



**SERVICE SNAPSHOT**

**418**  
Existing & aspiring  
business owners  
consulted

**3,036**  
Consulting hours  
delivered

*Consulting Client Breakdown*

**183** or **44%**  
Women

**59** or **14%**  
Veterans & SCDVs

**201** or **48%**  
Minorities

**BUSINESS & ECONOMIC OUTCOMES**

	District 9	Statewide
<b>Sales</b> generated*	<b>\$120.3M</b>	<b>\$4.4B</b>
<b>Gov't Contracts</b> acquired**	<b>\$12.1M</b>	<b>\$520.0M</b>
<b>Capital</b> accessed**	<b>\$6.8M</b>	<b>\$202.5M</b>
<b>Jobs Impacted</b> direct, indirect, induced*	<b>1,039</b>	<b>38,403</b>
<b>Cost per Job</b> to Florida taxpayers*	<b>\$264</b>	

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

### 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

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

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

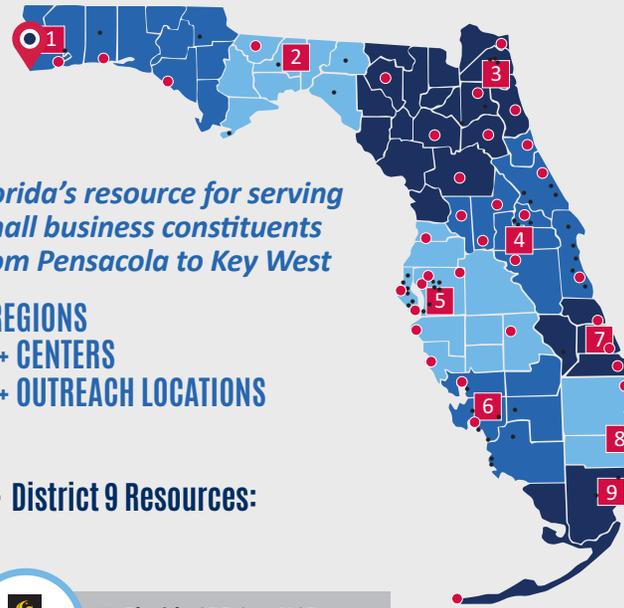
7 Florida SBDC at IRSC  
Fort Pierce (772) 462-4942

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

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

### Network Headquarters

Pensacola (850) 898-3479



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

## District 9

# Client Testimonials

### Olde Hearth Bread Co., Casselberry

“[My consultant] Jill McLaughlin is an excellent source for anyone who is starting or running a business. She has helped us tremendously to understand what is going on in our business. She has given us help in various areas. Sales leads, finance, etc. I cannot say enough nice things to express my appreciation for her expertise.”

—Shannon Talty

### Honeycutt Plumbing, Inc., Longwood

“Moses [our consultant] was very helpful and knowledgeable in how to prepare the paperwork needed to secure the loan after the hurricane. He really wanted to help us and we very much appreciated his advise and help. We would recommend Moses and the Florida SBDC to anyone.”

—Paul/Sandra Honeycutt

### Almond Consulting Group, Inc., Oviedo

“[Our Florida SBDC consultant] Patricia made navigating the government contracting landscape easy for us. She helped us with our capability statement and advised us on how to review RFPs. She was amazing to work with.”

—Derrick Henry

### Floating Bungalows, Debarry

“[My consultant] Moses has provided us consulting on all areas of the business. He’s provided facilitated strategy discussions, offered training around marketing and finance, and found me the Florida SBDC experts I needed for issues like media relations, digital marketing, and target market analysis. My meetings with Moses have been productive and enjoyable. I am grateful for his assistance.”

—Cynthia Billings

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