2018 Prosperity Report

SERVICE SNAPSHOT

Consulting Client Breakdown

- **51** Existing & aspiring business owners consulted
- **338** Consulting hours delivered

**15 or 29%** Women

**3 or 6%** Veterans & SCDVs

**12 or 24%** Minorities

BUSINESS & ECONOMIC OUTCOMES

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<tr>
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<th>District 72</th>
<th>Statewide</th>
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<tr>
<td><strong>Sales generated</strong>*</td>
<td>$13.4M</td>
<td>$4.4B</td>
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<tr>
<td><strong>Gov’t Contracts acquired</strong></td>
<td>$2.9M</td>
<td>$520.0M</td>
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<td><strong>Capital accessed</strong></td>
<td>$658.0K</td>
<td>$202.5M</td>
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<tr>
<td><strong>Jobs Impacted</strong></td>
<td>116</td>
<td>38,403</td>
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<td><strong>Cost per Job</strong></td>
<td></td>
<td>$264</td>
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<td><strong>to Florida taxpayers</strong>*</td>
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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

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:

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

District 72
Client Testimonials

Blue Dolphin Cafe, Inc., Sarasota
“[State of Florida Small Business Emergency] Bridge Loan [after Hurricane Irma] and subsequent long-term loan which assisted in keeping my business afloat. I was able to pay rents, buy replacement equipment, and pay the employees wages. Without the financial assistance, I would have had to close my businesses.”

—William R. Ball

Gulf Coast Psychotherapy, Sarasota
“The [State of Florida Small Business Emergency] bridge loan was a lifesaver. It allowed us to continue conducting business without having to lay off employees or interrupt services to our patients. This loan is the perfect fit for us as it allowed us to catch up and it bridged the income gap that Hurricane Irma caused. The Florida SBDC and our consultant Pat Gordon were very helpful and timely [assisting with the bridge loan application]. They made the process very easy. We look forward to working with Pat in the future as we are planning to grow our practice.”

—Debra Octeau

Ad-Vance Recruiting, Sarasota
“This [application for a State of Florida Small Business Emergency Bridge Loan] was a very simple, straightforward, efficient application. Your [Florida SBDC] assistance was very helpful. From a standpoint of having been here 20-something years in business, the economic impact is very, very real. So this program is allowing people to get back on their feet and I’m sure for some businesses it might be the lifeline they need to stay in business. We’re very happy with it.”

—Brion A. Sunseri

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.