**Consulting Client Breakdown**

- **62** Existing & aspiring business owners consulted
- **829** Consulting hours delivered

**25 or 40%** Women

**14 or 23%** Veterans & SCDVs

**25 or 40%** Minorities

---

**Business & Economic Outcomes**

**District 65**

- **$32.8M** Sales generated*
- **$665.0K** Gov’t Contracts acquired**
- **$870.0K** Capital accessed**
- **284** Jobs Impacted (direct, indirect, induced*)
- **$665.0K** Gov’t Contracts acquired**
- **$202.5M** Capital accessed**
- **38,403** Jobs Impacted (direct, indirect, induced*)
- **$264** Cost per Job to Florida taxpayers*

**Statewide**

- **$4.4B** Sales generated*
- **$520.0M** Gov’t Contracts acquired**
- **$202.5M** Capital accessed**
- **38,403** Jobs Impacted (direct, indirect, induced*)

For **every state $1 invested** in the Florida SBDC, **$52 is returned** to the state in tax revenue.*

**$2.5 Billion**

GRP IMPACT

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.

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

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

9 REGIONS
40+ CENTERS
50+ OUTREACH LOCATIONS

Client Testimonials

Proximity Innovations, Inc., Tarpon Springs
“My consultant Kurt was very approachable and open to working with our organization as we were launching. He provided several actionable suggestions and was open to continued dialogue. His knowledge is obviously very deep and instrumental to a small business owner.”
—Michael Adams

Handy Man 4 All, Palm Harbor
“So far I am still a work in progress but I believe the people at the Florida SBDC are extremely beneficial to my company. Their guidance and assistance can only make my company grow.”
—Julie Daniels

Demmi Group, Dunedin
“Over the last couple of years, I’ve been working with Yolanda and she has introduced me to networking groups, resources, and has actually helped me step-by-step to become a woman-owned business. They make it so easy there to be successful that it’s hard not to and now instead of casting that wide net, I have a really narrow focus, keen and sharp, on who I can help and how I can help. My biggest success is, not only did I make it past the first year, but I’ve been able to expand and grow and really find that marketing niche that I can serve clients with... The Demmi Group has expanded from a domestic company to providing marketing services internationally. We just got back from Abu Dhabi and London where we were representing clients at trade shows. Without the help and the guidance of Yolanda and the Florida SBDC, I’m not sure if I would have made it as successfully as I have now.”
—Tiffini Schwarzkopf