Consulting Client Breakdown

Existing & aspiring business owners consulted:
- 106
- 57 or 54% Women
- 16 or 15% Veterans & SCDVs
- 40 or 38% Minorities

Consulting hours delivered:
- 597

Business & Economic Outcomes

District 64
- $23.7M
- $277.0K
- $212.0K
- 204
- Cost per Job to Florida taxpayers: $264

Statewide
- $4.4B
- $520.0M
- $202.5M
- 38,403

Sales generated:

Gov’t Contracts acquired:

Capital accessed:

Jobs Impacted:
- direct, indirect, induced:
  - District 64: 204
  - Statewide: 38,403

Cost per Job to Florida taxpayers:

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.

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**District 64**

**Client Testimonials**

**NuLeaf Healing, Tampa**

“I love working and learning from the Florida SBDC. I have used their resources and advice since deciding to open my own business. They have given me the confidence and tools to succeed. I also know if I ever need any help they are just a phone call away. Mitch Lairmore is my consultant and he is the most genuine, caring person and has helped and continues to help me with the utmost patience and very vast knowledge of business. Very thankful to have made that initial call to the Florida SBDC.”

—Tatiana Vaiano

**MYS Selection, LLC, Oldsmar**

“We had a one-on-one consultation [with our Florida SBDC consultant] where we had the opportunity to talk about every aspect of the business plan and his feedback helped me in big part to be able to open my second location... Through the financing classes I was able to get the information and tools I needed to build the business plan, including the financial projections, which is basically what the banks are looking for and that helped me to get the loan at the end.”

—Santiago Iguaran

**Kingdom Elite Services, LLC., Tampa**

“[My consultant] Karen is extremely professional and knowledgeable. She’s always willing to help and give the critical support needed to understand business processes. She has opened my eyes to the growth potential of my company.”

—Albert Kelly

**Bella Caroll Enterprises, Inc., Safety Harbor**

“[Our consultant] Kurt Forster was absolutely instrumental in obtaining a $100,000 SBA loan that was right for us at BCWW (prior to 2016). The guidance he provided and the classes the Florida SBDC offered ensured we were doing the ‘right things right’. I am equipped with the knowledge, skills, and abilities to pursue future endeavors with confidence while learning new business practices and gaining new experiences.”

—Kimberly Llewellyn

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**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

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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.