

# CELEBRATING 40 YEARS!



## AMERICA'S SBDCs DELIVER RESULTS ACROSS THE COUNTRY

For 40 years, the nationwide SBDC network has provided high quality, effective assistance resulting in significant long-term economic impact for the small business community and the nation. The result, tens of billions in capital, millions of jobs created and saved and hundreds of thousands of small businesses created, thriving and growing.

Check out the national economic impact of America's SBDCs:

**\$5.6 billion**  
in financing



+ JOBS +

**99,194**  
new jobs created

A new job every 5.3 minutes

+ SALES +

**\$7 billion**  
in new sales

**\$100,000**  
in new sales  
every 8 minutes



**EVERY FEDERAL DOLLAR**

**\$2.16**  
Federal Revenue

**\$2.81**  
State Revenue

**\$45.47**  
in new capital

RETURN ON INVESTMENT  
Cost vs. Revenue Generated by SBDCs

Federal Appropriation (fiscal 2018):  
**\$123.5 MILLION**

Federal Revenues Generated:  
**\$267 MILLION**

State Revenues Generated:  
**\$346 MILLION**

JOB GROWTH

**1.5%**  
national average

**17.7%**  
average  
SBDC client

+ CREATE NEW BUSINESSES +

**66.7%**  
of pre-venture  
SBDC in-depth  
clients start  
new businesses

**16,499**  
new businesses  
started by  
in-depth clients  
between 2017-2018

A new business every 32 minutes

↑ SALES GROWTH ↑

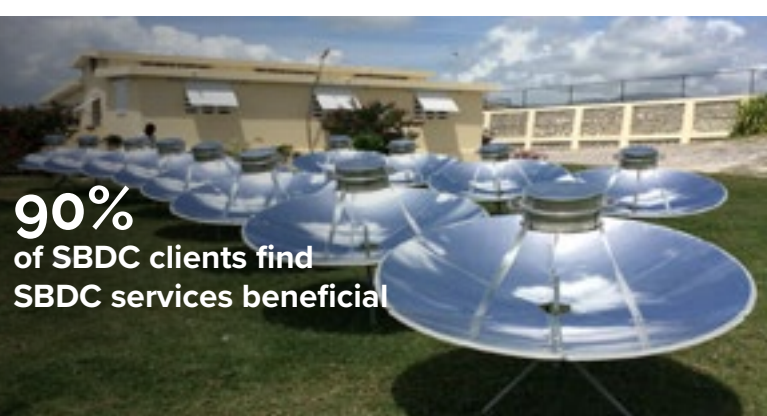
**5.6%**  
national average  
annual  
sales growth

**18%**  
average SBDC  
client annual  
sales growth

WOMEN, MINORITIES, VETERANS

**51%** women  
**28%** minorities  
**6%** veterans

SBDCs HELP SMALL BUSINESSES START, GROW AND THRIVE.



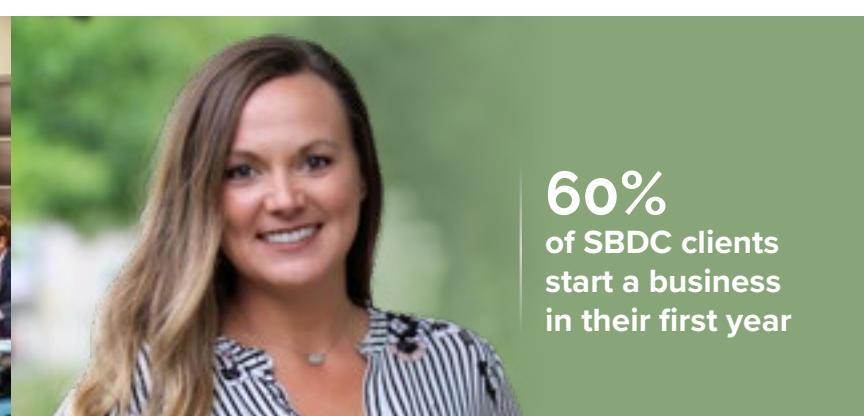
**90%**  
of SBDC clients find  
SBDC services beneficial



**93%**  
of SBDC clients  
recommend  
SBDC services



**4.44**  
out of 5 stars:  
average SBDC  
rating by clients



**60%**  
of SBDC clients  
start a business  
in their first year

SBDCs around the country will be hosting the 4th annual #SBDCDay Wednesday, March 18, 2020. SBDC Day is a national proclamation of the success and impact America's Small Business Development Centers (SBDCs) have across the nation in economic development and the small business community.

## HELP US CELEBRATE!

To learn more about what YOUR local SBDC is doing to celebrate, visit our website now:

Stay tuned for more celebratory events throughout 2020 including National Small Business Week, May 3–9th and our 40th Annual Conference in Atlanta Georgia, September 29th – October 2nd. Visit [www.AmericasSBDC.org](http://www.AmericasSBDC.org) to learn more.

[www.AmericasSBDC.org/SBDCDay](http://www.AmericasSBDC.org/SBDCDay)