

# 2020

# Statewide Prosperity Report



## SERVICE SNAPSHOT



**24,191**

Existing & aspiring business owners consulted



**162,519**

Consulting hours delivered

### Consulting Client Breakdown



**10,123** or **42%**  
Women



**2,316** or **10%**  
Veterans & SCDVs



**8,988** or **37%**  
Minorities

## BUSINESS & ECONOMIC OUTCOMES



**Sales**  
generated<sup>2</sup>

**\$7.4B**



**Gov't Contracts**  
acquired<sup>1</sup>

**\$488.1M**



**Capital**  
accessed<sup>1</sup>

**\$553.5M**



**Jobs Impacted**  
direct, indirect, induced<sup>2</sup>

**38,797**

For every state \$1 invested in the Florida SBDC, \$60 is returned to the state in tax revenue.<sup>2</sup>



**\$3.9 Billion**

## GRP IMPACT

on Florida's economy as a result of Florida SBDC services<sup>2</sup>



1. 2020 Economic Impact reported by respondent clients  
2. 2020 Economic Impact Analysis of the Florida SBDC Network by FSU CEFA  
Revised October, 2021

## HELPING BUSINESSES GROW & SUCCEED

Small businesses are critical to Florida's economy, employing more than 40 percent of the state's private sector workforce and contributing nearly half of the state's GDP. Yet, small businesses face unique challenges unlike their larger business counterparts.

State designated as Florida's principal provider of small business assistance [Fla. Stat. § 288.001], the Florida Small Business Development Center (SBDC) Network provides consulting, training, and research to help small businesses grow and succeed.

At no cost to the business, the Florida SBDC Network provides one-on-one consulting to help small business owners realize opportunities, overcome obstacles, and achieve success. With our headquarters at the University of West Florida in Pensacola, nine regional offices, and more than 40 centers, we provide business owners with convenient access to expertise and resources throughout the state.

Our team of professional business consultants and specialists hold certifications and expertise across all industries and business needs, including

- strategic market research,
- access to capital,
- disaster preparedness and recovery,
- international trade,
- government contracting,
- cybersecurity, and more.

Since our inception in 1976, we have assisted more than 1.2 million small businesses, resulting in a long history of positive revenue and economic growth for the state.

Our clients tell our story best. Read a sampling of testimonials (➔) from the tens of thousands of small businesses we assist each year.



### Statewide Partnership Program

9 REGIONS • 40+ CENTERS  
50+ OUTREACH LOCATIONS

### Network Headquarters

Pensacola (850) 898-3479



### Find the regional office nearest you:

**Florida SBDC at UWF**  
Pensacola (850) 474-2528

**Florida SBDC at FAMU**  
Tallahassee (850) 599-3407

**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) 336-6285

**Florida SBDC at FAU**  
Boca Raton/Fort Lauderdale  
(954) 762-5235

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

## Client Testimonials



### Florida Rum Company, Hollywood

"[Because of COVID] all of a sudden... we had no business anymore... Very quickly, we realized that there actually is a viable business opportunity for us... We shifted gears, more or less, overnight from producing rum beverage alcohol to manufacturing hand sanitizer, and as part of that transition, we staffed up to 50 employees. The Florida SBDC gave me a sympathetic ear and kind of the motivation to keep going when things looked the weakest... We're currently working with the SBDC now on an export marketing plan to export our sanitizer and alcohol."

—Victor Olshansky, Founder



### Xtremely Clean Janitorial Service, Tampa

"I got in contact with the Florida SBDC [at Hillsborough County] and they gave me guidance in regards to where I need to be and what I need to do [to diversify by adding government contracts] and that's part of the reason why I feel like I am where I'm at today. They have been a tremendous support to my company." Today, owner Wanda Barton has more than 90 employees and has landed approximately 18 recurring government contracts – some worth millions. Even with her success, COVID added a new set of challenges in keeping the business afloat. She reached out to the SBDC again for guidance in applying for state and federal disaster loans, and secured a six figure PPP loan to sustain her staff.

—Wanda Barton, Founder



### Casa Gioia, Miami

"I just wanted to thank you, Brian and Jesus for your help during these difficult times. We are very grateful to all of you for always keeping us on the loop with SBA financial aids and walking us through the process. Thanks to you, Casa Gioia was able to receive \$25,000 through the EIDL and we are so very grateful for that. We are very blessed to have met you and have you in our lives!"

—Mari Rubio, 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](https://FloridaSBDC.org)