

## SERVICE SNAPSHOT

**1,031**  
Existing & aspiring  
business owners  
consulted

**7,512**  
Consulting hours  
delivered

### Consulting Client Breakdown

**447** or **43%**  
Women

**154** or **15%**  
Veterans & SCDVs

**577** or **56%**  
Minorities

## BUSINESS & ECONOMIC OUTCOMES

	Regional	Statewide
 <b>Sales</b> generated*	<b>\$397.2M</b>	<b>\$4.4B</b>
 <b>Gov't Contracts</b> acquired**	<b>\$39.3M</b>	<b>\$496.5M</b>
 <b>Capital</b> accessed**	<b>\$20.9M</b>	<b>\$255.3M</b>
 <b>Jobs Impacted</b> direct, indirect, induced*	<b>3,386</b>	<b>37,966</b>
 <b>Cost per Job</b> to Florida taxpayers*	<b>\$269</b>	

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 FAU

Serving Broward and Palm Beach Counties

(954) 762-5235

[sbdc.fau.edu](http://sbdc.fau.edu)

### 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 UCF**  
Orlando (407) 420-4850

**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 FIU**  
Miami (305) 779-9230

#### Network Headquarters

Pensacola (850) 898-3479



## Client Testimonials



### Florida Rum Company, Hollywood

"[Because of COVID] all of a sudden... we had no business anymore... Very quickly, we realized that there actually is a viable business opportunity for us... We shifted gears, more or less, overnight from producing rum beverage alcohol to manufacturing hand sanitizer, and as part of that transition, we staffed up to 50 employees. The Florida SBDC gave me a sympathetic ear and kind of the motivation to keep going when things looked the weakest... We're currently working with the SBDC now on an export marketing plan to export our sanitizer and alcohol."

—Victor Olshansky, Founder



### Kidology Enterprises, Inc., Sunrise

"Working with [my consultant] George and the Florida SBDC was easy. They understood the reason behind my business, and they are a great resource hub that I can connect to and know that my business will continue to move forward."

—Nicole Anyadike, Founder



### Aabaco Environmental Industries, Jupiter

"[My consultant] Debbie has been invaluable—an absolute rock star—always figuring out what we needed to make the business work. The amount of market information on this business she provided was amazing. The volume of work and products that we are selling right now through the pandemic could not have been possible without the Florida SBDC at FAU."

—Daniel Hannon, Vice President



### Freshwater & Son's Electric, Riviera Beach

"When it came to this crisis, the Florida SBDC has provided guidance the entire time. We are very grateful for the help and support of the SBDC as we navigate through this ever-changing time. With the added anxiety, uncertainty, and emotional exhaustion, it has been a godsend to have the SBDC with us to help navigate the disaster recovery loan process, as well as updates from the CDC on best business practices. Having the SBDC on our side has been the one solid to rest on."

—Mark Freshwater, 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](http://FloridaSBDC.org)