Consulting Client Breakdown

- **292** Existing & aspiring business owners consulted
- **2,817** Consulting hours delivered

- **136** or **47%** Women
- **17** or **6%** Veterans & SCDVs
- **223** or **76%** Minorities

**SERVICE SNAPSHOT**

**BUSINESS & ECONOMIC OUTCOMES**

- **District 27**
  - **Sales generated***: $111.6M
  - **Gov’t Contracts acquired**: $29.5M
  - **Capital accessed**: $11.2M
  - **Jobs Impacted**: 965
  - **Cost per Job to Florida taxpayers***: $264

- **Statewide**
  - **Sales generated***: $4.4B
  - **Gov’t Contracts acquired**: $520.0M
  - **Capital accessed**: $202.5M
  - **Jobs Impacted**: 38,403

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

**$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**
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

Miami’s Quality Auto Repair, Inc.
“As simply as I could put it, I don’t believe I could have made it happen without Roberto Castellon [Florida SBDC consultant]. The man knows and is well-versed in business and finance which makes the [loan] process smooth and efficient... I recommend anyone to use this service.”
—Andres Brusco, Manager

INNOVAE GROUP, LLC, Miami
“We value immensely our relationship with the Florida SBDC. Our consultant, Nile Kirec, is a very knowledgeable, professional, and amazing human being. We worked on a plan and strategy to target diversity suppliers. The plan worked accordingly and we secured a significant amount of business for 2019 with a Contract for Mobilization and Demobilization Plan of a Mine in Mexico for our new client in the Mining Industry. Mining is a new industry to us, discovered by an effort of creating a marketing plan with Mrs. Kirec that helped us explore other industries and how likely we are to bring value to a specific niche. Our future looks brighter because of Florida SBDC at FIU.”
—Renata De Weert, President

Boudreaux Design Studio, Miami
“[Florida SBDC consultant] Nile is amazing and a pleasure to work with. I feel that she relates to me on a personal level and truly understands my needs and how to help me grow. Her guidance has provided me with a sense of having a support system that I previously lacked.”
—Jessica Boudreaux, Interior Designer

Cheeseburger Baby, Miami Beach
“[Florida SBDC consultant] Roberto is brilliant. He really opened my eyes to a lot of things financially, big and small. He’s very honest and to the point. I’ve had to make some hard and big financial decisions, personal and business, and I’m fortunate and grateful to have had him as a financial analyst working by my side.”
—Stephanie Vitori, President

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.