2018 Prosperity Report

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

$1 \rightarrow \textbf{$52$ Billion}

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

 Consulting Client Breakdown

- **39** Existing & aspiring business owners consulted
- **696** Consulting hours delivered
- **11 or 28%** Women
- **2 or 5%** Veterans & SCDVs
- **37 or 95%** Minorities

**SERVICE SNAPSHOT**

**BUSINESS & ECONOMIC OUTCOMES**

**District 116**

- **Sales generated***: $27.6M
- **Gov’t Contracts acquired****: -
- **Capital accessed****: $775.0K
- **Jobs Impacted**: 238
- **Cost per Job to Florida taxpayers***: $264

**Statewide**

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

**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**
HELPING BUSINESSES GROW & SUCCEED

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

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District 116

Client Testimonials

3Cycle, LLC, Doral

“[My Florida SBDC consultant] Luis has been a great partner in charting the course for 3Cycle and its continued growth. His depth of knowledge and experience have proven to be a valuable asset in today’s market. I would recommend that you make the time to avail yourself of their expertise to help your business grow and thrive.”

—Lazaro Alvarez

Vika Logistics Corporation, Doral

“The Florida SBDC has helped Vika Logistics develop a business model for franchising a trucking operation, a prospectus for raising funds for a software startup, and a feasibility analysis of our trucking operation. [This was] All to our entire satisfaction and our continued interest in utilizing the Florida SBDC in all our business ventures in operation and in development.”

—Juan Furiati

Neo Broadband, Inc., Doral

“No person or company has ever made it alone. They have thrived and learned from great partners who help them avoid many of the pitfalls that can cause significant loss to small businesses such as ours. People like [our Florida SBDC consultant] Shelly Bernal have been a champion [in] helping us with items such as recommending UPS Capital, which allowed us to acquire a line of credit for importing goods. Also, helping us design our new sales strategy without [a] VP of sales and many other things, like connecting us with organizations and the right people for consulting or seeking advice.”

—Gloria Martinez