

2018 Prosperity Report: Florida SBDC at UCF

At the Florida SBDC Network, we believe in creating unimaginable possibilities for small businesses that yield economic prosperity for our state.

SERVICE SNAPSHOT



2,543

Existing & aspiring
business owners
consulted



19,406

Consulting hours
delivered

Consulting Client Breakdown



1,156 or **45%**
Women



352 or **14%**
Veterans & SCDVs



1,199 or **47%**
Minorities

BUSINESS & ECONOMIC OUTCOMES



Sales
generated*



Gov't Contracts
acquired**



Capital
accessed**



Jobs Impacted
direct, indirect, induced*



Cost per Job
to Florida taxpayers*

Regional

Statewide

\$749.0M

\$4.4B

\$178.2M

\$520.0M

\$36.1M

\$202.5M

6,555

38,403

\$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

Owning and operating a small business can be one of the most rewarding experiences in life. What comes with a sense of freedom, fulfillment, and excitement, however, can be a sense of isolation.

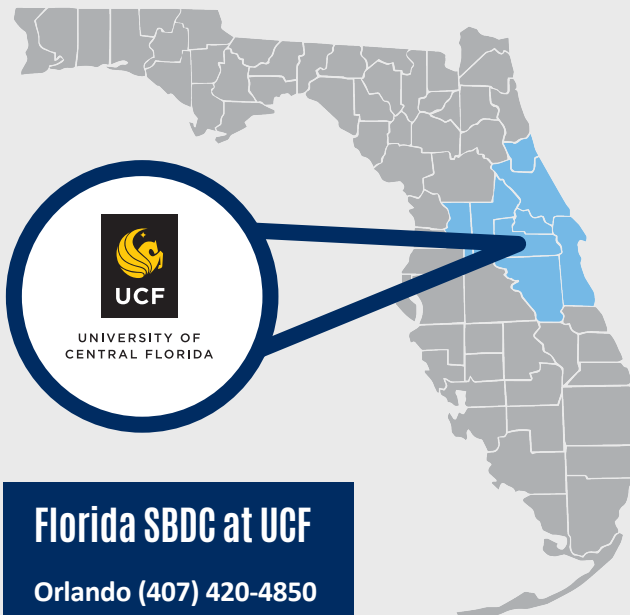
This is where Small Business Development Centers (SBDC) help. Established by Congress in 1980, SBDCs foster local, regional, and state economic prosperity by providing aspiring and existing small businesses access to professionally certified and credentialed business consultants to help mitigate common 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.

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.



Florida SBDC at UCF

Orlando (407) 420-4850
www.sbdcorlando.com

Not your region? Find one near 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 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



Client Testimonials



Nava Pets, Longwood

"I have been very fortunate to team with people like [my consultants] Jill McLaughlin and Steve South at the Florida SBDC..."

They've really been in my corner in helping the business grow and providing me feedback in areas that need improvement. Teaming up with the Florida SBDC is a phenomenal opportunity. I would highly recommend them. You can't start and run a business without a team and the Florida SBDC is your extended team. It's helped make NAVA PETS the success story it is today."

—Janel Young, President



Floating Bungalows, Debarry

"I cannot say enough about how much the Florida SBDC has impacted our business. Our consultant has...provided facilitated strategy discussions, offered training around

marketing and finance, and found me the Florida SBDC Network experts I needed for issues like media relations, digital marketing and target market analysis. It wasn't a cookie cutter approach by the Florida SBDC...It was a collaborative process in which I got what I needed to grow the company."

—Cynthia Billings, Co-Owner



Enviro-USA American Manufacturer, Cocoa

"The Florida SBDC at UCF is amazing to work with...Through the export marketing plan, we learned what countries to target

and so much more. With our financials, they opened our eyes and pointed out where we needed to focus. On the marketing side, they got us down into the nitty-gritty to grow our revenues...You can't go wrong working with the Florida SBDC. You can only improve your business. You get experts to help you with every aspect of your business and it's at no cost. They are there for you, to help you every way that they can."

—Jennifer & Luis Vargas, Owners

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**