Consulting Client Breakdown

- **240** Existing & aspiring business owners consulted
- **1,739** Consulting hours delivered
- **129** or **54%** Women
- **26** or **11%** Veterans & SCDVs
- **69** or **29%** Minorities

Business & Economic Outcomes

- **Sales generated**
  - **District 24**: $68.9M
  - **Statewide**: $4.4B
- **Gov’t Contracts acquired**
  - **District 24**: $101.3K
  - **Statewide**: $520.0M
- **Capital accessed**
  - **District 24**: $5.6M
  - **Statewide**: $202.5M
- **Jobs Impacted**
  - **District 24**: 595
  - **Statewide**: 38,403
- **Cost per Job to Florida taxpayers**
  - **District 24**: $264

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

$1 ➔ $52

GRP Impact

- **$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.

Thank you, Florida SBDC!

—Jody Prince

SunTek Synergies, LLC, Palm Coast

“My consultant, Kaitlyn, from the very start of this journey, has been professional, knowledgeable, and very optimistic with my start-up! She remains a key asset to my continued growth and profitability. I am in a service-disabled veteran-owned small business (SDVOSB) specialized niche surgical sales business. She has gained a very good understanding of that business as well! Kaitlyn is a valuable member of your team as she is with mine.”

—Ron Flora

Bedtops, LLC, Palm Coast

“Our business consultant worked hard for us on our business plan and assisted in gathering marketing data that we needed and we couldn’t otherwise afford to pay for. He also worked with us month-to-month with guidance on permits and how to file taxes here in Florida, as we moved to Florida from a northern state. We’ve recently opened another store in Ormond Beach. We never could have opened our business without him. Thank you, Florida SBDC!”

—Gary Lemay