Consulting Client Breakdown

116
Existing & aspiring business owners consulted

1,385
Consulting hours delivered

56 or 48% Women

14 or 12% Veterans & SCDVs

29 or 25% Minorities

Sales generated*

District 19
$54.9M
Statewide
$4.4B

Gov’t Contracts acquired**

District 19
$365.0K
Statewide
$520.0M

Capital accessed**

District 19
$5.1M
Statewide
$202.5M

Jobs Impacted
direct, indirect, induced*

District 19
474
Statewide
38,403

Cost per Job to Florida taxpayers*

$264

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

$1
$52

$2.5 Billion

on Florida’s economy as a result of Florida SBDC services

2018 Prosperity Report
Representative Bobby Payne | District 19

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 (ขาขี) from the tens of thousands of small businesses we assist each year.

Find the regional office nearest you:

- Florida SBDC at UWF
  Pensacola (850) 474-2528
- Florida SBDC at FAMU
  Tallahassee (850) 599-3407
- Florida SBDC at UNF
  Jacksonville (904) 620-2476
- Florida SBDC at UCF
  Orlando (407) 420-4850
- Florida SBDC at USF
  Tampa (813) 905-5800
- Florida SBDC at FGCU
  Fort Myers (239) 745-3700
- Florida SBDC at IRSC
  Fort Pierce (772) 462-4942
- Florida SBDC at FAU
  Fort Lauderdale (954) 762-5235
- Florida SBDC at FIU
  Miami (305) 779-9230

Florida’s resource for serving small business constituents from Pensacola to Key West

9 Regions
40+ Centers
50+ Outreach Locations

L & D Fabrication, LLC, Palatka
“[Our consultant] Cheryl is always a phone call away to help us make decisions for our business. She lets us run ideas for growth, expansion or debt solutions by her. She comes up with great solutions to any problem we have brought to her and we wouldn’t be where we are in business without her knowledge and help. We appreciate the Florida SBDC for all of the help they provide. Cheryl is a gold mine of knowledge, and the confidence we have in running a successful business wouldn’t be as easy to achieve without her!”
—Dawn Rawls

Allstar Carwash, LLC, Crescent City
“Starting [our business] was a challenge for me and my business partner. Cheryl helped us overcome those challenges by being a mentor and consultant, and sometimes a referee. [She was} like a big sister in business. She made her way to come stop by to check up on me, the business, and how it’s going. If I ever need her she’s there. Truly helpful. [She is a] major key to my growth.”
—Lonnie Burden

Tape Technologies, Inc., Green Cove Springs
“The Florida SBDC [and Enterprise Florida’s] grant program has helped make it possible for our company to exhibit at more international events in our newest market, allowing us numerous opportunities to expand our business.”
—Sean Phillips

Synergy Fabications LLC, Palatka
“[My consultant] Cheryl has been extremely helpful in all aspects of business support for our company. No matter how big or small a question or problem, she gives very unbiased professional answers and solutions.”
—Jeff Rawls

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.