2018 Prosperity Report

Service Snapshot

- Consulting Client Breakdown
  - 260 Existing & aspiring business owners consulted
  - 2,341 Consulting hours delivered
  - 119 or 46% Women
  - 47 or 18% Veterans & SCDVs
  - 78 or 30% Minorities

Business & Economic Outcomes

- Sales generated*
  - District 5: $92.7M
  - Statewide: $4.4B
- Gov’t Contracts acquired**
  - District 5: $500.0K
  - Statewide: $520.0M
- Capital accessed**
  - District 5: $3.8M
  - Statewide: $202.5M
- Jobs Impacted direct, indirect, induced*
  - District 5: 801
  - 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.*

GRP Impact

$2.5 Billion 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**
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](image)

### 9 REGIONS
### 40+ CENTERS
### 50+ OUTREACH LOCATIONS

#### District 5 Resources:

- **Florida SBDC at UNF**
  Jacksonville (904) 620-2476

#### 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 UCF**
   Orlando (407) 420-4850
4. **Florida SBDC at USF**
   Tampa (813) 905-5800
5. **Florida SBDC at FGCU**
   Fort Myers (239) 745-3700
6. **Florida SBDC at IRSC**
   Melbourne (321) 676-7131
7. **Florida SBDC at FIU**
   Miami (305) 779-9230

#### Network Headquarters

- **Florida SBDC at UWF**
  Pensacola (850) 898-3479

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**Client Testimonials**

### District 5

**Hart 2 Hart Academy, Lake City**

“[My consultant] Mark was wonderful to work with. He worked diligently to help me obtain the funding that we desperately needed in order to expand. I honestly believe that, without his assistance, we would not have been able to complete the expansion project that allowed us to serve 65 additional students and eventually hire six new teachers.”

—Dallas Hart

**MTE Construction Co., Middleburg**

“[My consultant] Mr. Zavesky was very helpful in helping our company navigate the ways to enter into government contracting. He was also a very valuable source of providing marketability.”

—Martin Tackling

**Ace Power Deslag LLC, Lake City**

“The help and information that we have received from the Florida SBDC since 2002 has been vital. We would not be in business if it hadn’t been for the help we have received, including pointers, hints, suggestions, other ways to look at problems, just answering questions - all of this was helpful. No one else would even give us the time of day, including the financial institution that we got our loan through.”

—Lee Starr

**Moonshine Acres RV Park, Fort White**

“The Florida SBDC was a vital part of our business obtaining an SBA loan to complete the construction of our RV Park. [Our consultant] Mark was great to work with, and extremely helpful in assisting us with the completion of our business plan. The amount of advice and consulting he provided throughout the process was invaluable. I would, and have, recommended my peers and colleagues to reach out to their local Florida SBDC for assistance with their business ventures. Thank you for everything you have done for our business and our family!”

—Ryan Gilmore

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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.