Consulting Client Breakdown

- 251 Existing & aspiring business owners consulted
- 2,189 Consulting hours delivered

Consulting Client Breakdown

- 89 or 35% Women
- 26 or 10% Veterans & SCDVs
- 148 or 59% Minorities

Business & Economic Outcomes

- District 11
  - Sales generated*: $86.7M
  - Gov’t Contracts acquired**: $1.1M
  - Capital accessed**: $4.6M
  - Jobs Impacted: 749
  - 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.*

$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.

Florida’s resource for serving small business constituents from Pensacola to Key West

9 REGIONS
40+ CENTERS
50+ OUTREACH LOCATIONS

**District 11 Resources:**

- Florida SBDC at UCF
  Orlando (407) 420-4850

**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 USF
   Tampa (813) 905-5800

5. Florida SBDC at FGCU
   Fort Myers (239) 745-3700

6. Florida SBDC at IRSC
   Fort Pierce (772) 462-4942

7. Florida SBDC at IRSC
   Fort Pierce (772) 462-4942

8. Florida SBDC at FAU
   Miami (305) 779-9230

9. Florida SBDC at FIU
   Miami (305) 779-9230

District 11

**LEK Technology Consultants, Winter Garden**

“I have been working with [my Florida SBDC consultant] Hal for about seven years. His guidance and business acumen have been a great asset for me as a CEO and my company which has rebounded and experienced phenomenal growth from the depths of the Great Recession. Hal has been a trusted mentor to JK2 Construction and JK2 Scenic the entire way.”

—Paul Holmes

**Elipsis Engineering & Consulting, Winter Garden**

“The Florida SBDC has been personally and commercially rewarding. The amount of knowledge I have access to through the Florida SBDC advisory board is phenomenal. My business’s overall efficiency is much better. I now understand why I am where I am and know how to move on from here.”

—Corey Lowe

**Ingenious Culinary Concepts, Ocoee**

“Since starting with the Florida SBDC [for help with marketing and government contracts], our revenues have doubled over last year. We wanted to spread our wings and diversify our revenues, and we have. We’ve grown fast and now are so busy we are hiring. Going forward, we’re looking for the Florida SBDC to help us with a strategy to manage that growth, while staying lean but still adding clients and revenues.”

—Kern Halls

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.