AMERICA'S SBDC FLORIDA

CELEBRATING 40 YEARS 1976-2016

CELEBRATING SUCCESS

Redefining Possibilities

2016 Annual Report

for the Florida Legislature

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

Advancing Florida's Economy for Over 40 Years

AMERICA'S SBDC FLORIDA

Headquartered at

UNIVERSITY *of* WEST FLORIDA

Michael W. Myhre CEO & Network State Director, Florida SBDC

This year was a remarkable year for the Florida SBDC Network. In 2016, the Florida SBDC celebrated its 40th anniversary, commemorating four decades of helping our state's entrepreneurs and small businesses grow and succeed.

In 1976, the U.S. Small Business Administration designated the Florida SBDC as one of eight pilot programs in the country. In the forty years since, the Florida SBDC Network has grown, from what once began as one man at the University of West Florida overseeing two centers in Northwest Florida, to a vibrant statewide partnership of over 40 centers and more than 200 employees providing tools, training, and expertise to thousands of Florida's entrepreneurs and small business owners annually. During the year, we launched a special anniversary microsite to honor our past and look to the future. I encourage you, if you have not done so already, to visit the anniversary site at **www.FloridaSBDC.org/40th**.

In addition to our anniversary celebration, the Florida SBDC completed application for the Florida Governor's Sterling Award and was selected for a best practice award for our annual review process of our network's 10 regional centers. We received the President's "E" Award for Export Service, the highest recognition an organization in the U.S. can receive for making significant contributions to the expansion of U.S. exports. We were selected as the host partner for the Veterans Florida Entrepreneurship Program. In addition, we delivered over 113,000 direct consulting hours to client businesses, an unprecedented milestone for the network.

It is inspiring that these achievements occurred during a single year. It is evident that our staff, stakeholders, and supporters are united in our efforts to be the state's leading provider of business assistance and a model for SBDCs nationwide. The Florida SBDC Network is an organization with a valiant mission of providing the state's small businesses with the expertise and resources to succeed. On behalf of the network, we are grateful to our staff, stakeholders, supporters, and the entrepreneurs and small businesses we serve for your support. You are the reason for every success found in this report and, I am confident that, with your continued support, our best days still lie ahead.

FLORIDA SBDC NETWORK STATEWIDE LEADERSHIP

David Weeks
Associate State Director
Florida SBDC Network Headquarters

Cheryl Kirby, Ph.D.
Associate State Director
Florida SBDC Network Headquarters

Kelly Massey
Regional Director
Florida SBDC at the University of West Florida

Keith Bowers
Regional Director
Florida SBDC at Florida A&M University

Janice Donaldson
Regional Director
Florida SBDC at the University of North Florida

Eunice Choi
Regional Director
Florida SBDC at the University of Central Florida

Eileen Rodriguez
Regional Director
Florida SBDC at the University of South Florida

Tom Kindred
Regional Director
Florida SBDC at Indian River State College

Vincent Nolan
Regional Director
Florida SBDC at Palm Beach State College

Rafael Cruz
Regional Director
Florida SBDC at Ft. Lauderdale

Lois Knox
Regional Director
Florida SBDC at Florida Gulf Coast University

Jackie Sousa
Regional Director
Florida SBDC at Florida International University

About the Florida SBDC Network

The Florida SBDC Network, established in 1976, is the state's principal provider of business assistance. Headquartered at the University of West Florida with 10 regional offices, over 40 centers, and over 50 outreach locations, the Florida SBDC Network serves entrepreneurs and small businesses in every Florida county.

As the only statewide provider of entrepreneurial and business development services, the Florida SBDC Network plays a vital role in Florida's economic development by assisting emerging and growing businesses through every stage of the business life cycle.

Since its inception, the Florida SBDC Network, the largest SBDC program in the country, has assisted more than **1.1 million** emerging and growing businesses through:

- **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 Assistance**

RESEARCH SHOWS THAT SBDC-ASSISTED CLIENTS

Generate sales and employment opportunities that return more in tax revenues to state and federal funding partners than the cost of operating the program;

Believe that the SBDC contributed substantially to the performance improvement of their businesses;

Are able to save jobs and sales revenues that might otherwise have been lost;

Are better able to raise capital to support the start-up and growth of their businesses.[1]

[1] *Economic Impact of Small Business Development Center Counseling Activities in the United States: 2010-2011," by Professor James J. Chrisman of Mississippi State University*

1976 — **Florida designated** by the U.S. SBA as one of eight pilot University Business Development Centers

1978 — **Board of Regents** approved implementation of statewide SBDCs, Type 1 Center within State University System; UWF appointed as program host

1980 — **National legislation** authorized SBDCs as part of the Small Business Act

2009 — **Designated as State of Florida Center** by the Florida Board of Governors; first entity to be provided this designation

2013 — **Florida Governor signed into law** the ***Florida SBDC Network is the principal business assistance organization for small businesses in the state*** [Fl. Stat. 288.001]; $4M appropriated to enhance and expand business development assistance

2015 — **Federal appropriations grew** to $115M for the national SBDC program shared by the nation's 63 SBDC networks; as the largest state SBDC network in the country, the Florida SBDC Network received approximately 5.7% of the total national appropriation

40th Anniversary Celebration UWF celebrated 40 years of continuous operation of the nation's largest and highly distinguished, nationally accredited SBDC program — the Florida SBDC Network

CELEBRATING 40 YEARS 1976-2016

Consultant Expertise and Capacity

At the Florida SBDC, our people are our greatest asset. It is through the dedication and determination of our professionally certified business consultants and support staff that we serve our small business clients, drive value for our stakeholders, and contribute to the economic well-being of our state.

Employee Spotlight

Javier Marin
2016 Florida SBDC State Star

Javier Marin is a consultant and the assistant director for the Florida SBDC at the University of South Florida (USF) in Polk County. Marin, a NASBITE-Certified Global Business Professional, has a combined 22 years in the banking industry, having formerly been the CEO of DNJSA Federal Credit Union, manager at Chase Bank, and Vice President at SunTrust Bank. He joined the Florida SBDC at USF in November 2013. Marin earned an associate's degree in business administration from Middlesex County College and a bachelor's in public administration from Polk State College. His education also includes attending Stockholm University in Sweden in business-related courses, as well as the Management Training Program at Chase and Business Banking at SunTrust. He has hands-on, in-depth knowledge in international business finance, business lending, mortgages, HR, business planning, and business reorganization. Marin is also fluent in Spanish and Swedish.

Workforce Highlights

The Florida SBDC represents 213 employees. Sixty-seven of our employees are support staff and 146 are professional business consultants and specialists.

Our team of business consultants have over 1,400 years of combined economic development, small business development, and business ownership experience.

Consultants are professionally certified in advanced areas of expertise, including but not limited to:

- Certified Public Accountant (CPA)
- Certified Business Appraiser (CBA)
- Certified Economic Developer (CEcD)
- Senior Professional in Human Resources (SPHR)
- National Development Council's (NDC) Economic Development Finance Professional
- NASBITE International's Certified Global Business Professional (CGBP)

213 EMPLOYEES

146 PROFESSIONAL BUSINESS CONSULTANTS & SPECIALISTS

1,400 YEARS COMBINED ECONOMIC & BUSINESS DEVELOPMENT EXPERIENCE

Client Spotlight

"As I was contemplating going into business on my own, they guided me through a process of analyzing how this would impact my personal life, my finances, and my future well-being. Had it not been for the SBDC, I most likely would have made a decision that could have ruined me financially and personally."
– Ramon Rodriguez, Miami

Return on Investment

	→ 2015	→ 5 YEAR
Create, Retain & Save **Jobs***	32,398	217,849
Generate **Sales***	$4.8B	$29.3B
Acquire Government **Contracts****	$301.0M	$2.1B
Access Investment **Capital****	$276.8M	$947.4M
Start New **Businesses****	404	3,857

Florida SBDCs Accelerate Florida's Economy

$1 → $39

5 Year Average $140 COST PER JOB

For every **$1** invested in the Florida SBDC program, **$39** is returned to the state in tax revenue.

Economic Impact of SBDC Business Development Activities on the Florida Economy, 2016* | Reported by respondent clients of outcomes resulting from or in part due to assistance in 2015**

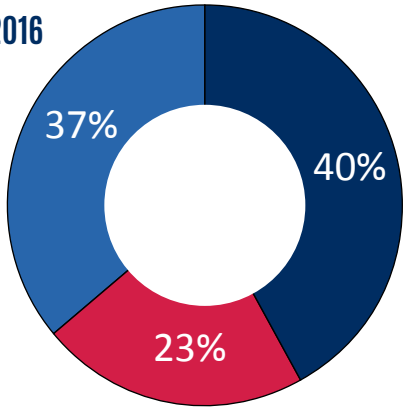
Florida SBDC services have resulted in a **$17.1 Billion GRP IMPACT** to Florida's economy since 2011.*

Service Delivery Summary 2015

- Professionally certified business consultants delivered **113,358 hours** of consulting to **12,334** entrepreneurs and small business owners.
- **1,122** training events were conducted for **13,970** attendees.
- Consulting client breakdown:
  - > **5,537** or **45% Women**
  - > **1,743** or **14% Veterans and Service-Connected Disabled Veterans**
  - > **5,850** or **47% Minorities**

Funding

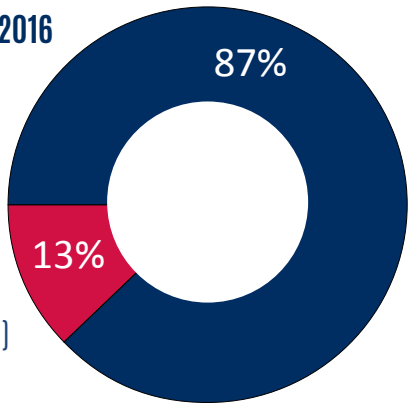
SOURCES OF FUNDS 2016 [Budget]



- **$7.2M** Federal
- **$4.0M** State*
- **$6.6M** Local & Private**

*State funds were awarded beginning January 1, 2016
**Excludes local and private in-kind support

USES OF STATE FUNDS 2016 [Budget]**



- **Personnel** (Salaries & Fringe)
- **Other Costs**

*Percent of direct costs

Partners in Prosperity

Florida consistently ranks as one of the top states for business thanks to its favorable business climate, competitive costs, no personal income tax, and proximity for global trade. Though these attributes are critical, Florida arguably possesses one lesser-known competitive advantage that has helped solidify its ranking as one of the best states for business: a culture of collaboration.

Through partnerships and alliances, Florida's culture of collaboration remains a hallmark of its ongoing success. Intergovernmental collaboration on a regional and statewide scale improves efficiencies and service delivery, making it easier for Florida businesses to grow and succeed.

To build a healthier business climate and to achieve the state's vision of making Florida the nation's leader in job generation, growth, and economic prosperity, the Florida SBDC Network partners with strategic partners across the state, including the Florida Department of Economic Opportunity, Enterprise Florida, Inc., CareerSource Florida, and the Florida Chamber of Commerce, among many others. Through partnerships, we increase our impact, improve our communities, and create more jobs for Florida's families.

"Since 2011, Florida's private-sector businesses have created more than one million jobs, the majority by businesses with fewer than 20 employees. Small businesses are critical to Florida's economy; however, their challenges and needs are diverse. In Florida, we come together to help our businesses grow and succeed." – **Michael Myhre, Network State Director, Florida SBDC**

"In Florida, the future really is here; it is now. In the last five years, we've seen a remarkable economic turnaround. Our unemployment rate is down. We are seeing that businesses across the state are growing, they're building. They have confidence in the economy. And small businesses are a huge part of that." – **Cissy Proctor, Executive Director, Florida Department of Economic Opportunity**

"Since Governor Scott's been in office – that's been five years now – there have been more than one million private-sector jobs created by the businesses in Florida and we're certainly proud of that. Importantly, we're also focused on working in partnership with the Florida SBDC and our other partners around the state to continue the good work, to continue to grow our economy and good paying jobs in our state." – **Bill Johnson, former Florida Secretary of Commerce and President and CEO, Enterprise Florida, Inc.**

"More than 95% of Florida's businesses have 50 or fewer employees and the SBDCs in Florida understand those employers' needs through the lifecycle of the business. We step in when those businesses are ready to recruit, hire, and train...When we talk about collaboration, it's not a catchphrase. It's not a buzzword. It's how we implement the ideas and the plans for business success." – **Chris Hart IV, President and CEO, CareerSource Florida**

"Small businesses are the lifeblood of Florida's economy. They help create new markets, transform communities, and stimulate economic growth...By working together as a unified business community, we can rise above these challenges and prepare Florida for a brighter economic future." – **Mark Wilson, President and CEO, Florida Chamber of Commerce**

2015 - 2016 Year in Review

Client Business Expansion Looks to Create 20 Jobs

Florida SBDC at UCF client Hernon Manufacturing held a ribbon cutting to celebrate the expansion of their Sanford-based adhesives manufacturing facility. The company anticipates that the expansion, which more than doubled their facility, will add 20 new jobs.

Senator Gaetz Receives Small Business Dividend$ Award

The Florida SBDC Network announced Senator Don Gaetz as the recipient of its Small Business Dividend$ Award for his efforts in support of small business.

Florida Sterling Best Practice Award

The Florida SBDC Network received the Florida Sterling Best Practice Award for its annual Quality Improvement Program review process of the network's 10 regional centers.

Presidential Award for Export Service

The Florida SBDC Network was awarded the 2016 President's "E" Award for Export Service, the highest recognition any U.S. entity can receive for making a significant contribution to the expansion of U.S. exports.

State of Small Business

The Florida SBDC Network, in collaboration with UWF's Center for Research and Economic Opportunity, released the inaugural edition of the *State of Small Business*, a comprehensive report detailing the size, scope, and well-being of Florida's small businesses.

National Exporter of the Year

Florida SBDC at UNF client Endoscopy Replacement Parts was awarded the 2016 National Exporter of the Year by the U.S. SBA during National Small Business Week.

Scholarship Export Assistance Program

The Florida SBDC Network named Enterprise Florida, Inc. (EFI) its Outstanding Resource Partner of the Year. Through a MOU, the Florida SBDC and EFI, in partnership with the U.S. Commercial Service, offer a scholarship export assistance program to help businesses identify overseas growth strategies.

Veterans Florida Entrepreneurship Program

The Florida SBDC Network, in conjunction with UWF and the UWF Military Veterans Resource Center, was selected to administer the Veterans Florida Entrepreneurship Program, a three-phase entrepreneurial training program for qualified veterans. One-hundred and sixty-two veteran participants graduated from phase two of the program.

Top Honors by the Small Business Institute

Three graduate student teams from UWF and UCF were awarded top honors by the Small Business Institute (SBI®) during its 40th Annual Academic Conference for consulting projects involving Florida SBDC small business clients.

Bizaster App Launched

The Florida SBDC at FIU, in partnership with the FIU Extreme Events Institute, launched Bizaster, a mobile app to help businesses prepare, respond, and recover from natural and man-made disasters.

Client Success
Growth Through Government Contracting

Infotech Systems, Melbourne

Even small companies can be big enough to do business with the U.S. government, especially if they take advantage of the no-cost consulting and government contracting expertise of the Florida SBDC Network.

Vasu Vasudevan is president and CEO of Infotech Systems, Inc., a developer of manufacturing and inventory control software and, more recently, a construction management company based in Melbourne. Like most entrepreneurs, he was always on the lookout for new business opportunities and, based upon the success he was seeing others having with government contracting, he wanted to take his company in that direction.

There were obstacles, however. The federal government has strict requirements for those it does business with and is mandated, under certain circumstances, to help small, socially and economically disadvantaged businesses compete in the federal marketplace. Vasudevan recognized that Infotech was eligible but needed to be designated as such. Fortunately, the U.S. Small Business Administration established the 8(a) Business Development Program in which it would certify that certain small business owners were socially and economically disadvantaged under the government's guidelines.

Initially, Vasudevan tried to apply for the 8(a) certification on his own, but realized he needed assistance. It was then that he turned to the Florida SBDC at UCF for help. Working with Government Contracting Specialist Patricia Simpson, Vasudevan and his team successfully completed the 8(a) application and submitted it for approval.

> *"We're a very small business and don't have the staff to check all the numbers, cross all the t's and dot all the i's," commented Vasudevan. "But we knew from experience we had to get what we submitted to the government exactly right or we would be rejected. Patricia and the Florida SBDC were very helpful in making sure we got it right, not just from a numbers perspective, but also in terms of the accuracy and responsiveness of what we presented."*

Infotech Systems received its 8(a) certification and, again with the assistance of the Florida SBDC at UCF, began to navigate the federal government contract bidding process. The effort has paid off – Infotech recently won their first contract worth more than $750,000 – a remarkable feat, having only been certified for one year.

MEET CEO VASU VASUDEVAN

"I strongly recommend going to the Florida SBDC and getting their help," Vasudevan said. "Their knowledge and experience can make a real difference for a small business."

ECONOMIC IMPACT

Government Contracting assistance helped Florida SBDC client businesses

SECURE
300.9 MILLION
IN CONTRACTS
in 2015
and more than
$7.9 BILLION
since 1986

resulting in
179,225
JOBS CREATED & RETAINED

Client Success
Expanding Through International Markets

Endoscopy Replacement Parts, Newberry

Endoscopy Replacement Parts, Inc. (ERPI) is a Newberry-based, full-service precision manufacturer of high-quality aftermarket products for repairing rigid and flexible endoscopes. Founded in 1997, ERPI began as a four-person operation. After just three years, ERPI's inventory grew to over 500 product lines. ERPI has since increased inventory to more than 2,000 lines, tripled its staff, and serves a worldwide market of independent service organizations, surgery centers, and hospitals in over 70 countries.

When VP of Global Business Development John A. Hartnett, III learned about the Export Marketing Plan (EMP) service available through the Florida SBDC at the University of North Florida, he saw an opportunity to diversify the company's global strategy.

Through a partnership with Enterprise Florida and the U.S. Commercial Service, Florida SBDC International Trade Specialists prepare EMPs for qualifying Florida-based manufacturers and service providers. Specialists spend approximately 100 hours on each plan, creating a customized report with target market recommendations, overseas trade opportunities, and an action plan for market entry.

ERPI applied to the program and worked with International Trade Specialist Katie Arroyo to evaluate the company's capabilities and match it with the foreign markets where ERPI is most likely to succeed. Since receiving their EMP, ERPI was able to narrow down its strategic international expansion to countries in Southeast Asia. With the information ERPI received from Arroyo's assistance, Hartnett was able to travel on an Enterprise Florida-sponsored international trade mission to Southeast Asia and utilized the U.S. Commercial Service Gold Key Matchmaker service to meet pre-screened buyers in person.

As a testament to ERPI's success, they received the 2016 President's "E" Award for Export Service and were named the 2016 National Exporter of the Year by the U.S. Small Business Administration.

> *"I find that the SBDC is a very professional organization with deep data and market research tools that support our business."*

Pictured Above (left to right): ERPI VP of Global Business Development John A Hartnett, III; Florida SBDC at UNF International Trade Specialist Katie Arroyo; SBA Administrator Maria Contreras-Sweet; ERPI President David Bello Sr.; and ERPI General Manager David Bello Jr.

2015 HIGHLIGHTS

International Trade Services

29
FLORIDA SBDC CONSULTANTS WITH
Certified Global Business Professional (CGBP) Designation

8,620
Professional Business Consulting Hours Delivered To

433
Entrepreneurs and Small Businesses

8.4%
OF TOTAL FLORIDA SBDC CONSULTING HOURS
Committed to International Trade and Exporting

28
Export Marketing Plans Completed

2016 President's E Award Winner

Florida SBDC Network State Advisory Board

Michael W. Myhre
CEO & Network State Director, Florida SBDC

The Florida Legislature passed HB 7007 to amend FL. Stat. 288.001, enhancing the Florida SBDC Network's designation as the state's principal provider of small business by aligning the efforts, interests, and investments of the Network with those of state economic development and higher education. A key component of the law defined the composition of the Florida SBDC's State Advisory Board. Primarily appointed by legislative leadership, the Board encompasses a diverse network of experienced business owners and key leaders from organizations representing small business interests. The board will consist of 19 members, of which to date include:

Board Officers

Leslie Dougher
Chairwoman
Realtor, Coldwell Banker

Tami Fitzpatrick
Vice Chairwoman
CEO, Entropy Technology Design, Inc.

Earl H. Young
Secretary
Executive Vice President, Florida Traditions Bank

Board Members

Amanda Bowen
Director of Communications, Manufacturers Association of Florida

Dennis Bradford
Chair, National SBDC Advisory Board

Karen Brayboy
Owner/CEO, Alltrust Insurance, Inc.

Greg Britton
Senior Manufacturing Executive/CEO, Fort Walton Machining, Inc.

Elizabeth Burch
President/CEO, Dignitas Technologies, LLC

Deborah Cox-Roush
Owner, DCR Creative Solutions of Florida

Sandra Foland
Owner/CEO, Baron Sign Manufacturing

Louis J. Foreman
Founder/Chief Executive, Enventys

Cheryl Gonzalez
Director, Office of Equal Opportunity & Diversity, UNF

Chris Hart IV
President and CEO, CareerSource Florida

Bill Herrle
Executive Director, National Federation of Independent Business

Carolyn Johnson
Director of Business, Economic Development and Innovation Policy, Florida Chamber of Commerce

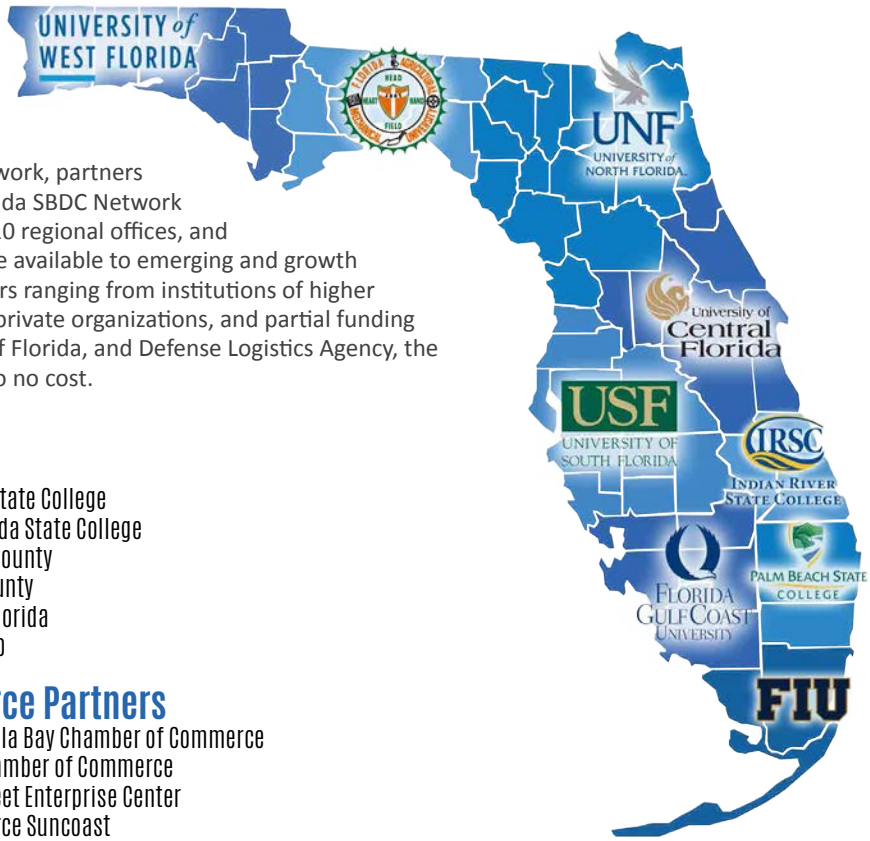
Beth Kirkland
Interim Executive Director, Florida Economic Development Council, Inc.

Lance Lozano, CAE
COO, Florida United Business Association

Francisco Marrero
District Director, U.S. SBA, South Florida District

David Rodriguez
Manager, Capital Programs, Enterprise Florida, Inc.

The Difference We Make Together



Through funding, collaboration, alliances, and teamwork, partners play a significant role in making the work of the Florida SBDC Network possible. Statewide with over 40 centers, including 10 regional offices, and over 50 outreach locations, Florida SBDC services are available to emerging and growth businesses in every Florida county. Thanks to partners ranging from institutions of higher learning to federal, state, and local governments to private organizations, and partial funding from the U.S. Small Business Administration, State of Florida, and Defense Logistics Agency, the Florida SBDC Network provides its services at little to no cost.

Network Headquarters

University of West Florida

Regional Host Partners

Florida A&M University (FAMU)
Florida Gulf Coast University (FGCU)
Florida International University (FIU)
Indian River State College (IRSC)
Palm Beach State College (PBSC)
University of Central Florida (UCF)
University of North Florida (UNF)
University of South Florida (USF)
University of West Florida (UWF)

Strategic Partners

CareerSource Florida
Enterprise Florida, Inc.
Florida Chamber of Commerce
Florida Department of Economic Opportunity
Florida Economic Development Council

Investing Partners

Bank of America
BankUnited
City of Cape Coral
City of Jacksonville
City of Palm Coast
City of Stuart
Clay County Chamber of Commerce
Daytona State College
Eastern Florida State College
Fifth Third Bank
Hernando County
Hillsborough County
Jacksonville Transportation Authority
Kissimmee/Osceola Chamber of Commerce
Lake County
Lee County Economic Development (Procurement - DBE program)
Marion County
Orange County
Nassau County Economic Development Commission
Palm Beach County
Pinellas County Economic Development
Putnam County Chamber of Commerce
Seminole State College
South Florida State College
St. Johns County
Sumter County
Veterans Florida
Wells Fargo

Resource Partners

Apalachicola Bay Chamber of Commerce
Bartow Chamber of Commerce
Beaver Street Enterprise Center
CareerSource Suncoast
CareerSource Tampa Bay
Central Pinellas Chamber of Commerce
Chamber of the Palm Beaches
Charlotte County Chamber of Commerce
City Hall Green Cove Springs
City Hall Keystone Heights
City of Gretna
City of Ocala
Clearwater Chamber of Commerce
College of Central Florida
Crestview Chamber of Commerce
Delray Beach Chamber of Commerce
DeSoto County
Dunedin Chamber of Commerce
Economic Development Authority for Citrus County
Fifth Third Bank
FIU Biscayne Bay Campus
FIU Downtown Brickell
FIU Modesto A. Maidique Campus
Florida Keys Community College Middle Keys
Florida Keys Community College Upper Keys
Florida State College Kent Campus
Fort Meade Chamber of Commerce
Fort Myers Downtown
Gainesville Technology Entrepreneurship Center
Greater Hernando Chamber of Commerce
Greater Palm Bay Chamber of Commerce
Greater Pensacola Chamber
Greater Plant City Chamber of Commerce
Greater Riverview Chamber of Commerce
Greater South Tampa Chamber of Commerce
Greater Tallahassee Chamber
Haines City Regional Chamber of Commerce
Hardee County Economic Development Council
Hernando Chamber
Highlands County Economic Development Commission
Historic Springfield Community Learning Center
IRSC Chastain Campus
IRSC Dixon-Hendry Campus
IRSC Mueller Campus
IRSC Pruitt Campus
James Page Government Complex, Nassau County
Lake Wales City
Lakeland Chamber of Commerce
Madison County Chamber of Commerce
Mulberry Chamber of Commerce
Naples Accelerator
Naples Chamber of Commerce
National Entrepreneur Center
Palm Beach County Library System
Panama City Mall
Pasco Economic Development Council
Saint Leo University
Saint Petersburg Greenhouse
Santa Rosa County Economic Development Office
SMARTStart
Sun City Chamber of Commerce
Suwannee County Chamber of Commerce
Synovus - Coastal Bank
Tampa Bay Black Chamber of Commerce
Tarpon Springs Chamber of Commerce
Taylor County Chamber of Commerce
Upper Tampa Bay Chamber of Commerce
Upper Tampa Bay Regional Chamber of Commerce
USF Sarasota-Manatee
Winter Haven Chamber of Commerce
Worknet Pinellas

Learn more about our 40th Anniversary at
www.FloridaSBDC.org/40th

"I want to say happy 40th anniversary to the Florida's SBDC Network…Two-hundred and fifty people in 40 different centers, Florida is better off because of the work you've done. I want to say congratulations and I wish you every success for the next 40 years."
– Ander Crenshaw, United States Congressman for Florida's 4th District

"The [Florida SBDC Network] is good for the state, it is good for Florida, and it is good for our region." **– Judy Bense, Ph.D., President, University of West Florida**

"I want to congratulate the Florida SBDC [on its 40th anniversary] ... They've done a tremendous job for us and, again, we [at the SBA] couldn't do it without them."
– Wilfredo Gonzalez, District Director, U.S. SBA North Florida

Helping Businesses Grow & Succeed

The Florida SBDC Network is a statewide service network funded in part through cooperative agreements with the U.S. SBA, Defense Logistics Agency, State of Florida, and other private and public partners; hosted by the University of West Florida; and nationally accredited by the Association of SBDCs.

→ **FloridaSBDC.org**