



Quick Facts

about the Florida SBDC Network

Florida's Principal Provider of Small Business Assistance

A statewide partnership of higher education, economic development organizations, chambers and other partners dedicated to the economic prosperity of Florida—the Florida Small Business Development Center Network (FSBDCN) is one of eight original national SBDC pilot programs. Funded in 1976 by the U.S. Small Business Administration (SBA) and hosted by the University of West Florida (UWF), the program successfully links the state's education system with community outreach to aid in the development and education of Florida's entrepreneurs and small business community.

Starting with only two service centers in the first year of operation, the FSBDCN has grown to a statewide network of 33 centers representing some of Florida's finest universities, community and state colleges, chambers of commerce, local governments, economic development organizations and many other enterprises. Additional outreach is provided at another 50 circuit rider locations. The FSBDCN is one of 63 SBA-funded SBDC programs, with locations in every state and US territory, and is accredited by the national Association of SBDCs.

Through the FSBDCN and its professionally trained Certified Business Analysts, small business owners and entrepreneurs are provided assistance in virtually all areas of business management, including marketing, finance, accounting, business planning, taxes and business start-up. The types of services include personalized counseling at no cost; educational training; extensive business libraries; conferences, seminars and tradeshows; and research and information resources.

The synergistic effect of this partnership program has resulted in many years of positive revenue growth for the state, an impressive FSBDCN return on investment and multiplied success for Florida's small business community. The foundation of Florida's economy is small business (99%), and the Florida SBDC Network is their **Principal Small Business Assistance Organization** as designated by state statute.

Return on Investment

	1980-2008
Capital Formation	\$1.4b in 14 yrs
Business Startups	6,453 in 12 yrs
Jobs Created/Retained	298,414
Sales Growth	\$1.3b in 12 yrs
Contract Awards	\$6.1b

Every Day SBDC Clients

Generate \$523,288 in New Sales

Secure \$1 Million in New Capital

Obtain \$1.8 Million in New Contracts

Open 3 New Businesses

Create/Retain 51 Jobs

The FSBDCN has provided 1,604,498 hours of one-on-one counseling to 354,337 small business owners and entrepreneurs; conducted 31,417 business training events for 668,887 participants; and provided answers to 2,511,676 requests for business information since 1980.

www.FloridaSBDC.org

Specialized Programs

Procurement Technical Assistance Center

Funded by the Department of Defense since 1985, the PTAC program helps Florida businesses obtain contracts with federal, state and local government agencies.

PTAC clients have won over \$5.5 billion in contracts since 1985; helping to create/retain 122,359 jobs.

Business Continuity & Risk Management Center

The BCRMC program, initiated in 2006 with funding through a 2-year earmark sponsored by U.S. Senator Bill Nelson, ensures Florida businesses have the education, training and assistance needed to minimize losses and increase survivability when affected by disasters. Two Mobile Business Centers stand ready for deployment for on-the-spot business recovery assistance, in the event of a disaster.

81 workshops for 963 attendees and 25 outreach events for 6,703 outreach participants have been conducted from July 1, 2006-December 31, 2008.

Veterans' Business Outreach Center

Funded by the U.S. SBA since 1999, VBOC serves as a clearinghouse of business and technical assistance for veterans interested in starting or growing a business in eight southern states.

Veteran clients won over \$410.7 million in contracts, \$286.4 million by service disabled veterans, in 2008.

Business Technology Commercialization

The BTC program was established in 2003 to provide support for small and medium-sized enterprises engaged in R&D or manufacturing in Florida.

In 2008, the BTC coordinated the National SBIR/STTR Spring Conference: Celebrating 50 Year of NASA Space Exploration and 25 Years of the SBIR Program, drawing well over 300 attendees.

International Business Relations

A statewide program to advance the global competitiveness of Florida small businesses is coordinated through the Network. The FSBDCN also pursues and values global economic partnerships.

Current partnerships exist in Curacao and Mexico through the establishment of affiliated SBDCs.

Small Business Resource Network

For information and assistance outside the SBDC's scope, the SBRN is a referral service to professionals in banking, law, accounting, insurance, commercial real estate, consulting engineering and other agencies that provide assistance to small businesses.

Originating in Jacksonville in 1992, the SBRN expanded statewide in 2005 with special state funding.