



ECONOMIC IMPACT

CONGRESSMAN MATT GAETZ DISTRICT 1



Helping Businesses Grow & Succeed

	→ 2016	→ 2011-16
Create, Retain & Save Jobs*	2,957	22,553
Generate Sales*	\$339.6M	\$3.0B
Acquire Government Contracts**	\$77.4M	\$835.7M
Access Investment Capital**	\$23.2M	\$103.7M
Start New Businesses**	13	369

Statewide Impact

Accelerating Florida's Economy

Since 2011, Florida SBDCs provided **513,107 hours** of consulting to **74,669 client businesses**, creating a significant positive impact on Florida's economy.

- **252,955 Jobs***
- **\$33.3B Sales***
- **\$2.6B** Government Contracts
- **\$1.4B** Capital Investment
- **4,159** New Businesses

Florida Taxpayer
COST PER JOB
\$173
Average

Florida SBDC services resulted in a **\$19.2 Billion GDP IMPACT** to Florida's economy since 2011.*

Service Delivery Summary

In 2016, Florida SBDCs delivered substantial consulting and training services in **Congressional District 1** that resulted in a significant return on investment, as shown above.

- Professionally certified business consultants delivered **9,441 hours** of consulting to **791** entrepreneurs and small business owners.
- Consulting client breakdown:
 - > **314** or **40% Women**
 - > **259** or **33% Veterans and Service-Connected Disabled Veterans**
 - > **284** or **36% Minorities**
- **102** training events were conducted for **1,149** attendees



For every \$1 invested in the Florida SBDC program, \$57 is returned to the state in tax revenue.

Economic Impact Analysis of the Florida Small Business Development Center (2012-2017 Reports)*
Reported by respondent clients of outcomes resulting from or in part due to assistance in 2016**

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





Client Highlight

“I would strongly recommend the Florida SBDC at UWF to anyone who is currently in business or looking to start a business. They won’t do the work for you but they give you the tools to be successful.”



Helping Businesses Grow & Succeed

Wings Pensacola, Inc., Pensacola

Mikal “Butch” Kissick served his country in the U.S. Navy for 28 years. He was a naval flight officer who flew the F-14 Tomcat. In Pensacola, he went through flight school then later retired there. At the time of his retirement, Kissick’s neighbor, also a Navy pilot, had an existing brick and mortar business that sold custom flight gear to students going through flight training. Kissick was hired on to manage the store. He quickly learned the ins and outs of retail then bought the business four years later, now known as Wings Pensacola Inc.

“The store provides a social context in my life,” said Kissick. “It’s very unique and fun working for myself. Most importantly, it allows me to continue contributing to the preparedness of our nation’s military.”

His gear helps equip the warfighters in their expeditions. Butch observes that he feels he is “still contributing to the organization that helped shape my life.”

“I make a special product called a Kneeboard for pilots, and that’s the heart of my business,” said Kissick. “It’s a cloth clipboard and I provide the very best flight gear in the world – it’s on the International Space Station, the astronauts have my Kneeboards tied to their legs. NATO pilots fly with it so if you’re a Spaniard flying an F-18 or somebody from Norway or Denmark in a F-16, you’re flying with a 9-G Plus Kneeboard that I made.”

Wings Pensacola has sought the services of the **Florida SBDC at UWF** for many years, from the start of the business plan to later seeking help on government contracting.

Butch said he benefitted from the software he learned through the Florida SBDC as well, citing Profit Mastery as “changing his approach to do business” and described how it allowed him to “view my business like my banker does, which was an eye opener.” Wings Pensacola worked with Government Contracting Specialist Laura Subel for guidance on the levels of contracting in federal government, in addition to completing a bulk buy of his products from a military organization.

After ten years, Wings Pensacola is still growing and evolving just like the owner. Butch reveals, “I am still learning how to conduct business smarter and more efficiently. I would strongly recommend the Florida SBDC at UWF to anyone who is currently in business or looking to start a business. They won’t do the work for you but they give you the tools to be successful.”

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 regional offices across the state.

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 UCF
Orlando
(407) 420-4850

Florida SBDC at USF
Tampa
(813) 905-5800

Florida SBDC at FCCU
Fort Myers
(239) 745-3700

Florida SBDC at IRSC
Fort Pierce
(772) 462-7296

Florida SBDC at FAU
Ft. Lauderdale
(954) 762-5235

Florida SBDC at FIU
Miami
(305) 779-9230

Network Headquarters

University of West Florida
Pensacola
(850) 898-3479

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 emerging and growing 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

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.

→ FloridaSBDC.org

