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

<table>
<thead>
<tr>
<th>Consulting Client Breakdown</th>
<th>District 36</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>13 Existing &amp; aspiring business owners consulted</td>
<td></td>
<td></td>
</tr>
<tr>
<td>800 Consulting hours delivered</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Consulting Client Breakdown</th>
<th>District 36</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>5 or 38% Women</td>
<td>$31.7M</td>
<td>$4.4B</td>
</tr>
<tr>
<td>3 or 23% Veterans &amp; SCDVs</td>
<td>$300.0K</td>
<td>$520.0M</td>
</tr>
<tr>
<td>3 or 23% Minorities</td>
<td>$36.0K</td>
<td>$202.5M</td>
</tr>
</tbody>
</table>

**BUSINESS & ECONOMIC OUTCOMES**

- **Sales generated**
  - District 36: $31.7M
  - Statewide: $4.4B

- **Gov’t Contracts acquired**
  - District 36: $300.0K
  - Statewide: $520.0M

- **Capital accessed**
  - District 36: $36.0K
  - Statewide: $202.5M

- **Jobs Impacted**
  - Direct, indirect, induced*
    - District 36: 274
    - Statewide: 38,403

- **Cost per Job to Florida taxpayers**
  - District 36: $264

**GRP IMPACT**

For Florida’s economy as a result of Florida SBDC services:

- **$2.5 Billion**

---

*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

Network Headquarters
Pensacola (850) 898-3479

District 36
Client Testimonials

Captain Karaoke, New Port Richey
“[My consultant] Karen is so helpful and always goes ‘the extra mile’ to ensure you have complete and thorough information. Karen wants everyone to succeed, and I am grateful for our meetings. Finally, kudos to Karen for being such an asset to the Florida SBDC and USF staff. She’s a wonderful person to work with. Thank you, Karen.”
—Bruce A. Rohrbach

FL Solutions Formulated Lines, New Port Richey
“It’s [Florida SBDC/PTAC at PCED] helped us connect with possibly coming in as a subcontractor on some major government contracts, and we also have two minor direct government contracts that we currently work with, but before we came here, we didn’t know anything about that realm. Moving forward I’ll use the Florida PTAC at Pinellas County to continue to stay up to date with what’s going on... When I talk to other businesses about the PTAC, I’m able to tell them how amazing everybody is there.”
—Kristy Casillas Burchard

A Family Dentist, P.A., New Port Richey
“My business incurred damages financially from the hurricane [Irma]. We lost five days of production which equals about $9,000 in income and revenues. Without that money we were left short when we came back for paying our bills and all of our normal operating expenses... The Bridge Loan is going to cover the gap that was created by Hurricane Irma. Basically, this has saved my business and I really appreciate the Florida SBDC because I never thought that I would qualify for any kind of help. I’m not in the best financial situation because I’ve had some medical issues and it really is nice to know that people are still willing to help, especially in these hard, hard times.”
—Cristen Mendoza