

# Florida SBDC at UCF 2020 Prosperity Report

## SERVICE SNAPSHOT



**2,815**

Existing & aspiring  
business owners  
consulted



**27,213**

Consulting hours  
delivered

### Consulting Client Breakdown



**1,210** or **43%**  
Women



**338** or **12%**  
Veterans & SCDVs



**1,323** or **47%**  
Minorities

## BUSINESS & ECONOMIC OUTCOMES



**Sales**  
generated\*

*Regional*

**\$1.5B**

*Statewide*

**\$7.4B**



**Gov't Contracts**  
acquired\*\*

**\$92.7M**

**\$488.1M**



**Capital**  
accessed\*\*

**\$92.4M**

**\$553.5M**



**Jobs Impacted**  
direct, indirect, induced\*

**8,227**

**38,797**

For every state \$1 invested in the Florida SBDC,  
\$60 is returned to the state in tax revenue.\*



**\$3.9  
Billion**

**GRP IMPACT**

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



2021 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 2019-2020\*\*

## 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.

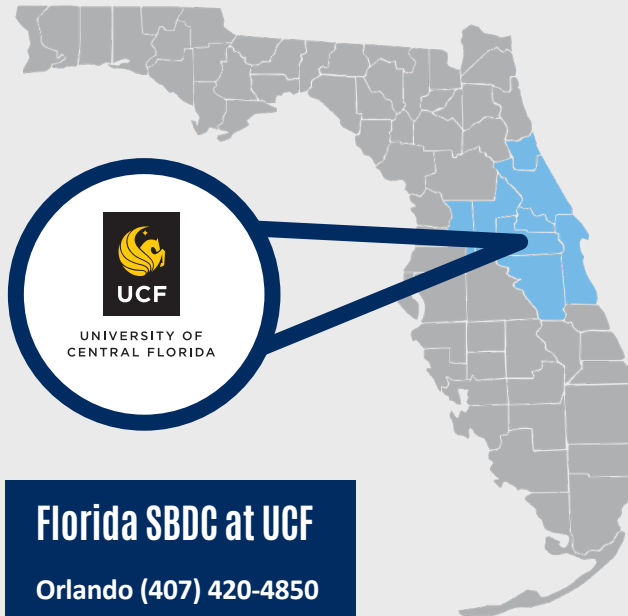
At no cost to the business, the Florida SBDC Network provides one-on-one consulting to help small business owners realize opportunities, overcome obstacles, and achieve success. With our headquarters at the University of West Florida in Pensacola, nine regional offices, and more than 40 centers, we provide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



### 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



### MamaBare Sugaring Studio Port Orange, FL

"I have experienced tremendous growth within the company and really learned so much about how to run my business and how

to grow my business since starting to work with the FSBDC. Our company has grown by two more locations and doubled our staffing to almost 30. And that is all due to the consulting I have received from the FSBDC. If you are an entrepreneur or business owner and you haven't reached out to the FSBDC, I suggest you do so immediately. I only wish I had known about them sooner."

— Amanda Yarborough, President



### Karina Lake Front Maintenance Casselberry, FL

"We have seen financial increases of 15% due to how we are managing our social media based on suggestions from the FSBDC. We

learned how to bid for government work and won a 3-year, \$100,000 contract. Before I found the FSBDC, I felt like I was reaching for help at places where I wasn't getting results and I felt kind of lonely and alone. It's hard to be an owner of a company without having that upper management guidance I was used to. After I had the FSBDC, it was like I had a guardian angel on my shoulder. Everything I needed; they were always there for me."

— Ana Roosen, President



### RTW Photography Orlando, FL

"We realized that, in order to be really successful, we needed to figure out a long-term plan for how we could grow our

business. Working with the FSBDC has been a real partnership doing that. They have been there guiding us on how to chase government contracts, grow our commercial client base, redesign our website, budget and forecast our finances. We're very grateful to the FSBDC for that assistance.

— Derrius Robinson, Founder

The **Florida SBDC at UCF** is a member of the Florida SBDC Network, a statewide partnership program nationally accredited by the Association of America's SBDCs and funded in part by the U.S. Small Business Administration, Defense Logistics Agency, State of Florida, and other private and public partners, with the University of West Florida serving as the network's headquarters. Florida SBDC services are extended to the public on a nondiscriminatory basis. Language assistance services are available for individuals with limited English proficiency.

➡ **SBDCorlando.com**