Consulting Client Breakdown

- **182** Existing & aspiring business owners consulted
- **1,895** Consulting hours delivered

**Women**
- 76 or 42%

**Veterans & SCDVs**
- 24 or 13%

**Minorities**
- 41 or 23%

---

Business & Economic Outcomes

**District 76**

- **Sales generated**
- **Gov’t Contracts acquired**
- **Capital accessed**
- **Jobs Impacted**
- **Cost per Job to Florida taxpayers**

**Statewide**

- **Sales generated**
- **Gov’t Contracts acquired**
- **Capital accessed**
- **Jobs Impacted**
- **Cost per Job to Florida taxpayers**

**District 76**

- **$75.1M**
- **$27.0K**
- **$3.3M**
- **649**
- **$264**

**Statewide**

- **$4.4B**
- **$520.0M**
- **$202.5M**
- **38,403**

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

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

**District 76**

**Client Testimonials**

**Tuckaway Cafe, Fort Myers Beach**

“Our business is The Tuckaway Cafe, a small mom and pop business on Fort Myers Beach. The space we operated out of was 400 square feet. After Hurricane Irma 2018, we were forced out of our location by our landlord. We contacted Duane Hoversten [consultant] with the Florida SBDC. He assisted us with finding a new location and finding bank loans and a small business loan. He was a great listener and had a wealth of information he shared with us, and [it] has transformed our lives. We just purchased a $1.2 million piece of property with a building for our restaurant. Thank you, SBDC, for all your past and present help in growing our business.”

—Amy & Tre Gillette

**The Client Server, Inc., Bonita Springs**

“Suzanne was and always has been a huge resource for business growth knowledge - financial and operational. She knows when and how to offer the correct advice, even if it is to look at selling the business or closing it. Suzanne stays in contact, truly cares, and follows up with each client. She is a wonderful advocate for the Florida SBDC in our community and invaluable to local businesses. Over 23 years in business, Suzanne and the Florida SBDC helped me as a sounding board, advisor, and resource for the needs to make my business grow. Thank you!”

—Wendi Fowler

**Zoomers Family Entertainment, Fort Myers**

“The Florida SBDC professionals have been an excellent source of knowledge and experience on different aspects of the business, from the operational and financial, to marketing and sales. They have given us tools to grow and point of views from a fresh and objective perspective... helping us to see who we are and where we are going.”

—Mike Barnes

---

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.