



SERVICE SNAPSHOT

465
Existing & aspiring
business owners
consulted

4,387
Consulting hours
delivered

Consulting Client Breakdown

237 or **51%**
Women

62 or **13%**
Veterans & SCDVs

310 or **67%**
Minorities

BUSINESS & ECONOMIC OUTCOMES

	District 9	Statewide
Sales generated*	\$173.8M	\$4.4B
Gov't Contracts acquired**	\$8.9M	\$520.0M
Capital accessed**	\$5.0M	\$202.5M
Jobs Impacted direct, indirect, induced*	1,502	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.*



**\$2.5
Billion**

GRP IMPACT

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***

HELPING BUSINESSES GROW & SUCCEED

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 9 Resources:



4 Florida SBDC at UCF
Orlando (407) 420-4850



5 Florida SBDC at USF
Tampa (813) 905-5800

- 📍 Headquarters
- 🏢 Regional Center
- Satellite Center
- Outreach Office

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 UNF
Jacksonville (904) 620-2476

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

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

8 Florida SBDC at FAU
Fort Lauderdale (954) 762-5235

9 Florida SBDC at FIU
Miami (305) 779-9230

Network Headquarters

Pensacola (850) 898-3479



Client Testimonials

Otero Consulting Group, Kissimmee

“Rafael discussed strategies that we infused immediately. They were logical points that made a big difference on our bottom line. Every meeting was to the point and full of information that was usable and effective in my field. We experienced a 12% increase in Revenue, 400% increase in Website traffic and brand exposure increase exponentially. His methodologies used empirical methods to evaluate effectiveness. I look forward to every session for more insight. It’s like hiring an executive level adviser at no cost.”

—Dr. Joe Otero, CEO

Laboratory Audit Solutions, LLC, Kissimmee

“We have grown in leaps and bounds to the point that we are now planning to open facilities both in central and south Florida with consultants in California, New Jersey, Philadelphia, Virginia.”

—Maria Mitchell, General Manager

Top Flight Electric, Inc., Eagle Lake

“I owe my entire business plan to the Florida SBDC. They helped me take my ideas and dreams [and turn them into a] reality. I took every class they offered. The teachers were great! The consultant taught me how to write a business plan, how to put together financial projections, and then helped me with all the forms for the SBA loan. I am a businessman today because of the training I received from the Florida SBDC. They have helped me with my American dream!”

—William Bishop, CEO

Tanner’s Lakeside, Winter Haven

“The Florida SBDC assisted us in obtaining a bridge loan, which enabled us to keep operating and retain key employees while we navigated the insurance company’s claim settlement process. It took seven months to get first loss of income insurance payment. Without the bridge loan, we would not have been able to stay in business for that period.”

—Warren Gay, Owner

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.

➔ FloridaSBDC.org