

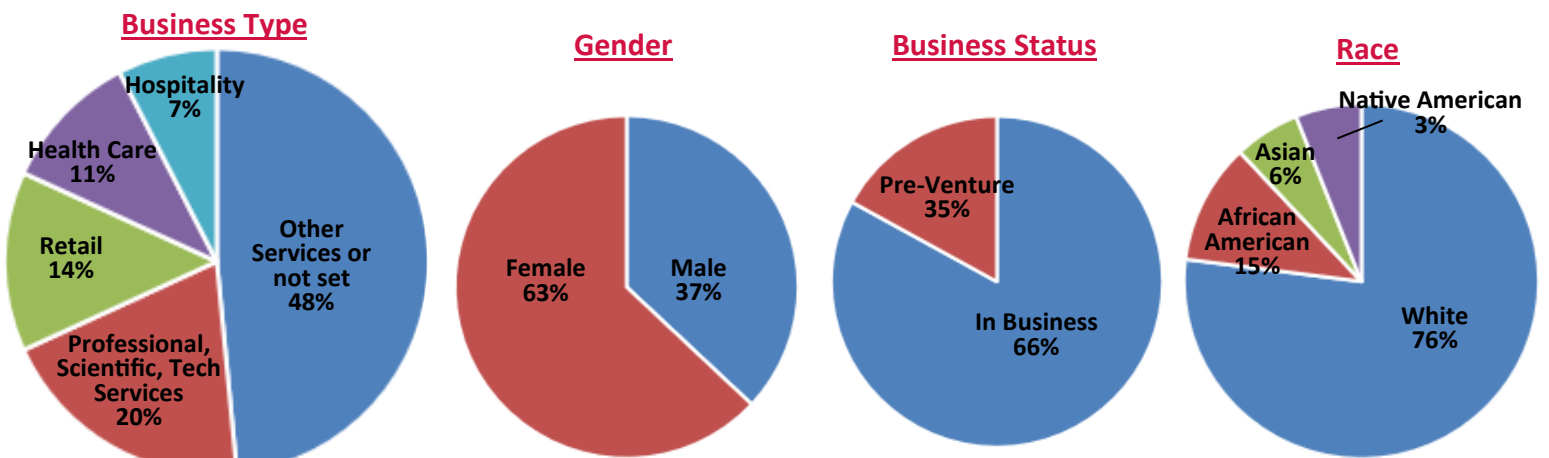
Service Delivery

	Q3 FY 21 - 22 Apr. - Jun. 22	FY 20 - 21 Oct. 2020 - Sept. 2021	FY 19 - 20 Oct. 2019 - Sept. 2020
Entrepreneurs Consulted	117	406	345
Total Consulting Hours	487	2,754	2,352
Workshop Attendees	14	66	107
Jobs Created/Retained	13	46	118
Business Startups	8	8	7
Capital Formation	\$925,750	\$7,228,605	\$4.6 M

Quarterly Highlights

- In April, Marge Cirillo conducted a small business workshop at Anastasia Library; How to Startup Your Business, with positive reviews from all five attendees.
- The Florida SBDC at UNF hosted its 30th Annual Small Business Week Celebration on May 25th. During this event, attendees heard keynote Regina Phelps, founder of Emergency Management & Safety Solution, who shared her unique perspective on taking the tough lessons from the pandemic to go from just surviving to thriving. Following the keynote, the U.S. SBA presented its Small Business Week awards, spotlighting outstanding contributions of North Florida business leaders, lenders and champions. Congratulations to St. Johns County business owner Viv Helwig, owner of Vested Metals International in St. Augustine, who won the Region and State of Florida Small Business Exporter of the Year!
- In June, Marge co-hosted a workshop with the IRS on Employee Retention Credit, attended by over 10 small business owners who reported they found the workshop beneficial.

Client Demographics



10% of those who identified as "White" also identified as Hispanic.

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, Department of Defense, 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.