### Service Snapshot

- **Consulting Client Breakdown**
  - **63** Existing & aspiring business owners consulted
  - **28 or 44%** Women
  - **10 or 16%** Veterans & SCDVs
  - **44 or 70%** Minorities
  - **597** Consulting hours delivered

### Business & Economic Outcomes

- **District 20**
  - **Sales** generated*: $23.6M
  - **Gov’t Contracts** acquired**: $30.0K
  - **Capital** accessed**: $196.1K
  - **Jobs Impacted** direct, indirect, induced*: 204
  - **Cost per Job** to Florida taxpayers*: $264

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

### GRP Impact

- **$2.5 Billion**

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

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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

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.

District 20
Client Testimonials

Goodwin Company, Micanopy
“[Our consultant] Dr. Geist provides consulting on managing our leadership from how to hold our team accountable, find new markets, link with new representatives, and how to improve productivity... With Dr. Geist’s consultation, he is improving our online marketing and we are expected to achieve a 20% increase in sales in 2019. This will allow Goodwin to add a warehouse manager and assistant, along with a packing and saw team assistant for a total of four new team members. It is also time to add an assistant production manager and an order coordinator once the revenues show to be achievable. This would add six new team members that we need in order to keep up with production for the planned revenue increases.”

—Carol Goodwin

Advance Auto Repair & A/C, LLC, Gainesville
“Through the training services of Florida SBDC consulting with Mike Chung, we were able to learn about our business, learn numbers, and how to grow those numbers. We actually grew our numbers after this training. We learned that we were profitable, and we learned how to maintain that profitability and use smart business sense to do so.”

—Sheila Green

Eastside Pizza Cafe, LLC, Gainesville
“[Our consultant] Mike’s knowledge of the business, his guidance on how to start, having us go through the numbers and helping us get ready to open, were invaluable. We were prepared on what to expect as we went through the build out and opening. When problems came up, Mike was able to tell us what to do or who to call.”

—Beverly Burch