Consulting Client Breakdown

- 32 Existing & aspiring business owners consulted
- 150 Consulting hours delivered

11 or 34% Women
5 or 16% Veterans & SCDVs
9 or 28% Minorities

Business & Economic Outcomes

<table>
<thead>
<tr>
<th></th>
<th>District 34</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$5.9M</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>$125.0K</td>
<td>$202.5M</td>
</tr>
<tr>
<td>Jobs Impacted</td>
<td>51</td>
<td>38,403</td>
</tr>
<tr>
<td>Cost per Job</td>
<td>$264</td>
<td></td>
</tr>
<tr>
<td>to Florida taxpayers*</td>
<td></td>
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</tr>
</tbody>
</table>

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

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**
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

**Client Testimonials**

**District 34**

**MB Computer Training Services/Senior CompuCare, Homosassa**

“Working with the Florida SBDC over the past several years has truly been helpful. My interaction with Dr. Geist and others in the past gave me purpose and direction. I am pleased with the progress of my business as a result of the advice I’ve received.”

—Mel Bynum

**Comfort Keepers, Inverness**

“The financial review and consulting I received was fantastic. It allowed me to take a fresh look at how I operate my business. I do recommend getting involved with the Florida SBDC to everyone I can.”

—Gailen Spinka

**A-Crystal River Kayak Co., Crystal River**

“My consultants provided a lot of valuable information on the business. I was able to set new goals and change focus to make my business more profitable. The temporary closure of a local tourist attraction caused a downturn in business but we were able to get past the closure and are thriving again.”

—Mary Morgan

**Ryan-Markland Signs, Inverness**

“(After Hurricane Irma) we were without phones [and] Internet for over a week, making regular communications with our clients impossible at a critical time. Also, many of our customers were literally out of business for an extended time, greatly affecting regular cash flow. [The Bridge Loan was] A lifesaver! [The Florida SBDC was] amazingly helpful. If it weren’t for our consultant, Bill, walking us through the process, it would have been very overwhelming to do on our own, especially in light of all the other difficulties we were going through post-Irma.”

—William Ryan

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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.