Consulting Client Breakdown

- **139** Consulting hours delivered
  - **60** or 43% Women
  - **14** or 10% Veterans & SCDVs
  - **35** or 25% Minorities

Business & Economic Outcomes

- **District 106**
  - Sales generated*
    - $40.6M
  - Gov’t Contracts acquired**
    - $4.0M
  - Capital accessed**
    - $3.2M
  - Jobs Impacted
direct, indirect, induced*
    - 351
  - Cost per Job to Florida taxpayers*
    - $264

- **Statewide**
  - Sales generated*
    - $4.4B
  - Gov’t Contracts acquired**
    - $520.0M
  - Capital accessed**
    - $202.5M
  - Jobs Impacted
direct, indirect, induced*
    - 38,403

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

For 2018, the Florida SBDC had an economic impact of $2.5 Billion on Florida’s economy as a result of its 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.

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

Helping Businesses Grow & Succeed

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.

District 106

Client Testimonials

Marco Yacht Sales, LLC, Marco Island
“[My Florida SBDC consultant] was very professional and knowledgeable. Suzanne’s expertise of what is needed to get an SBA or Bridge Loan helped our company survive after Hurricane Irma. We could not have made it through the loss of sales after Irma hit Goodland, where our business is located. We also could not have grown our business without the help of these loans. Small businesses have many monthly operating expenses that still have to be paid whether you have cash flow or not. We were able to purchase equipment to help our business grow.”

—Diana Stahl

Platinum Dry Cleaning, Naples
“[My consultant] Suzanne and the team at the Florida SBDC at FGCU are second to none! She is very much a trusted partner. Suzanne not only prepared me for the riggers of SBA funding, but then with due diligence all leading to closing my AO. It did not stop, as she coached my transition from closing to now day-to-day ownership. I cannot recommend the Florida SBDC’s offerings enough!”

—Craig D. Bamberg

Swimtastic, LLC, Naples
“[My consultant] Suzanne was a critical component of me becoming a business owner in SW Florida. As an FGCU alumnus, I knew the university would help me get established, but Suzanne has gone above and beyond. She got me through the SBA express loan process, helped with all my financials, and even worked over Skype with me when I was out of the area. Two years later from opening, Suzanne always notifies me of opportunities in the community. She checks in on me regularly, and I know if I need anything she’s available. Without you, Swimtastic Swim Schools of SW Florida wouldn’t be here. Thank you Suzanne for all that you do!”

—Lindsay Pursglove, Phd, MBA