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

<table>
<thead>
<tr>
<th>Consulting Client Breakdown</th>
<th>Consulting hours delivered</th>
</tr>
</thead>
<tbody>
<tr>
<td>124 Existing &amp; aspiring business owners consulted</td>
<td>2,457 Consulting hours delivered</td>
</tr>
<tr>
<td>68 or 55% Women</td>
<td></td>
</tr>
<tr>
<td>30 or 24% Veterans &amp; SCDVs</td>
<td></td>
</tr>
<tr>
<td>53 or 43% Minorities</td>
<td></td>
</tr>
</tbody>
</table>

**BUSINESS & ECONOMIC OUTCOMES**

- **Sales generated***: $97.4M (District 1) vs. $4.4B (Statewide)
- **Gov’t Contracts acquired**: - (District 1) vs. $520.0M (Statewide)
- **Capital accessed**: $294.6K (District 1) vs. $202.5M (Statewide)
- **Jobs Impacted**: 841 (District 1) vs. 38,403 (Statewide)
- **Cost per Job to Florida taxpayers***: $264

**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**

**GRP IMPACT**

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

*Note: This information is based on the Prosperity Report 2018 by the Florida SBDC Network, 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

Find the regional office nearest you:

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

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) 462-4942

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

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

**Network Headquarters**

Pensacola (850) 898-3479

**FloridaSBDC.org**

**District 1 Client Testimonials**

**ProClean Carpet Cleaning, Inc., Pensacola**

“[Our consultant] Dan and team saved an entire division at our company with sales of $1,500,000. Because of their help, that division went from losing $177,000 in 2017 to making $80,000 in the last half of 2018.”

—Dave DeBlander

**Deming Designs, Inc., Pensacola**

“Glenn is an excellent consultant. He has provided support and guidance through various crises our business has endured. Without him we might not have survived. I would strongly recommend his, and the Florida SBDC, services to any business.”

—Karen M. Deming

**TopHAT Consulting LLC, Pensacola**

“[Our consultant] is a fountain of knowledge and information, who works hard to answer your business questions quickly and accurately.”

—Harry A. Thomas

**Martelli Enterprises, Inc., Pensacola**

“We are trying to work on international trade. We are still in the initial stages. However, [our consultants] have been very professional and helpful. We are looking forward to great things ahead.”

—Andrea Burks

**Renfroe Pecan Co, Pensacola**

“They analyzed some of our seasonal products and gave us really good advice on how to market them!”

—Brianne Dean