Representative Mike La Rosa | District 42

2018 Prosperity Report

SERVICE SNAPSHOT

Consulting Client Breakdown

- 112 Existing & aspiring business owners consulted
- 1,639 Consulting hours delivered

112
63 or 56% Women
15 or 13% Veterans & SCDVs
61 or 54% Minorities

BUSINESS & ECONOMIC OUTCOMES

<table>
<thead>
<tr>
<th>Consulting Client Breakdown</th>
<th>District 42</th>
<th>Statewide</th>
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<tbody>
<tr>
<td>112 Existing &amp; aspiring business owners consulted</td>
<td>63 or 56% Women</td>
<td>$64.9M</td>
</tr>
<tr>
<td>1,639 Consulting hours delivered</td>
<td>15 or 13% Veterans &amp; SCDVs</td>
<td>Gov’t Contracts acquired**</td>
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<tr>
<td></td>
<td>61 or 54% Minorities</td>
<td>Capital accessed**</td>
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<tr>
<td></td>
<td></td>
<td>Jobs Impacted direct, indirect, induced*</td>
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<td></td>
<td></td>
<td>Cost per Job to Florida taxpayers*</td>
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For every state $1 invested in the Florida SBDC, $52 is returned to the state in tax revenue.*

$1

$52

$2.5 Billion

GRP IMPACT

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.

Find the regional office nearest you:

- Florida SBDC at UWF
  Pensacola (850) 474-2528
- Florida SBDC at TAMU
  Tallahassee (850) 599-3407
- Florida SBDC at UNF
  Jacksonville (904) 620-2476
- Florida SBDC at UCF
  Orlando (407) 420-4850
- Florida SBDC at USF
  Tampa (813) 905-5800
- Florida SBDC at FGCU
  Fort Myers (239) 745-3700
- Florida SBDC at IRSC
  Fort Pierce (772) 462-4942
- Florida SBDC at FAU
  Fort Lauderdale (954) 762-5235
- Florida SBDC at FIU
  Miami (305) 779-9230
- Network Headquarters
  Pensacola (850) 898-3479

Client Testimonials

**Family Elder Law, Lake Wales**

“Our experience with the Florida SBDC was a most meaningful and a profound one. The advice and insight that the Florida SBDC provided helped strengthen our firm with a strong vision for the future.”

—Jason Penrod

**Higher Learning Academy of Central Florida, Lake Wales**

“My over all experience with doing business with the Florida SBDC was a great one. They helped me keep my business on track after the hurricane season left my business broken. I was able to replace and buy new items for my business. I thank God for the help they gave me and my staff and the children who attend the preschool.”

—Betty Bent

**My Nona’s Garden, Saint Cloud**

“[My consultant] Charles has helped me from day 1 writing my business plan and doing my financials. He has answered every question and provided valuable resources every step of the way. I don’t know where my business would be without Chuck Wheeler. He is my mentor and I still go to him when I am in need.”

—Amber Harmon

**Bellies-2-Babies, Lake Wales**

“We’re so fortunate to have them [the Florida SBDC] right here in Lake Wales. Every business owner, either before they start the business or even if they’re already in business, should definitely make an appointment and go and meet with the experts and find out how you can grow your business. They’re there to help... I definitely don’t think I would be in this beautiful location today and serving the families that I’m serving if it hadn’t been for meeting with Michael at SBDC.”

—Janet Farmer