### Consulting Client Breakdown

- **187** Existing & aspiring business owners consulted
- **1,148** Consulting hours delivered

### Consulting Client Breakdown Details:

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Women</td>
<td>41%</td>
<td>76</td>
</tr>
<tr>
<td>Veterans &amp; SCDVs</td>
<td>19%</td>
<td>35</td>
</tr>
<tr>
<td>Minorities</td>
<td>47%</td>
<td>87</td>
</tr>
</tbody>
</table>

### Business & Economic Outcomes

<table>
<thead>
<tr>
<th>Outcome</th>
<th>District 34</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$45.5M</td>
<td>$4.4B</td>
</tr>
<tr>
<td>Gov’t Contracts acquired**</td>
<td>$3.6M</td>
<td>$520.0M</td>
</tr>
<tr>
<td>Capital accessed**</td>
<td>$3.3M</td>
<td>$202.5M</td>
</tr>
<tr>
<td>Jobs Impacted direct, indirect, induced*</td>
<td>393</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.*

### GRP Impact

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

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*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.

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

9 REGIONS
40+ CENTERS
50+ OUTREACH LOCATIONS

### 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

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**Data Clique, LLC, Fort Lauderdale**

“The Florida SBDC helped us in multiple ways. [My consultant] Mike Bell has provided invaluable consulting on acquiring government contracts. We have been successful in local government contracting and are currently in the bidding process for federal contracts. [Our consultants] Angel Rentas and Anil Chang helped us through disaster relief funding [Hurricane Irma] through the state and the SBA. We could not have been successful in completing these transactions without their assistance and expertise.”

—Charles Dinsmore

**Catalyst Fitness, Fort Lauderdale**

“My experience with [my consultant] Gary and the Florida SBDC was amazing. Starting Catalyst was the most worthwhile and difficult challenge of my life. I believed I had a great idea but also I understood the importance of getting other people’s perspective. Gary coached me, challenged me, and supported me, which was what I needed at the time. We secured our loan, are helping a ton of people, and business is booming. I could not have done it without his help. I am very thankful [that] the Florida SBDC exists.”

—Nicholas Murtha

**Transformations, Pompano Beach**

“[My consultant] George helped me identify markets I was not currently exploring. He was very positive, encouraging, and willing to assist me in the future, as well. He gives everyone the encouragement and affirmation needed to be successful.”

—Victoria Englehart

**Saucha Floral Designs, Inc., Fort Lauderdale**

“I would like to thank Mr. Gadson, [my consultant at the ] Florida SBDC at FAU for the great support and guidance during my business consulting. Mr. Gadson help me understand better the concepts and strategies necessary for a small business to grow. Planning is the key to the business of today and the great businesses of tomorrow. I’m looking forward to continuing learning and being supported by the Florida SBDC at FAU.”

—Alcinea Saucha

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**District 34 Resources:**

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

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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.