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

**$1**  
**$52**

### Consulting Client Breakdown

<table>
<thead>
<tr>
<th>Category</th>
<th>District 74</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Existing &amp; aspiring</td>
<td>53</td>
<td>456</td>
</tr>
<tr>
<td>Women</td>
<td>24 or 45%</td>
<td>53</td>
</tr>
<tr>
<td>Veterans &amp; SCDVs</td>
<td>5 or 9%</td>
<td>24 or 45%</td>
</tr>
<tr>
<td>Minorities</td>
<td>8 or 15%</td>
<td>8 or 15%</td>
</tr>
</tbody>
</table>

### Business & Economic Outcomes

<table>
<thead>
<tr>
<th>Outcome</th>
<th>District 74</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$18.1M</td>
<td>$4.4B</td>
</tr>
<tr>
<td>Gov’t Contracts acquired**</td>
<td>$15.0K</td>
<td>$520.0M</td>
</tr>
<tr>
<td>Capital accessed**</td>
<td>$359.0K</td>
<td>$202.5M</td>
</tr>
<tr>
<td>Jobs Impacted direct, indirect, induced*</td>
<td>156</td>
<td>38,403</td>
</tr>
<tr>
<td>Cost per Job to Florida taxpayers*</td>
<td><strong>$264</strong></td>
<td></td>
</tr>
</tbody>
</table>

### GRP Impact

$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**
Helping Businesses Grow & Succeed

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

American Fire & Security, LLC, Nokomis
“The Florida SBDC was very informative in helping us with our website, getting set up with SAM, and many other aspects of bidding on government jobs. I have already recommended them to other people I know starting up a business.”
—Laura Sullivan

Gulfside Mortgage Services powered by The Mortgage, Venice
“The information provided by [my consultant] Patricia at the Florida SBDC was very informative and really helped us step back and look at our business from the outside. After working with them last year our production increased.”
—Tony Moore

Accurate Gas & Plumbing, North Port
“We are thankful that the Florida SBDC was there for a loan during the quick downward trend in business due to the hurricane in the fall of 2017. It helped us secure a credit line to move ahead when customers canceled jobs at a high rate of speed as they had home damages and business damages to attend to. We are thankful we were able to stay in business and move ahead.”
—Keith Remer

65 plus, LLC, Venice
“Patricia Gordon has been an invaluable consultant as we work to double our revenue by the end of year three. We are excited to be able to continue to work with her.”
—Matthew Corn

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

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 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.