Consulting Client Breakdown

- **56** Existing & aspiring business owners consulted
- **583** Consulting hours delivered
- **28** or 50% Women
- **10** or 18% Veterans & SCDVs
- **17** or 30% Minorities

Business & Economic Outcomes

- **District 23**
  - **Sales generated**
  - **Gov’t Contracts acquired**
  - **Capital accessed**
  - **Jobs Impacted**
  - **Cost per Job to Florida taxpayers**
  - **$264**

- **Statewide**
  - **$23.1M**
  - **$512.0K**
  - **$1.8M**
  - **200**

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

**$1** → **$52**

**$2.5 Billion**

**GRP IMPACT**

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.

### 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 FAU
Fort Lauderdale (954) 762-5235

### Florida SBDC at IRSC
Fort Pierce (772) 462-4942

### Florida SBDC at UCF
Tallahassee (850) 999-3407

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

### District 23

#### Client Testimonials

**Quad Nurse, LLC, Ocala**

“[The Florida SBDC] Helped me to understand and avoid the pitfalls of a growing business. [They provided a] review and analysis of finances which helps to see if we are progressing or regressing as a business and look at ways of making those corrections.”

— Marcus Alexander

**Treadheads Specialty Tire, Ocala**

“I started this business in 2005. The Florida SBDC assisted me in getting my first SBA loan. I have contacted them many times over the past 12 years for advice. Dr. Geist has been particularly helpful. They have provided me with insight I would not have thought of myself. Their guidance has been extremely beneficial in the growth of my business. I am sure I will continue to consult with them.”

— Tom Greene

**All Things Country Store, Belleview**

“Peter Rivera with the Florida SBDC in Marion County has been there for us since BEFORE Day 1. The initial workshop and subsequent consultations have been extremely beneficial. I feel like we avoided some pitfalls and made some good moves based on his expertise. We look forward to a continuing relationship with him.”

— Beckie Sirolli

**On-Site Power, Inc., Ocala**

“Mike Chung at the Florida SBDC at UNF is knowledgeable and experienced. He is informative and shares his experience and knowledge. I trust him and he is understanding and cooperative. I know our industry, but I am not an accountant and not much for reports. Mike has the ability to interpret and advise on accounting and reports. That is valuable to me. He compliments what I don’t know. I wouldn’t expect him to know generators, but he brings what I am poor at. I believe he has helped my business grow.”

— Steve Parker