2018 Prosperity Report

Consulting Client Breakdown

- **99** Existing & aspiring business owners consulted
- **726** Consulting hours delivered

**41 or 41%** Women

**10 or 10%** Veterans & SCDVs

**69 or 70%** Minorities

BUSINESS & ECONOMIC OUTCOMES

**District 48**

- **Sales generated**
  - $28.8M

- **Gov’t Contracts acquired**
  - $8.5M

- **Capital accessed**
  - $574.3K

- **Jobs Impacted**
  - 249

- **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

**$2.5 Billion**

GRP IMPACT

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

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

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 their story best. Read a sampling of testimonials (ｵ) from the tens of thousands of small businesses we assist each year.

Client Testimonials

Page One Consultants, Inc., Orlando
“My consultant and his team assisted us with bringing our team together with DISC [behavior assessment tool] and also financial advice. He (they) have provided so much support and advice! We so appreciate all of their efforts! It’s helped us to stay on track and think outside the box.”
—Sheryl M. Page

A.M. Metal Finishing, Orlando
“Jill McLaughlin has been a big help with our business. She has helped us prepare a strategic plan which showed our strong and weak points. She got our staff involved and they gave input on how we can grow our business, weak and strong points. She has analyzed our financial data on a quarterly basis and showed us the good news along with areas that we should be concerned about.”
—Rick Hunter

Orlando Tax Master, Inc., Orlando
“[Our consultant] Elly Membreno was very professional and knowledgeable with regards to market analysis, websites and human resources. She really helped us with the market analysis in terms of how my company compares to others in the accounting and tax preparation services. Elly also provided us with a report on how to make our website better in terms of content and other details in order to get into a better ranking position in Google and other search engines. Our business will grow substantially this new year 2019 because of the acquisition of better employees, and of course, what Mrs. Membreno has done for us so far and we’re looking forward to keep working with her to make things even better this year 2019. Elly also visited our office and gave us great feedback about it. Mrs. Membreno provides excellent consulting services, period.”
—Javier Perez

Aircraft Engineering & Installation Svc's, Orlando
“I would recommend that everyone who is considering starting their own company, consult with the Florida SBDC first. Their experience and knowledge was instrumental in my success when starting my company.”
—Jack Corthell

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.