Consulting Client Breakdown

- **45** Existing & aspiring business owners consulted
- **269** Consulting hours delivered

### Consulting Client Breakdown

- **21 or 47%** Women
- **8 or 18%** Veterans & SCDVs
- **38 or 84%** Minorities

### Service Snapshot

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

### Business & Economic Outcomes

<table>
<thead>
<tr>
<th></th>
<th>District 101</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sales generated</strong></td>
<td>$10.6M</td>
<td>$4.4B</td>
</tr>
<tr>
<td><strong>Gov’t Contracts</strong></td>
<td>$490.5K</td>
<td>$520.0M</td>
</tr>
<tr>
<td><strong>Capital accessed</strong></td>
<td>$315.0K</td>
<td>$202.5M</td>
</tr>
<tr>
<td><strong>Jobs Impacted</strong></td>
<td>92</td>
<td>38,403</td>
</tr>
<tr>
<td><strong>Cost per Job</strong></td>
<td></td>
<td><strong>$264</strong></td>
</tr>
</tbody>
</table>

**Cost per Job to Florida taxpayers**

**$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.

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

District 101

Client Testimonials

HCT Certified Public Accountants and Consultants, Hollywood

“[Our Florida SBDC/PTAC consultant] Mike Bell assisted HCT greatly with our SBA profile and our GSA key words. Mr. Bell gave us keys to growth areas by federal departments and other metrics to assist with finding governmental contracts.”

—Ramona Sutton

Exportyre Latin America, Hallandale Beach

“[Our consultant] Shelly is an amazing professional with years of experience and advisement skills. She had resources that were implemented in our day-to-day and provided recommendations that we still use. [I] Highly recommend her expertise.”

—Erol Alpaslan

RAS Engineering, P.A., Hallandale Beach

“[The Florida SBDC] staff were very expeditiously requesting minimum paperwork and asking questions straight to the point. Furthermore, [my consultant] Angel Rentas was rushing and expediting the process to get the [Hurricane Irma Emergency Bridge] loan faster. I felt like (I was) dealing with the efficiency of a private executive enterprise.”

—Raul Schwerdt

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.