

# ECONOMIC IMPACT

Florida SBDC at University of Central Florida Region



HELPING BUSINESSES GROW & SUCCEED

## Return on Investment

→ 2017

→ Since 2011



### Jobs

Impacted\*

5,603

56,754



### Sales

Generated\*

\$623.7M

\$7.7B



### Gov't Contracts

Acquired\*\*

\$32.7M

\$547.8M



### Capital

Accessed\*\*

\$23.1M

\$332.2M



### New Businesses

Started\*\*

71

844

## Statewide Impact

*Accelerating Florida's Economy*

Since 2011, Florida SBDCs provided **624,331** hours of consulting to **58,975** client businesses, resulting in:

- **281,831** Jobs\*
- **\$36.7B** Sales\*
- **\$2.7B** Gov't Contracts\*\*
- **\$1.6B** Capital\*\*
- **4,520** New Businesses\*\*

Florida Taxpayer  
COST PER JOB

**\$192**

Average since 2011\*

Florida SBDC services resulted in a **\$20.9 Billion GRP IMPACT** to Florida's economy since 2011.\*

## Service Delivery Summary

→ 2017

→ Since 2011



Entrepreneurs & Small  
Business Owners Consulted

2,456

10,042

Consulting Hours Delivered

21,767

113,590

*Consulting Client Breakdown:*



Women

1,058 or 43%

4,508 or 45%

Veterans & SCDVs

384 or 16%

1,440 or 14%

Minorities

1,118 or 46%

4,144 or 41%



Training Events Delivered

248

1,930

Training Event Attendees

3,500

31,537

For every state \$1 invested in the Florida SBDC program, \$37 is returned to the state in tax revenue.\*



*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 from 2011-2017\*\**

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*



# Florida SBDC at UCF CLIENT TESTIMONIALS



### Revology Cars, Inc., Orlando

"The Florida SBDC was a great partner. They have people who are or have been entrepreneurs, who are or have been investors, who have the experience, who have been through this before and were able to give us excellent guidance... Today, Revology Cars is growing really, really quickly. Since we raised our funding, we've been able to hire new employees, buy new tooling and equipment and expand our existing facility. We've increased our production capacity. That's all a result of successfully accessing new capital and that was, in part, a result of the work we did with the Florida SBDC."

—Tom Scarpello, President



### Bella Casa Staging & Redesign, Melbourne

"The Florida SBDC has really guided me and helped me learn how, as an entrepreneur, to work on the business and not just in the business so it can grow and be more profitable every year. We've gone from a team of 2 to a company of 5, and our business has grown by 50% in just the last year... When you tap into the resources that are at the Florida SBDC, the sky's the limit for your business."

—Lisa Pelc, Owner/CEO



### My Nona's Garden, Saint Cloud

"My Florida SBDC consultant Chuck Wheeler gave me the guidance I needed. I got in-depth assistance on my business plan. He helped me test and validate my ideas about my business concept and my product and services. He enabled me to strengthen my financial projections. And he provided me with ideas and resources to manage important business functions, like obtaining insurance and finding the employees I needed. Chuck was there for me every step of the way."

—Amber Harmon, Founder

## 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 aspiring and existing 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, including Disaster Resiliency and Cybersecurity

## 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 individuals with limited English proficiency.

## Serving Florida's Business Community from Pensacola to Key West

Statewide with 9 regional offices, over 40 centers, and approximately 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 Network** regional offices across the state.

**Florida SBDC at UCF  
REGIONAL OFFICE  
Orlando (407) 420-4850**  
[www.sbdcorlando.com](http://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) 986-4764  
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 FAU**  
Fort Lauderdale (954) 762-5235

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

**Network Headquarters  
Pensacola (850) 898-3479**

[www.FloridaSBDC.org](http://www.FloridaSBDC.org)

