Consulting Client Breakdown

- **110** Existing & aspiring business owners consulted
- **1,099** Consulting hours delivered

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

**SERVICE SNAPSHOT**

**BUSINESS & ECONOMIC OUTCOMES**

- **Sales generated***: 
  - District 40: $43.6M
  - Statewide: $4.4B

- **Gov’t Contracts acquired**: 
  - District 40: $19.0M
  - Statewide: $520.0M

- **Capital accessed**: 
  - District 40: $4.7M
  - Statewide: $202.5M

- **Jobs Impacted**: 
  - District 40: 376
  - Statewide: 38,403

- **Cost per Job to Florida taxpayers***: 
  - $264

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

$1 → $52

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

**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**
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.

**Client Testimonials**

Wiremasters Electric, Miami

“We reached out for assistance from the Florida SBDC to obtain working capital. We were approved for a set limit with a lender within two weeks’ time. All throughout the time frame, the Florida SBDC has been nothing but excellent with their assistance and knowledge. We are pleased with their quality of work and effort they put in and will definitely recommend them in the future.”

—Kent Crook

J.T. Equipment Service Co., Miami

“[Our consultant] Alfredo was very helpful... The information he presented was very enlightening and helpful. The resources that we got from Profit Mastery was also very good. I needed more knowledge to help us get a handle on the cost structure and how to evaluate areas that reduce profitability. We are working to stabilize the financial position of the company and overcoming cash flow problems. This is helping us overcome a large debt burden and putting us in a better position to grow.”

—James Thurmond

Miami’s Quality Auto Repair, Inc., Miami

“As simply as I can put it, I don’t believe I could have made it happen without Roberto Castellon. The man knows and is well-versed in business and finance which makes the process smooth and efficient. My wife and I had a great experience through this process... Between our [Florida SBDC] consultant Roberto Castellon and Javier Jorge at First Green Bank, our experience was made as easy as it possibly could be. I recommend anyone to use this service.”

—Andres Brusco

Pavoni Stone, Inc., Miami

“Thanks to the Florida SBDC our company was approved for a [Florida Small Business Emergency] Bridge Loan that [is] helping us to continue working after the Hurricane Irma circumstances.”

—Pedro Pavoni

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.