

America's Small Business Development Centers 



A partnership of government, higher education and the private sector

*Small Business
Success
is Our
Business*

Click the map to
visit your local
SBDC network's
website



Did You Know?

There are nearly
1,000 SBDC
centers across the
nation, providing
free business
consulting and at-
cost training.

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SBDC Update

***SBDC Small Business Clients Are
Succeeding***

- Creating Jobs and Growing the Economy -

SBDC clients across the nation are growing their small businesses, starting *new* businesses, saving and creating jobs, and fueling the engine of economic prosperity.

***SBDC Clients
Succeed***



**A new business is
opened by an SBDC → 41 minutes**
in-depth client every

**A new job is created
in the U.S. by an SBDC → 7 minutes**
in-depth client every

**\$100,000 in new sales
are generated by SBDC → 7 minutes**
in-depth clients every

**\$100,000 in financing
is obtained by SBDC → 16 minutes**
in-depth clients every

In tough economic times, small business owners and aspiring entrepreneurs can go to their local SBDCs for free, face-to-face business consulting and at-cost training on writing business plans, accessing capital, marketing, regulatory compliance, international trade and more.

And it works. In **partnership** with **Congress, SBA, the private sector**, and the **colleges, universities and state governments** that manage SBDCs across the nation, America's SBDC network helped in-depth* clients create an estimated 73,377 new jobs; save 93,449 jobs; start 12,763 businesses; obtain \$3.3 billion in financing; and increase sales by \$7.2 billion in 2007.

Click the Map for SBDC Success Stories Across the Nation

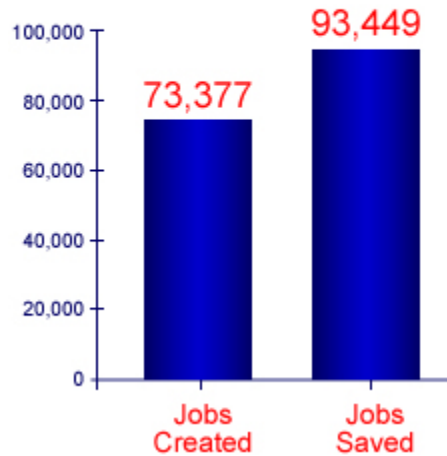


- **More than 54% of all pre-venture SBDC in-depth clients started a business** after receiving SBDC business consulting services between 2006 and 2007.

- Small businesses that benefited from in-depth SBDC assistance experienced more than **17 times the job growth of average businesses** (14% compared to 0.8% for U.S. businesses in general) between 2006 and 2007.

Jobs Created & Saved

by SBDC In-Depth Clients (2007)



- **Every \$1** spent on the SBDC network enabled small businesses to access **\$16.77 in new capital**.

- Small businesses that benefitted from in-depth SBDC assistance experienced **sales growth of 20.2%** between 2006 and 2007 -- compared to 5.2% for U.S. businesses in general.

- SBDC in-depth clients generated an estimated **\$2.86 in Federal and state tax revenues, as a result of economic growth, for each \$1 spent on the SBDC program**. In other words, the SBDC program generates more revenue from economic growth than it costs to run the SBDC program.

** In-depth clients are those who receive five hours or more of SBDC business consulting services in a year.*

Source of Statistics: SBA; and the "Economic Impact of Small Business Development Center Counseling Activities in the United States: 2006-2007," by Professor James J. Chrisman of Mississippi State University.

SBDC Update is published by the Association of Small Business Development Centers (ASBDC). Please feel free to share the **SBDC Update** with others who are interested in small business development, by clicking on the "Forward email" link below. Learn more about America's Small Business Development Center (SBDC) Network at www.asbdc-us.org.

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