



REIMAGINING MAIN STREET

As small businesses owners navigate an ever-changing landscape, SBDCs continue to support and elevate their clients through innovative training programs and advising strategies. Small businesses that partner with their local SBDC get solutions and results that help their businesses thrive on main streets across America.

America's SBDCs Latest Annual Results

America's SBDCs are the leaders in job creation and attributed measurable economic impacts.

\$7.7 billion in financing

\$100,000 every 6.8 minutes

EVERY FEDERAL DOLLAR

\$1.66

Federal
Revenue

\$3.64

State
Revenue

\$57.51

in new capital
for SBDC clients

RETURN ON INVESTMENT

Cost vs. Revenue generated by SBDCs

Federal Appropriation (net 2021)

\$134.5 Million

**\$224.4
million**

Federal Revenues
Generated

**\$489.7
million**

State Revenues
Generated

JOBS

85,094 new jobs created

A new job every 6.2 minutes

SBDCs SAVED JOBS

While the average American business saw its employment levels decrease by **14%** in 2021, SBDC clients suffered significantly fewer job losses of **3.1%**

CREATE NEW BUSINESSES

14,487

new businesses started by
pre-venture in-depth clients
between 2020-2021

63%

started
new businesses

A new business every 36 minutes

CLIENT SATISFACTION

91%

of SBDC clients
find SBDC services
beneficial

95%

of established business
clients would recommend
SBDC services

**SBDC clients gave their
SBDC advisors 4.45 out of 5 stars**

Through pioneering training programs and innovative advising strategies, SBDCs are working to reshape how business is done and helping America's entrepreneurs start, thrive, and grow their business dreams.

"Economic Impact of Small Business Development Center Counseling Activities in the United States: 2020-2021," by Professor James. J. Chrisman of Mississippi State University. (This report assesses the economic impact of long-term SBDC counseling activities. Long-term clients are defined as those who received a minimum of five hours of counseling assistance from the SBDC.)

SALES

\$10.1 billion

in sales

\$100,000

in sales
every 5.2 minutes

SALES INCREASED FOR SBDC CLIENTS

27.6% average annual sales growth for SBDC established business clients compared to the U.S. national average of **11.1%**

WOMEN, VETERANS, MINORITIES



In a typical year
SBDCs serve:

51% women

28% minorities

6% veterans

America's SBDC represents the nationwide network of Small Business Development Centers (SBDCs), the nation's largest, proven, cost-effective small business assistance network in the United States and its territories.

Learn more about the 62 state/regional SBDC networks and how they help small businesses start, grow and thrive by visiting our virtual Annual Report: www.SBDCimpact.org