

### Service Delivery

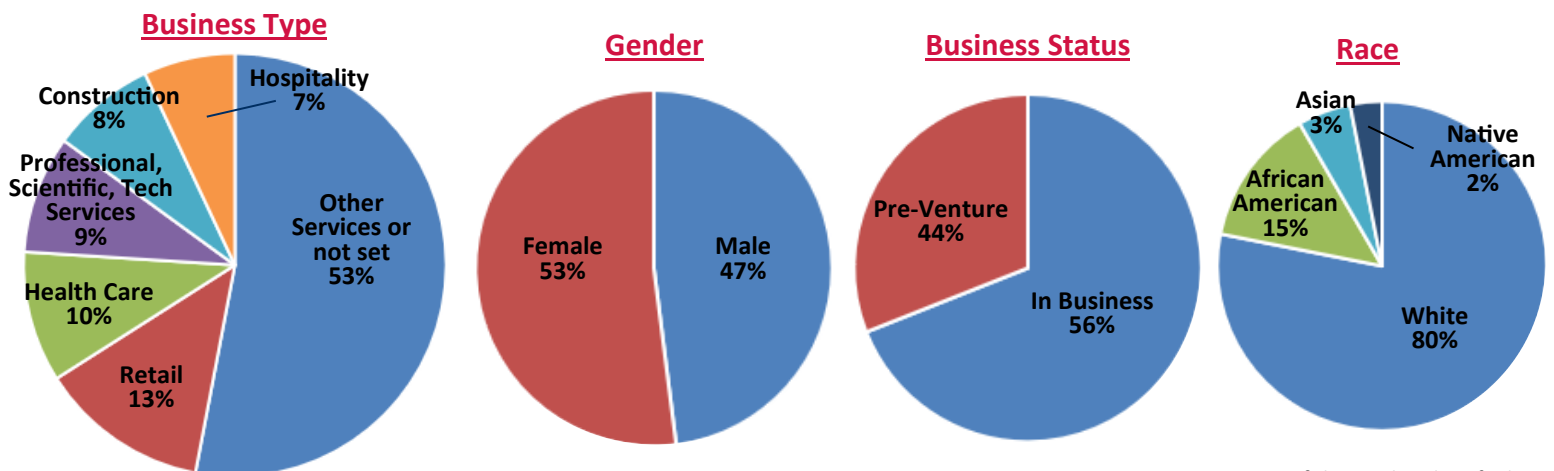
	Q2 FY 22 - 23 Apr. - Jun. 2023	FY 21 - 22 Oct. 2021 - Sept. 2022	FY 20 - 21 Oct. 2020 - Sept. 2021
Entrepreneurs Consulted	149	289	406
Total Consulting Hours	487	1,139	2,754
Event Attendees	578*	42	66
Jobs Created/Retained	21	28	46
Business Startups	18	20	8
Capital Formation	\$179,500	\$1,417,650 M	\$7,228,605

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

### Quarterly Highlights

- Marge Cirillo, the SBDC at UNF consultant in St. Johns County, attended the 31st Annual Small Business Week Celebration at UNF on May 5th. During this event, attendees heard keynote Ron Hetrick, senior labor economist at Lightcast. Ron presented his findings on how the labor demographic drought is impacting small business. Following the keynote, the U.S. SBA presented its Small Business Week awards, spotlighting outstanding contributions of North Florida business leaders, lenders and champions. There were over 250 people in attendance. Congratulations to all the small business winners!
- In May and June, Marge Cirillo had the opportunity to meet with several County Commissioners to share updates on her efforts in St. Johns County.
- In June, Marge hosted a Pop-up Shop in conjunction with the St. Johns County Chamber of Commerce, in Durbin Park, where she was able to share information and resources about the SBDC with potential business owners.

### Client Demographics



5% 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.