### Consulting Client Breakdown

<table>
<thead>
<tr>
<th>Minority Breakdown</th>
<th>District 57</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Women</td>
<td>56 or 47%</td>
<td>$42.2M</td>
</tr>
<tr>
<td>Veterans &amp; SCDVs</td>
<td>37 or 31%</td>
<td>$314.0K</td>
</tr>
<tr>
<td>Minorities</td>
<td>73 or 61%</td>
<td>$230.0K</td>
</tr>
</tbody>
</table>

### Business & Economic Outcomes

<table>
<thead>
<tr>
<th>Outcome</th>
<th>District 57</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$42.2M</td>
<td>$4.4B</td>
</tr>
<tr>
<td>Gov’t Contracts acquired**</td>
<td>$314.0K</td>
<td>$520.0M</td>
</tr>
<tr>
<td>Capital accessed**</td>
<td>$230.0K</td>
<td>$202.5M</td>
</tr>
<tr>
<td>Jobs Impacted</td>
<td>364</td>
<td>38,403</td>
</tr>
<tr>
<td>(direct, indirect, induced*)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cost per Job to Florida taxpayers*</td>
<td>$264</td>
<td></td>
</tr>
</tbody>
</table>

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**

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

**A&J Mobility, Inc., Ruskin**

“[My consultant] Karen is very knowledgeable and dedicated to assisting businesses. She was instrumental in helping me certify my company as a SDVOSB. I know that I can count on Karen to provide the necessary assistance and guidance that best supports what I am trying to accomplish.”

—Antoinette Daoud

**Advance Driving Solutions, Valrico**

“Corey McCaster is a knowledgeable professional with a passion to help others succeed. His work-related experience, genuine perspective, and realistic approach is welcoming and essential for a beginner such as myself. My company is still in development but the tools and direction received is put to work. This type of consulting was exactly what I needed!! Thank you, Corey!”

—Andy Levesque

**Recreational Pools, Riverview**

“In the wake of Hurricane Irma we were in need of funding to get through 2-3 months of decreased sales activity in order to prepare for the upcoming pool season. [Our consultant] Selma was instrumental in us gaining access to quick funding. Thank you!”

—Jean Mullen

**Zavazok Marketing Packaging and Brand Consultant, Riverview**

“Wow!!!! We never imagine the honor of meeting people so kind, humble, effective, and committed in their roles as the Florida SBDC at the University of South Florida and their personnel as Eileen Rodriguez, William Burnham, Selma Canas, Nelson Reyes, and Yanina Rosario. They’re in the right position, in the right company, and in the right time to be a blessing to others as they have been for us. We’re grateful for their commitment, devotion, skills, and inspiration. They all are amazing professionals.”

—Carol Rodriguez

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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.