

2018 Prosperity Report



SERVICE SNAPSHOT

245
Existing & aspiring
business owners
consulted

3,048
Consulting hours
delivered

Consulting Client Breakdown

93 or **38%**
Women

9 or **4%**
Veterans & SCDVs

219 or **89%**
Minorities

BUSINESS & ECONOMIC OUTCOMES

	District 36	Statewide
Sales generated*	\$120.8M	\$4.4B
Gov't Contracts acquired**	\$1.2M	\$520.0M
Capital accessed**	\$8.9M	\$202.5M
Jobs Impacted direct, indirect, induced*	1,044	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



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 36 Resources:



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

- 📍 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

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

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

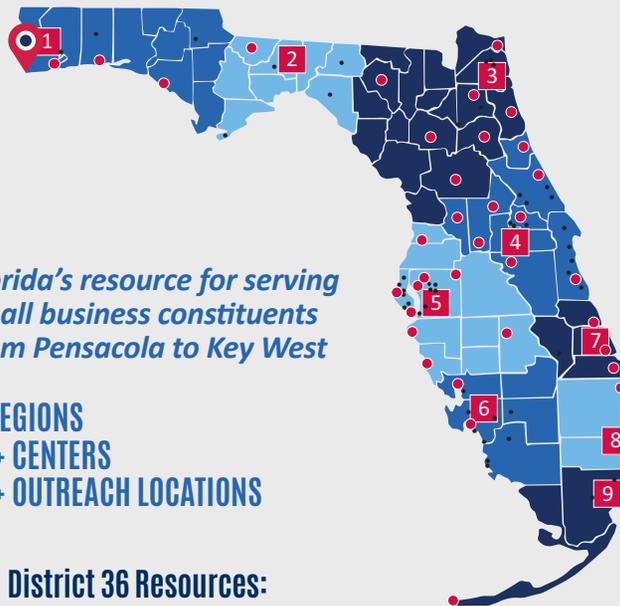
6 Florida SBDC at FGCU
Fort Myers (239) 745-3700

7 Florida SBDC at IRSC
Fort Pierce (772) 462-4942

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

Network Headquarters

Pensacola (850) 898-3479



District 36

Client Testimonials

Venture Logistics, Medley

“The Florida SBDC office provided assistance in obtaining an SBA loan for cash-flow purposes, allowing us to expand into a new warehouse and grow our business by 50%. As a result, we’ve hired three new employees.”

—Javier Salazar

Atlantic Models, Inc., Miami

“The [Florida SBDC] staff was great in leading us through our sales, forward planning for cash flow, better understanding of our financials, the options we have for financial planning, and really great input for our new website and marketing approaches. We absolutely recommend any company to take advantage of this great community resource.”

—Roger Jarman

Neo Broadband, Inc., Doral

“No person or company has ever made it alone. They have thrived and learned from great partners who help them avoid many of the pitfalls that can cause significant loss to small businesses such as ours. People like [our Florida SBDC consultant] Shelly Bernal have been a champion [in] helping us with items such as recommending UPS Capital, which allowed us to acquire a line of credit for importing goods. Also, helping us design our new sales strategy without [a] VP of sales and many other things, like connecting us with organizations and the right people for consulting or seeking advice.”

—Gloria Martinez

Fruitique Ice Cream, Hialeah

“There is a lot of competition. So differentiating ourselves has been a big challenge. The Florida SBDC has helped me a lot. One of the consultants has a food background in consumer-packaged goods. That’s what opened my eyes to even researching the industry more and learning from bigger brands.”

—German Puerto

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