Consulting Client Breakdown

<table>
<thead>
<tr>
<th>Category</th>
<th>District 31</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Women</td>
<td>88 or 52%</td>
<td>$45.2M</td>
</tr>
<tr>
<td>Veterans &amp; SCDVs</td>
<td>22 or 13%</td>
<td>$7.3M</td>
</tr>
<tr>
<td>Minorities</td>
<td>83 or 49%</td>
<td>$940.0K</td>
</tr>
</tbody>
</table>

Business & Economic Outcomes

<table>
<thead>
<tr>
<th>Category</th>
<th>District 31</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$45.2M</td>
<td>$4.4B</td>
</tr>
<tr>
<td>Gov’t Contracts acquired**</td>
<td>$7.3M</td>
<td>$520.0M</td>
</tr>
<tr>
<td>Capital accessed**</td>
<td>$940.0K</td>
<td>$202.5M</td>
</tr>
<tr>
<td>Jobs Impacted direct, indirect, induced*</td>
<td>390</td>
<td>38,403</td>
</tr>
<tr>
<td>Cost per Job to Florida taxpayers*</td>
<td>$264</td>
<td></td>
</tr>
</tbody>
</table>

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

$1  $52

2.5 Billion

GRP Impact

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**
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 FGCU
   Fort Myers (239) 745-3700
7. Florida SBDC at IRSC
   Fort Pierce (772) 462-4942
8. Florida SBDC at FIU
   Miami (305) 779-9230

Network Headquarters
Pensacola (850) 898-3479

District 31 Resources:

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

9 REGIONS
40+ CENTERS
50+ OUTREACH LOCATIONS

► District 31 Resources:

Headquarters
Regional Center
Satellite Center
Outreach Office

Dove Interpreting, West Palm Beach
“My experience with the Florida SBDC has always been educational. I don’t know what I would have done if this free service didn’t exist. Thank You!”
—Jocelyn Dillard

Sunset View Construction, Lantana
“We have had a terrific experience with the Florida SBDC. They have been extremely helpful in the purchase and the structure of my business. We recently met with our consultant to discuss government contracts and are very excited about the possibilities this opens up for my business... I highly recommend their services to anyone I speak to that needs guidance and consulting on any business matter they are facing.”
—Robert Bitgood

Fleet Feet Sports Delray Beach
“Working with the Florida SBDC was an incredible experience. From helping with everything from back of house operations to marketing my consulting with the Florida SBDC was top-notch. We grew immensely over the years and it was because of the groundwork of my consultant Debbie who should take a majority of the credit for helping me.”
—Nick Stump

Advanced Prosthodontics & Implant Dentistry, Inc., Delray Beach
“Thanks to Angel Rentas [my Florida SBDC consultant] I was able to get a loan... Mr. Rentas was exceptional, helping us understand the business and getting in contact with banks and present solutions for capital which for a first-time business owner is very hard. I would greatly recommend him to anyone.”
—Alexis Morales