Representative Jason Shoaf | District 7
2018 Prosperity Report

**SERVICE SNAPSHOT**

**Consulting Client Breakdown**
- **187** Existing & aspiring business owners consulted
- **2,558** Consulting hours delivered

**Consulting Client Breakdown**
- **54 or 29%** Women
- **25 or 13%** Veterans & SCDVs
- **26 or 14%** Minorities

**BUSINESS & ECONOMIC OUTCOMES**

**District 7**
- **Sales generated***: $101.4M
- **Gov’t Contracts acquired**: -
- **Capital accessed**: $6.8M
- **Jobs Impacted**: 876
- **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.*

**$1** → **$52**

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

**GRP IMPACT**

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.

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:

- Florida SBDC at UWF
  Pensacola (850) 474-2528
- Florida SBDC at FAMU
  Tallahassee (850) 599-3407
- Florida SBDC at UNF
  Jacksonville (904) 620-2476
- Florida SBDC at UCF
  Orlando (407) 420-4850
- Florida SBDC at USF
  Tampa (813) 905-5800
- Florida SBDC at FGCU
  Fort Myers (239) 745-3700
- Florida SBDC at IRSC
  Fort Pierce (772) 462-4942
- Florida SBDC at FAU
  Fort Lauderdale (954) 762-5235
- Florida SBDC at FIU
  Miami (305) 779-9230

District 7
Client Testimonials

American Oyster Company, LLC, Crawfordville
“The storm [Hurricane Michael] wiped out 2 million of our oysters. We lost 99 percent of our inventory, 90 percent of which was ready for market... The [State of Florida Small Business Emergency] bridge loan has been beneficial in helping us continue our work and bounce back. We are going to use the funds to buy new spat [baby oysters] and build a new boat more suitable to working with our floating oyster cages... The Florida SBDC was extremely helpful in helping me get the loan. From the time I went in and sat down with [my consultant] Emery, to the time that I had the funds in my bank account, it was about a week. I’ve applied for several loans before and that was certainly the fastest turnaround I’ve ever seen.”
—Dillon Hazel

Jerrys Bait and Tackle, Mexico Beach
“[After Hurricane Michael] We lost power for a week, as well as our bait and inventory. It was just terrible. Our suppliers were also impacted by the storm. It took us two weeks to get live shrimp and, if you don’t have it, you might as well not open your doors. Even once we got power, we experienced power surges and lost our shrimp supply. It only takes 20 minutes for 5,000 shrimp to die. Our sales have been severely impacted—we normally average $200-$500 a week. Yesterday, we had a $38 day. The [State of Florida Small Business Emergency] bridge loan was a blessing. Without it, we probably wouldn’t be here today... Emery [with the Florida SBDC] went above and beyond to help me [with the loan application]. The Florida SBDC [and the bridge loan] have given me hope.”
—Theresa Miller

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.