**Consulting Client Breakdown**

<table>
<thead>
<tr>
<th>Category</th>
<th>Quantity</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Women</td>
<td>57</td>
<td>52%</td>
</tr>
<tr>
<td>Veterans &amp; SCDVs</td>
<td>19</td>
<td>17%</td>
</tr>
<tr>
<td>Minorities</td>
<td>72</td>
<td>66%</td>
</tr>
</tbody>
</table>

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

**Business & Economic Outcomes**

<table>
<thead>
<tr>
<th>Category</th>
<th>District 70</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$19.2M</td>
<td>$4.4B</td>
</tr>
<tr>
<td>Gov’t Contracts acquired**</td>
<td>$48.5K</td>
<td>$520.0M</td>
</tr>
<tr>
<td>Capital accessed**</td>
<td>$1.3M</td>
<td>$202.5M</td>
</tr>
<tr>
<td>Jobs Impacted direct, indirect, induced*</td>
<td>166</td>
<td>38,403</td>
</tr>
<tr>
<td>Cost per Job to Florida taxpayers*</td>
<td></td>
<td>$264</td>
</tr>
</tbody>
</table>

**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**

**GRP IMPACT**

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

DMX Trucking, Inc., Palmetto
“[I] Sought the [help of the] Florida SBDC to secure minority certification. [My consultant] Yanina worked with me hands-on, and I received certificate immediately.”

—Monica Brown

N.B.S. Rossano, Inc., Sarasota
“(Hurricane) Irma stopped our business for almost four months as our customers were rebuilding their businesses (resorts and restaurants). Our payroll was higher than our sales for four months. The Florida SBDC [assisted with the application that] got us a six-month, no-interest loan that kept us from going out of business... Thank you and keep up the good work.”

—Poppy Rossano

St. Pete Bulletin Newspaper, Saint Petersburg
“The professional service received from the Florida SBDC consultants has increased our awareness of ways to market and improve our business’s bottom line. I appreciate the information and guidance received during sessions and am applying appropriate suggestions and techniques to grow and improve our business.”

—Barbara Sorey Love

Jubilee Gym, Ruskin
“The Florida SBDC has been very instrumental in our growth as a company and making sure we knew what things to look out for and tackle. I wish I could say I’ve implemented all that has been suggested, but we are working to get there. It can be very overwhelming to own a business, one that grew so fast so soon, so it has been such a blessing to have someone to bounce things off of and ask questions, too, that has been there and has a lot of wisdom.”

—Marybeth Wang

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.