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

$1

$52

$2.5 Billion

GRP IMPACT

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

Congressman Michael Waltz  |  District 6

2018 Prosperity Report

SERVICE SNAPSHOT

Consulting Client Breakdown

606
Existing & aspiring business owners consulted

3,798
Consulting hours delivered

289 or 48%
Women

74 or 12%
Veterans & SCDVs

177 or 29%
Minorities

BUSINESS & ECONOMIC OUTCOMES

Sales
generated*

District 6
$150.5M

Statewide
$4.4B

Gov’t Contracts
acquired**

District 6
$356.6K

Statewide
$520.0M

Capital
accessed**

District 6
$8.8M

Statewide
$202.5M

Jobs Impacted
direct, indirect, induced*

District 6
1,300

Statewide
38,403

Cost per Job
to Florida taxpayers*

$264

$2.5 Billion

2018 Economic Impact Analysis of the Florida SBDC Network by FSU CEFA* | Reported by respondents 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.

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

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

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**District 6 Resources:**

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

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

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

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

**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

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

**Client Testimonials**

**Air One Heating & Colling, Ormond Beach**

“Margaret and the team at the Florida SBDC have been extremely beneficial in filling in the gaps of our growing company. We have gained major strengths across the board. Thank you!”

— Rachael Becker, Operations Manager

**Floating Bungalows, Debary**

“Moses has provided us consulting on all areas of the business. He’s provided facilitated strategy discussions, offered training around marketing and finance, and found me the Florida SBDC experts I needed for issues like media relations, digital marketing, and target market analysis... I am grateful for his assistance.”

— Cynthia Billings, Owner

**Channel Side, Palm Coast**

“Beyond the success of our business, we are so proud that Channel Side is having a positive economic impact here in Palm Coast, and I can’t imagine that happening without the assistance of the Florida SBDC.”

— Brad Huffstetler, Co-Owner

**Jolly Roger’s Gold Gun and Pawn, Umatilla**

“Plain and simple, without the Florida SBDC, I would not be where I am today, living my dream of owning and operating my own small business. The Florida SBDC is an invaluable service to all wannabe small business owners!”

— Roger Minger, Owner

**Kascel Therapy, Palm Coast**

“The Florida SBDC has been a guiding light through all of this. Ray took us by the hand and showed us the way. He led us through the whole business building process. Creating the business plan, the financial plan, from billing to insurance to marketing, he helped us with everything. The Florida SBDC’s resources are amazing.”

— Kevin Baker, 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.