

SERVICE SNAPSHOT

2,496
Existing & aspiring
business owners
consulted

20,121
Consulting hours
delivered






Consulting Client Breakdown

1,143 or **46%**
Women

333 or **13%**
Veterans & SCDVs

1,197 or **48%**
Minorities

BUSINESS & ECONOMIC OUTCOMES

	<i>Regional</i>	<i>Statewide</i>
 Sales generated*	\$1.2B	\$4.4B
 Gov't Contracts acquired**	\$213.2M	\$496.5M
 Capital accessed**	\$62.3M	\$255.3M
 Jobs Impacted direct, indirect, induced*	10,079	37,966
 Cost per Job to Florida taxpayers*	\$269	

For every state \$1 invested in the Florida SBDC,
\$50 is returned to the state in tax revenue.*



**\$2.5
Billion**

GRP IMPACT

on Florida's economy as a result
of Florida SBDC services



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.

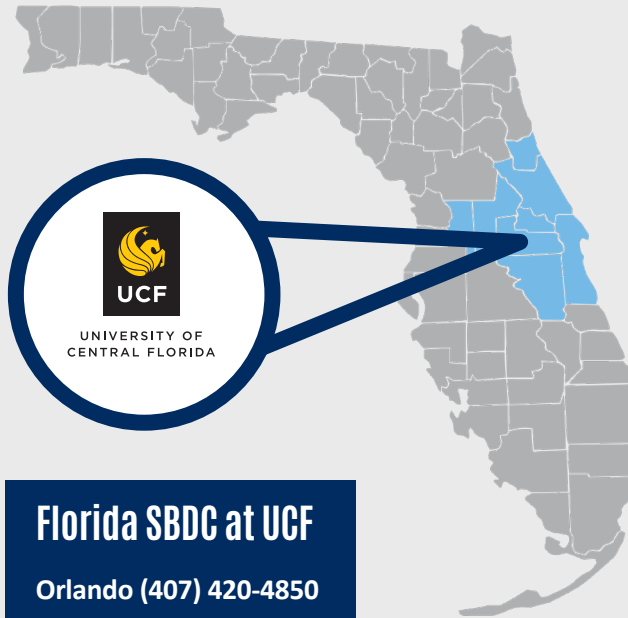
At no cost to the business, the Florida SBDC Network provides one-on-one consulting to help small business owners realize opportunities, overcome obstacles, and achieve success. With our headquarters at the University of West Florida in Pensacola, nine regional offices, and more than 40 centers, we provide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



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) 336-6285

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



Kalani Kleaning Service, Clermont
"We don't feel like we can take credit for where our company is now. John and the Florida SBDC came in and gave us a road map at a time when we were ready to call

it quits. He showed us light at the end of the tunnel. We didn't know what step to take next, but he did. He built us a growth plan, and we've stuck to it by meeting with him, monitoring our progress, and managing our goals. Since we started working with the FSBDC...we've increased our client base by 30%, our revenues are up 80%, and we're preparing to hire our first employee. We've purchased a business model and rebranded, both of which will help us expand and scale the business. The FSBDC's help has been like a miracle for us."

—Danylle Almas, President



Twisted Minds Entertainment, Palm Coast

"Working with the Florida SBDC was great. Having them there as the focal point to guide us made it so much easier," says

Jessica Sherman. "They were able to give us direction, guidance, and take us through the process step-by-step. It made a huge difference for us to have someone in town who had our backs. We would absolutely recommend working with the FSBDC. It was probably the best resource we had and the best decision we made."

—Stephen Sherman, Owner



Eagle 6 Technical Services, Orlando

"I wouldn't be where I am today if it wasn't for the help I received from the Florida SBDC over the past four years. They helped me put processes and systems in place where, as a small business, I could manage the cash flow that was critical to growing the company... The results speak for themselves: We've increased revenues about 200% in the last three years; we've hired new employees and raised headcount; and we've expanded and won additional government and commercial work. Working with the FSBDC and Florida PTAC has been an awesome experience for Eagle 6."

—John Burns, 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