Consulting Client Breakdown

- **251** Existing & aspiring business owners consulted
- **2,686** Consulting hours delivered

<table>
<thead>
<tr>
<th>Minority Group</th>
<th>Number</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Women</td>
<td>115</td>
<td>46%</td>
</tr>
<tr>
<td>Veterans &amp; SCDVs</td>
<td>23</td>
<td>9%</td>
</tr>
<tr>
<td>Minorities</td>
<td>105</td>
<td>42%</td>
</tr>
</tbody>
</table>

**Business & Economic Outcomes**

- **Sales generated**
  - **District 78**: $106.4M
  - **Statewide**: $4.4B

- **Gov’t Contracts acquired**
  - **District 78**: $160.0K
  - **Statewide**: $520.0M

- **Capital accessed**
  - **District 78**: $1.5M
  - **Statewide**: $202.5M

- **Jobs Impacted**
  - **District 78**: 920
  - **Statewide**: 38,403

- **Cost per Job to Florida taxpayers**
  - **District 78**: $264

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

**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.

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

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

9 REGIONS
40+ CENTERS
50+ OUTREACH LOCATIONS

Client Testimonials

Performance Motor Werks, Fort Myers
“[Our consultant] Chris Andon has helped us tremendously with a few issues we were having in our small business. Specifically, with guidance from Chris, we were able to significantly reduce the amount of order errors we were experiencing which allowed us to enjoy one of our most profitable years on record. Our company has experienced success in the past but the guidance from Chris and the Florida SBDC has opened my eyes to some great possibilities. I’m excited for what the future holds for my team and our company.”
— Reece Skelton

Metro Blinds, Draperies and Shutters, Fort Myers
“[Our consultant] Andrea was essential for our business growth during 2018. I have no experience with marketing our business, and Andrea helped us in every single step, pushing us to go beyond and above to make my dream of having a successful business come true... We are extremely grateful to have her help!”
— Barbara Hoft

Shantala Therapy, Fort Myers
“[Our consultant] Andrea was essential for our business growth during 2018. I have no experience with marketing our business, and Andrea helped us in every single step, pushing us to go beyond and above to make my dream of having a successful business come true... We are extremely grateful to have her help!”
— Monte Hamsher

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.