

2018 Prosperity Report



SERVICE SNAPSHOT

801
Existing & aspiring
business owners
consulted

8,355
Consulting hours
delivered

Consulting Client Breakdown

401 or **50%**
Women

127 or **16%**
Veterans & SCDVs

237 or **30%**
Minorities

BUSINESS & ECONOMIC OUTCOMES

	District 4	Statewide
Sales generated*	\$331.0M	\$4.4B
Gov't Contracts acquired**	\$41.2M	\$520.0M
Capital accessed**	\$21.2M	\$202.5M
Jobs Impacted direct, indirect, induced*	2,860	38,403
Cost per Job to Florida taxpayers*	\$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*



HELPING BUSINESSES GROW & SUCCEED

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

From starting and growing a business, to selling it, this is where Small Business Development Centers (SBDC) help. Established by Congress, 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.

Since 1976, our network of partners has helped construct a statewide ecosystem to foster the spirit, support, and success of more than 1.2 million small business owners.

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

Our clients tell our story best. Read a sampling of testimonials (➔) from the tens of thousands of small businesses we assist each year.

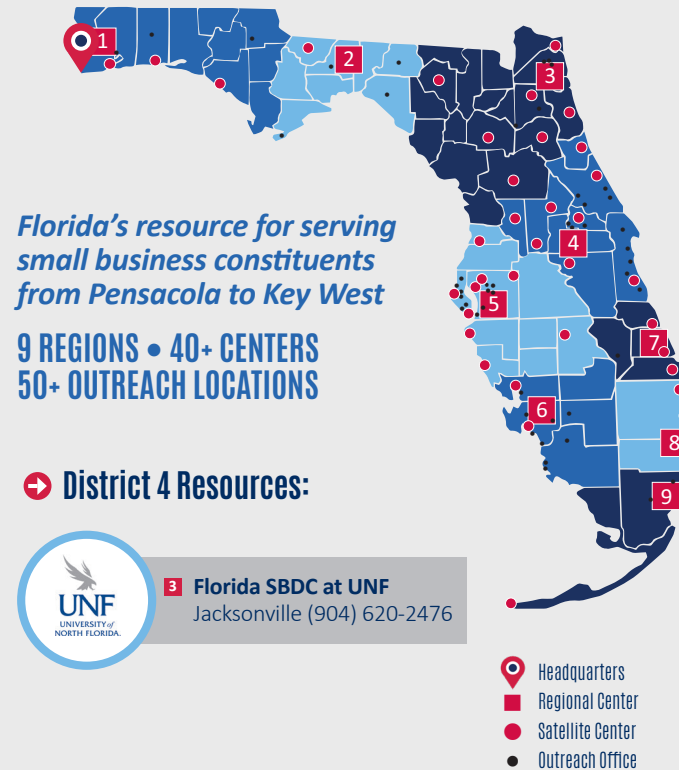
Florida’s resource for serving small business constituents from Pensacola to Key West

9 REGIONS • 40+ CENTERS
50+ OUTREACH LOCATIONS

➔ District 4 Resources:



3 Florida SBDC at UNF
Jacksonville (904) 620-2476



Additional regional office locations:

1 Florida SBDC at UWF
Pensacola (850) 474-2528

2 Florida SBDC at FAMU
Tallahassee (850) 599-3407

4 Florida SBDC at UCF
Orlando (407) 420-4850

5 Florida SBDC at USF
Tampa (813) 905-5800

6 Florida SBDC at FGCU
Fort Myers (239) 745-3700

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

8 Florida SBDC at FAU
Fort Lauderdale (954) 762-5235

9 Florida SBDC at FIU
Miami (305) 779-9230

Network Headquarters

Pensacola (850) 898-3479



Client Testimonials

Culhane’s Irish Pub, Atlantic Beach

“Cathy Hagan and Kevin Monahan have been instrumental in our business growth decisions every step of the way with marketing and proforma advice. We meet with them often and share email conversations. They are very professional and savvy in all areas of business development. They have amazing referrals, too. Don’t start a business without their consultation.”

—Mary Jane Culhane, Co-Owner

Dorado Graphix, LLC, Jacksonville

“The Florida SBDC has proven to be our most valuable consulting resource. Their expertise has helped us navigate the financial challenges required to establish and grow our business. Every entrepreneur should make the Florida SBDC a go-to resource for information and consulting. I feel that without them our business would not have had a chance to succeed.”

—Bart Jordan, President

Meehan’s Irish Pub, Saint Augustine

“[Florida SBDC consultant] Marge got to know me and my business. She came personally and saw the challenges we had to overcome [as a result of Hurricane Matthew], explained how she and the Florida SBDC could help, and walked us through the process. She is extremely knowledgeable and very personal and friendly in her interactions. Marge made the process [of applying for a Bridge Loan] a pleasant experience in the midst of an actual disaster.”

—Tom Dolan, Managing Member

Family Therapy Associates of Jacksonville

“Cathy Hagan is a phenomenal consultant. She has proven to be an invaluable resource to me and our team. Cathy has helped me stay focused on the most important business goals on an ongoing basis and, in turn, helped our business increase profitability and sustainability.”

—Tabitha Johnson, President/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