Consulting Client Breakdown

- 171 Existing & aspiring business owners consulted
- 1,803 Consulting hours delivered

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

Business & Economic Outcomes

- **Sales generated**
  - District 21: $71.5M
  - Statewide: $4.4B

- **Gov’t Contracts acquired**
  - District 21: $825.5K
  - Statewide: $520.0M

- **Capital accessed**
  - District 21: $1.7M
  - Statewide: $202.5M

- **Jobs Impacted**
  - District 21: 617
  - Statewide: 38,403

- **Cost per Job to Florida taxpayers**
  - District 21: $264

**$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 21 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
   Network Headquarters
   Pensacola (850) 898-3479

**Client Testimonials**

**A&J Mobility Inc., Ruskin**

“[My consultant] Karen is very knowledgeable and dedicated to assisting businesses. She was instrumental in helping me certify my company as a SDVOSB. I know that I can count on Karen to provide the necessary assistance and guidance that best supports what I am trying to accomplish.”

—Antoinette Daoud

**Palm Coast Linen, Sarasota**

“[Hurricane] Irma stopped our business for almost four months as our customers were rebuilding their businesses. Our payroll was higher than our sales for four months. The Florida SBDC [assisted with the application that] got us a six-month, no-interest loan that kept us from going out of business... Thank you and keep up the good work.”

—Poppy Rossano

**Capalbo’s Pizza, Bradenton**

“The Florida SBDC, and namely Ms. Dorina Hart, was very professional and knowledgeable and guided us through the whole [Florida Small Business Emergency Bridge Loan] application process to lead us to successful approval, and we thank you, Ms. Hart and the Florida SBDC for all the help... The loan approval meant the opportunity to continue employing all of our loyal staff [even with the economic impact of the Red Tide].”

—Radka Watson

**Game On Nation, Bradenton**

“[Our consultant] Karen’s support has been ongoing and all of the resources at the [Florida SBDC] PTAC have empowered Game On to stay in the federal contracting space... We’re so proud that in 2018 we were awarded a six-figure contract with a major federal entity... It’s helped us create exponential growth, new verticals, new initiatives, new programs, and more than that, it’s about the personal connection and having somebody on call who can provide moral support and guidance. I can’t recommend Florida PTAC at USF highly enough.”

—Blair Bloomston

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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.