## Consulting Client Breakdown

- **72** Existing & aspiring business owners consulted
- **402** Consulting hours delivered

### Women

- **37** or **51%**

### Veterans & SCDVs

- **9** or **13%**

### Minorities

- **12** or **17%**

## Business & Economic Outcomes

### Sales generated*

- **District 33**: $15.9M
- **Statewide**: $4.4B

### Gov’t Contracts acquired**

- **District 33**: -
- **Statewide**: $520.0M

### Capital accessed**

- **District 33**: $595.2K
- **Statewide**: $202.5M

### Jobs Impacted direct, indirect, induced*

- **District 33**: 138
- **Statewide**: 38,403

### Cost per Job to Florida taxpayers*

- **District 33**: $264

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

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### 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**
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.

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

Network Headquarters
Pensacola (850) 898-3479

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

9 REGIONS
40+ CENTERS
50+ OUTREACH LOCATIONS

District 33

Client Testimonials

Early Learning Coalition of the Nature Coast, Sumterville
“My consultant helped me tremendously in developing a big picture business plan. He helped me better understand the difference between having employees and using subcontractors.”
—Sandra Woodard

Flordata Market Research, Webster
“I have been working with the Florida SBDC since 1995 when first opening our business and find it to be a tremendous resource to new business owners, as well as established businesses looking to grow in new areas. My consultant, Yanina Rosario, provided a great deal of information at my latest meeting and I appreciate this valuable resource to business owners.”
—Tammy Gail

Roberts Home Services, The Villages
“Working with Florida SBDC has been a tremendous plus for my company. The guidance and consulting has given me knowledge and new found skills to operate my company properly. I really feel like there is no limit to the success of my company, not to mention being on the front page of The Villages Daily Sun was HUGE.”
—Thordis Williams

David Burzotta Wealth Management, LLC, The Villages
“The advice and resources from the consultants have been instrumental in the success of DBWM’s brand development strategy. The support received from the Florida SBDC at UNF has helped me immensely, to say the least. In all, the Florida SBDC at UNF has allowed me to collaborate with business development professionals focused on a singular vision for success in my wealth management practice.”
—David Burzotta

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.