2018 Prosperity Report

**Consulting Client Breakdown**

- **172** Existing & aspiring business owners consulted
- **1,976** Consulting hours delivered

**Service Snapshot**

- **89 or 52%** Women
- **27 or 16%** Veterans & SCDVs
- **76 or 44%** Minorities

**Business & Economic Outcomes**

- **District 16**
  - **Sales generated***: $78.3M
  - **Gov’t Contracts acquired**: $27.4M
  - **Capital accessed**: $1.9M
  - **Jobs Impacted**: 677
  - **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

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

**$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**
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

**Network Headquarters**
Pensacola (850) 898-3479

**District 16**

**Client Testimonials**

**ImageStoreHouse, Jacksonville**
“The Florida SBDC was extremely helpful, and [my consultant] Don Zavesky was phenomenal. He interfaced with me as if he were a teammate, and he was genuinely concerned and interested in our challenges. His vast experience was so integral in the process. I thoroughly enjoyed the experience.”

—Jerry Soriano

**Global Elite Enterprises, Jacksonville**
“[My consultant] Kevin Monahan helped me obtain a Bridge Loan after the storm which helped me keep my business operating. This was a very difficult time especially for a new business. I am extremely grateful to Kevin and the Florida SBDC. I have encouraged other small businesses to contact the Florida SBDC for guidance with expanding their business, among the other services they offer.”

—Felicia Witherup

**Family Therapy Associates of Jacksonville**
“[My consultant] Cathy Hagan is a phenomenal consultant. She has proven to be an invaluable resource to me and our team. Cathy has helped me stay focused on the most important business goals on an ongoing basis - and in turn - helped our business increase profitability and sustainability.”

—Tabitha Johnson

**Gemstone Media, Inc., Jacksonville**
“[Our consultant] Cathy is an absolute pleasure to work with, truly a professional! We are just starting to understand what the Florida SBDC can provide for us. [We are] looking forward to continuing the relationship and to seek a lot more advise on developing our business. Thank you!”

—George Birnbaum

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.

FloridaSBDC.org