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

### Consulting Client Breakdown

- **459** Existing & aspiring business owners consulted
- **2,711** Consulting hours delivered
- **230** or 50% Women
- **77** or 17% Veterans & SCDVs
- **291** or 63% Minorities

### Business & Economic Outcomes

- **District 19**
  - **Sales generated***: $107.4M
  - **Gov’t Contracts acquired**: $19.7M
  - **Capital accessed**: $4.4M
  - **Jobs Impacted**: 928 (direct, indirect, induced*)
  - **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.*

### GRP Impact

$2.5 Billion 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.

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

9 REGIONS
40+ CENTERS
50+ OUTREACH LOCATIONS

► District 19 Resources:

Florida SBDC at USF
Tampa (813) 905-5800

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 FGCU
   Fort Myers (239) 745-3700

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

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

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

Network Headquarters
Pensacola (850) 898-3479

District Testimonials

Onyx Cleaning Service, LLC, Brandon
“...Janet teaches empowerment for the woman-owned business and how to navigate the government contracting world... I have several contracts with the city of Tampa worth $2.5 million and special services for up to $6 million. I have the opportunity to create jobs. So far with the help of the SBDC I have created 30 jobs.” —Maria Leon

Tekplan Solutions Florida LLC, Tampa
“The Florida SBDC was very helpful providing [application assistance for] a bridge loan when Hurricane Irma disrupted our customers, suppliers, and our businesses. They helped us overcome the economic impact of downtime in preparation for the storm, post-storm recovery, banking disruption, and power and communication outages. The temporary loan helped [us] overcome losses incurred and cash flow problems when customers were unable to make timely payments. The Florida SBDC helped with prompt advice and funding to help get us through this disruptive time.” —John Radtke

Sencommunications, Inc., Tampa
“[Our consultant] Karen looked at our overall business and guided us towards federal contracting, including WOSB and HUBZone Certification. So far, we have done over $800,000 in business with the federal government and expect major growth this year.” —Stacie Miller

Cleanpak Products, LLC, Tampa
“[Our consultant] Joe changed our lives! Once he got our attention, he passionately and tirelessly pushed us to a MUCH better way of running our company. Over a two to three month period, he helped us transform our processes. Today, I have time to work on our business not just in it. Customer satisfaction and service have soared along with sales and profits. We are very careful today to be sure that we stay true to the processes and the approach he showed us.” —George Brydon

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.