






ECONOMIC IMPACT

Florida SBDC at the University of Central Florida Region



Helping Businesses Grow & Succeed

	→ 2015	→ 5 YEAR
 Create, Retain & Save Jobs*	7,333	44,455
 Generate Sales*	\$990.3M	\$6.1B
 Acquire Government Contracts**	\$101.7M	\$360.4M
 Access Investment Capital**	\$74.4M	\$216.5M
 Start New Businesses**	111	654

Statewide Impact

Accelerating Florida's Economy

Since 2011, Florida SBDCs provided **401,475 hours** of consulting to **45,502 client businesses**, creating a significant positive impact on Florida's economy.

- **217,849** Jobs
- **\$29.3B** Sales
- **\$2.1B** Government Contracts
- **\$947.4M** Capital Investment
- **3,857** New Businesses

5 Year **\$140** COST PER JOB Average

Florida SBDC services have resulted in a **\$17.1 Billion GRP IMPACT** to Florida's economy since 2011.*

Regional Service Delivery Summary

Serving Brevard, Flagler, Lake, Orange, Osceola, Seminole, Sumter and Volusia Counties, the **Florida SBDC at UCF Region** delivered substantial consulting and training services in **2015** that resulted in a significant return on investment, as shown above.

- Professionally certified business consultants delivered **18,447 hours** of consulting to **2,521** entrepreneurs and small business owners.
- Consulting client breakdown:
 - > **1,109** or **44% Women**
 - > **388** or **15% Veterans and Service-Connected Disabled Veterans**
 - > **1,167** or **46% Minorities**
- **277** training events were conducted for **4,410** attendees.



For every \$1 invested in the Florida SBDC program, \$39 is returned to the state in tax revenue.

Economic Impact of SBDC Business Development Activities on the Florida Economy, 2016* | Reported by respondent clients of outcomes resulting from or in part due to assistance in 2015**

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 recommend every business in Central Florida avail themselves of all the resources that the Florida SBDC offers.”



Helping Businesses Grow & Succeed

Screenworks USA, Orlando

For a small to medium-sized business, growth can be as much of a challenge as a revenue decline. For Screenworks USA, a multi-million-dollar screen printing, embroidery and dye sublimation business that supplies theme parks and other entertainment companies with customized apparel (t-shirts) and other wearables, managing rapid growth was the problem—albeit a good one.

Co-owners Sharad Mehta, President, and Brian DiZavala, Executive Vice President and COO, wanted to be certain they were steering Screenworks and its growing business in the right direction. Based upon very positive past experiences Mehta had had with the **Florida SBDC at UCF and its Advisory Board Council (ABC)** service, the company applied for and was approved for another board. The Florida SBDC at UCF’s ABC is a no-cost professional advisory service for local companies. By acting as a matchmaker between businesses and volunteer advisors—all of whom are professionals in the community—the ABC acts to provide companies with business expertise that can directly address the company’s issues and that would otherwise be cost prohibitive and unavailable to a small to medium-sized business.

Mehta and DiZavala worked with ABC Manager Jill Kaufman, who hand-picked a team of board members to address the company’s needs and manage their growth. Experts in corporate finance, operations, and marketing, comprised Screenworks’ board of advisors. The Board met with Mehta and DiZavala quarterly for review and counseling on a variety of issues, including operations and growth management strategies.

According to Mehta and DiZavala, the assistance of their ABC has paid handsome dividends for Screenworks. **“Our success has come as a result of some of the efforts of our Advisory Board and has helped us not only quadruple our sales but also increase our employee base by about 100 and build our building,”** remarked DiZavala. “I do not think any business which is growing should be without an Advisory Board Council,” commented Mehta. “Every business can benefit from using not only the services of the Florida SBDC but also an Advisory Board Council. I wouldn’t want to be a company without an ABC.”

Serving Florida’s Business Community from Pensacola to Key West

Statewide with 10 regional offices, nearly 45 centers, and over 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 at UCF** offices, as well as the regional offices across the state.

Florida SBDC at UCF REGIONAL OFFICE Orlando (407) 420-4850

www.sbdcorlando.com

- Daytona Beach (386) 506-4723
- Groveland (352) 429-2581
- Kissimmee (407) 847-2452
- Melbourne (321) 433-5570
- Mount Dora (352) 602-4575
- Palm Coast (386) 986-4764
- Sanford (407) 321-3495
- Wildwood (352) 689-4449

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 USF
Tampa (813) 905-5800

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

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

Florida SBDC at PBSC
Boca Raton (561) 862-4726

Florida SBDC Fort Lauderdale
Fort Lauderdale (954) 762-5235

Florida SBDC at FIU
Miami (305) 779-9230

Network Headquarters
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 at UCF** is a member of the Florida SBDC Network, a statewide service network funded in part through cooperative agreements with the U.S. SBA, DLA, State of Florida, and other private and public partners; hosted by the University of West Florida; and nationally accredited by the Association of SBDCs.

