



#SBDCDAY

March 21, 2018

A national, collective proclamation of the success and impact of America's Small Business Development centers (SBDCs) on the nation's dreamers, forward thinkers and the innovators, small business.

America's SBDCs Latest Annual Results

\$5.16 billion
in financing



**EVERY
FEDERAL
DOLLAR**

**\$2.13 Federal
Revenue**

**\$2.73 State
Revenue**

**\$43.50 in
new capital**

\$100,000
in capital every 10 minutes

RETURN ON INVESTMENT

Cost vs. Return Generated by SBDCs



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

+ SALES +

**\$6.4
BILLION**
in new sales

\$100,000
in new sales
every 8.2 minutes

↑ JOB GROWTH ↑

1.8%
national average

14.8%
average
SBDC client

↑ SALES GROWTH ↑

13.6%
average SBDC
client annual
sales growth

**4X
GREATER**
than the
national average

+ 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

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

“Our SBDC has really helped our company by connecting us with partners that are critical in helping us reach our milestones.”

– Martin Gross, President of
Gross-Wen Technologies, Inc.

“We had a vision but no idea where to start, our SBDC advisors provided us with the resources we need to hit the ground running.”

– Lori Krieger,
Founder of Taste Elevated

“Our SBDC gave their time and talent at the start up stage to give us good direction and a solid foundation for success.”

– Lee G Mallahan III,
President of Tadpole LLC



LEARN MORE: www.AmericasSBDC.org/SBDCDay