Consulting Client Breakdown

- **46** Existing & aspiring business owners consulted
- **317** Consulting hours delivered
- **24 or 52%** Women
- **8 or 17%** Veterans & SCDVs
- **30 or 65%** Minorities

**Business & Economic Outcomes**

- **District 86**
  - **Sales generated***: $12.6M
  - **Gov’t Contracts acquired***: $35.0K
  - **Capital accessed***: $555.3K
  - **Jobs Impacted**: 109
  - **Cost per Job to Florida taxpayers***: $264

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

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

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*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.

**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

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**Client Testimonials**

**Environmental Matters Contracting & Consulting, Wellington**

“I have been working with Carole [Florida PTAC consultant] for years. I would not be in business without the Florida PTAC/SBDC. Carole helps me navigate through the government certifications, etc. She is incredibly knowledgeable and professional. I am extremely grateful for her and her services.”

—Pauline I. Stacey

**On Point Sound Entertainment, Inc., Haverhill**

“I have attended multiple high-quality business trainings through the Florida SBDC at no cost. I now have a better understanding of entrepreneurship and business development.”

—Karly Cazilus

**Homeland Language Services, West Palm Beach**

“[Our Florida PTAC consultant] Carol helped us a lot in giving us tips on how to get certified as a minority business and veteran-disabled certified [company]. She also gave us a lot of tips on how to create our capability statement and bid for government contracts. Now we just won a contract with Ventura County in Ventura California. Great service.”

—Christian Lanazca

**Karnivore Armament Systems, LLC, Wellington**

“I find that working with Carole Hart [my consultant] has allowed me to cut out a lot of the trial and error that often comes with starting a business. She also helped me to streamline my processes, making it easier for me to focus on procuring government contracts. I also know that she will be there to help me when I need it. I highly recommend using a Florida SBDC if it is available to you.”

—Jesse Kearney

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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.