### Consulting Client Breakdown

- **175** Existing & aspiring business owners consulted
- **892** Consulting hours delivered

<table>
<thead>
<tr>
<th>Group</th>
<th>Percentage</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Women</td>
<td>56%</td>
<td>98</td>
</tr>
<tr>
<td>Veterans &amp; SCDVs</td>
<td>6%</td>
<td>11</td>
</tr>
<tr>
<td>Minorities</td>
<td>80%</td>
<td>140</td>
</tr>
</tbody>
</table>

### Business & Economic Outcomes

**District 43**
- **Sales generated*: $35.3M**
- **Gov’t Contracts acquired**: $520.1K
- **Capital accessed**: $2.8M
- **Jobs Impacted**: 305
- **Cost per Job to Florida taxpayers**: $264

**Statewide**
- **Sales generated*: $4.4B**
- **Gov’t Contracts acquired**: $520.0M
- **Capital accessed**: $202.5M
- **Jobs Impacted**: 38,403

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 respondents 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**

**AI’s Refurbishing: AI’s Air, Kissimmee**

“‘The knowledge and expertise provided to me by the Florida SBDC is phenomenal! They are truly an asset to the continued success of my business. I look forward to my monthly appointments with my consultant, Rafael Pratts.”

—Janet Gonzalez

**Events by Maylo, Kissimmee**

“‘Our consultant was very informative. After speaking with her, my partner and I, for the first time, clearly understood what steps we needed to take. She gave us the confidence we needed to go ahead and place a deadline to when we would start and officially register our company. She is extremely knowledgeable was able to answer all our questions, but my favorite thing about her is her noticeable passion for what she does and genuine interest in us. I look forward to our future meetings.”

—Mayra Lopez

**Monissima Medspa, Kissimmee**

“‘[My consultant] Elly Membreno gave me personal step-by-step guidance on how to grow and better organize my business! She answered and helped with all my doubts in business management.”

—Yina Frasure

**Leading Solutions, LLC, Kissimmee**

“The Florida SBDC has been extremely helpful, providing one-on-one sessions with the PTAC regarding business growth and focusing on being more effective in obtaining/ winning contracts. The PTAC consultant I saw, Patricia Simpson, is just outstanding. Extremely helpful. She could use a clone of herself!!!”

—Wendy Lichtenstein

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.