

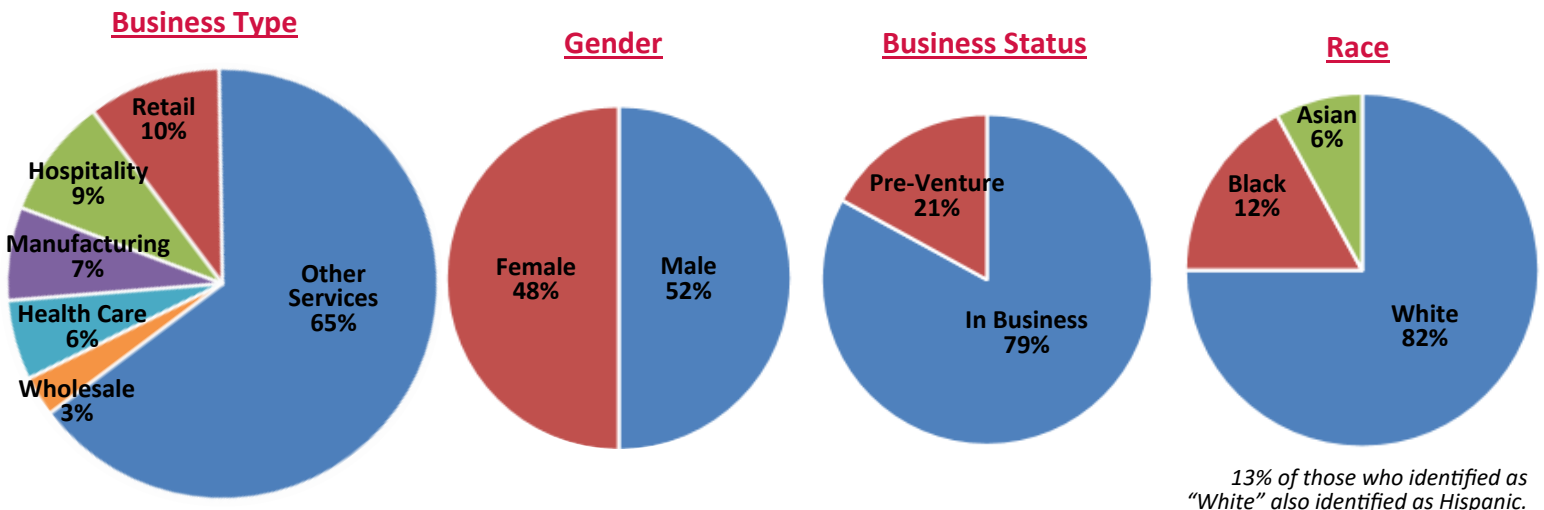
### Service Delivery \*

	Q2 FY 20 - 21 Jan. - Mar. 2021	FY 19 -20 Oct. 2019 - Sept. 2020	FY 18 -19 Oct. 2018 - Sept. 2019
Entrepreneurs Consulted	127	345	268
Total Consulting Hours	428	2,352	2,225
Workshop Attendees	25	107	84
Jobs Created/Retained	15	118	281
Business Startups	2	7	18
Capital Formation	\$2,506,313	\$4.6 M	\$5.9 M

### Quarterly Highlights

- We are pleased to announce the selection of Huston Pullen as the regional director of the Florida SBDC at UNF. As regional director, Pullen will provide strategic direction and oversight of the Florida SBDC at UNF’s consulting, training, and research activities to its 18-county service area in Northeast Florida. Following an extensive search, Pullen was named regional director effective March 1. Pullen succeeds Janice Donaldson, who retired after 39 years of service with the Florida SBDC at UNF. Pullen previously served as the Chief of the Energy Workforce Division for the Office of Economic Impact and Diversity in the U.S. Department of Energy (DOE). In this role, he provided oversight of minority workforce development and entrepreneurial development programming.
- The Florida SBDC at UNF has welcomed Joy Andrews of the St. Johns Board of County Commissioners to the Advisory Council. Ms. Andrews will serve as the representation for St. Johns County in the Resource Membership of the Advisory Council.

### Client Demographics



### Helping Businesses Grow & Succeed

State Designated as Florida’s Principal Provider of Business Assistance [ § 288.001, Fla. Stat.]

The FSBDC at UNF is a member of the Florida SBDC Network, a statewide partnership program nationally accredited by the Association of America’s SBDCs and funded in part by the U.S. Small Business Administration, Defense Logistics Agency, State of Florida and other private and public partners, with the University of West Florida 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 limited English proficient individuals.