Consulting Client Breakdown

- **519** Existing & aspiring business owners consulted
- **2,450** Consulting hours delivered

**District 6**

- **175** or **34%** Women
- **77** or **15%** Veterans & SCDVs
- **105** or **20%** Minorities

**Statewide**

- **1,734** or **35%** Women
- **286** or **5%** Veterans & SCDVs
- **163** or **32%** Minorities

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

**Business & Economic Outcomes**

- **Sales generated**
  - **$97.1M**
  - **$4.4B**
- **Gov’t Contracts acquired**
  - **$8.2M**
  - **$520.0M**
- **Capital accessed**
  - **$11.4M**
  - **$202.5M**
- **Jobs Impacted**
  - **839**
  - **38,403**
- **Cost per Job to Florida taxpayers**
  - **$264**

**GRP IMPACT**

2018 Prosperity Report

Representative Jay Trumbull | District 6

*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.

#### Client Testimonials

**Visual Goodness, Inc., Panama City**

“[Our consultant] was extremely knowledgeable and helpful in our small business beginning to look for and obtain government contracts for our specialized service (web design/video production/animation/illustration, etc.) - without the customized search that delivers links from fed/state/local govt entities for RFP’s, we would have no way of efficiently finding so many appropriate leads. We won our first contract directly because of this service, which has been invaluable. We plan on attending more of his (or other) classes in the near future. I cannot overstate how helpful this has been to opening the door for our small business in a way we would not have been able to before.”

—Megan Thomas

**Breatheator Vest Systems, Panama City Beach**

“The group of gentlemen that work at the Florida SBDC at UWF in Panama City have significantly impacted the way that I conduct business. Dr. Eichler has helped me shape equity transactions as well as prepare SBA Loan packages, enabling my company to expand our product line to nine line items. He introduced me to a one page business plan template that has helped stream line in-house management, sales, and marketing. We have adapted the template to help us identify three additional markets of opportunity. This fiscal year, we will have almost $1 million in sales that I can directly attribute to things I’ve learned from the Florida SBDC.”

—Rob Moran

**Payroll Services, Inc., Panama City Beach**

“I have been very pleased with the experience and advice of [my consultant] Len Eichler. His business skills and advice are helpful and objective. He helps me with the decision making progress. He is a great asset to my business and gets involved in lots of business opportunities. I always call on Len.”

—Steve Wilson

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.