**Consulting Client Breakdown**

<table>
<thead>
<tr>
<th>Category</th>
<th>District 22</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Women</td>
<td>21 or 44%</td>
<td></td>
</tr>
<tr>
<td>Veterans &amp; SCDVs</td>
<td>8 or 17%</td>
<td></td>
</tr>
<tr>
<td>Minorities</td>
<td>19 or 40%</td>
<td></td>
</tr>
</tbody>
</table>

**Business & Economic Outcomes**

<table>
<thead>
<tr>
<th>Category</th>
<th>District 22</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$24.9M</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>$549.0K</td>
<td>$202.5M</td>
</tr>
<tr>
<td>Jobs Impacted direct, indirect, induced*</td>
<td>215</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.*

**GRP IMPACT**

$2.5 Billion on Florida’s economy as a result of Florida SBDC services

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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.

WINCO, Ocala
“Dr. Phil Geist reviewed our disaster recovery plan and pointed out several areas he saw as critical to making our plan a solid one. His wisdom in this discussion was very helpful, and I have, and would, recommend the Florida SBDC to many others in my field based on the positive experience I had with him.”

—Joe Corley

Just Happy Hours, Ocala
“Peter Rivera has been a delight to work with and a strong business consultant. In particular, he helps me focus when I am thinking about a lot of different ideas. He has also been invaluable in advising about business structure and potential legal issues to check out with my attorney. When I met Peter, I had a hobby; less than one year later, I have a business plan, legal documentation, and insurance, and am working on copyright protection and raising capital. I highly recommend the Florida SBDC and Peter Rivera.”

—Rachaelle Lynn

Amazing Kids World Academy, LLC, Ocala
“The Florida SBDC consultants consulted me in building upon my strengths, sense of accountability, and thinking outside of the box in acquiring and reorganizing AKWA and all its moving parts. The support from the consultants at the Florida SBDC at UNF have helped me immensely, to say the least. In all, the Florida SBDC at UNF has allowed me see the ‘big picture’ and look forward to greater prosperity through planning and best business practices.”

—Sirena Moore

Dunnellon Feed, Dunnellon
“We always look forward to Dr. Geist’s visits because he has the best advice and has encouraged us to keep experimenting and find new ideas and different ways to view what to do next.”

—Christina Sanders

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.