

Florida SBDC Network STATEWIDE ECONOMIC IMPACT



HELPING BUSINESSES GROW & SUCCEED

Return on Investment

	→ 2017	→ Since 2011
Jobs Impacted*	28,876	281,831
Sales Generated*	\$3.2B	\$36.7B
Gov't Contracts Acquired**	\$145.6M	\$2.7B
Capital Accessed**	\$135.4M	\$1.6B
New Businesses Started**	335	4,520

**Florida SBDCs
Accelerate
Florida's
Economy**

Florida Taxpayer
COST PER JOB

\$192

Avg since 2011*

For every state \$1 invested in the Florida SBDC program, \$37 is returned to the state in tax revenue.*



2018 Economic Impact Analysis of the Florida SBDC by FSU CEFA | Reported by respondent clients of outcomes resulting from or in part due to assistance in 2017***

Florida SBDC services resulted in a **\$20.9 Billion GRP IMPACT** to Florida's economy since 2011.*

Service Delivery Summary

	→ 2017	→ Since 2011
Entrepreneurs & Small Business Owners Consulted	11,750	58,975
Consulting Hours Delivered	110,651	624,331
<i>Consulting Client Breakdown:</i>		
Women	5,229 or 45%	26,842 or 46%
Veterans & SCDVs	1,609 or 14%	8,404 or 14%
Minorities	5,382 or 46%	26,016 or 44%
Training Events Delivered	956	8,793
Training Event Attendees	12,070	124,613



Statewide Partnership Program

- 9** Regions
- 40+** 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: Red Tide Hits Two Docks Shellfish Operation Hard



When your business thrives in the waterways of Florida, red tide can be the phenomenon that puts your business under. Two Docks Shellfish, a family-owned business in Bradenton, farms clams, oysters, and sunray venus clams out of Charlotte Harbor, Pine Island Sound and Gasparilla Sound, and provides those products to businesses across the Tampa, St. Petersburg, Sarasota, and Bradenton areas. After enduring nearly a year of red tide, the Welch family reached out to the Florida SBDC at University of South Florida to begin the process of applying for a State of Florida Small Business Emergency Bridge Loan. When asked about their experience with the damage from red tide and the assistance received, they recalled:

What type of damage occurred?

Our farming has been impacted by the red tide blooms that have been going on for the last 12 months. Red tide doesn't kill shellfish but what it does is make it toxic to humans, so the state and other regulators prevent us from harvesting our product while there's red tide in the area. So especially for our Charlotte Harbor farms, but to some degree our Tampa Bay farm as well, we've been unable to harvest our product for about a year, which has obviously negatively impacted our revenue.

How will the bridge loan help?

The loan's going to be enormously helpful. We were going to be okay but this is going to give us some breathing room and help us make better long-term decisions. Instead of managing things on a week-to-week basis, we'll be able to manage things on a month-to-month basis, which makes a lot of difference when you're running a small business. It's going to allow us to stay in business and hopefully start making a profit again.

How was the Florida SBDC at USF helpful during this process?

We had applied for some other loans and this has been the easiest process we've engaged in. The personnel involved have been the easiest to deal with, the most understanding, and the most efficient. It's just been awesome. It's been great. You have been the most helpful and cheerful people that we've dealt with in all these financial situations. We really appreciate that.

Disaster is a team effort. Administered by the Florida Department of Economic Opportunity in collaboration with the Florida SBDC Network and Florida First Capital Finance Corporation, the State of Florida Small Business Emergency Bridge Loan is a short-term, interest-free working capital loan intended to help small businesses "bridge the gap" between the time of a declared disaster and when the business has secured long-term recovery resources, such as insurance proceeds or federal disaster assistance.

Serving Florida's Business Community from Pensacola to Key West

Statewide with 9 regional offices, over 40 centers, and approximately 50 outreach locations, Florida SBDC services are available to aspiring and existing businesses in every Florida county. Below is a directory of the Florida SBDC regional offices across the state.

Florida SBDC at UWF
Pensacola
(850) 474-2528

Florida SBDC at USF
Tampa
(813) 905-5800

Florida SBDC at FIU
Miami
(305) 779-9230

Florida SBDC at FAMU
Tallahassee
(850) 599-3407

Florida SBDC at FGCU
Fort Myers
(239) 745-3700

Network Headquarters
University of West Florida
Pensacola
(850) 898-3479

Florida SBDC at UNF
Jacksonville
(904) 620-2476

Florida SBDC at IRSC
Fort Pierce
(772) 462-7296

Florida SBDC at UCF
Orlando
(407) 420-4850

Florida SBDC at FAU
Ft. Lauderdale
(954) 762-5235

www.FloridaSBDC.org



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 aspiring and existing 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, including Disaster Resiliency and Cybersecurity

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 individuals with limited English proficiency.