

An Emphasis on Results

Return on Investment

The SBDC has helped New York's entrepreneurs:

- Start more than 80,000 new businesses
- Create more than 108,000 new jobs
- Obtain more than \$5.4 billion in investment capital
- Obtain more than \$112.9 million in government contracts

The Bottom Line

- More than \$48 million in tax revenues are paid by SBDC clients assisted each fiscal year
- Total Program Benefit to Cost Ratio \$5.52 /\$1.00 (Every \$1.00 in funding for the NYS SBDC generates \$5.52 in tax revenue)
- Every \$1.00 in funding for the NYS SBDC has leveraged more than \$19.70 in new capital raised from external sources for client investment

Quality of Counseling

- 96% of SBDC clients are more than satisfied with their results

Inspiring the Future Today

The SBDC inspires the future today through its customized approach to technical assistance, which has helped businesses and entrepreneurs prosper while facilitating access to university-based research and converting the great ideas of innovators into products and services for the marketplace. Clients receive personalized, confidential, and free business counseling; moderately priced training; and focused, accurate, and timely research related to their businesses and the industries in which they operate. They can work with their SBDC advisors from start-up, and throughout the life of their businesses. When small business owners face disaster, SBDC professionals help them rebuild their businesses, their families, and their communities. This approach helps business owners survive in challenging economic times and thrive in better times.

www.nysbdc.org



Funded in part through a cooperative agreement with the U.S. Small Business Administration.

A new client is assisted by the SBDC every 43 minutes



A job is created or saved by an SBDC client every 38 minutes



SBDC clients generate \$990 in new sales every minute (\$59,396/hour)



SBDC clients generate \$92.97 in state/federal taxes every minute (\$133,962/day)



SBDC clients invest \$619 in their business every minute (\$892,178/day)



Based on statistical analysis of program activities in 2010-2011 by Dr. James Chrisman, PhD, Mississippi State University