## Consulting Client Breakdown

<table>
<thead>
<tr>
<th>Category</th>
<th>District 39</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Existing &amp; aspiring business owners consulted</td>
<td>158</td>
<td>1,365</td>
</tr>
<tr>
<td>Women</td>
<td>49 or 31%</td>
<td></td>
</tr>
<tr>
<td>Veterans &amp; SCDVs</td>
<td>15 or 9%</td>
<td></td>
</tr>
<tr>
<td>Minorities</td>
<td>68 or 43%</td>
<td></td>
</tr>
</tbody>
</table>

## BUSINESS & ECONOMIC OUTCOMES

<table>
<thead>
<tr>
<th>Outcome</th>
<th>District 39</th>
<th>Statewide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales generated*</td>
<td>$54.1M</td>
<td>$4.4B</td>
</tr>
<tr>
<td>Gov’t Contracts acquired**</td>
<td>$2.2M</td>
<td>$520.0M</td>
</tr>
<tr>
<td>Capital accessed**</td>
<td>$8.4M</td>
<td>$202.5M</td>
</tr>
<tr>
<td>Jobs Impacted direct, indirect, induced*</td>
<td>467</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. *

**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.

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

9 REGIONS
40+ CENTERS
50+ OUTREACH LOCATIONS

**District 39 Resources:**

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

**Network Headquarters**

Pensacola (850) 898-3479

**Additional regional office locations:**

- Florida SBDC at UWF
  Pensacola (850) 474-2528
- Florida SBDC at FAMU
  Tallahassee (850) 599-3407
- Florida SBDC at UNF
  Jacksonville (904) 620-2476
- Florida SBDC at UCF
  Orlando (407) 420-4850
- Florida SBDC at USF
  Tampa (813) 905-5800
- Florida SBDC at FGCU
  Fort Myers (239) 745-3700
- Florida SBDC at IRSC
  Fort Pierce (772) 462-4942
- Florida SBDC at FAU
  Fort Lauderdale (954) 762-5235

**Client Testimonials**

**GateArms.com, Homestead**

“We have enjoyed an excellent experience with our Florida SBDC consultants. At no charge, we have received extensive assistance with marketing, business model analysis, funding/financing advice, networking assistance, HR guidance, strategic advice, and much more. We will soon be receiving help in targeting government contracts. This is an incredible service for small business owners and we are extremely grateful to the Florida SBDC for their contribution to our company’s success. We would not be where we are today with out their help! All small business owners should be working continuously with the Florida SBDC since the benefits are huge and measurable, while the costs (if any) are insignificant.” —Jonathan Brinkman

**Key West Childcare, LLC, Key West**

“I would NOT have a business today if it was not for this service [Florida SBDC]! Super helpful and encouraging!”

—Erin Huyler

**Dynamic Transportation, Inc., Marathon**

“[The Florida SBDC services are] Invaluable. The [Florida Small Business Emergency] Bridge Loan was a lifesaver. After being closed for about a month and the number of visitors to the Keys was way down, our airport shuttle service was struggling [after Hurricane Irma]. We were able to meet our payroll and other expenses with a very quick response from the Florida SBDC. The loan has been fully repaid.”

—Raul Cisneros

**Capt. Slate’s Scuba, Tavernier**

“The Florida SBDC helped me survive with a $20,000 [Florida Small Business Emergency Bridge] loan after Hurricane Irma devastated the Keys and our business flow of tourists for over five months. I am trying to borrow from the SBA to pay you back since we are still slowly recovering but we are recovering thanks to your help.”

—Spencer Slate

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.