### Consulting Client Breakdown

- **58**Existing & aspiring business owners consulted
- **372**Consulting hours delivered
- **23**or **40%** Women
- **10** or **17%** Veterans & SCDVs
- **17** or **29%** Minorities

### Business & Economic Outcomes

<table>
<thead>
<tr>
<th></th>
<th>District 35</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$14.8M</td>
<td>$4.4B</td>
</tr>
<tr>
<td>Gov’t Contracts acquired**</td>
<td>$130.0K</td>
<td>$520.0M</td>
</tr>
<tr>
<td>Capital accessed**</td>
<td>$135.9K</td>
<td>$202.5M</td>
</tr>
<tr>
<td>Jobs Impacted direct, indirect, induced*</td>
<td>128</td>
<td>38,403</td>
</tr>
<tr>
<td>Cost per Job to Florida taxpayers*</td>
<td><strong>$264</strong></td>
<td></td>
</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.

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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.

Client Testimonials

Marcelle Enterprises LLC, Brooksville
“[My consultant] Mr. Bill is a great source of information, helpful, and more than willing to go out of his way to help in any way he can. I am very grateful for his advice and guidance. Highly recommended!”

—Keith Marcelle

BK Construction Services, Brooksville
“The Florida SBDC and our consultant, William Burnham, have been a true partner during a very tough first year of operations. In addition to normal start-up challenges, we were able to survive Hurricane Irma, in no small part, because of our Florida SBDC consultant’s help navigating the SBDC, FEMA, and SBA bureaucracy. We could not have done it without his experienced, calming, and steady hand.”

—Walter Chappas

South Phila Enterprise Company Systems, LLC, Spring Hill
“I really enjoyed working with [my consultant] Mr. Bill Burnham. He is very knowledgeable in what he does. He took the time to make sure that I understood each step of the process that we were going through. I think that was very professional of him. I feel as though he is committed to what he does as a public servant.”

—Martha Bermudez

FDI Precision Photography, Hernando Beach
“In the eight months I’ve worked with the Florida SBDC consultant, I have re-branded, created a website, and have attended six events. I am still creating contacts and following up on recommendations.”

—Elizabeth Knoerlein

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.