Representative Juan Alfonso Fernandez-Barquin | District 119

2018 Prosperity Report

SERVICE SNAPSHOT

Consulting Client Breakdown

- 28 Existing & aspiring business owners consulted
- 289 Consulting hours delivered
- 12 or 43% Women
- 3 or 11% Veterans & SCDVs
- 25 or 89% Minorities

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

$2.5 Billion

BUSINESS & ECONOMIC OUTCOMES

- Jobs Impacted: 99
- Sales generated*: District 119 $11.4M, Statewide $4.4B
- Gov’t Contracts acquired**: District 119 $80.0K, Statewide $520.0M
- Capital accessed**: District 119 $202.5M
- Cost per Job to Florida taxpayers*: Statewide $264
- Grants: $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.

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.

**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 119**

**Client Testimonials**

**I-Link Services, Corp., Miami**

“We have been trying for many years to find information to get contracts with the government. Many companies are willing to provide that information but the cost is high, and we don’t know the result or if we are going to actually get any contract. The Florida SBDC has explained to us the correct way to do it. They go step-by-step with you and [it] is free. We have been able to continue our work and everytime we have an appointment, we get information and processes to complete to get the contracts that we are looking for. It’s a long process but they are there for us.”

—Alejandro Garcia

**FAS CPA & Consultants, Miami**

“The Florida SBDC helped us create a marketing strategy for each audience and improve the website and SEO.”

—Fulton Abraham Sanchez

**Today Export, Inc., Miami**

“A first-class consulting experience in all aspects.”

—Martin Lopez

**Kid-doughs Treats, Miami**

“[Our Florida SBDC consultant] Nile has been an asset to our company. Her knowledge and assistance has helped us tremendously.”

—Milly Gonzalez

**H. Rodriguez Consulting Engineering, Inc., Miami**

“Mr. Batista [our Florida SBDC consultant] was very helpful and informational. [He] Gave us guidance, and we’d like to set up a follow-up meeting to complete the 8(a) certification for our firm.”

—Hector Rodriguez