

# An Emphasis on Results

## Return on Investment

The SBDC has helped New York's entrepreneurs:

- Start more than 70,000 new businesses
- Create more than 100,000 new jobs
- Obtain more than \$4.8 billion in investment capital
- Obtain more than \$130 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 \$5.88 /\$1.00 (Every \$1.00 in funding for the NYS SBDC generates \$5.88 in tax revenue)
- Every \$1.00 in funding for the NYS SBDC has leveraged more than \$25.21 in new capital raised from external sources for client investment

## Quality of Counseling

- 94% of SBDC clients are more than satisfied with their results

## We Are New York

The weather events of the past few years reached a crescendo when Hurricane Sandy struck in October. Several disasters have revealed the residents of New York to be strong, community-oriented, and resilient. The regional economic development councils, a true New York approach that involves the SBDCs, continue to chart a course toward improved statewide economic development and recovery from the economic recession. The SBDC continues to work with the SBA, FEMA and other NYS partners to help local businesses and neighborhood business communities recover and rebuild after the devastation of Hurricane Sandy.

[www.nyssbdc.org](http://www.nyssbdc.org)



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

**A New Business  
is opened by an  
SBDC client  
every 88 minutes**



**A new client  
is assisted  
by the SBDC  
every 39 minutes**



**A job is created  
or saved by an  
SBDC client  
every 76 minutes**



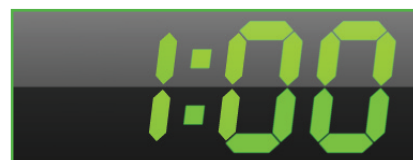
**SBDC clients  
generate \$626  
in new sales  
every minute  
(\$37,568/hour)**



**SBDC clients  
generate \$86.37 in  
state/federal taxes  
every minute  
(\$124,384/day)**



**SBDC clients  
invest \$944  
in their business  
every minute  
(\$1,359,178/day)**



*Based on statistical analysis of program activities in 2009-2010  
by Dr. James Chrisman, PhD, Mississippi State University*