### Consulting Client Breakdown

<table>
<thead>
<tr>
<th>Category</th>
<th>Number</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Women</td>
<td>269</td>
<td>44%</td>
</tr>
<tr>
<td>Veterans &amp; SCDVs</td>
<td>67</td>
<td>11%</td>
</tr>
<tr>
<td>Minorities</td>
<td>217</td>
<td>36%</td>
</tr>
</tbody>
</table>

### Business & Economic Outcomes

<table>
<thead>
<tr>
<th>Category</th>
<th>District 27</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$253.8M</td>
<td>$4.4B</td>
</tr>
<tr>
<td>Gov’t Contracts acquired**</td>
<td>$7.2M</td>
<td>$520.0M</td>
</tr>
<tr>
<td>Capital accessed**</td>
<td>$8.1M</td>
<td>$202.5M</td>
</tr>
<tr>
<td>Jobs Impacted: direct, indirect, induced*</td>
<td>2,193</td>
<td>38,403</td>
</tr>
<tr>
<td>Cost per Job to Florida taxpayers*</td>
<td></td>
<td>$264</td>
</tr>
</tbody>
</table>

**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
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.

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 USF
   Tampa (813) 905-5800
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 27 Resources:

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

9 REGIONS
40+ CENTERS
50+ OUTREACH LOCATIONS

Client Testimonials

Gavins Ace Hardware, Ft. Myers
“[I] Met Duane [my Florida SBDC consultant] several years ago and after getting over my own misgivings of letting an outsider see the inner workings, he has been a God send. We branched out and opened a second location and have been dealing with family succession plans and numerous other challenges. In 2015, our business had a loss of over $135,000. In 2016 and 2017, we posted profits of over $300,000 each year. Our finances are even better for 2018. Duane has represented many facets, but the most important one has been to run our business by our financials.”
—John Gavin

Metro Blinds, Draperies and Shutters, Fort Myers
“[Our consultant] Chris Andon has helped us tremendously with a few issues we were having in our small business. Specifically, with guidance from Chris, we were able to significantly reduce the amount of order errors we were experiencing which allowed us to enjoy one of our most profitable years on record. Our company has experienced success in the past but the guidance from Chris and the Florida SBDC has opened my eyes to some great possibilities. I’m excited for what the future holds for my team and our company.”
—Reece Skelton

Tween Waters Inn, Captiva
“[Florida SBDC consultant] Duane Hoversten was a voice of reason and suggestion to help us grow our business. He helped to provide solutions to problems and helped us strategically moving forward… We found the service to be very valuable to us in helping us plan for the future.”
—Tony Lapi

Molly Maid of Ft. Myers, Fort Myers
“The Florida SBDC went with me to banks and introduced me to bankers. They also aided in the writing of my business plan, as well as setting up my Quickbooks account and all of the categories. Since then, they have supported me as a consulting arm to setting up my business and setting future objectives.”
—Douglas J. Heffner

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.