

ECONOMIC IMPACT

Florida SBDC at the University of Central Florida Region



Helping Businesses Grow & Succeed

	→ 2016	→ 2011-16
Create, Retain & Save Jobs*	6,696	51,152
Generate Sales*	\$980.4M	\$7.1B
Acquire Government Contracts**	\$154.6M	\$515.0M
Access Investment Capital**	\$92.7M	\$309.1M
Start New Businesses**	120	774

Statewide Impact

Accelerating Florida's Economy

Since 2011, Florida SBDCs provided **513,107** hours of consulting to **74,669** client businesses, creating a significant positive impact on Florida's economy.

- **252,955** Jobs
- **\$33.3B** Sales
- **\$2.6B** Government Contracts
- **\$1.4B** Capital Investment
- **4,159** New Businesses

Florida Taxpayer
COST PER JOB
\$173
Average

Florida SBDC services resulted in a **\$19.2 Billion GDP IMPACT** to Florida's economy since 2011.*

Regional Service Delivery Summary

Serving Brevard, Flagler, Lake, Orange, Osceola, Seminole, Sumter and Volusia Counties, the **Florida SBDC at UCF Region** delivered substantial consulting and training services in **2016** that resulted in a significant return on investment, as shown above.

- Professionally certified business consultants delivered **19,250** hours of consulting to **2,412** entrepreneurs and small business owners.
- Consulting client breakdown:
 - > **1,061** or **44% Women**
 - > **382** or **16% Veterans and Service-Connected Disabled Veterans**
 - > **1,162** or **48% Minorities**
- **251** training events were conducted for **3,764** attendees.



For every \$1 invested in the Florida SBDC program, \$57 is returned to the state in tax revenue.

Economic Impact of SBDC Business Development Activities on the Florida Economy, 2017* | Reported by respondent clients of outcomes resulting from or in part due to assistance in 2016**

State Designated as Florida's Principal Provider of Business Assistance [288.001, Fla. Stat.]

Florida SBDCs Help You Help Your Small Business Constituents Grow & Succeed





Client Highlight

“The Florida SBDC was a huge help to us. I wish I’d known about them sooner; the company would be in even better shape today if I had.”



Helping Businesses Grow & Succeed

Applied Contracting Services, Winter Garden

Access to capital is one of the greatest, if not the greatest, challenge faced by small businesses today. Even successful, established businesses can have trouble finding the money they need to grow, especially money that comes with favorable terms and an attractive interest rate. The challenge facing Wes Stapp, one of the three partners that own and manage Applied Contracting Services, Inc. (ACS) was how to raise the funding the company needed to take on more projects and increase revenue.

ACS is a full service design/build contractor that specializes in all types of home renovations, remodels and additions – everything from new kitchens to renovated bathrooms to full-on home additions – plus light commercial construction. Founded during the Great Recession, Stapp and his partners built their business using their own funds, with no outside financing. While “boot strapping” their growth had its advantages (the profits were all theirs), it was sometimes tough and they never seemed to have the capital they needed to take the business to the next level.

Beyond this challenge, there was also an ill-fated foray into cabinet-making the company experienced that resulted in some painful losses. Seeking help overcoming both challenges, Stapp turned to the **Florida SBDC at UCF**. Having recently joined the West Orange Chamber of Commerce, he attended a Chamber meeting where Florida SBDC consultant Hunt Dawkins was conducting one of his “Triage Tuesdays” – a program where Dawkins provides no-cost consulting on an appointment basis to the members of the Chamber.

Stapp had previously looked into U.S. Small Business Administration (SBA) loans but hadn’t gotten very far. Dawkins was able to explain how these loans worked: that the SBA didn’t make loans directly, but instead it guaranteed loans made by financial institutions (banks, credit unions, etc.) that met defined lending criteria. Dawkins then proceeded to lay out the process, identify what Stapp would need and the best strategy for approaching a bank participating in SBA loan programs. To his credit, Stapp was savvy about finances. He followed Dawkins guidance and was able to work with his bank in such a way as to **obtain more than \$1 million in capital** through a combination of a term loan and a line of credit funding structure that was tailored-made for ACS with terms and at interest rates extremely favorable to the company.

“It was outstanding to have an impartial expert, not financially involved in the deal and with extensive banking experience, on our side,” commented Stapp. “We took Hunt Dawkins’ advice, put things together as he recommended and produced a loan package that even our banker complimented us on... Now I’m looking forward to participating in their Advisory Board Council program; my board is being formed as we speak.”

Serving Florida’s Business Community from Pensacola to Key West

Statewide with 10 regional offices, 45 centers, and over 50 outreach locations, Florida SBDC services are available to emerging and growth businesses in every Florida county. Below is a directory of the **Florida SBDC at UCF** offices, as well as the regional offices across the state.

Florida SBDC at UCF REGIONAL OFFICE

Orlando (407) 420-4850

www.sbdcorlando.com

Daytona Beach (386) 506-4723

Groveland (352) 404-7338

Kissimmee (407) 847-2452

Melbourne (321) 433-5570

Mount Dora (352) 602-4575

Palm Coast (386) 986-2499

Sanford (407) 321-3495

Wildwood (352) 689-4449

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 USF

Tampa (813) 905-5800

Florida SBDC at FGCU

Fort Myers (239) 745-3700

Florida SBDC at IRSC

Fort Pierce (772) 462-7296

Florida SBDC at PBSC

Boca Raton (561) 862-4726

Florida SBDC Fort Lauderdale

Fort Lauderdale (954) 762-5235

Florida SBDC at FIU

Miami (305) 779-9230

Network Headquarters
Pensacola (850) 898-3479



Florida SBDCs Provide a Full Suite of Business Services

- Strategic Market Research
- Business & Strategic Planning
- Market & Revenue Growth Strategy Development & Implementation
- Capital Access & Loan Packaging
- Financial Analysis & Assessment
- Accounting & Financial Literacy
- Feasibility Analysis & Start-up

As the **only statewide provider** of entrepreneurial and business development services, Florida SBDCs play a vital role in Florida’s economic development by assisting entrepreneurs in **every stage of the business life cycle**.

Since 1976, Florida SBDCs have assisted hundreds of thousands of emerging and growing businesses by providing the **professional expertise, tools, and information** necessary to make sound business decisions in a complex and ever-changing marketplace.

In addition to the core service offerings 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:

- Growth Acceleration
- International Trade
- Government Contracting
- Capital Access
- Business Continuation

Partners

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 limited English proficient individuals.

