2018 Prosperity Report

Consulting Client Breakdown

- **208** Existing & aspiring business owners consulted
- **1,922** Consulting hours delivered

**District 12**

- **104** or **50%** Women
- **34** or **16%** Veterans & SCDVs
- **69** or **33%** Minorities

**Statewide**

- **1,922** Consulting hours delivered

Business & Economic Outcomes

- **Sales generated***: $76.1M
- **Gov’t Contracts acquired**: $255.3K
- **Capital accessed**: $1.7M
- **Jobs Impacted**: 658
- **Gov’t Contracts acquired**: $255.3K
- **Capital accessed**: $1.7M
- **Jobs Impacted**: 658
- **Cost per Job to Florida taxpayers***: $264

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

$1 ➔ $52

$2.5 Billion

GRP IMPACT

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 12 Resources:**

1. Florida SBDC at UNF
   Jacksonville (904) 620-2476

2. 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 USF
   Tampa (813) 905-5800

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

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

6. Florida SBDC at FAU
   Fort Lauderdale (954) 762-5235

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

**Network Headquarters**

Pensacola (850) 898-3479

**District 12**

**Client Testimonials**

**Roberts Home Services, The Villages**

“Working with the Florida SBDC has been a tremendous plus for my company. The guidance and tutoring has given me knowledge and new found skills to operate my company properly. I really feel like there is no limit to the success of my company, not to mention being on the front page of *The Villages Daily Sun* was HUGE.”

—Thordis Williams

**David Burzotta Wealth Management, The Villages**

“The advice and resources from the consultants have been instrumental in the success of DBWM’s brand development strategy. The support received from the Florida SBDC at UNF has helped me immensely, to say the least. In all, the Florida SBDC at UNF has allowed me to collaborate with business development professionals focused on a singular vision for success in my wealth management practice.”

—David Burzotta

**Early Learning Coalition of the Nature Coast, Sumterville**

“My consultant helped me tremendously in developing a big picture business plan. He helped me better understand the difference between having employees and using subcontractors.”

—Sandra Woodard

**Ringer’s More Than Mulch, Leesburg**

“We met with our banker, brought in our business plan that Eddie Hill [our Florida SBDC consultant] had helped us write and it was accepted. The bank was astounded. They said they’d never seen a business plan put together so well. Our loan application was later approved, and we were on our way.”

—Deb Ringer

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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.