

**ECONOMIC IMPACT OF SMALL BUSINESS DEVELOPMENT CENTER
COUNSELING ACTIVITIES IN THE UNITED STATES: 2013-2014**

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EXECUTIVE SUMMARY

This report presents the results of the 19th national study of the economic impact of Small Business Development Center (SBDC) counseling activities in the United States. The report analyzes the changes in sales and employment, jobs and sales revenue maintained, and financing obtained by a sample of 7,945 established businesses and 2,934 pre-ventures that received five or more hours of counseling assistance (long-term clients) in 2013.

Data from 58 of the 63 SBDCs in the United States were used in the study. The 10,879 responses represented 16.2% of the clients that were sent questionnaires (67,128). The clients surveyed represented the entire long-term client population of the 58 Small Business Development Center programs in the United States that participated in the study. Analysis indicated that response bias did not appear to be a threat to the study.

The performance improvements of the responding sample in the year after receiving assistance were compared to the weighted average changes in performance of all businesses in the United States. The incremental improvements in the sample's performance -- over and above what they would have been had they performed like the average business -- were extrapolated across the entire long-term client population of the SBDC. To avoid overestimation of the impact of the SBDC program, only those clients who indicated that the SBDC's services were beneficial were used to calculate performance improvements. These performance improvements were then used to estimate the tax revenues generated for state and federal governments as a result of SBDC counseling. The tax revenues generated by the long-term clients were compared to the total cost of providing the services offered by the SBDC. To gain additional insights, the financing obtained by clients as a direct result of SBDC assistance was analyzed.

The 58 participating SBDCs counseled 67,128 long-term clients in 2013: 40,655 (60.6%) were classified as established businesses and 26,473 (39.4%) were classified as pre-ventures. Most respondents (91%) indicated that the service received from the SBDC was beneficial. Of the pre-venture clients, it was estimated that about 65% started new businesses subsequent to the counseling (59.1% within one year).

Results indicate that, after adjustments, the long-term clients of the SBDC generated a total of approximately \$7.1 billion in sales and 98,660 new full time equivalent jobs as a result of the assistance received (see Table 1). The average cost of generating each job was \$2,235.

The incremental performance improvements resulted in \$321.15 million in additional tax revenues from established businesses and \$293.70 million from pre-venture clients who started new businesses. This amounted to a total of approximately \$614.85 million in tax revenues, of which \$355.37 million went to the state governments and \$259.48 million went to federal government. When compared to the cost of operating the 58 SBDCs that participated in the study (\$220.46 million), these counseling activities generated approximately \$2.79 in tax revenues for every \$1 spent on the entire program. It should also be noted that the tax revenues generated exceeded the direct cost of the counseling provided to long-term clients by a ratio of 6.02 to 1.00.

Finally, approximately \$4.7 billion in financing was obtained by clients as a result of the counseling received (\$2.14 billion in SBA loans, \$1.97 billion in debt financing from other sources, and \$0.58 billion in equity financing). These figures suggest that every dollar expended on the operation of the SBDC program in the U.S. was leveraged by approximately \$21.24 in new capital raised from external sources.

TABLE 1
IMPACT OF SBDC COUNSELING ON THE UNITED STATES ECONOMY

	Established Firms (N = 40,655)	New Firms (N = 26,473)	All Firms (N = 67,128)
Aggregate sales impact	\$4,124,759,000	\$2,962,273,000	\$7,087,032,000
Aggregate employment impact	46,005 new jobs	52,655 new jobs	98,660 new jobs
State tax revenues generated	\$200,152,910	\$155,218,530	\$355,371,440
Federal tax revenues generated	<u>\$120,993,670</u>	<u>\$138,482,120</u>	<u>\$259,475,790</u>
Total tax revenues generated	\$321,146,580	\$293,700,650	\$614,847,230
Cost of all SBDC operations (63 Centers)			\$230,405,189
Benefit to cost ratio	1.39 to 1.00	1.27 to 1.00	2.67 to 1.00
Cost of SBDC operations (58 participating Centers)			\$220,461,812
Benefit to cost ratio	1.46 to 1.00	1.33 to 1.00	2.79 to 1.00
Cost per job generated			\$2,235 per job
Cost of all counseling			\$137,788,633
Benefit to cost ratio	2.33 to 1.00	2.13 to 1.00	4.46 to 1.00
Cost of long-term counseling	\$ 70,961,146	\$ 31,140,231	\$102,101,377
Benefit to cost ratio	4.53 to 1.00	9.43 to 1.00	6.02 to 1.00
SBA financing	\$1,417,267,000	\$ 720,055,500	\$2,137,322,500
Other debt financing	\$1,311,905,500	\$ 655,773,000	\$1,967,678,500
Equity financing	<u>\$ 316,145,500</u>	<u>\$ 261,155,100</u>	<u>\$ 577,300,600</u>
Total financing obtained	\$3,045,318,000	\$1,636,983,600	\$4,682,301,600
Financing "Leverage"	13.81 to 1.00	7.43 to 1.00	21.24 to 1.00

INTRODUCTION

This report describes the results of a study designed to assess the economic impact of the long-term counseling activities of the Small Business Development Center (SBDC) Program in the United States in 2013. Long-term clients are defined as those who received a minimum of five hours of counseling assistance from the SBDC. The economic impact of counseling activities was analyzed by comparing the increases in sales and employment experienced by SBDC clients between 2013 and 2014 with the average changes in performance for all businesses in the states and territories served by the program during this time period. The growth in sales and employment in excess of national averages was used to calculate the incremental federal and state tax revenues generated the year after counseling assistance was provided. The tax revenues generated by SBDC-counseled clients were then compared to the cost of the service to determine if it was cost effective.

To supplement this analysis, clients were also asked to indicate whether the SBDC program had assisted them to obtain financing and if so, the amount of debt and equity financing they were able to obtain as a direct result of the counseling received from the SBDC.

Finally, a host of qualitative questions were asked concerning the availability of comparable assistance from private consultants and the quality of the counselors.

The remainder of this report describes the methodology and results of the study.

OVERVIEW: THE 2013-2014 NATIONAL IMPACT STUDY

In 2013, the 58 SBDCs (of 63) in the United States that participated in this study provided long-term counseling assistance to a population of 67,128 clients, of which 40,655 were owners of established small businesses and

26,473 were seeking to start new businesses (pre-ventures).¹ The entire population of long-term clients of the participating centers was sent a questionnaire in the spring and summer of 2015. In the questionnaire clients were asked to evaluate the SBDC's services, provide their sales revenues and employment levels for 2013 and 2014, and indicate the amount of financing they were able to obtain that could be credited to the SBDC program (See Appendix 1). A total of 7,945 established business clients (19.5% response rate) and 2,934 pre-venture clients (11.1% response rate) returned questionnaires. This represented a 16.2% overall response rate for the clients sent questionnaires (10,879 of 67,128). However, since an estimated 4,821 (7.2%) questionnaires were undeliverable, the effective response rate was 17.5%. However, because of missing data and the decision to analyze only clients who indicated that the SBDCs' services were beneficial, the samples used for the impact estimates were 7,019 established business clients and 2,504 pre-venture clients.²

SAMPLE SIZE

The procedures described below were utilized to determine if the number of responding clients obtained from our sampling plan were sufficient to obtain a statistically reliable sample.

Confidence Interval of the Means. In order to determine if the number of respondents was actually sufficient to obtain a reliable and valid

¹ The SBDCs in the United States in 2013 include: Alabama, Alaska, American Samoa, Arizona, Arkansas, California-UC Merced, Northeastern California, California-Los Angeles, California-San Diego/Imperial Counties, Northern California (Norcal), California-Santa Ana Tri-county (now Orange County/Inland Empire), Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Guam, Hawaii, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, Pennsylvania, Puerto Rico, Rhode Island, South Carolina, South Dakota, Tennessee, North Texas (Dallas), Texas-Houston, Northwest Texas (Lubbock), South Texas Border (San Antonio), Utah, Vermont, Virgin Islands, Virginia, Washington, West Virginia, Wisconsin, and Wyoming. The American Samoa, Connecticut, Indiana, Rhode Island, and South Dakota SBDCs did not participate in the study.

² These figures represent the number of clients who indicated the service received was beneficial. The effective sample sizes for the analyses conducted varied.

estimation of the average changes in sales revenue and employment of SBDC clients, the following formula was used.

$$Z = (nE^2/s^2)^{1/2} \quad (1)$$

where: n = effective sample sizes (7,019 established, 2,504 pre-ventures).
s = standard deviation of the sample (standardized value = 1).
Z = confidence interval for the mean.
E = amount of error in the mean to be tolerated (5% of s).

With sample sizes of 7,019 and 2,504 and a tolerated error of .05 standard deviation, it was determined that the confidence interval of the sales and employment means for the established business and pre-venture respondents were reliable at the 99.9% and 98.8% levels, respectively. In other words, we were approximately 99% confident that our sample means were no more than one-twentieth of one standard deviation from the population means for the 58 centers that participated in this study.

SAMPLE VALIDATION

Although we surveyed the entire population of long-term clients, when a mail survey is conducted there is no way to ensure that 100% of those surveyed will respond to the questionnaire. Therefore, it is necessary to conduct statistical tests to ensure that respondents are representative of the population, there is a minimum likelihood of response bias, and the data are reliable. The following procedures were used.

Representativeness. Each center was asked to provide demographic information (gender and ethnic background of client, industry in which business competes) for all clients surveyed and for all respondents (See Appendix 2).³ Comparisons and Chi-square goodness-of-fit tests using standardized data indicated that both the established business and pre-venture respondents were proportionally representative of the population.

³ The comparative statistical analysis of the population and respondents were conducted with data from 57 participating SBDCs.

Response Bias. The questionnaire was sent to clients in several waves in the spring and summer of 2014. Respondents were divided into groups of according to when they responded to the questionnaire and compared in terms of their reported sales revenue, employment, financing obtained, and evaluation of the SBDC's services. This procedure made it possible to investigate the issue of response bias. Taken together, analysis of variance (ANOVA) indicated that there were no differences in the responses of early and late responding established business or pre-venture clients. Given that later responders could be expected to be more similar to non-respondents than earlier responders are, overall, there is no evidence of an upward bias in the data used to estimate the performance of the client population.

Reliability. The reliability of the questionnaire was assessed by a point biserial correlation analysis comparing clients' perceptions of whether the SBDC's services were beneficial and their (1) evaluations of the knowledge and expertise of the counselors, (2) working relationships with the counselors, and (3) willingness to recommend the SBDC to others. The results of the respective comparisons were statistically significant at better than the 1% level for both established business clients ($r = .55$; $r = .58$; $r = .65$) and pre-venture clients ($r = .58$; $r = .61$; $r = .71$). Thus, clients' responses to the questionnaire appeared to be reliable.

DATA ANALYSIS METHODS

The methods for estimating the economic impact of SBDC counseling services are described below.

EXISTING BUSINESSES

The changes in sales and employment for the period before and after counseling was received were calculated for businesses receiving at least five hours of assistance. For employment both regular employees and independent contractors were considered. One full-time independent contractor was

considered equivalent to one full-time employee. Two part-time employees or independent contractors were considered equivalent to one full-time employee.⁴

Rates of sales and employment growth for the existing clients were compared with the weighted average growth rates in the home states or territories of the centers on each measure. Statewide averages were weighted according to the number of clients served by each center as a proportion of the total number of clients served by the SBDC system. This procedure guards against potential biases that might exist if the number of clients counseled across the states and territories varied in proportion to their populations.

The difference between the growth rate of clients and weighted average growth rates for all businesses was used to estimate the incremental or marginal changes in sales and employment growth of the sample.⁵ Only clients who indicated that the SBDC's services were beneficial were used to calculate incremental growth rates.⁶ The incremental growth rates were multiplied by the average sales and employment of the respondents for the year before counseling was received.

Weighted averages of each tax figure (sales taxes, state and federal income taxes) were calculated based on the proportion of clients served by each state or territory compared to the total number of clients served by the centers to guard against potential bias that might exist if counseling intensity differed by state or territory.⁷ The weighted average sales tax

⁴ All employment data reported in this study refers to full-time equivalent jobs.

⁵ GSP growth among private industries between 2013 and 2014 was used as a surrogate for average state sales growth rates. We used data obtained from the Bureau of Economic Analysis to estimate state sales growth rates. Average state employment growth rates were obtained from the Bureau of Labor Statistics. The average growth rates were computed using a weighting scheme that took into account the long-term client population of the SBDCs.

⁶ Although reasons for client dissatisfaction may be unrelated to the quality of the advice (e.g., it was not what the client wanted to hear), it did not seem appropriate to count the performance improvements of clients who did not feel they received value from the SBDC.

⁷ State sales tax were available for all 58 of the participating SBDCs. State income tax data were available from 55 SBDCs. The average tax rates were computed using a weighting scheme that took into account the long-term client population of the SBDCs. Federal tax data were also available for all participating centers.

rate was reduced by 25% to reflect the fact that not all businesses pay sales taxes even though some of their sales may eventually "pass through" to the final consumer. This adjustment may still overestimate taxes paid on sales. However, this approach is more realistic and conservative in its assessment of sales tax contributions than no adjustment, and still captures the added value of those businesses whose sales are not directly taxed. Furthermore, any overestimate must be weighed against the fact that other tax sources are not measured in this study (e.g., payroll taxes, corporate income taxes, social security payments).

Federal income tax data for 2012, the most recent year available, were obtained from the online version of the Internal Revenue Service's *Statistics of Income Bulletin* (2015). The estimated median (based on an analysis of tax brackets), rather than the average, was used to be conservative and to better reflect the types of employment opportunities offered by our respondents. The median state income tax paid per return for each state was estimated by dividing the median federal income tax paid per return by the average federal income tax paid per return within the state and multiplying that proportion by the average state income tax paid per return. A weighted national average was then computed based on the populations of clients served by each SBDC.⁸

Adjusted weighted sales tax rates and personal income taxes (state or territory and federal) were multiplied by the average incremental improvements in sales and employment respectively to arrive at the value added figures. All these numbers were then multiplied by the total number of existing business clients after adjusting for the proportion of the respondents who

⁸ Each responding SBDC provided state or territory income tax data for the most recent year available. In most cases this was 2013 or 2014; however, some states were only able to obtain data for 2011 or 2012. Since experience shows that these numbers do not vary much from year to year it is unlikely that this influenced the results.

indicated the SBDC's services were beneficial.⁹ The formula for the calculations can be expressed as follows:

$$\text{Average Growth} \times \text{Tax Rate} \times \text{Proportion of Clients Satisfied w/Service} \times \text{Total Number of Clients} = \text{Total Tax Revenues} \quad (2)$$

DATA ANALYSIS METHODS: PRE-VENTURE CLIENTS

Similar procedures were used for pre-venture clients who received at least five hours of assistance, with the following exceptions. First, as pre-ventures had no previous sales or employees from which to calculate growth, the raw averages were used to assess economic impact. Second, this average was adjusted to account for the total number of pre-venture clients who failed or did not start a business between 2013 and 2014 (about 41% of the sample did not start a business by the end of 2014). The adjustment was made as follows:

$$\text{Average Performance} = \text{AS} \times (\text{NS}/\text{NP}) \quad (3)$$

where: AS = average performance (sales, employment) of successful pre-ventures
 NS = number of successful pre-ventures
 NP = number of pre-ventures (successful + unsuccessful)

Once this adjustment was made, the average performance of the pre-venture respondents was multiplied by the corresponding tax rates, the proportion of pre-ventures who judged the SBDC's services to be beneficial, and the total estimated number of pre-venture clients. The formula is shown below.

$$\text{Average Performance} \times \text{Tax Rate} \times \text{Proportion of Clients Satisfied w/Service} \times \text{Total Clients} = \text{Total Tax Revenues} \quad (4)$$

BENEFIT OF SBDC SERVICES TO COST

The tax revenue generated by the SBDC was divided by the total cost of operating the participating centers to arrive at a benefit to cost ratio. We also compared the tax impact with the entire SBDC budget for the full complement of 63 centers. The total operating budget of the SBDC, per data

⁹ Aggregate figures for sales generated and jobs created were calculated by multiplying average performance by the total number of clients.

supplied by the Small Business Administration for fiscal year 2013, was used for this calculation. This was a conservative approach since only part of the budgets of the centers was used for counseling, and some of that amount was spent on short-term rather than long-term clients.¹⁰ Thus, the calculations compare the impact of assistance to long-term clients, which consumed about 46% of the United States SBDC program's budget, with the amount spent on the entire SBDC operation.

To provide additional insights we also made cost-benefit comparisons with the cost of the counseling for the participating centers, as well as the portion of their counseling budget spent on assisting long-term established and pre-venture clients.

OTHER ANALYSES

Evaluation of Quality of Counseling Services. Clients were asked whether the services provided by the SBDC were beneficial. This question was used to determine whether clients' performance improvements might have been affected by SBDC counseling. As noted above, the performance improvements of responding clients were adjusted to account for the proportion that believed the SBDC's services were beneficial when extrapolating the results to the full population of clients.

Clients were also asked to assess the knowledge and expertise of counselors assigned to their cases as well as their working relationship with the counselors. Clients evaluated their counselors' knowledge/expertise and working relationship on a five-point scale: (1) poor, (2) below average, (3) average, (4) above average, and (5) excellent. These questions provide further evidence of the quality of the counseling services. In the main, however, these questions were used to assess the reliability of the question concerning whether the SBDC's services were beneficial.

¹⁰ Estimates of counseling budgets were made from data supplied by 55 SBDCs.

Comparison with Private Consultants. Clients were asked if they could have obtained assistance of the same quality from a private consultant at a price they could afford. A primary rationale of government-funded programs is that there is a paucity of private sector assistance available to resource poor entrepreneurs. A major criticism of public programs is, on the other hand, that they may squeeze out private sector initiatives by providing unfair, subsidized competition. By analyzing the availability of alternative sources of assistance, this question made it possible to test whether the rationale for the SBDC program is valid, as well as whether criticisms about unfair competition are warranted.

Financing. Established business and pre-venture clients were asked to estimate the amounts of SBA guaranteed loans, other loans, and equity financing obtained directly as a consequence of SBDC counseling activities. To remain conservative, only those clients who indicated that the SBDC assisted them to obtain financing were used for this analysis. Extrapolation to the entire client population was made after adjusting for the proportion of clients who indicated the SBDC assisted them in raising capital.

RESULTS

The results of the analysis of the counseling services provided by the SBDC to established business and pre-venture clients are presented below.

ESTABLISHED BUSINESSES

Perceptions of the Quality of Counseling. Of the 7,626 clients who provided usable responses to the service evaluation question, 92% indicated that the SBDC's services were beneficial. Furthermore, clients gave a rating of 4.52 out of a possible 5.00 on the knowledge and expertise of their counselors and a rating of 4.53 on their working relationship with the counselors (See Table 2). Finally, 95% of the 7,656 responding established business clients indicated that they would recommend the SBDC's services to other business owners.

Comparison with Private Consultants. Results indicated that 81% of the responding clients (n = 7,070) believed that it would not have been possible for them to obtain private consulting services of a similar quality at a price they could afford.

Economic Impact Estimates. Table 3 compares the 2013 and 2014 sales and employment levels of established small business clients. As this Table shows, these clients reported an average increase in sales of \$149,035 (from \$889,353 in 2013 to \$1,038,388 in 2014). There was also an increase in the number of individuals employed by clients in 2014 (9.17) compared to 2013 (7.80).

Table 4 compares the growth in sales and employment between 2013 and 2014 of SBDC clients with the growth experienced by the average business in the United States. As shown, the sales of established business clients increased by 16.8% compared to an increase of 4.4% for the average business in the U.S. In addition, employment levels of established clients increased by 17.6% compared to a 1.8% increase for U.S. businesses in general.¹¹

The overall impact estimate for established business clients suggests that the SBDCs' services led to a total of approximately \$321.15 million in new tax contributions: approximately \$200.15 million went to state governments and \$120.0 million went to the federal government (Table 5). As shown in Table 6, these additional tax revenues were 39% greater than the operating budget of the entire SBDC program and 46% greater than the operating budget of the centers that participated in the study. Furthermore, established clients generated tax revenues that were 2.33 times greater than the total counseling budget of the participating SBDCs; these revenues also represented a return of \$4.53 for every dollar those SBDCs spent on established business clients who received long-term assistance.

¹¹ Again, the national figures were calculated by state averages weighted by the number of long-term clients served per SBDC.

Financing Obtained. According to the respondents, 21% of responding established business clients (n = 7,552) were assisted in preparing to seek financing. Those clients obtained an average of \$356,697 in capital, of which \$166,004 came from SBA loans, \$153,663 came from other forms of debt financing, and \$37,030 came from equity financing. Extrapolations indicate that clients raised \$1.42 billion in SBA loans, \$1.31 billion in other debt financing, and \$0.32 billion in equity financing (approximately \$3 billion in total) with the help of the SBDC. This suggests that the total expenditure of tax dollars on the SBDC was leveraged by public and private financing at a ratio of 13.81 to 1.00 for long-term established business clients alone.

Our estimates also suggest that 3,042 established business clients received SBA guaranteed loans as a consequence of SBDC assistance. Furthermore, 4,120 obtained other loans and 1,643 obtained equity financing.

PRE-VENTURE CLIENTS

Perceptions of the Quality of Counseling. Of the 2,767 pre-venture clients who provided an evaluation of the SBDC's services, 90% felt the counseling was beneficial. In addition, clients gave a rating of 4.46 out of a possible 5.00 on their counselors' knowledge and expertise and a rating of 4.43 on their working relationship with the counselors (See Table 7). Finally, of the 2,794 clients who answered the question on whether they would recommend the SBDC's services to other entrepreneurs, 93% responded in the affirmative.

Comparison with Private Consultants. A total of 81% of the responding clients (n = 2,587) believed that it would not have been possible for them to obtain private consulting services of a similar quality at a price they could afford.

Economic Impact Estimates. After adjusting for unsuccessful clients, we calculated that an average of \$124,331 in sales and 2.21 new jobs were created

per pre-venture client.¹² As Table 8 indicates, these new employees generated tax payments of approximately \$293.7 million to the state and federal governments (\$155.2 million to the state and \$138.5 million to the federal).

When compared to the cost of operating all of the SBDCs in the United States, the tax revenues generated by pre-venture clients returned \$1.27 for every dollar expended. Compared to the operating budget of the SBDCs that participated in the study, the benefit to cost ratio was 1.33 to 1.00. Furthermore, the tax revenues generated exceeded the cost of all counseling activities by a ratio of 2.13 to 1.00. Finally, the tax revenues from pre-venture clients were 9.43 times the amount spent on long-term pre-venture counseling (See Table 9).

Financing Obtained. According to the responses, 21% of all the pre-venture clients who responded to the question (n = 2,689) received assistance from the SBDC in preparing to obtain financing. The average raised was \$129,522 in SBA loans, \$117,959 in other sources of debt financing, and \$46,976 in equity financing for a total of \$294,457. Extrapolating to the population suggests that a total of \$720.06 million in financing from SBA loans, \$655.77 million from other sources of debt, and \$261.16 million in financing from equity investors were raised. The grand total of approximately \$1.6 billion suggests that each tax dollar expended on the SBDC was leveraged by \$7.43 in public and private financing for new ventures.

Finally, our estimates suggest that of the 26,473 pre-venture clients served, 2,511 received SBA guaranteed loans as a consequence of SBDC

¹² Since only 59.1% of all responding clients started businesses within one year (the other starts were in 2015), the estimate of sales and employment for ventures started in 2013 or 2014 is \$210,374 and 3.74, respectively.

assistance. Furthermore, 2,686 obtained other loans and 1,217 obtained equity financing.

SUMMARY AND CONCLUSIONS

Results suggest that the SBDC Program makes an important contribution to the economic development of the United States. Our analysis indicated that the SBDCs' long-term clients added \$7.1 billion in incremental sales and 98,660 new jobs to the nation. The latter number suggests that the cost of generating a new job through investment in the SBDC was \$2,235 per job. In addition, 65% of all pre-venture clients started businesses after receiving counseling (59.1% within one year).

Estimates suggest that the one-year tax benefits accruing as a consequence of the performance improvements of SBDC-counseled long-term clients returned \$2.79 for every dollar spent on the 58 (of 63) SBDCs that participated in the study. Furthermore, our estimates indicate that \$6.02 was returned for each dollar expended on counseling long-term clients.

Finally, our estimates indicate that approximately \$4.7 billion in capital was raised by clients as a direct result of the assistance received from the SBDC. This suggests that each dollar expended on the SBDC Program was later leveraged by approximately \$21.24 in debt and equity capital.

The numbers presented in this report are only estimates based on responses to a questionnaire. It is possible that the respondents were not representative of the population of clients, factors such as social desirability bias may have inflated the estimates, or that "self-selected" SBDC clients tend to exceed the sales and employment growth rates of "average" businesses in the United States for reasons unrelated to the counseling provided. It is also possible that some of the gains of the clients were not net gains to the economy.

Impact methodologies are always susceptible to potential problems of obtaining adequate control groups, the possibilities of response bias or self-

selection bias, and displacement effects. Nevertheless, the tests conducted for bias and reliability, as well as the use of weighted statewide comparison groups, suggests that the results are accurate enough to conclude that the SBDC program in the United States makes a positive contribution to the economy. Furthermore, although the numbers presented in this report are only estimates, their magnitude suggests that even if we greatly overestimated the economic impact of the SBDC our overall conclusions would remain the same.

In addition, the estimates reported herein do not consider (1) the other programs the SBDC offers (e.g., workshops, seminars), (2) the value added to the operations of short-term clients, (3) the continuing tax revenues generated by long-term clients after the year of analysis, (4) the many failures SBDC assistance helps stave off and the individuals with unviable business ideas it discourages, (5) the other tax revenue sources such as corporate taxes, property taxes, unemployment taxes, social security payments, or (6) any multiplier effects of a healthier small business sector. Taking all these factors into account, we believe that the results presented in this study tend to be conservative.

From a public policy standpoint, the implication of this research is that the SBDC makes an important contribution to the economy of the United States. By assisting established small businesses, SBDCs across the United States help create new job opportunities in growing firms and contribute to the retention of jobs in small companies trying to turn around or reorient their businesses. The SBDC work with pre-venture clients helps individuals identify and initiate viable new business ventures that invigorate the economy.

In conclusion, the evidence presented in this report indicates that SBDC-assisted clients (1) generate sales and employment opportunities that return more tax revenues to state and federal governments than the cost of operating the Program, (2) believe that the SBDC contributed substantially to

the performance improvements of their businesses, (3) are able to save jobs and sales revenues that might have otherwise been lost, and (4) are better able to raise capital to support the start-up and growth of their businesses. It is believed that this provides justification for the continuation and proliferation of the SBDC Program.

TABLE 2
 QUALITATIVE EVALUATIONS OF THE COUNSELING PROVIDED TO
 ESTABLISHED BUSINESS CLIENTS BY THE SBDC PROGRAM

Knowledge and Expertise of Counselors

	Number	Percentage
5. Excellent	5,136	67.0%
4. Above Average	1,722	22.5%
3. Average	578	7.5%
2. Below Average	124	1.6%
1. Poor	100	1.3%
	<hr/>	<hr/>
Totals	7,660	100.0%

Average = 4.52

Clients' Working Relationship with Counselors

	Number	Percentage
5. Excellent	5,323	69.8%
4. Above Average	1,407	18.4%
3. Average	648	8.5%
2. Below Average	123	1.6%
1. Poor	128	1.7%
	<hr/>	<hr/>
Totals	7,629	100.0%

Average = 4.53

TABLE 3
 2013-2014 AVERAGE SALES AND EMPLOYMENT OF ESTABLISHED CLIENTS
 WHO INDICATED THAT SBDC ASSISTANCE WAS VALUABLE

	2013	2014	Average Change
Sales *	\$889,353	\$1,038,388	+ \$149,035 16.8%
Employment **	7.80 jobs	9.17 jobs	+ 1.37 jobs 17.6%

* Based on analysis of the 6,227 clients that provided usable sales data for both 2013 and 2014 and indicated that the SBDC's services were beneficial.

** Based on analysis of the 6,794 clients that provided usable employment data for both 2013 and 2014 and indicated that the SBDC's services were beneficial.

TABLE 4
 CHANGES IN SALES AND EMPLOYMENT BETWEEN 2013-2014:
 SBDC ESTABLISHED BUSINESS CLIENTS VERSUS AVERAGE U.S. BUSINESS

	Average % change in small business sample	Average % change all U.S. firms	Average incremental change in small business sample	
	-----	-----	percent	aggregate
Sales	+16.8%	+ 4.4%	+12.4%	+ \$110,280
Employment	+17.6%	+ 1.8%	+15.8%	+ 1.23 jobs

TABLE 5
 INCREMENTAL TAX REVENUES ADDED TO STATE AND FEDERAL GOVERNMENTS
 AS A RESULT OF SBDC COUNSELING OF ESTABLISHED BUSINESS CLIENTS

STATE TAX REVENUES

	Tax	X	Tax	X	% Clients	X	# of Long	=	Total Tax
	Base		Rate		Valuing		Term Clients		Revenues
					Service				Generated
Sales	110,280		.042*		.92		40,655		\$173,239,870
Employment	1.23		\$585**		.92		40,655		<u>\$ 26,913,040</u>
Total									\$200,152,910

FEDERAL TAX REVENUES

	Tax	X	Tax	X	% Clients	X	# of Long	=	Total Tax
	Base		Rate		Valuing		Term Clients		Revenues
					Service				Generated
Employment	1.23		\$2630***		.92		40,655		\$120,993,670
									\$321,146,580

TOTAL INCREMENTAL STATE AND FEDERAL TAX REVENUES

* Figure represents 75% of the weighted average state sales tax rate in the United States in 2014 (5.6%).

** Figure represents the weighted average of the estimated state income taxes paid per return by median income filers in 2013-2014.

*** Figure represents the weighted average of estimated federal income taxes paid per return by median income filers in 2012.

TABLE 6
 THE COSTS AND BENEFITS OF SBDC COUNSELING IN THE UNITED STATES:
 ESTABLISHED BUSINESSES

Total incremental State and Federal tax revenues added by long-term established business clients	\$321,146,580
Cost of operating all SBDC programs	\$230,405,189
Benefit to cost ratio	1.39 to 1.00
Cost of operating participating SBDCs	\$220,461,812
Benefit to cost ratio	1.46 to 1.00
Cost of all counseling*	\$137,788,633
Benefit to cost ratio	2.33 to 1.00
Cost of counseling long-term established business clients**	\$ 70,961,146
Benefit to cost ratio	4.53 to 1.00

* The weighted average cost of counseling was estimated to be 62.5% of the SBDCs' total operating budgets in 2013.

** Long-term counseling provided to established businesses was approximately 51.5% of the SBDCs' total counseling budgets in 2013.

TABLE 7
 QUALITATIVE EVALUATIONS OF THE COUNSELING PROVIDED TO
 PRE-VENTURE CLIENTS BY THE SBDC PROGRAM

Knowledge and Expertise of Counselors

	Number	Percentage
5. Excellent	1,797	64.3%
4. Above Average	642	23.0%
3. Average	254	9.1%
2. Below Average	46	1.6%
1. Poor	57	2.0%
	<hr/>	<hr/>
Totals	2,796	100.0%

Average = 4.43

Clients' Working Relationship with Counselors

	Number	Percentage
5. Excellent	1,854	66.4%
4. Above Average	516	18.5%
3. Average	277	9.9%
2. Below Average	67	2.4%
1. Poor	79	2.8%
	<hr/>	<hr/>
Totals	2,793	100.0%

Average = 4.46

TABLE 8
 INCREMENTAL TAX REVENUES ADDED TO STATE AND FEDERAL GOVERNMENTS
 AS A RESULT OF SBDC COUNSELING OF PRE-VENTURE CLIENTS

STATE TAX REVENUES

	Tax Base	X	Tax Rate	X	% Clients Valuing Service	X	# of Long Term Clients	=	Total Tax Revenues Generated
Sales	124,331*		.042†		.90		26,473		\$124,415,470
Employment	2.21	**	\$585††		.90		26,473		<u>\$ 30,803,060</u>
Total									\$155,218,530

FEDERAL TAX REVENUES

	Tax Base	X	Tax Rate	X	% Clients Valuing Service	X	# of Long Term Clients	=	Total Tax Revenues Generated
Employment	2.21		\$2630†††		.90		26,473		<u>\$138,482,120</u>

TOTAL INCREMENTAL STATE AND FEDERAL TAX REVENUES \$293,700,650

* Based on analysis of the 2,273 clients that provided usable sales data for 2014 and indicated that the SBDC's services were beneficial.

** Based on analysis of the 2,430 clients that provided usable employment Data for 2014 and indicated that the SBDC's services were beneficial.

† Figure represents 75% of the weighted average state sales tax rate in the United States in 2014 (5.6%).

†† Figure represents the weighted average of the estimated state income tax paid per return by median income filers in 2013-2014.

††† Figure represents the weighted average of estimated federal income taxes paid per return by median income filers in 2012.

TABLE 9
 THE COSTS AND BENEFITS OF SBDC COUNSELING IN THE UNITED STATES:
 PRE-VENTURES

Total incremental State and Federal tax revenues Added by long-term pre-venture clients	\$293,700,650
Cost of operating all SBDC programs	\$230,405,189
Benefit to cost ratio	1.27 to 1.00
Cost of operating participating SBDCs	\$220,461,812
Benefit to cost ratio	1.33 to 1.00
Cost of all counseling*	\$137,788,633
Benefit to cost ratio	2.13 to 1.00
Cost of counseling to long-term pre-venture clients**	\$31,140,231
Benefit to cost ratio	9.43 to 1.00

* The weighted average cost of counseling was estimated to be 62.5% of the SBDCs' total operating budgets in 2013.

** Long-term counseling provided to pre-ventures was approximately 22.6% of the SBDCs' total counseling budgets in 2013.

APPENDIX 1

SMALL BUSINESS DEVELOPMENT CENTER IMPACT STUDY QUESTIONNAIRE

ALL DATA WILL BE HELD IN STRICT CONFIDENCE AND REPORTED ONLY IN THE AGGREGATE WITHOUT IDENTIFYING ANY INDIVIDUAL RESPONDENT

1. Please indicate the year you either started or purchased your business. (If never please indicate.)

Year Started _____ or
Year Purchased _____
Never Started or Purchased

2. What is the current status of this business?

- Business is still in operation under my ownership
 Business was sold to a new owner
 Business was closed

3. What was the major activity of your business or proposed business in 2013? *Please check one.*

- Retailing
 Services (personal or professional)
 Wholesale (distribution, etc.)
 Manufacturing
 Construction (all general, and other contractors)
 Other (please specify) _____

4. Including yourself, and other owners, how many people did you employ at the end of each calendar year below? If you were not operating, please enter N/A.

2014 Number of full-time paid employees (35 hours or more per week)

2014 Number of part-time paid employees (fewer than 35 hours per week)

2014 Number of full-time independent contractors (35 hours or more per week) _____

2014 Number of part-time independent contractors (fewer than 35 hours per week) _____

2013 Number of full-time paid employees (35 hours or more per week)

2013 Number of part-time paid employees (fewer than 35 hours per week)

2013 Number of full-time independent contractors (35 hours or more per week) _____

2013 Number of part-time independent contractors (fewer than 35 hours per week) _____

5. What was the approximate gross sales revenue of your business during each of the calendar years below? If you were not operating enter N/A.

2014 \$____,____,____.00
2013 \$____,____,____.00

6. Did the SBDC assist you in obtaining debt or equity financing?

Yes No

7. Estimate the total amount of debt and/or equity financing your business obtained in 2013-2014. Please enter in whole dollars. If you did not obtain new financing, please enter N/A.

SBA Loans \$____,____,____.00
Other Loans \$____,____,____.00
Equity Raised from Investors \$____,____,____.00

8. Was the overall service you received from the SBDC beneficial?

Yes No

9. How would you rate the knowledge and expertise of your SBDC advisor? (Please circle one).

Excellent Above Average Average Below Average Poor

10. How would you describe your overall working relationship with the SBDC advisor who provided counseling to you? (Please circle one).

Excellent Above Average Average Below Average Poor

11. Would you recommend the SBDC to a friend or business associate?

Yes No

12. Was comparable assistance available from a private consultant at a price you could afford?

Yes No

APPENDIX 2
DEMOGRAPHIC DATA COLLECTED FROM CLIENTS

DEMOGRAPHIC DATA FORM #1

THE FOLLOWING INFORMATION SHOULD BE PROVIDED FOR ALL CLIENTS WHO RECEIVED FIVE HOURS OR MORE OF COUNSELING ASSISTANCE FROM YOUR STATE SBDC IN 2013 REGARDLESS OF WHETHER THEY RESPONDED TO THE SURVEY OR NOT.

1. Total number of clients served (5 hours or more) in 2013.

Pre-venture _____

Existing businesses _____

2. Type of Business (number)

	PRE-VENTURES	EXISTING
Retail	_____	_____
Service	_____	_____
Wholesale	_____	_____
Manufacturing	_____	_____
Construction	_____	_____
Other	_____	_____

3. Gender of clients (number)

	PRE-VENTURE	EXISTING
Male	_____	_____
Female	_____	_____
Male/Female	_____	_____

4. Ethnic background (number)

	PRE-VENTURE	EXISTING
White	_____	_____
Other	_____	_____

CENTER: _____

CONTACT PERSON: _____

PHONE, FAX, EMAIL: _____

DEMOGRAPHIC DATA FORM #2

INFORMATION ON POINTS 1-4 SHOULD BE PROVIDED ONLY FOR CLIENTS SERVED IN 2013 (FIVE HOURS OR MORE OF COUNSELING ASSISTANCE) WHO RESPONDED TO THE SBDC IMPACT STUDY SURVEY. PLEASE ALSO INDICATE THE NUMBER OF UNDELIVERABLE QUESTIONNAIRES AT THE BOTTOM (POINT 5).

1. Total number of responding clients (5 hours or more) in 2013

Pre-venture _____

Established businesses _____

2. Type of Business (number)

	PRE-VENTURES	EXISTING
Retail	_____	_____
Service	_____	_____
Wholesale	_____	_____
Manufacturing	_____	_____
Construction	_____	_____
Other	_____	_____

3. Gender of clients (number)

	PRE-VENTURE	EXISTING
Male	_____	_____
Female	_____	_____
Male/Female	_____	_____

4. Ethnic background (number)

	PRE-VENTURE	EXISTING
White	_____	_____
Other	_____	_____

5. UNDELIVERABLE QUESTIONNAIRES _____

CENTER: _____

CONTACT PERSON: _____

PHONE, FAX, EMAIL: _____

DEMOGRAPHIC DATA FORM #3

THE FOLLOWING INFORMATION SHOULD BE PROVIDED AS IT PERTAINS TO YOUR SBDC.

- 1. Counseling hours*
 - a. Total number of counseling hours provided to all clients
(regardless of hours) in 2013 _____ hours
 - b. Total number of counseling hours provided to clients in 2013 who
received five (5) or more hours of assistance
 - LONG-TERM PRE-VENTURES _____ hours
 - LONG-TERM EXISTING CLIENTS _____ hours
- 2. Proportion of total budget allocated to counseling
[counseling hours (from 1a above) + travel hours/
total hours worked by all counselors] in 2013 _____ %
- 3. State sales tax rate in 2014 _____ %
- 4. Average state personal income tax
paid per return in 2014** \$ _____

* *Counseling Hours:* For the purpose of the national impact studies conducted under the auspices of the ASBDC, counseling hours shall include all time spent by counselors in the following activities: (1) direct one-on-one contact with clients in person or by telephone, (2) preparation for client meetings, (3) research activities on behalf of clients, (4) correspondence with clients by mail, fax, or email.

** If data for this time period is not available please provide data for the most recent year and indicate that time period.

CENTER: _____

CONTACT PERSON: _____

PHONE, FAX, EMAIL: _____