Consulting Client Breakdown

- **369** Existing & aspiring business owners consulted
- **3,568** Consulting hours delivered

### Service Snapshot

- **184** or 50% Women
- **64** or 17% Veterans & SCDVs
- **208** or 56% Minorities

### Business & Economic Outcomes

#### District 6

- **Sales generated**:
  - $141.4M
- **Gov’t Contracts acquired**:
  - $7.0M
- **Capital accessed**:
  - $7.1M
- **Jobs Impacted** (direct, indirect, induced):
  - 1,222
- **Cost per Job to Florida taxpayers**:
  - $264

#### Statewide

- **Sales generated**:
  - $4.4B
- **Gov’t Contracts acquired**:
  - $520.0M
- **Capital accessed**:
  - $202.5M
- **Jobs Impacted** (direct, indirect, induced):
  - 38,403

#### GRP Impact

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

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

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 6 Resources:

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
   Fort Pierce (772) 462-4942
7 Florida SBDC at FAU
   Fort Lauderdale (954) 762-5235
8 Florida SBDC at FIU
   Miami (305) 779-9230

Network Headquarters
Pensacola (850) 898-3479

District 6 Client Testimonials

DAK Resources, Inc., Jacksonville
“[Our consultant] Ms. Cathy at the Florida SBDC at UNF provides the highest quality of professional consulting which creates outstanding results. That is why we are still here and one of the fastest growing small businesses in Florida. Her professional consulting is priceless... With the assistance of Cathy and her team, it has allowed us to grow over 468% in 2017 and save countless of veterans lives by employing them.”
—David Moorefield

Avalon Business Partners, Inc., Jacksonville
“I have worked with two experts [at the Florida SBDC], one in government contracting and one in digital marketing. They were both highly skilled, truly experts in their fields. They were also both extremely helpful and truly desired to see my business succeed.”
—Marcie Niedbalski

Sheftall & Associates, P.A., Jacksonville
“[Our consultant] Kevin jumped in to help us initially after Hurricane Irma and assisted us in obtaining our disaster-based SBA loan, including following it through the approval process to funding. Without his assistance, from preparing the best application possible to being sure that our loan was ultimately funded, our business would likely have closed this year.”
—Scott Sheftall

Temple Gym & Fitness, Jacksonville
“The Florida SBDC helped me articulate my business idea and fulfill the standards the lenders expected of me to make my loan application successful. Without this loan, it would have been much harder to achieve my plans for my business. I would definitely recommend the Florida SBDC to anyone in business looking to grow or successfully launch an initiative.”
—Mitchell Smith

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.