



Helping Businesses Grow & Succeed



2019-2020 Legislative Budget Request

Presented by Dr. Cheryl Kirby

Who We Are Today

9 Regions

40+ Centers

50 Outreach Locations

200+ Employees

One Team, One Mission

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



Helping Businesses Grow & Succeed



What We Do & Who We Serve

- **Professional Business Consulting**
Personalized, confidential and provided at no-cost by experienced and credentialed consultants
- **Business & Management Training & Workshops**
Basics to advanced topics
- **Research, Data & Information**
Current and expansive business information for better decision-making



Aspiring Small Business Owners
exploring business feasibility



Emerging Businesses
in-business for less than three years with fewer than 5 employees



Established & Growth Companies
Our niche in-business for more than 3+ years, 5-50 employees, \$500K - \$10M revenue



SERVICE DELIVERY SUMMARY

112,098

**Consulting
Hours Delivered**

by our professionally certified
business consultants

11,173

**Entrepreneurs
and Small Business
Owners**

received consulting

976

**Training
Events**

were conducted

12,751

**Attendees
Participated**

in our statewide training events
held throughout the year

Florida SBDC services have resulted in a

**\$19.2 BILLION
GRP IMPACT**

on Florida's economy since 2011*

\$1

\$57

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

Florida SBDCs Accelerate Florida's Economy

Since its inception in 1976, the network has served more than 1.1 million aspiring and emerging businesses. Their attributed success confirms that Florida SBDC services are cost-effective and deliver a significant return on investment. The following demonstrates the results our network has accomplished over the last year.

RETURN ON INVESTMENT



**Capital
Accessed**
\$479.8M**

2011-16 | **\$1.4B**

+



**Sales
Generated*
4.0B**

2011-16 | **\$33.3B**

=



**Jobs
Created, Retained & Saved*
35,106**

2011-16 | **252,955**



**New
Businesses
Started**
328**

2011-16 | **4,159**



**Government
Contracts
Acquired**
\$461.8M**

2011-16 | **\$2.6B**

2017 Economic Impact Analysis of the Florida Small Business Development Center
by the Florida State University Center for Economic Forecasting & Analysis*

Reported by respondent clients on outcomes resulting from or in part due
to assistance in 2016**

2019 Funding Growth Initiatives

Legislative Budget Request

- Request \$4 million state appropriation.
- Uses:
 - expand service capacity,
 - create a “*Florida Business Information Center*,” and
 - expand state university partner participation in the Florida SBDC Network where service market gaps or opportunities exist.



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