

# ECONOMIC IMPACT

## Florida SBDC Network Statewide



Helping Businesses Grow & Succeed

	→ 2015	→ 5 YEAR
Create, Retain & Save <b>Jobs*</b>	<b>32,398</b>	<b>217,849</b>
Generate <b>Sales*</b>	<b>\$4.8B</b>	<b>\$29.3B</b>
Acquire Government <b>Contracts**</b>	<b>\$301.0M</b>	<b>\$2.1B</b>
Access Investment <b>Capital**</b>	<b>\$276.8M</b>	<b>\$947.4M</b>
Start New <b>Businesses**</b>	<b>404</b>	<b>3,857</b>

*Florida SBDCs Accelerate Florida's Economy*



For every \$1 invested in the Florida SBDC program, \$39 is returned to the state in tax revenue.

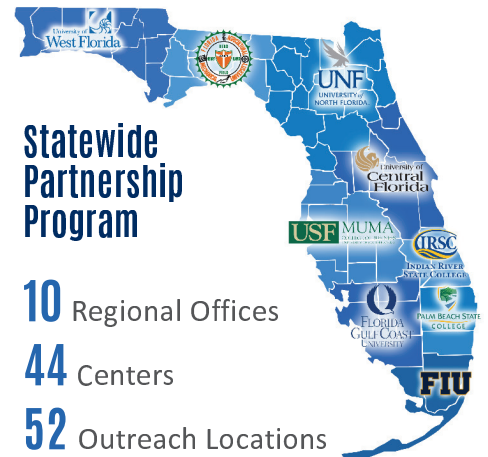
Economic Impact of SBDC Business Development Activities on the Florida Economy, 2016\* | Reported by respondent clients of outcomes resulting from or in part due to assistance in 2015\*\*

Florida SBDC services have resulted in a **\$17.1 Billion GRP IMPACT** to Florida's economy since 2011.\*

### Service Delivery Summary

The Florida SBDC Network delivered substantial consulting and training services in 2015 that resulted in a significant return on investment, as shown above.

- Professionally certified business consultants delivered **113,358 hours** of consulting to **12,334** entrepreneurs and small business owners.
- Consulting client breakdown:
  - > **5,537** or **45% Women**
  - > **1,743** or **14% Veterans and Service-Connected Disabled Veterans**
  - > **5,850** or **47% Minorities**
- **1,122** training events were conducted for **13,970** attendees.



State Designated as Florida's Principal Provider of Business Assistance [288.001, Fla. Stat.]

*Florida SBDCs Help You Help Your Small Business Constituents Grow & Succeed*





## Client Highlight

2016 National Exporter of the Year  
and "E" Award for Export Service

"I find that the SBDC is a very professional organization with deep data and market research tools that support our business."



Helping Businesses Grow & Succeed

## Endoscopy Replacement Parts, Newberry

Endoscopy Replacement Parts, Inc. (ERPI) is a Newberry-based full-service precision manufacturer of high-quality aftermarket products for repairing rigid and flexible endoscopes. Founded in 1997, ERPI began as a four-person operation. After just three years, ERPI's inventory grew to over 500 product lines. **ERPI has since increased inventory to more than 2,000 lines, tripled its staff, and serves a worldwide market of independent service organizations, surgery centers, and hospitals in over 70 countries.**

When VP of Global Business Development John A. Hartnett, III learned about the Export Marketing Plan (EMP) service available through the **Florida SBDC at the University of North Florida (UNF)**, he saw an opportunity to diversify the company's global strategy.

Through a partnership with Enterprise Florida and the U.S. Commercial Service, Florida SBDC International Trade Specialists prepare EMPs for qualifying Florida-based manufacturers and service providers. Specialists spend approximately 100 hours on each plan, creating a customized report with target market recommendations, overseas trade opportunities, and an action plan for market entry.

ERPI applied to the program and worked with International Trade Specialist Katie Arroyo to evaluate the company's capabilities and match it with the foreign markets where ERPI is most likely to succeed. Since receiving their EMP, ERPI was able to narrow down its strategic international expansion to countries in Southeast Asia. With the information ERPI received from Arroyo's assistance, Hartnett was able to travel on an Enterprise Florida-sponsored international trade mission to Southeast Asia and utilized the U.S. Commercial Service Gold Key Matchmaker service to meet pre-screened buyers in person.

As a testament to ERPI's success, they received the **2016 President's "E" Award for Export Service** and were named the **2016 National Exporter of the Year** by the U.S. Small Business Administration.

## Serving Florida's Business Community from Pensacola to Key West

Statewide with 10 regional offices, nearly 45 centers, and over 50 outreach locations, Florida SBDC services are available to emerging and growth businesses in every Florida county. Below is a directory of the **Florida SBDC Network** regional offices across the state.

### Florida SBDC Network HEADQUARTERS OFFICE (850) 898-3479

University of West Florida  
Center for Research and  
Economic Opportunity  
Suntrust Tower, Suite 301  
220 West Garden Street  
Pensacola, FL 32502



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) 462-7296

Florida SBDC at PBSC  
Boca Raton (561) 862-4726

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

Florida SBDC at FIU  
Miami (305) 779-9230

## Florida SBDCs Provide a Full Suite of Business Services

- Strategic Market Research
- Business & Strategic Planning
- Market & Revenue Growth Strategy Development & Implementation
- Capital Access & Loan Packaging
- Financial Analysis & Assessment
- Accounting & Financial Literacy
- Feasibility Analysis & Start-up

As the **only statewide provider** of entrepreneurial and business development services, Florida SBDCs play a vital role in Florida's economic development by assisting entrepreneurs in **every stage of the business life cycle**.

Since 1976, Florida SBDCs have assisted hundreds of thousands of emerging and growing businesses by providing the **professional expertise, tools, and information** necessary to make sound business decisions in a complex and ever-changing marketplace.

In addition to the core service offerings 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:

- Growth Acceleration
- International Trade
- Government Contracting
- Capital Access
- Business Continuation

## Partners

The **Florida SBDC Network** is a statewide service network funded in part through cooperative agreements with the U.S. SBA, DLA, State of Florida, and other private and public partners; hosted by UWF; and nationally accredited by the Association of SBDCs.

→ [FloridaSBDC.org](http://FloridaSBDC.org)

