## Consulting Client Breakdown

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Women</td>
<td>258</td>
<td>45%</td>
</tr>
<tr>
<td>Veterans &amp; SCDVs</td>
<td>64</td>
<td>11%</td>
</tr>
<tr>
<td>Minorities</td>
<td>291</td>
<td>50%</td>
</tr>
</tbody>
</table>

- **District 3**
  - Consulting hours delivered: 7,646
  - Existing & aspiring business owners consulted: 579

- **Statewide**
  - Consulting hours delivered: 29,543
  - Existing & aspiring business owners consulted: 8,028

## Business & Economic Outcomes

<table>
<thead>
<tr>
<th>Outcome</th>
<th>District 3</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$302.9M</td>
<td>$4.4B</td>
</tr>
<tr>
<td>Gov’t Contracts acquired**</td>
<td>$5.9M</td>
<td>$520.0M</td>
</tr>
<tr>
<td>Capital accessed**</td>
<td>$8.9M</td>
<td>$202.5M</td>
</tr>
<tr>
<td>Jobs Impacted direct, indirect, induced*</td>
<td>2,618</td>
<td>38,403</td>
</tr>
<tr>
<td>Cost per Job to Florida taxpayers*</td>
<td>$264</td>
<td></td>
</tr>
</tbody>
</table>

## GRP Impact

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**

- **$2.5 Billion** on Florida’s economy as a result of Florida SBDC services

---

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

**District 3 Resources:**

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

**Additional regional office locations:**

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

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

6. Florida SBDC at FGCU
   Fort Myers (239) 745-3700

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

8. Florida SBDC at FAU
   Fort Lauderdale (954) 762-5235

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

**Network Headquarters**

Pensacola (850) 898-3479

---

**District 3 Client Testimonials**

**Faith Funeral Home, Inc., Havana**

“Our experience has exceeded our expectations! Having the expertise of this [Florida SBDC] team [Our consultant, Emery] has brought our firm powerful information we could not afford to purchase. [She is] Always willing to listen and respond with ‘we can help’ each time we shared a concern. We will be forever grateful!!”

—Edna Hall

**Soleil 7 Hair Salon, Tallahassee**

“[My consultant] Emery has been a true pleasure to work with. She takes a personal interest in the business she is working with and is always responsive to our needs. We are very pleased to have met Emery and we have recommended her and the Florida SBDC to many of my business associates.”

—Joseph Borras

**Verve Real Estate, Tallahassee**

“The Florida SBDC has assisted me in many ways. [My consultant] Keith Bowers and his team are an essential part of the community and their commitment to small business is unparalleled. The time they’ve taken to understand the intricacies within our operation has shown through in the results they’ve gotten for me in the past regarding any financial needs, internal restructuring, and identifying areas that we may be able to improve on. Great resource and a true display of care from their entire staff.”

—Jay Long

**Gandy Printers, Inc., Tallahassee**

“The insight into my business that I receive each year from the Florida SBDC is invaluable. It shows me how I am performing compared to others in my industry, and lets me know where I am excelling and where I can stand to improve. I would highly recommend the Florida SBDC’s services to anyone that owns or manages a business.”

—Bernard Gandy III

---

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.