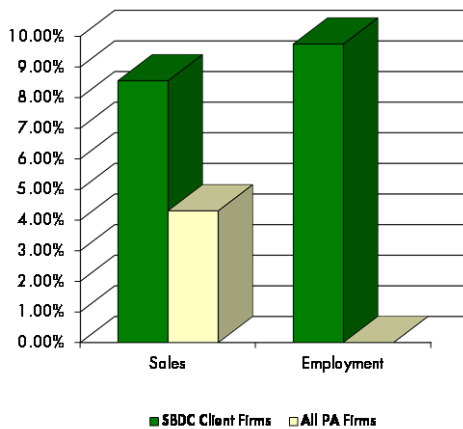
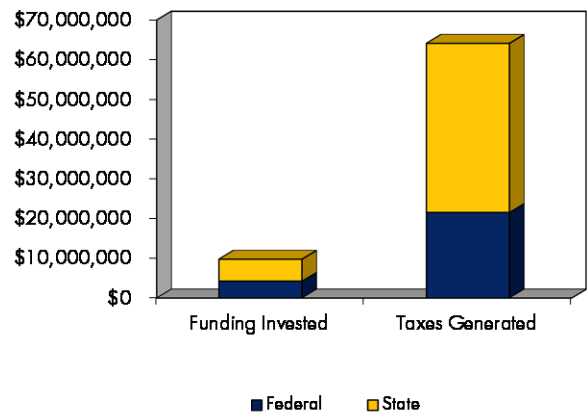


<b>New Businesses Opened</b> .....	<b>1,604</b>
Cost per New Business Opened.....	\$6,089
<b>Jobs Created</b> .....	<b>7,108</b>
<b>Jobs Saved</b> .....	<b>7,089</b>
Cost per New Job Created .....	\$1,374
Client Firms' Employment Growth Rate.....	9.75%
<b>Client Firms' New Sales</b> .....	<b>\$551,358,400</b>
Client Firms' Sales Growth Rate.....	8.55%
<b>Federal Income Tax Generated</b> .....	<b>\$21,549,362</b>
<b>State Sales &amp; Income Taxes Generated</b> .....	<b>\$42,562,001</b>
<b>Total Program Benefit to Cost Ratio</b> .....	<b>\$6.56/\$1.00</b>
(Incremental taxes generated/total program funding)	

**Rate of Sales & Employment Growth**



**Government Investment vs Return**



**SBDC Has Impact 24/7**

A New Business is Opened every 5 hours 46 minutes

A New Job is Created every 1 hour 23 minutes

\$10,000 in New Sales made every 16 minutes

\*Data is from the most recent independent impact analysis, which evaluated the performance of SBDC clients served in 2009.

# Return on Investment

## 1990 – 2009

Since 1990, the SBDCs have helped Pennsylvania entrepreneurs:

- Start more than **25,000 New Businesses**
- Create over **127,000 New Jobs**
- Obtain over **\$2.5 Billion in Start-up & Expansion Capital**
- Expand Sales by **\$10.6 Billion**
- Expand Export Sales by **\$1.4 Billion**
- Obtain over **\$2.6 Billion in Government Contracts**
- Generate more than **\$985 Million in New Tax Revenue**

As a result, the SBDCs have:

- Provided a **Return on Investment of \$6.55/\$1**

These studies of the Pennsylvania SBDC program *only* include federal income tax and state income and sales taxes. They *do not* include other tax revenue sources such as corporate taxes, local taxes, property taxes, unemployment taxes or social security payments.

These studies *do not* capture other benefits of the SBDC program including:

- Continuing tax revenues of clients after the year studied.
- Other value-added programs the SBDCs offer (e.g. workshops).
- Value of personal assets preserved and business failures prevented.
- Multiplier effects of a healthier small business sector.

All impact data and figures are from independent analysis of the SBDC program in Pennsylvania by Dr. James Chrisman of Mississippi State University.