

SBDC clients invest in our nation's future. SBDCs helped in-depth clients obtain an estimated **\$4 billion in financing** in 2012. Every \$1 spent on the SBDC network enabled small businesses to access \$35.55 in new capital.

Data provided by SBA

SBDCs touch more than one million entrepreneurs each year. In FY 2012, SBDC services included business consulting for 212,475 clients, training sessions for 336,279 attendees, and other forms of assistance for approximately 548,754 small businesses and aspiring entrepreneurs. SBDC clients received more than **2.8 million total hours of consulting and training** services in FY 2012.

Data provided by SBA

SBDCs serve women, minorities and America's veterans. In FY 2012, **45%** of SBDC **business consulting** clients nationwide were **women**, **22%** were **minorities** and **8%** were **veterans**. In FY 2012, **43%** of SBDC **training** clients were **women**, **15%** were **minorities** and **6%** were **veterans**.

Data provided by SBA

SBDCs are in your communities. Over 1,000 locations covering rural, urban, and suburban communities nationwide.



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AMERICA'S SMALL BUSINESS
DEVELOPMENT CENTER NETWORK

ECONOMIC IMPACT

Driving Small Business Growth

- \$100,000 in sales every 3.8 minutes
- A new job every 7 minutes
- \$100,000 in capital every 13 minutes
- A new business every 36 minutes

www.asbdc-us.org



twitter.com/ASBDC



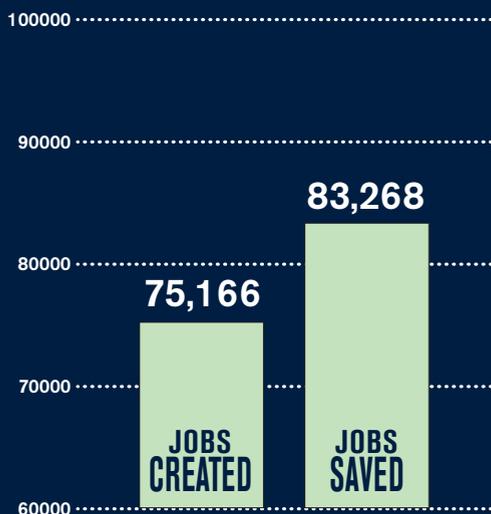
America's Small Business Development Centers (SBDC) provide management and technical assistance to more than one million small business owners and aspiring entrepreneurs each year. Small business owners and aspiring entrepreneurs can go to their local SBDCs for no fee **face-to-face business consulting** and **low-cost training** on writing business plans, accessing capital, marketing, regulatory compliance, international trade and more.

The SBDCs are a **partnership** that includes **Congress, SBA, the private sector, and the colleges, universities and state governments** that manage SBDCs across the nation.

America's SBDC network is a cost-effective way to create jobs, grow the economy, enhance American competitiveness and fulfill the American dream.

SBDCs HELP SMALL BUSINESSES CREATE JOBS.

Jobs Created & Saved by SBDC in-depth clients in 2010



Average SBDC client job growth: 13.6%
National average job growth: 1.2%

SBDCs Generate More Revenue than they Cost

(Cost vs. Revenue Generated by SBDCs in 2010, in millions of \$)



Every federal dollar invested in SBDCs in 2010 created \$1.93 in federal revenue and \$2.82 in state revenue

SBDCs help small businesses grow.

SBDC in-depth* clients generated more than \$6.8 billion in **new sales** and **saved** an additional \$7.3 billion in sales in 2010.

SBDC clients build the economy. Small businesses that received SBDC assistance experienced an average sales **increase** of 18.9% between 2010 and 2011 – compared to an average sales **increase** of 4.3% for businesses in general.

SBDC clients create new businesses. An estimated 59% of all pre-venture SBDC in-depth clients **start new businesses**. Between 2010 and 2011, SBDC in-depth clients started **14,455 businesses**.

*In-depth client > than 5 hours of counseling.