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

$1 ➞ $52

$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**

Consulting Client Breakdown

- 63 Existing & aspiring business owners consulted
- 290 Consulting hours delivered

29 or 46% Women
5 or 8% Veterans & SCDVs
20 or 32% Minorities

BUSINESS & ECONOMIC OUTCOMES

<table>
<thead>
<tr>
<th>District 69</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$11.5M</td>
</tr>
<tr>
<td>Gov’t Contracts acquired**</td>
<td>$49.0K</td>
</tr>
<tr>
<td>Capital accessed**</td>
<td>$597.0K</td>
</tr>
<tr>
<td>Jobs Impacted direct, indirect, induced*</td>
<td>99</td>
</tr>
<tr>
<td>Cost per Job to Florida taxpayers*</td>
<td>$264</td>
</tr>
</tbody>
</table>

Florida taxpayers*
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**

**The Grand Hacienda St. Petersburg Beach**

“[My consultant] Yolanda was very supportive as the business was experiencing a big drop in sales because of the red tide and the sustainability of it was not going to be possible without a [State of Florida Small Business Emergency] bridge loan. She supported us with her expertise, and we became very strong, as in the same process, we were opening a second venue in Pinellas County and [that] would have not been possible if we had not found the support of Yolanda and obtained the FEMA loan.”

—Claudia Johnson

**MH Consulting, Gulfport**

“I met with [my consultant] Yolanda Cowart in 2018. She listened intently to my business discussion, asked great questions, and provided good feedback to me. I was thoroughly satisfied with the meeting. I would definitely recommend her!”

—Marla Hudson

**Embrow Coffee and Tea Products, St. Petersburg**

“[My consultant] Bill Burnham is helpful, enthusiastic, and realistic. He's accountable where others aren't and I'm glad he is available to help me grow my side hustle into a thriving business. While he's not a tea-drinker, the business principles are the same, and he has been invaluable in helping set a strong foundation for Embrow Tea Products.”

—Ashley Haywood

**A Fresh Connection Catering, LLC, Gulfport**

“The Florida SBDC at Pinellas County has been fully instrumental in building this business and helping me get the funding I need to push this to the finish line. They helped me focus on what was important and what my purpose in building this business was.”

—Lisa Prather

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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.