


Return on Investment

Statistical Summary and Economic Analysis
October 1, 2015 - September 30 2016



The New York Small Business Development Center is a geographically dispersed integrated network of higher education-based service centers charged with assisting entrepreneurs, small businesses, and industry through counseling, training, and research.

Since its founding in 1984, the SBDC has worked with more than 430,000 clients, helped them acquire and invest nearly \$5.9 billion in private and public funding in their businesses, and helped create and save more than 189,000 jobs in New York State.

AMERICA'S
SBDC[®]
NEW YORK



SUNY

The State University
of New York

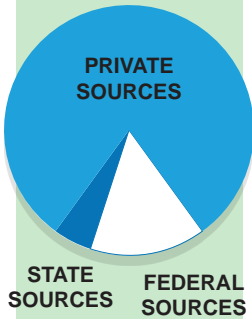
CLIENT PROJECT - FUNDING/INVESTMENT BY SECTOR

July 1, 1984 - September 30, 2016

NOTE:

Funding/investment relates to direct investment in small businesses assisted by SBDC.

Individual client survey responses attribute reported impact statistics to SBDC assistance.



▶ **PRIVATE FUNDING BY MAJOR SOURCES**

Commercial Banking	\$ 1,771,131,726
Equity	\$ 1,655,730,097
Private Investor	\$ 543,106,640
Other	\$ 195,371,768

Total for Private Sources \$ 4,165,340,231

▶ **STATE FUNDING BY MAJOR SOURCES**

Industrial Development Agency	\$ 90,618,507
Local Development Corporation	\$ 93,747,414
State Government Contracts	\$ 14,120,431
Other	\$ 54,791,967

Total for State Sources \$ 253,278,319

▶ **FEDERAL FUNDING BY MAJOR SOURCES**

Small Business Administration 504 Loans	\$ 110,500,124
Small Business Administration Guarantee Loans	\$ 468,415,709
Federal Government Contracts	\$ 91,928,247
Other	\$ 161,523,962

Total for Federal Sources \$ 832,368,042

▶ **DISASTER FUNDING**

All Sources	\$ 90,430,797
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▶ **OTHER FUNDING SOURCES**

Other	\$ 350,394,084
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▶ **GRAND TOTAL**

\$ 5,827,217,395



NEW YORK STATE TAX IMPACT

October 1, 2015 - September 30, 2016

► SUMMARY OF REPORTED ACTIVITY (ONE YEAR):

New Clients Counseled		11,173
Counseling Hours		117,031
Client Investments	\$	240,557,007
Total Jobs Created and Saved		7,179

► SUMMARY OF IMPACT DERIVED (ONE YEAR):

Prorated Income from Jobs Created and Saved	\$	375,102,750
State Income Tax Receipts	\$	22,944,084
Sales Tax Receipts	\$	25,034,608

State Taxes: Direct \$ 47,978,692

Multiplier Effect 1.78

► **STATE TAX IMPACT TOTAL** \$ 85,402,071

FEDERAL TAX IMPACT

October 1, 2015 - September 30, 2016

► SUMMARY OF REPORTED ACTIVITY (ONE YEAR):

New Clients Counseled		11,173
Counseling Hours		117,031
Client Investments	\$	240,557,007
Total Jobs Created and Saved		7,179

► SUMMARY OF IMPACT DERIVED (ONE YEAR):

Prorated Income from Jobs Created and Saved	\$	375,102,750
Federal Income Tax Receipts	\$	56,333,613
Federal Sales Tax Receipts	\$	6,258,652

Federal Taxes: Direct \$ 62,592,265

Multiplier Effect 1.78

► **FEDERAL TAX IMPACT TOTAL** \$ 111,414,238

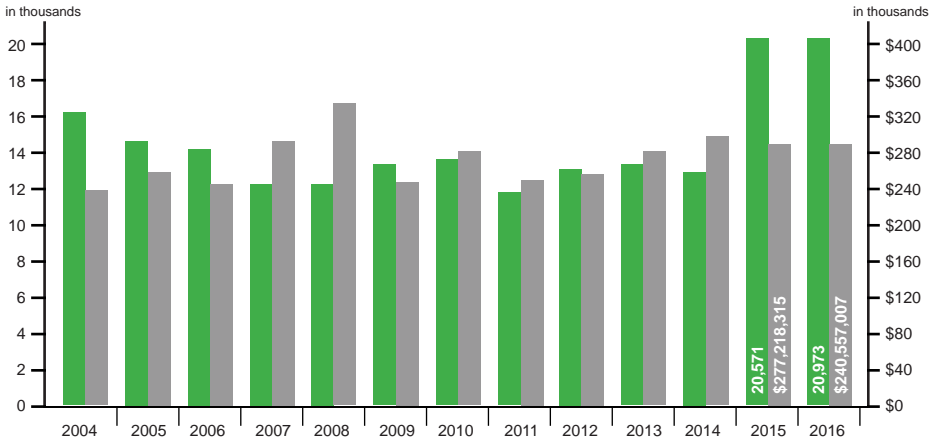
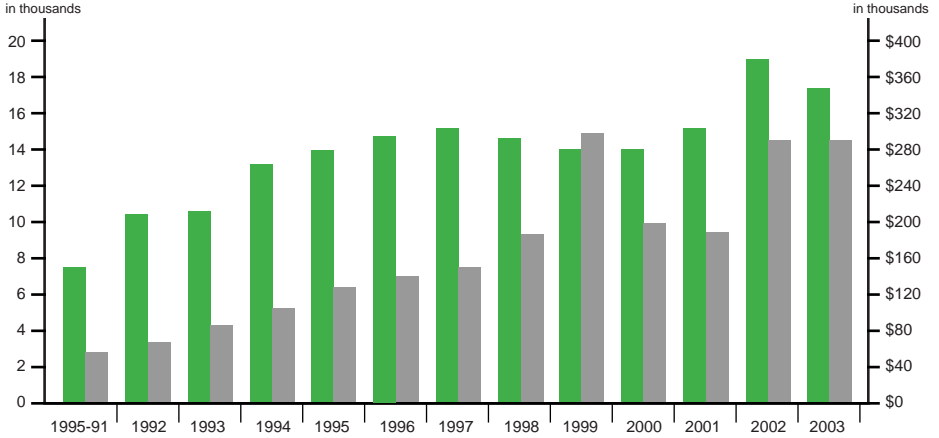
NOTES:

- 1) Based upon a median household income of \$52,250 (2013)
 - 2) State income tax on median household income (\$3,196 x 7179 jobs saved or created)
 - 3) Federal income tax on median household income (\$7,847 x 7179 jobs saved or created)
 - 4) State sales tax applied to net disposable income for consumer purchases (\$43,590 x .08 x 7179 jobs saved or created)
 - 5) Federal excise tax applied to net disposable income (\$43,590 x .02 x 7179 jobs saved or created)
 - 6) The multiplier denotes the effect income has on various elements of the economy. The statewide average is estimated to range between 1.60 and 1.96.
- All income and tax data provided by the U.S. Census Bureau and NYS Empire State Development.

NY SBDC HISTORICAL STATISTICS

July 1, 1985 - September 30, 2016

► COUNSELING AND ECONOMIC IMPACT



■ Clients Counseled (Total Clients Counseled - 386,799)

■ Client Investments (Total Client Investments - \$5,827,217,395)

► **TRAINING**

July 1, 1985 - September 30, 2016

Number of Events:	17,516
Number of Attendees:	449,478
Attendee Training Hours:	1,859,511
Minority Attendees:	93,943
Women Attendees:	185,241

► **DISASTER FUNDING BY MAJOR SOURCES**

October 1, 2015 - September 30, 2016

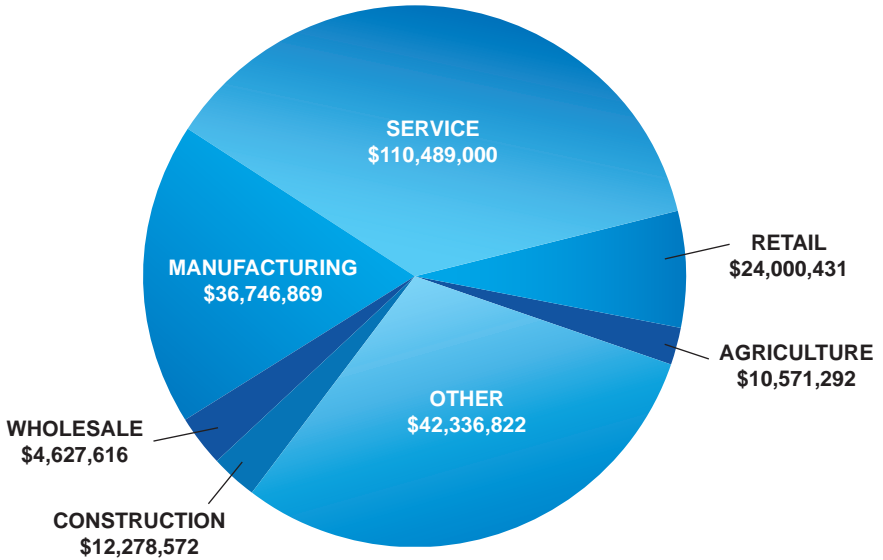
DEC/NOAA Fisheries Grant	\$3,382,000
National Grid Grants, Sandy	\$75,000
NY Rising Grants	\$11,374,193
NY Rising Loans	\$226,150
NYC-NYBDC Disaster Grants	\$161,409
NYS-NYBDC Disaster Grants, Sandy	\$1,553,896
Restore NY Grants	\$20,000
Small Business Administration Disaster Loans	\$2,193,000
World Trade Center Revolving Loan Fund	\$5,637,300



NY SBDC ECONOMIC IMPACT STATISTICS

October 1, 2015 - September 30, 2016

▶ ANNUAL INVESTMENT BY SECTOR



VETERAN IMPACT

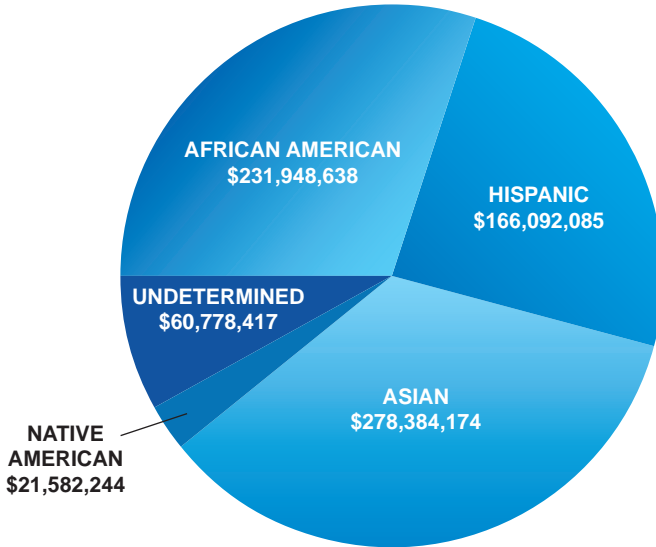
July 1, 1984 - September 30, 2016

MILITARY STATUS	INVESTMENT AMOUNT	PERCENT	JOB IMPACT	PERCENT
Vietnam Veteran	\$112,433,337	34%	4,227	38%
Non-Vietnam Veteran	\$215,984,823	66%	6,875	62%
Gulf War Veteran	\$11,361,756	3%	877	8%

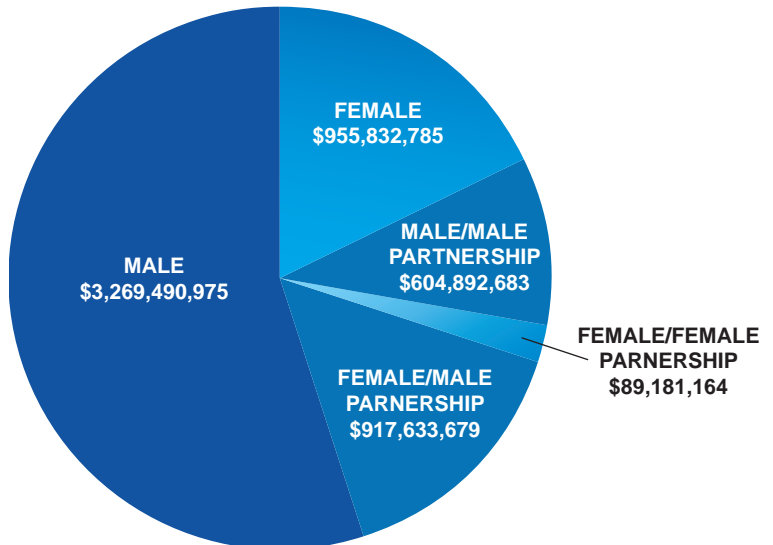
NY SBDC ECONOMIC IMPACT STATISTICS

Program Inception - September 30, 2016

▶ INVESTMENT AMOUNT BY MINORITY

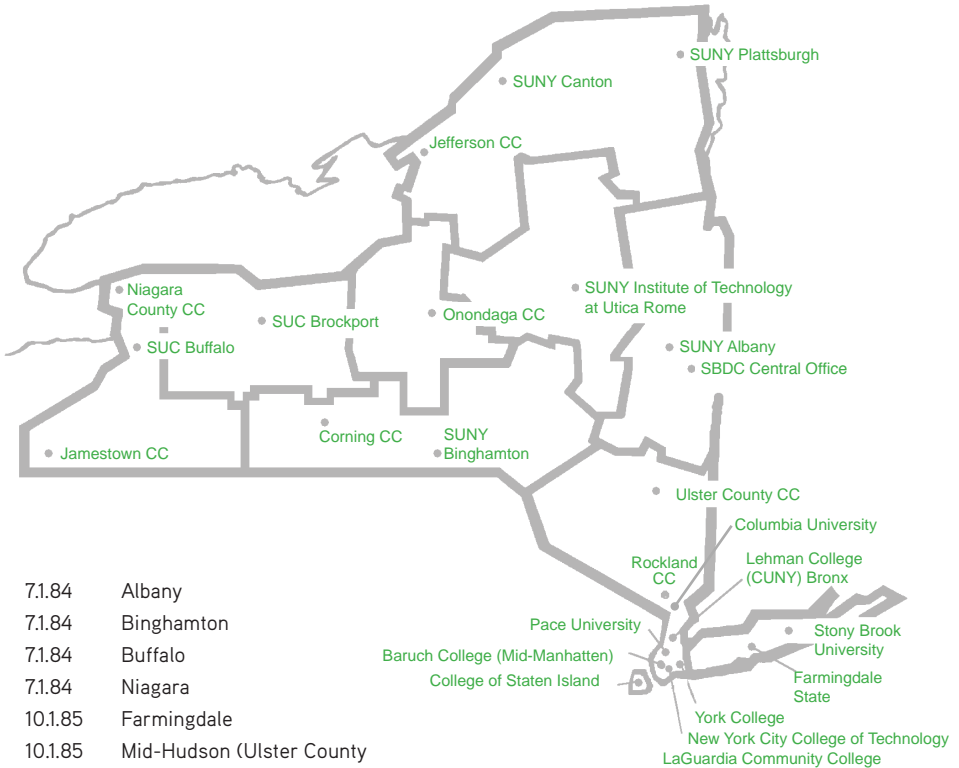


▶ INVESTMENT AMOUNT BY GENDER



NEW YORK SMALL BUSINESS DEVELOPMENT CENTER

Below is a list of all 24 NY SBDC Regional Centers and the date of their establishment



7.1.84	Albany		
7.1.84	Binghamton		
7.1.84	Buffalo		
7.1.84	Niagara		
10.1.85	Farmingdale		
10.1.85	Mid-Hudson (Ulster County Community College)		
4.1.86	Watertown	8.15.88	Stony Brook
7.1.86	Jamestown	9.1.93	College of Staten Island (CUNY) / Staten Island
7.1.86	Mohawk Valley (SUNYIT at Utica/Rome)	9.1.94	Baruch College (CUNY) / Manhattan
9.20.86	Syracuse	10.1.98	SUNY Canton
10.1.86	Pace University / Manhattan	12.1.98	SUNY Plattsburgh
4.1.87	Corning	11.1.00	Lehman College (CUNY) / Bronx
4.1.87	Brockport / Rochester	10.1.01	LaGuardia Community College / Queens
8.15.88	York College (CUNY) / Queens	1.1.08	Rockland Community College
8.15.88	Stony Brook	4.1.08	New York City College of Technology/Brooklyn
		1.15.09	Columbia University



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