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

For the year 2018, the Florida SBDC Network had the following outcomes:

**Consulting Client Breakdown**
- **328** Existing & aspiring business owners consulted
- **3,167** Consulting hours delivered

**Existing & aspiring business owners consulted**
- **144** or **44%** Women
- **32** or **10%** Veterans & SCDVs
- **111** or **34%** Minorities

**BUSINESS & ECONOMIC OUTCOMES**

<table>
<thead>
<tr>
<th>Outcome</th>
<th>District 28</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$125.5M</td>
<td>$4.4B</td>
</tr>
<tr>
<td>Gov’t Contracts acquired**</td>
<td>$4.4M</td>
<td>$520.0M</td>
</tr>
<tr>
<td>Capital accessed**</td>
<td>$7.2M</td>
<td>$202.5M</td>
</tr>
<tr>
<td>Jobs Impacted direct, indirect, induced*</td>
<td>1,084</td>
<td>38,403</td>
</tr>
<tr>
<td>Cost per Job to Florida taxpayers*</td>
<td>$264</td>
<td></td>
</tr>
</tbody>
</table>

**For the state of Florida, $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 28 Resources:**

**Florida SBDC at FGCU**

Fort Myers (239) 745-3700

**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

**The Client Server, Inc., Bonita Springs**

“[Florida SBDC consultant] Suzanne was and always has been a huge resource for business growth knowledge - financial and operational. She knows when and how to offer the correct advice, even if it is to look at selling the business or closing it. Suzanne stays in contact, truly cares and follows up with each client. She is a wonderful advocate for the Florida SBDC in our community and invaluable to local businesses. Over 23 years in business, Suzanne and the Florida SBDC helped me as a sounding board, advisor, and resource for the needs to make my business grow. Thank you!”

—Wendi Fowler

**Best Vision Associates, Lehigh Acres**

“I was previously unaware of the Florida SBDC and the resources available to me. I also had little knowledge of business terminology and business practices including writing a solid business plan. [My consultant] Darcy made the class enjoyable and easy to understand. Coming from a background with both a Bachelor’s and Master’s in Education, this was a great way for me to develop and walk away with the tools that I needed to begin to understand how to develop and create a business plan that would propel my business idea forward.”

—Katrina Best

**Platinum Dry Cleaning, Naples**

“[My consultant] Suzanne and the team at the Florida SBDC at FGCU are second to none! She is very much a trusted partner. Suzanne not only prepared me for the riggers of SBA funding, but then with due diligence all leading to closing my AQ. It did not stop, as she coached my transition from closing to now day-to-day ownership. I cannot recommend the Florida SBDC’s offerings enough!”

—Craig D. Bamberg

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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.