

Service Delivery

	Q2 FY 23 - 24 Jan. - Mar. 2024	FY 22 - 23 Oct. 2022 - Sept. 2023	FY 21 - 22 Oct. 2021 - Sept. 2022
Entrepreneurs Consulted	138	417	289
Total Consulting Hours	398	1,874	1,139
Event Attendees*	485	56,035	42
Jobs Created/Retained	30	177	28
Business Startups	24	64	20
Capital Formation	\$1,498,230	\$3,713,642	\$1,417,650

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

Quarterly Highlights

- Marge Cirillo, SBDC consultant in St. Johns County, is on the FSBDC Network Access to Capital Task Force. They are a group of SBDC consultants from around the state with expertise in funding and lending resources, tasked with sharing these lending expertise within the Florida SBDC Network and with our clients. Rather than each region working independently, this team will allow the Network to harness the collective knowledge of our most valuable resource, our people. With Marge's extensive experience with business lending practices and referrals, she's a great example of expert insights that could best serve our small business clients.
- Marge Cirillo has been attending and promoting the APEX Accelerator at UNF's monthly event, Coffee & Contracting Virtual Roundtable. This is an informal Zoom call intended for small businesses interested in getting started with government contracting. This is a great first step for business owners who are just getting started in the contracting world to get their questions answered by the government contracting consultants.
- SBDC at UNF participated in the 2024 Female Founders Forum. Marge attended this year's event, networking and staffing a booth, which hosted over 200 woman-owned small businesses!
- Marge attended the inaugural meeting of the Pone Vedra Connections! This is a new networking group of about 35 small business from the Nocatee area.

Client Demographics

