Consulting Client Breakdown

- 167 Existing & aspiring business owners consulted
- 1,987 Consulting hours delivered

Consulting Client Breakdown

- 79 or 47% Women
- 28 or 17% Veterans & SCDVs
- 77 or 46% Minorities

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

$2.5 Billion

GRP IMPACT

on Florida’s economy as a result of Florida SBDC services

Statewide:
- Sales generated* $4.4B
- Gov’t Contracts acquired** $520.0M
- Capital accessed** $202.5M
- Jobs Impacted direct, indirect, induced* 38,403
- Cost per Job to Florida taxpayers* $264

District 22:
- Sales generated* $78.7M
- Gov’t Contracts acquired** $277.8K
- Capital accessed** $1.7M
- Jobs Impacted direct, indirect, induced* 680
- Cost per Job to Florida taxpayers* $264

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 (畅通) from the tens of thousands of small businesses we assist each year.

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 FGCU
   Fort Myers (239) 745-3700

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

6. Florida SBDC at USF
   Tampa (813) 905-5800

7. Florida SBDC at FAU
   Boca Raton (561) 732-7825

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

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

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.

District 22

Client Testimonials

Top Flight Electric, Inc., Eagle Lake
“I owe my entire business plan to the Florida SBDC. They helped me take my ideas and dreams and turn them into a reality. I took every class they offered. The teachers were great! The consultant taught me how to write a business plan, how to put together financial projections, and then helped me with all the forms for the SBA loan. I am a businessman today because of the training I received from the Florida SBDC. They have helped me with my American dream!”

—William Bishop

Containers Unlimited, Kissimmee
“The Florida SBDC was instrumental in helping me to acquire an 8(a) certification that was very fruitful.”

—Chuck Jones

Cypress Tire Co., Inc., Winter Haven
“The Florida SBDC provided much needed funds after Hurricane Irma 2017 which enabled us to start repairs while waiting for insurance money. The process to apply was very easy and the approval came within a prompt time frame.”

—Margaret Katros

Tanner’s Lakeside, Winter Haven
“The Florida SBDC assisted us in obtaining a [Florida Small Business Emergency] bridge loan, which enabled us to keep operating and retain key employees while we navigated the insurance company’s claim settlement process [resulting from Hurricane Irma]. It took seven months to get first loss of income insurance payment. Without the bridge loan, we would not have been able to stay in business for that period.”

—Warren Gay

Oaklee Lawn and Pool Care, Clermont
“[The Florida SBDC consultant] helped me enormously to understand how to do financial forecasting and provided really useful economic data for my region.”

—Gina Cattle

FloridaSBDC.org