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>District 94</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$24.6M</td>
</tr>
<tr>
<td>Gov’t Contracts acquired**</td>
<td>$1.8M</td>
</tr>
<tr>
<td>Capital accessed**</td>
<td>$1.5M</td>
</tr>
<tr>
<td>Jobs Impacted direct, indirect, induced*</td>
<td>212</td>
</tr>
<tr>
<td>Cost per Job to Florida taxpayers*</td>
<td>$264</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**

**SERVICE SNAPSHOT**

- **Consulting Client Breakdown**
  - 73 Existing & aspiring business owners consulted
  - 621 Consulting hours delivered
  - 28 or 38% Women
  - 16 or 22% Veterans & SCDVs
  - 47 or 64% Minorities

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

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**District 94**

**Client Testimonials**

Fort Lauderdale Historical Society, Ft. Lauderdale

“Our Florida SBDC consultant provided expertise in business development and marketing that my nonprofit business could never have afforded. The Florida SBDC team really explored our business sector to provide best practice and guided my agency’s staff in developing a marketing plan and new revenue sources. I know I can pick up the phone and speak with Rafael, George, or Jazmine today - they remain a resource for my business’s success.”

—Patricia Zeiler

Pink Pussycat Flower Shop, Inc., Plantation

“Due to Hurricane Irma, I was forced to close my business for 12 days; equivalent to $24.2K. In addition, I lost $2K in inventory because I had no power. [The Florida SBDC was] great help for being closed for 2 weeks. Angel was so kind and helpful [assisting with the $15,000 bridge loan].”

—Linda Wright

Pizza and Gelato Restaurant, Wilton Manors

“Hurricane Irma heavily affected our cash flow in an already difficult time... From an average of $13,000 per week, we went down to $8,000. We will also need to replace one of our freezers and one of our ovens was damaged because of the repeated power surges that happened when the utility power went off and one during the hurricane and when FPL re-connected the grid. The Florida SBDC was extremely helpful on all steps of the [Emergency Bridge Loan] application. All officials were so friendly and very competent. They offered us a new hope in a very difficult time. THANK YOU!”

—Leonardo Baldi


“With the constant changing rules of the SAM website my Florida SBDC consultant has been invaluable in negotiating the minefield of questions.”

—Randy Atlas

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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.