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

$1 = $52

$2.5 Billion

on Florida’s economy as a result of Florida SBDC services

Representative Mel Ponder | District 4

2018 Prosperity Report

Consulting Client Breakdown

129 Existing & aspiring business owners consulted

55 or 43% Women

56 or 43% Veterans & SCDVs

31 or 24% Minorities

1,953 Consulting hours delivered

BUSINESS & ECONOMIC OUTCOMES

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

Sales generated*

$77.4M

$4.4B

Gov’t Contracts acquired**

$65.8M

$520.0M

Capital accessed**

$1.8M

$202.5M

Jobs Impacted
direct, indirect, induced*

669

38,403

Cost per Job
to Florida taxpayers*

$264

GRP IMPACT

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.

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**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 UNF
   Jacksonville (904) 620-2476

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**District 4**

**Client Testimonials**

**Total Dog Destin, LLC, Mary Esther**

“[Our consultant] Brenda McCastle has been a consummate professional since the moment we met her and a substantial part of our businesses success. Her insight and knowledge have been invaluable throughout our journey. We consider her a member of the Total Dog team and are thankful for everything she has provided us.”

—Ryan Troester

**Emerald Coast Science Center, Fort Walton Beach**

“[Our consultant] Ayesha helped us to determine what our strengths and weaknesses are. She also helped us to realize untapped market areas that we haven’t been reaching.”

—Diane Fraser

**APEX Web Solutions, Destin**

“[My consultant] Adam was really great and provided actionable tips to help me optimize and increase my business revenues.”

—Jonathan Jernigan

**Explotrain LLC, Fort Walton Beach**

“My consultations with the Florida SBDC resulted in a method of structuring my business to provide an equitable path forward for all parties involved. I was very impressed with the thought and research they put in to helping me.”

—Dean Preston

**Back Home Bakery Cafe, Crestview**

“[Our consultant] Adam has helped guide us through the details of setting up our business, along with helping us apply for a SBA loan. His knowledge of marketing and finance has been instrumental in helping us fine tune our business plan and he’s a joy to work with. We look forward to working with him as our business opens and grows.”

—Kimberly Howard

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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.