

ECONOMIC IMPACT

Florida SBDC Network Statewide



Helping Businesses Grow & Succeed

	→ 2016	→ 2011-16
Create, Retain & Save Jobs*	35,106	252,955
Generate Sales*	\$4.0B	\$33.3B
Acquire Government Contracts**	\$461.8M	\$2.6B
Access Investment Capital**	\$479.8M	\$1.4B
Start New Businesses**	328	4,159

Florida SBDCs Accelerate Florida's Economy

Florida Taxpayer
COST PER JOB
\$173
Average Since 2011

For every \$1 invested in the Florida SBDC program, \$57 is returned to the state in tax revenue.



Economic Impact of SBDC Business Development Activities on the Florida Economy, 2017* | Reported by respondent clients of outcomes resulting from or in part due to assistance in 2016**

Florida SBDC services resulted in a **\$19.2 Billion GDP IMPACT** to Florida's economy since 2011.*

Service Delivery Summary

The **Florida SBDC Network** delivered substantial consulting and training services in 2016 that resulted in a significant return on investment, as shown above.

- Professionally certified business consultants delivered **112,098 hours** of consulting to **11,173** entrepreneurs and small business owners.
- Consulting client breakdown:
 - > **5,024** or **45% Women**
 - > **1,633** or **15% Veterans and Service-Connected Disabled Veterans**
 - > **5,516** or **49% Minorities**
- **976** training events were conducted for **12,751** attendees.

Statewide Partnership Program

- 10** Regional Offices
- 45** Centers
- 50** Outreach Locations

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

“I definitely would not be where I am today professionally if it were not for the SBDC, and I would absolutely recommend the SBDC to any entrepreneur or any small business that may be looking to grow.”



Helping Businesses Grow & Succeed

A1A Solar, Inc., Jacksonville

Pete Wilking is the owner and founder of A1A Solar Contracting, Inc. After evaluating the market potential, Wilking started A1A Solar Contracting, Inc. in 2010. The company designs and installs custom solar electric systems for the residential and commercial marketplaces.

After learning about the **Florida SBDC at the University of North Florida (UNF)** in a MBA class in 1999, Wilking turned to the Florida SBDC at UNF in 2013 for help. He attended a workshop on how to do business with the government and also participated in the Florida SBDC at UNF's CEO Xchange, a year-long program offering a peer-to-peer roundtable. He met monthly with other CEOs to share experiences, opportunities and challenges of a growing business. In 2014, Florida SBDC at UNF consultants provided Pete with a complete Search Engine Optimization report to help him increase activity on his website. A1A Solar was also a “live case study” for a graduate class in the UNF Coggin College of Business. The student team developed a social media strategy for the company. Further, in 2016, the Florida SBDC at UNF provided Pete with an in-depth market research report on a potential new market.

A1A Solar has experienced tremendous growth, particularly from 2012 to 2013, fueled in part by some rebates and tax incentives for energy, along with the launch of a comprehensive marketing campaign. The growth in sales required hiring more employees to meet the demand. Since 2012, the company has grown from eight to 48 employees. To accommodate this growth, A1A Solar received a SBA 504 loan and made a capital investment to purchase its office and warehouse in 2013.

Wilking, who served his country in the Persian Gulf War as a U.S. Navy Supply Corps Officer, runs A1A Solar as one would expect from a Navy veteran – like a ship. As a testament to his leadership, A1A Solar has received a number of accolades, including recognition by the *Jacksonville Business Journal* as a ‘Best Place to Work.’ In 2016, Wilking was named the SBA State of Florida and North Florida District 2016 Veteran Small Business Owner of the Year.

“As a business owner, one of the smartest things I’ve done has been to utilize the services of the Florida SBDC,” said Wilking. “I have been able to rely on the Florida SBDC’s Network and resources, as well as Cathy Hagan’s knowledge and advice from the start. As my business has grown, our relationship has developed into a trusted friendship.”

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
Division of Research and Strategic Innovation
220 W. Garden St., Suite 301
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 Ft. 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 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 limited English proficient individuals.

→ FloridaSBDC.org

