**Consulting Client Breakdown**

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Existing &amp; aspiring</td>
<td>585</td>
<td>100%</td>
</tr>
<tr>
<td>Women</td>
<td>290</td>
<td>50%</td>
</tr>
<tr>
<td>Veterans &amp; SCDVs</td>
<td>86</td>
<td>15%</td>
</tr>
<tr>
<td>Minorities</td>
<td>390</td>
<td>67%</td>
</tr>
<tr>
<td>Minority &amp; SCDV Business</td>
<td>86</td>
<td>15%</td>
</tr>
<tr>
<td>Women</td>
<td>390</td>
<td>67%</td>
</tr>
</tbody>
</table>

**Business & Economic Outcomes**

<table>
<thead>
<tr>
<th>Category</th>
<th>District 5</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$267.6M</td>
<td>$4.4B</td>
</tr>
<tr>
<td>Gov’t Contracts acquired**</td>
<td>$589.5K</td>
<td>$520.0M</td>
</tr>
<tr>
<td>Capital accessed**</td>
<td>$4.3M</td>
<td>$202.5M</td>
</tr>
<tr>
<td>Jobs Impacted direct, indirect, induced*</td>
<td>2,313</td>
<td>38,403</td>
</tr>
<tr>
<td>Cost per Job to Florida taxpayers*</td>
<td>$264</td>
<td></td>
</tr>
</tbody>
</table>

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

**GRP IMPACT**

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

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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.

**Client Testimonials**

**Sheftall & Associates, P.A., Jacksonville**

“Kevin jumped in to help us initially after Hurricane Irma and assisted us in obtaining our disaster-based SBA loan, including following it through the approval process to funding. Without his assistance, from preparing the best application possible to being sure that our loan was ultimately funded, our business would likely have closed this year.”

—Scott Sheftall, President

**Faith Funeral Home, Inc., Havana**

“Our experience has exceeded our expectations! Having the expertise of this team [Emery] has brought our firm powerful information we could not afford to purchase. Always willing to listen and respond with ‘we can help’ each time we shared a concern. We will be forever grateful!”

—Edna Hall, Secretary/Treasurer

**Temple Gym & Fitness, Jacksonville**

“The Florida SBDC helped me articulate my business idea and fulfill the standards the lenders expected of me to make my loan application successful. Without this loan, it would have been much harder to achieve my plans for my business. I would definitely recommend the Florida SBDC to anyone in business looking to grow or successfully launch an initiative.”

—Mitchell Smith, Owner

**Gandy Printers, Inc., Tallahassee**

“The insight into my business that I receive each year from the Florida SBDC is invaluable. It shows me how I am performing compared to others in my industry, and lets me know where I am excelling and where I can stand to improve. I would highly recommend the Florida SBDC’s services to anyone that owns or manages a business.”

—Bernard Gandy III, President

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

**9 REGIONS • 40+ CENTERS • 50+ OUTREACH LOCATIONS**

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

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

**District 5 Resources:**

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

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

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

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

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

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

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

**Network Headquarters**
Pensacola (850) 898-3479

**FloridaSBDC.org**