SERVICE SNAPSHOT

Consulting Client Breakdown

- 63 Existing & aspiring business owners consulted
- 394 Consulting hours delivered

<table>
<thead>
<tr>
<th>Category</th>
<th>District 58</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$15.6M</td>
<td>$4.4B</td>
</tr>
<tr>
<td>Gov’t Contracts acquired**</td>
<td>$1.5M</td>
<td>$520.0M</td>
</tr>
<tr>
<td>Capital accessed**</td>
<td>$404.0K</td>
<td>$202.5M</td>
</tr>
<tr>
<td>Jobs Impacted direct, indirect, induced*</td>
<td>135</td>
<td>38,403</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.*

$1  ➡  $52

$2.5 Billion

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**

For more information, visit: www.FloridaSBDC.org
HELPING BUSINESSES GROW & SUCCEED

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.

Florida’s resource for serving small business constituents from Pensacola to Key West

9 REGIONS
40+ CENTERS
50+ OUTREACH LOCATIONS

Find the regional office nearest you:

1. Florida SBDC at UWF
   Pensacola (850) 474-2528
2. Florida SBDC at FAMU
   Tallahassee (850) 599-3407
3. Florida SBDC at UNF
   Jacksonville (904) 620-2476
4. Florida SBDC at UCF
   Orlando (407) 420-4850
5. Florida SBDC at USF
   Tampa (813) 905-5800
6. Florida SBDC at FGCU
   Fort Myers (239) 745-3700
7. Florida SBDC at IRSC
   Fort Pierce (772) 462-4942
8. Florida SBDC at FAU
   Fort Lauderdale (954) 762-5235
9. Florida SBDC at FIU
   Miami (305) 779-9230

Network Headquarters
Pensacola (850) 898-3479

District 58
Client Testimonials

Advanced Nationwide Security, Tampa
“[Our consultant] Steve has been very helpful to our business. He is always there when we need him. He always has good advice for us. We couldn’t have made it without his help. I would like to thank Steve and the other staff of the Florida SBDC Orlando for all their help and unconditional assistance over the year. God bless you all.”
—Anthony Ilesanmi

M F Burgin, Inc., Plant City
“Finding the Florida SBDC was more like an evolution... This year I got full control of the finances of the business, and I was like, ‘I’m out of my league and I want to make sure we have a strong financial background going forward,’ so I started looking for a business adviser. I found the SBDC website and I thought I might as well try it and it’s worked out pretty good... They’re gonna dig through everything and show me my weak points and my strong points, and we’re gonna build a plan based on the information that they find and figure out a way that we can maximize our profits and cut out dead wood so that we can go stronger into the future.”
—Caleb Burgin

Natureland Development Company, LLC, Plant City
“[After Hurricane Irma] a small building on our property which was used as office and storage space for our business was completely destroyed due to fallen trees. [The Bridge Loan] allowed us to begin rebuilding our offices immediately rather than having to save for months first. We will be back in full operation months sooner. My consultant at the Florida SBDC was very knowledgeable and responsible from start to finish [in assisting with the Bridge Loan application]. He anticipated what may be requested prior to submission of my business documents and his communication was friendly and proactive. It was a pleasurable experience in a difficult time. Thanks Bill!”
—Steven Deputy

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.