



# Statewide 2018 Prosperity Report

## SERVICE SNAPSHOT

 **11,529**  
Existing & aspiring  
business owners  
consulted

 **112,164**  
Consulting hours  
delivered

### Consulting Client Breakdown



**5,156 or 44%**  
Women



**1,671 or 14%**  
Veterans & SCDVs



**5,142 or 45%**  
Minorities

## BUSINESS & ECONOMIC OUTCOMES



### Sales

generated\*

**\$4.4B**



### Gov't Contracts

acquired\*\*

**\$520.0M**



### Capital

accessed\*\*

**\$202.5M**



### Jobs Impacted

direct, indirect, induced\*

**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.

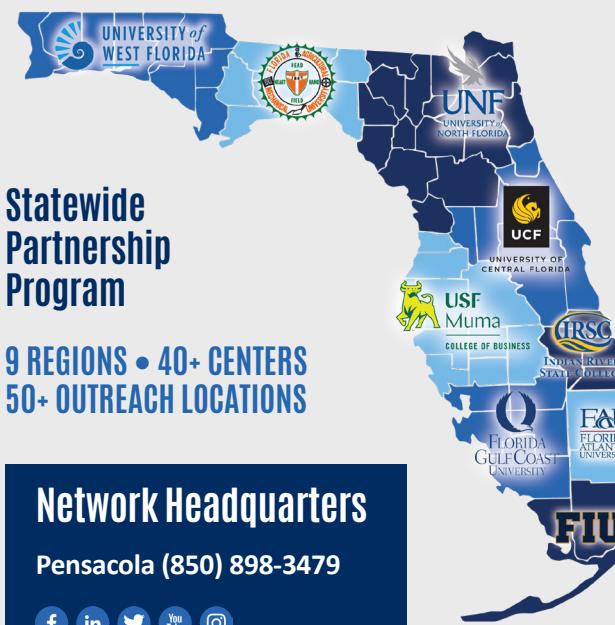
Designated as “Florida’s principal provider of small business assistance [Fla. Stat. § 288.001],” the Florida SBDC Network, one of 62 SBDC networks in the country, has more than 40 offices, and approximately 50 outreach locations from Pensacola to Key West to serve the needs of Florida’s business community.

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

Contact one of our nine regions nearest you to find your local office and learn more about how the Florida SBDC can help.



## Statewide Partnership Program

9 REGIONS • 40+ CENTERS  
50+ OUTREACH LOCATIONS

## Network Headquarters

Pensacola (850) 898-3479



## Find the region nearest you:

### Florida SBDC at UWF

Pensacola (850) 474-2528

### 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) 462-4942

### Florida SBDC at FAMU

Tallahassee (850) 599-3407

### Florida SBDC at FAU

Fort Lauderdale (954) 762-5235

### Florida SBDC at FIU

Miami (305) 779-9230

## Client Testimonials



### Sunshine Peanut Company, Jacksonville

Recognized by the U.S. SBA as the 2019 State of Florida Small Business Person of the Year

“The Florida SBDC is indeed one of the nation’s best kept secrets. I would strongly recommend that businesses seeking to better manage their processes and grow, seek the assistance of the SBDC.”

—Jeff Turbeville, CEO



### Cheeseburger Baby, Miami Beach

Awarded the 2019 Phoenix Award for Outstanding Small Business Disaster Recovery by the U.S. SBA

“The SBDC and the SBA were my first responders [following Hurricane Irma]...If it wasn’t for them I wouldn’t be here. Sometimes I just needed to speak to someone to let it all out. They were my therapists, my financial advisors, and my marketing people. They were all the hats that I had to wear. I wear multiple hats as a single, female business owner and so they knew everything that I was going through and were able to help me through every step of the way.”

—Stephanie Vitori, President



### The Gilchrist Law Firm, Coral Gables

Recognized by the U.S. SBA as the 2019 Region IV Florida Small Business Prime Contractor of the Year

“The Florida SBDC at FIU and PTAC have been instrumental for me and my business every step of the way. The PTAC has provided unlimited resources that as a small business I never had access to. Similarly, the Florida SBDC at FIU has opened doors to unlimited potential for my small business. It has taken great relationships with organizations like the Florida SBDC at FIU and PTAC for my company to be successful. To these great organizations, on behalf of my firm and family – I say thank you.”

—Jquin P. Gilchrist, President/Managing Attorney

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](http://FloridaSBDC.org)