## Consulting Client Breakdown

<table>
<thead>
<tr>
<th>Category</th>
<th>District 63</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Existing &amp; aspiring business owners consulted</td>
<td>138</td>
<td></td>
</tr>
<tr>
<td>Women</td>
<td>61 (44%)</td>
<td></td>
</tr>
<tr>
<td>Veterans &amp; SCDVs</td>
<td>22 (16%)</td>
<td></td>
</tr>
<tr>
<td>Minorities</td>
<td>86 (62%)</td>
<td></td>
</tr>
</tbody>
</table>

| Consulting hours delivered      | 719         |           |

## Business & Economic Outcomes

<table>
<thead>
<tr>
<th>Category</th>
<th>District 63</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$28.5M</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>$860.5K</td>
<td>$202.5M</td>
</tr>
<tr>
<td>Jobs Impacted direct, indirect, induced*</td>
<td>246</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.*

## GRP Impact

$2.5 Billion on Florida’s economy as a result of Florida SBDC services

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*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

Scrap On Spot, Tampa
“[My consultant] Michael has been very helpful! Kind, knowledgeable, and reliable! Always willing to accommodate our needs as a priority for him to help us! Overall, the Florida SBDC truly cares in helping us small business owners make this journey less lonely with their continued support!”

—Tony Selvaggio

Yummi Empanadas, Tampa
“[My consultant] Karen K. was always able to accommodate my schedule via web conferences, in-person meetings, etc. She always made herself available. [She is] also kind and shares her resources. Through her, I was able to meet another link to my puzzle and look forward to acquiring and starting a won contract of my very own.”

—Adriana Florez

1 Ark Consulting, Tampa
“[My consultant] Michael has been very helpful! Kind, knowledgeable, and reliable! Always willing to accommodate my schedule via web conferences, in-person meetings, etc. She always made herself available. [She is] also kind and shares her resources. Through her, I was able to meet another link to my puzzle and look forward to acquiring and starting a won contract of my very own.”

—Shatrese Williams

Veritas College Counseling, LLC, Lutz
“Kyle [my consultant] was very knowledgeable about consulting us on our new business. He helped us with our business plan, web page, and setting goals for the year. He helped us to understand our business position better. It was a big help as we were getting our business up and running.”

—Vera Murphy Trayner

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.