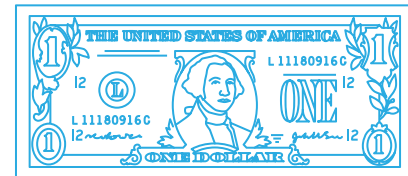


# America's SBDCs Latest Annual Results

**\$5.16 billion**  
in financing

RETURN ON INVESTMENT  
*Cost vs. Revenue Generated by SBDCs*



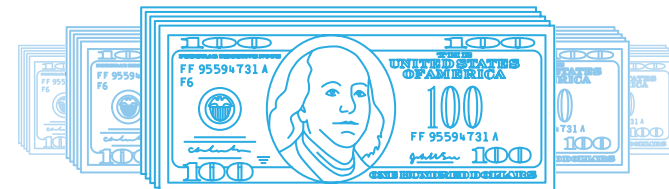
**EVERY  
FEDERAL  
DOLLAR**

**\$2.13 Federal  
Revenue**

**\$2.73 State  
Revenue**

**\$43.50 in  
new capital**

**\$100,000**  
in capital every 10 minutes



Federal Appropriation:  
**\$118.5 MILLION**

Federal Revenues Generated:  
**\$252 MILLION**

State Revenues Generated:  
**\$324 MILLION**

+ JOBS +

**96,095**  
new jobs created

**A new job every 5.5 minutes**

↑ JOB GROWTH ↑

**1.8%**  
national average

**14.8%**  
average  
SBDC client

+ CREATE NEW BUSINESSES +

**66%**  
of pre-venture  
SBDC in-depth  
clients start  
new businesses

**17,174**  
new businesses  
started by  
in-depth clients  
between 2015-2016

**A new business every 30 minutes**

+ SALES +

**\$6.4  
BILLION**  
in new sales

**\$100,000**  
in new sales  
every 8.2 minutes

↑ SALES GROWTH ↑

**13.6%**  
average SBDC  
client annual  
sales growth

**4X  
GREATER**  
than the  
national average

WOMEN, MINORITIES, VETERANS



**46%** women  
**37%** minorities  
**7%** veterans

Source of Statistics: SBA; and the "Economic Impact of Small Business Development Center Counseling Activities in the United States: 2015-2016," by Professor James J. Chrisman of Mississippi State University



**192,205**  
entrepreneurs  
received business  
consulting



**261,369**  
entrepreneurs  
trained



**nearly 500,000**  
received other SBDC  
professional services



**1.24 million**  
total hours of  
consulting services