

## Service Delivery

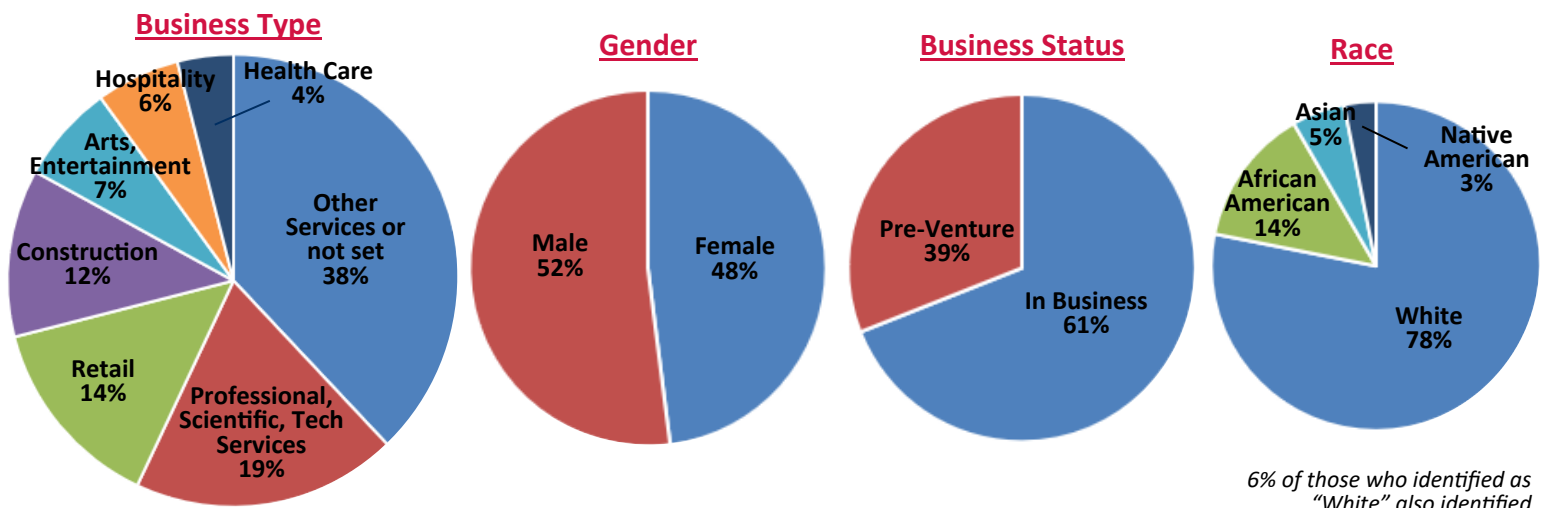
	Q1 FY 22 - 23 Jan. - Mar. 2023	FY 21 - 22 Oct. 2021 - Sept. 2022	FY 20 - 21 Oct. 2020 - Sept. 2021
Entrepreneurs Consulted	135	289	406
Total Consulting Hours	497	1,139	2,754
Event Attendees	761*	42	66
Jobs Created/Retained	31	28	46
Business Startups	12	20	8
Capital Formation	\$1,577,475	\$1,417,650 M	\$7,228,605

\*Includes telephone and email inquiries, virtual and in-person speaking or networking engagements, trade shows, workshop and popup shop attendees.

## Quarterly Highlights

- Marge Cirillo started the year with a training event in partnership with the St. Johns Chamber; Marge presented at and moderated the Where's the Money panel for the BIZZED Speaker Series in January which was well-attended and received positive reviews. Marge also coordinated the speaker for the Chamber's Women With Vision event with SBDC's in-house Government Contracting Specialist, Marie Myszkier, of the UNF PTAC.
- Several Popup Shops were conducted this past quarter, two at VyStar locations in the county and one at Peterbrooke Chocolatiers in St. Augustine. These events are a great way to share with potential and exiting business owners the services and resources available through the SBDC.
- Marge partnered with TD Bank to present a series at the Solomon Calhoun Community Center; "Turn Your Side Hustle into a Business." The event was attended by over 20 entrepreneurs and SBDC staff was on-site to help enroll nearly half of the attendees on SunBiz.org for their LLC. The series was a great success, with rave reviews, and has the possibility to be repeated in the future.

## 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, 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.