Consulting Client Breakdown

- **72** Existing & aspiring business owners consulted
- **1,059** Consulting hours delivered

### Service Snapshot

- **30 or 42%** Women
- **6 or 8%** Veterans & SCDVs
- **23 or 32%** Minorities

### Business & Economic Outcomes

#### District 80
- **$41.9M** Sales generated*
- **$398.8K** Gov’t Contracts acquired**
- **$165.0K** Capital accessed**
- **362** Jobs Impacted, direct, indirect, induced*
- **$398.8K** Gov’t Contracts acquired**

#### Statewide
- **$4.4B** Sales generated*
- **$520.0M** Gov’t Contracts acquired**
- **$202.5M** Capital accessed**
- **38,403** Jobs Impacted, direct, indirect, induced*
- **$520.0M** Gov’t Contracts acquired**

#### Cost per Job to Florida taxpayers*
- **$264**

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

---

**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
- 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

Vitambi Springs Resort, Clewiston
“The Florida SBDC is a very important part of helping small businesses. Their help and expertise is invaluable. I wish they had more funding. Helping people start or improve their own business is an important way to contribute to society and our economy.”

— Martin Ruddock

Sapphire Maintenance, Inc., Naples
“They [the Florida SBDC] were very helpful in getting my company disaster relief funds after Hurricane Irma. Without those funds, my company could not go on.”

— Barbara Prewitt

Excelerate Technology, Inc., Naples
“At our first meeting, LaShaun [my consultant] jumped right in and gave me actionable advice about marketing collateral. Her knowledge and experience made me feel very comfortable. I was able to incorporate her recommendations into a piece I had created for an upcoming trade show. She also gave me tips for my website.”

— Barbara Steinberg

Jacob’s House, Naples
“My consultant is a wealth of knowledge and very resourceful. She provided me with insight and information that helped me with the creation and strategic planning process for my for-profit and not-for-profit businesses. I am very appreciative of [her] time and assistance.”

— Corine Christian-Williams

---

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.