTERS

50+ OUTREACH LOCATIONS

### District 2 Resources:

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

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

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

Additional regional office locations:

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

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

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

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

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

9. **Florida SBDC at UWF**

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**Client Testimonials**

**Hart 2 Hart Academy, Lake City**

“[My consultant] Keith Bowers and his team are an essential part of the community and their commitment to small business is unparalleled. The time they’ve taken to understand the intricacies within our operation has shown through in the results they’ve gotten for me in the past regarding any financial needs, internal restructuring, and identifying areas that we may be able to improve on. Great resource and a true display of care from their entire staff.”

—Dallas Hart, President

**Great Oak Pet Resort, Marianna**

“The [Florida Small Business Emergency] Bridge Loan rescued Great Oak Pet Resort! I was able to make payroll even though income had been severely impacted...[The Florida SBDC at UWF was] extremely helpful! I didn’t know how I was going to finance the deficit in business and income due to the storm. [My Florida SBDC consultant] Dorian Zwierewicz was very professional and patient in explaining how the Bridge Loan worked and what I needed to complete the process.”

—Vicki Fuqua, Owner

**Verve Real Estate, Tallahassee**

“[My consultant] Mark was wonderful to work with. He worked diligently to help me obtain the funding that we desperately needed in order to expand. I honestly believe without his assistance we would not have been able to complete the expansion project which allowed us to serve 65 additional students and eventually hire six new teachers.”

—Joseph Borras, Owner

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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.