Consulting Client Breakdown

85
Existing & aspiring business owners consulted

1,215
Consulting hours delivered

District 103

Sales generated*
$48.1M

Gov’t Contracts acquired**
$8.2M

Capital accessed**
$2.4M

Jobs Impacted
direct, indirect, induced*
416

Cost per Job
to Florida taxpayers*
$264

Statewide

$4.4B

$520.0M

$202.5M

38,403

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

$1

$52

$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.

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**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

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**District 103**

**Client Testimonials**

**Atlantic Models, Inc., Miami**

“The [Florida SBDC] staff was great in leading us through our sales, forward planning for cash flow, better understanding of our financials, the options we have for financial planning, and really great input for our new website and marketing approaches. We absolutely recommend any company to take advantage of this great community resource.”

—Roger Jarman

**Aerospace Component Solutions, Miramar**

“Every meeting with my Florida SBDC consultant has been excellent and all of my sessions...have been very beneficial. We have gone through in detail many important aspects and exercises such as forming a strong and useful capability statement for marketing, updating my SAM registration properly, revising my SBA Dynamic Small Business capability narrative to appear better in search results, expanding my NAICS codes, developing strategic marketing concepts I can utilize, working towards supplier/vendor certifications, identifying government contracting opportunities [,etc]... The professional business consulting and training services I received from my highly knowledgeable consultant has by far been one of the most important tools and resources in furthering my business growth and success, and my experience has been very rewarding and extremely beneficial to my business.”

—Toni Feliciano

**Venture Logistics, Medley**

“The Florida SBDC provided assistance in obtaining an SBA loan for cash-flow purposes allowing us to expand into a new warehouse and grow our business by 50%. As a result, we’ve hired three new employees.”

—Javier Salazar

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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.