## Consulting Client Breakdown

<table>
<thead>
<tr>
<th>Group</th>
<th>Number</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Existing &amp; aspiring business owners consulted</td>
<td>17</td>
<td>47%</td>
</tr>
<tr>
<td>Women</td>
<td>8</td>
<td>47%</td>
</tr>
<tr>
<td>Veterans &amp; SCDVs</td>
<td>3</td>
<td>18%</td>
</tr>
<tr>
<td>Minorities</td>
<td>14</td>
<td>82%</td>
</tr>
<tr>
<td>Women</td>
<td>8</td>
<td>47%</td>
</tr>
<tr>
<td>Veterans &amp; SCDVs</td>
<td>3</td>
<td>18%</td>
</tr>
<tr>
<td>Minorities</td>
<td>14</td>
<td>82%</td>
</tr>
</tbody>
</table>

## Consulting hours delivered

- **105** hours delivered

## Business & Economic Outcomes

<table>
<thead>
<tr>
<th>Outcome</th>
<th>District 117</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$4.1M</td>
<td>$4.4B</td>
</tr>
<tr>
<td>Gov’t Contracts acquired**</td>
<td>-</td>
<td>$520.0M</td>
</tr>
<tr>
<td>Capital accessed**</td>
<td>$1.6M</td>
<td>$202.5M</td>
</tr>
<tr>
<td>Jobs Impacted direct, indirect, induced*</td>
<td>36</td>
<td>38,403</td>
</tr>
<tr>
<td>Cost per Job to Florida taxpayers*</td>
<td>$264</td>
<td></td>
</tr>
</tbody>
</table>

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

$1 \rightarrow $52

$2.5 Billion

### GRP Impact

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

**District 117**

**Client Testimonials**

43 R-J Maintenance, LLC, Homestead

“The Florida SBDC is an outstanding service and has been very helpful to me and my business. The team has always been their to help; everything I have asked. This year, I hope to grow and without the help of the staff, I would be lost. My consultant is Luis Batista, who I have emailed and called many times. He has always been helpful to me and I would love to thank the team for their support.”

—Ricardo Rivero

Trendy Cosmetics, Inc., Cutler Bay

“After consulting with [our Florida SBDC consultant] Tak in regards to market analysis and trends, we were able to better understand our position and were able to restructure accordingly.”

—Juan C. Perez Marin

Lunacon Engineering Group, Corp., Palmetto Bay

“Because of Hurricane Irma, we suffered economic damage because we sustained a loss of power for one week, paralyzing our ability to work, bid on new business, and generate revenue. Because of the storm and economic loss, the money from the [Florida Small Business Emergency Bridge] loan was very helpful, [as it] helped us recover from sustained financial losses. The Florida SBDC was extremely helpful walking us through each step in the [loan application] process. Their advice and consulting was pivotal to us receiving the amount we asked for.”

—Patricia Bonilla

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.