2018 Prosperity Report

Consulting Client Breakdown

- **177** Existing & aspiring business owners consulted
- **2,115** Consulting hours delivered

**Women**
- 83 or 47%

**Veterans & SCDVs**
- 17 or 10%

**Minorities**
- 65 or 37%

### Business & Economic Outcomes

**District 47**
- **Sales generated***: $83.8M
- **Gov’t Contracts acquired***: $1.5M
- **Capital accessed***: $2.3M
- **Jobs Impacted**: 724

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

**Cost per Job to Florida taxpayers***: $264

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.

### District 47

### Client Testimonials

**Sequel Developers, Inc., Orlando**

“The Florida SBDC professionals that have been assisting me have been very instrumental in helping to implement and develop various aspects of operations for my business. Their assistance, along with the help of the Florida SBDC Advisory Board Council program that I am currently participating in, has been a great experience. The program is extremely valuable to small businesses like mine.”

—Winston Brown

**Wax Me, Orlando**

“It has been great working with the Florida SBDC. If I hadn’t gone there, I wouldn’t be here. They are exceptional. No one else will sit down with you and go into such detail on how to start a business. There’s so much involved that I didn’t know about but my consultant and the Florida SBDC did, and they guided me through.”

—Desiree Aviles

**GPServ, Orlando**

“My consultant has been instrumental in helping me understand the financial state of our business. He’s helped me understand what our financial statements are saying and helped me understand that we have the wherewithal to grow. He’s helped me make adjustments in order to improve the running of the business tremendously.”

—David Holt

**AtWork Personnel Services, Orlando**

“[My consultant] Steve helped me grow my business from zero dollars to profitable in just a year’s time by listening to my ideas and helping me cultivate them into something real. I gained confidence and knowledge that is helping my business even today, three years later. Thank you, Steve and the team at the Florida SBDC!”

—Unnati Patel