Consulting Client Breakdown

- **426** Existing & aspiring business owners consulted
- **195** or **46%** Women
- **121** or **28%** Veterans & SCDVs
- **117** or **27%** Minorities
- **10,206** Consulting hours delivered

**BUSINESS & ECONOMIC OUTCOMES**

- **Sales generated***: District 1 $404.4M, Statewide $4.4B
- **Gov’t Contracts acquired**: District 1 $15.7M, Statewide $520.0M
- **Capital accessed**: District 1 $10.9M, Statewide $202.5M
- **Jobs Impacted**: District 1 3,495, Statewide 38,403
- **Cost per Job to Florida taxpayers**: District 1 $264

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

**$2.5 Billion**

**GRP IMPACT**

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**
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.

Additional regional office locations:

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
   Boca Raton (561) 737-4830

9. Florida SBDC at FIU
   Miami (305) 348-7558

Network Headquarters
Pensacola (850) 898-3479

District 1

Client Testimonials

ProClean Carpet Cleaning, Inc., Pensacola
“[Our consultant] Dan and team saved an entire division at our company with sales of $1,500,000. Because of their help, that division went from losing $177,000 in 2017 to making $80,000 in the last half of 2018.”

—Dave DeBlander

Panhandle Fabrication & Machine, LLC, Gulf Breeze
“It is likely that we would not have opened our business without [our consultant] Dorian’s help. He was able to help us navigate through our business plan and projections necessary to receive the SBA loan we desperately needed to open our doors.”

—Danny Goodman, Jr.

Deming Designs, Inc., Pensacola
“Glenn is an excellent consultant. He has provided support and guidance through various crises our business has endured. Without him, we might not have survived. I would strongly recommend his, and the Florida SBDC’s, services to any business.”

—Karen M. Deming

Escape Wellness Spa, Pensacola
“We truly appreciate the time [our consultant] Glenn spent meeting with us each month. You can feel his passion and excitement for helping small businesses. We learned a lot of useful tools and will continue to use the tools we were taught moving forward. The program is well structured, organized, and efficient.”

—Stephanie Knight

Gene J. A. Terrezza, O.D. & Assoc., P.A., Milton
“The Florida SBDC has been great about getting us helpful research and information as we try to promote and grow our companies.”

—Gene Terrezza