### Consulting Client Breakdown

- **232** Existing & aspiring business owners consulted
- **1,598** Consulting hours delivered
- **107** or 46% Women
- **32** or 14% Veterans & SCDVs
- **145** or 63% Minorities

### Business & Economic Outcomes

<table>
<thead>
<tr>
<th></th>
<th>District 20</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$63.3M</td>
<td>$4.4B</td>
</tr>
<tr>
<td>Gov’t Contracts acquired**</td>
<td>$3.6M</td>
<td>$520.0M</td>
</tr>
<tr>
<td>Capital accessed**</td>
<td>$1.6M</td>
<td>$202.5M</td>
</tr>
<tr>
<td>Jobs Impacted direct, indirect, induced*</td>
<td>547</td>
<td>38,403</td>
</tr>
<tr>
<td>Cost per Job to Florida taxpayers*</td>
<td><strong>$264</strong></td>
<td></td>
</tr>
</tbody>
</table>

### 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 20 Resources:

Florida SBDC at USF
Tampa (813) 905-5800

District 20 Client Testimonials

Security Iris, Inc., Wesley Chapel
“The Florida SBDC was a mentor and a guide for us. [Our consultant] Mitchell Lairmore has been assisting us for a long time now with all our business needs. Mitch provided us insight into financing that we were not aware of. His inspiration and encouragement helped us grow with a roadmap.”

—Neeta Amanna

Advanced Nationwide Security, Tampa
“(Our consultant] Steve has been very helpful to our business. He is always there when we need him. He always has good advice for us. We couldn’t have made it without his help. I would like to thank Steve and the other staff of the Florida SBDC [in] Orlando for all their help and unconditional assistance over the year. God bless you all.”

—Anthony Ilesanmi

Yummi Empanadas, Tampa
“[My consultant] Michael has been very helpful, kind, knowledgeable, and reliable! [He is] Always willing to accommodate our needs... Overall, the Florida SBDC truly cares about helping us small business owners make this journey less lonely with their continued support!”

—Adriana Florez

Scrap On Spot, Tampa
“My experience [with the Florida SBDC] was great. I feel confident in knowing my local team is available to answer any questions I may have or knowing they will provide guidance as I grow my business.”

—Tony Selvaggio

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.