### Consulting Client Breakdown

- **110** Existing & aspiring business owners consulted
- **926** Consulting hours delivered
- **48** or 44% Women
- **10** or 9% Veterans & SCDVs
- **32** or 29% Minorities

### Service Snapshot

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

### Business & Economic Outcomes

<table>
<thead>
<tr>
<th></th>
<th>District 89</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$36.7M</td>
<td>$4.4B</td>
</tr>
<tr>
<td>Gov’t Contracts acquired**</td>
<td>$3.8M</td>
<td>$520.0M</td>
</tr>
<tr>
<td>Capital accessed**</td>
<td>$1.1M</td>
<td>$202.5M</td>
</tr>
<tr>
<td>Jobs Impacted direct, indirect, induced*</td>
<td>317</td>
<td>38,403</td>
</tr>
<tr>
<td>Cost per Job to Florida taxpayers*</td>
<td>$264</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**
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

Golden Bear Realty, Delray Beach
“[The Florida SBDC consultants] have provided me assistance with mailing lists needed for my business. I recently secured a contract for $2,000,000 from that list. I have also referred them to one of my clients where they will be helping them with their small restaurant. This client is a minority and is struggling. They are now beginning the process to assist them on managing and growing their business.”

—Barry Frette

Fleet Feet Sports, Delray Beach
“Working with the Florida SBDC was an incredible experience. From helping with everything from back of house operations to marketing, my consulting with the Florida SBDC was top notch. We grew immensely over the years and it was because of the groundwork of my consultant, Debbie, who should take a majority of the credit for helping me.”

—Nick Stump

Sky Nurses, Boca Raton
“Deborah has been very instrumental in bringing a different view of our business, target markets, and opportunities. She has also influenced some operational aspects and our self-evaluation and reflection.”

—John Naccarelli

Advanced Prosthodontics & Implant Dentistry, Inc., Delray Beach
“Thanks to Angel Rentas [Florida SBDC consultant] I was able to get a loan... Mr. Rentas was exceptional, helping us understand the business and getting in contact with banks and present solutions for capital which for a first-time business owner is very hard. I would greatly recommend him to anyone.”

—Alexis O. Morales

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.

FloridaSBDC.org