Consulting Client Breakdown

- **446** Existing & aspiring business owners consulted
- **2,792** Consulting hours delivered

### Business & Economic Outcomes

#### District 15
- **Sales generated**
  - $110.6M
- **Gov’t Contracts acquired**
  - $570.1K
- **Capital accessed**
  - $5.0M
- **Jobs Impacted**
  - 956
- **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:

1. Strategic & Business Plan Development
2. Access to Capital
3. Strategic Market Research
4. Cybersecurity
5. Market Growth Development
6. International Trade
7. Government Contracting
8. 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

**Otero Consulting Group, Kissimmee**

“[My consultant] Rafael discussed strategies that we infused immediately. They were logical points that made a big difference on our bottom line. Every meeting was to the point and full of information that was usable and effective in my field. We experienced a 12% increase in revenue, 400% increase in website traffic, and brand exposure increased exponentially. His methodologies used empirical methods to evaluate effectiveness. I look forward to every session for more insight. It’s like hiring an executive level adviser at no cost.”

—Dr. Joe Otero

**My Nona’s Garden, Saint Cloud**

“[My consultant] Chuck has helped me from day one [with] writing my business plan and doing my financials. He has answered every question and provided valuable resources every step of the way. I don’t know where my business would be without Chuck Wheeler. He is my mentor, and I still go to him when I am in need.”

—Amber Harmon

**Laboratory Audit Solutions, LLC, Kissimmee**

“We have grown in leaps and bounds to the point that we are now planning to open facilities both in Central and South Florida with consultants in California, New Jersey, Philadelphia, and Virginia.”

—Maria Mitchell

**Leading Solutions, LLC, Kissimmee**

“The Florida SBDC has been extremely helpful providing one-on-one sessions with the PTAC regarding business growth and focusing on being more effective in obtaining/winning contracts. The PTAC consultant I saw, Patricia Simpson, is just outstanding. Extremely helpful. She could use a clone of herself!!!”

—Wendy Lichtenstein

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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.

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

9 REGIONS
40+ CENTERS
50+ OUTREACH LOCATIONS

### District 15 Resources:

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

### Additional regional office locations:

<table>
<thead>
<tr>
<th>#</th>
<th>Location</th>
<th>Phone</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>Florida SBDC at UWF</td>
<td>Pensacola (850) 474-2528</td>
</tr>
<tr>
<td>2</td>
<td>Florida SBDC at FAMU</td>
<td>Tallahassee (850) 599-3407</td>
</tr>
<tr>
<td>3</td>
<td>Florida SBDC at UNF</td>
<td>Jacksonville (904) 620-2476</td>
</tr>
<tr>
<td>4</td>
<td>Florida SBDC at USF</td>
<td>Tampa (813) 905-5800</td>
</tr>
<tr>
<td>5</td>
<td>Florida SBDC at FGCU</td>
<td>Fort Myers (239) 745-3700</td>
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<tr>
<td>6</td>
<td>Florida SBDC at IRSC</td>
<td>Fort Pierce (772) 462-4942</td>
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<tr>
<td>7</td>
<td>Florida SBDC at FAU</td>
<td>Fort Lauderdale (954) 762-5235</td>
</tr>
<tr>
<td>8</td>
<td>Florida SBDC at FIU</td>
<td>Miami (305) 779-9230</td>
</tr>
</tbody>
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**Network Headquarters**

Pensacola (850) 898-3479