Consulting Client Breakdown

- **160** Existing & aspiring business owners consulted
- **1,028** Consulting hours delivered

1. **74 or 46%** Women
2. **22 or 14%** Veterans & SCDVs
3. **102 or 64%** Minorities

**BUSINESS & ECONOMIC OUTCOMES**

- **District 61**
  - **Sales generated***: $40.7M
  - **Gov’t Contracts acquired****: $13.0M
  - **Capital accessed****: $3.4M
  - **Jobs Impacted**: 352
  - **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

**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

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

Sencommunications, Inc., Tampa
“[Our consultant] Karen looked at our overall business and guided us towards Federal Contracting including WOSB and HUBZone Certification. So far, we have done over $800,000.00 in business with the Federal Government and expect major growth this year.”

—Stacie Miller

Cleanpak Products, LLC, Tampa
“[Our consultant] Joe changed our lives! Once he got our attention, he passionately and tirelessly pushed us to a MUCH better way of running our company. Over a two to three month period, he helped us transform our processes. Today, I have time to work on our business not just in it. Customer satisfaction and service have soared along with sales and profits. We are very careful today to be sure that we stay true to the processes and the approach he showed us.”

—George Brydon

Urban E Recycling, Inc., Tampa
“My experience with Janette [my consultant] has been unbelievable. I wish had worked with her from the beginning. She has helped me every step of the way. She is my ‘board of trustees’, my confidant, and my mentor. She returns my emails and calls with advice and suggestions, within 24 hours. She introduces me to people that I need to know. I couldn’t ask for anything more. The Florida SBDC is a wonderful thing to give these resources at no charge.”

—Dellinda (Dell) Rabinowitz