

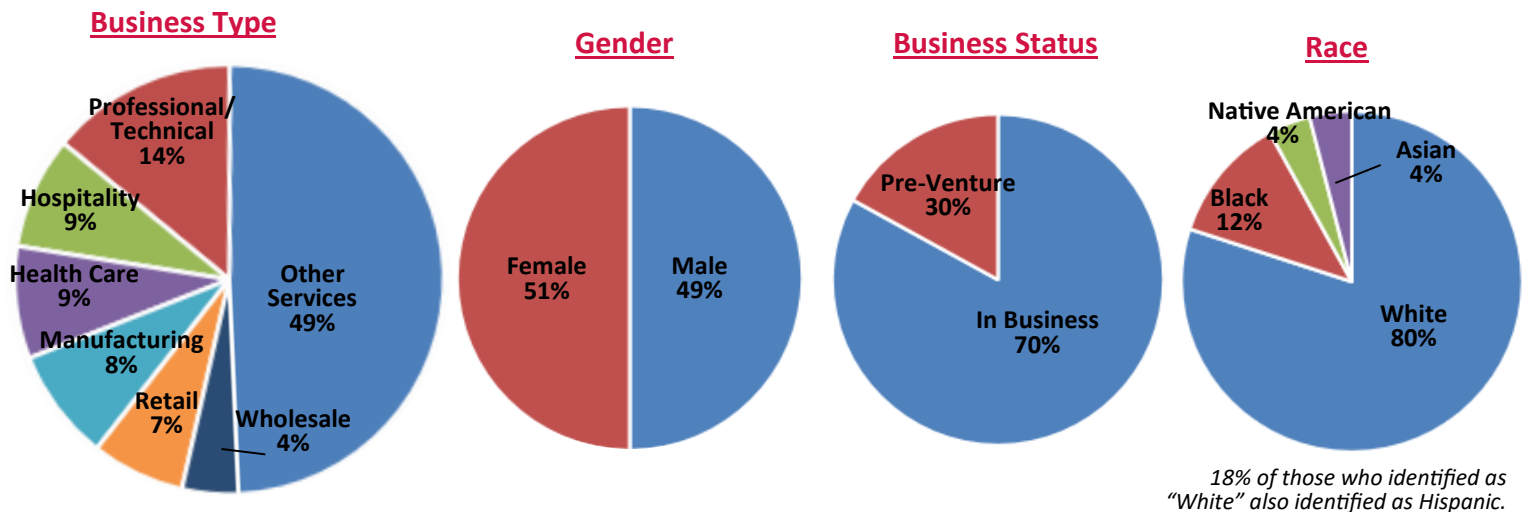
Service Delivery *

| | Q4 FY 20 - 21 Jul. - Sept. 2021 | FY 20 - 21 Oct. 2020 - Sept. 2021 | FY 19 - 20 Oct. 2019 - Sept. 2020 |
|-------------------------|------------------------------------|--------------------------------------|--------------------------------------|
| Entrepreneurs Consulted | 96 | 310 | 345 |
| Total Consulting Hours | 365 | 2,389 | 2,352 |
| Workshop Attendees | 11 | 55 | 107 |
| Jobs Created/Retained | 3 | 43 | 118 |
| Business Startups | 2 | 6 | 7 |
| Capital Formation | \$528,605 | \$6.7 M | \$4.6 M |

Quarterly Highlights

- The new Beyond Business Hours Consulting program will offer the same exceptional FSBDC at UNF services, but at times outside of normal business hours. The Florida SBDC at UNF is now offering appointments around small business owners' schedules. These no-cost consulting appointments begin at 6:30 a.m. and go until 8 p.m. during the week and from 10 a.m. to 3 p.m. on the weekends. Convenience is the key to this program. All appointments are virtual and entrepreneurs can meet at a time that works best for them.
- The SBDC in St. Johns County business consultant, Marge Cirillo has been invited to participate on the Flagler College ENACTUS board. Formerly known as SIFE, this is a community of student, academic, and business leaders committed to using the power of entrepreneurial action to shape a better, more sustainable world.
- Marge Cirillo has also been elected to the St. Johns County Chamber of Commerce Historic St. Augustine Board and will serve as the Membership Chair.

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.