

An Emphasis on Results

www.nyssbdc.org

Return on Investment

Since 1984, the SBDCs have helped New York's entrepreneurs:

- ▶ Start more than 56,608 new businesses
- ▶ Create more than 84,500 new jobs
- ▶ Obtain more than \$3.8 billion in investment capital
- ▶ Obtain more than \$78 million in government contracts
- ▶ Generate more than \$87.2 million in tax revenues annually

The Bottom Line

- ▶ Total Program Benefit to Cost Ratio \$5.88 /\$1.00 (Every \$1.00 in funding for the NYS SBDC generates \$5.88 in tax revenue)
- ▶ Every \$1.00 in funding for the NYS SBDC was leveraged by more than \$25.21 in new capital raised from external sources.

Real People, Real Business, Real Success

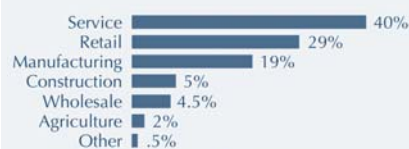
Real business owners are struggling with the current downturn in the economy. The SBDC can help them evaluate their current situation, plan strategically, and take steps toward a productive and profitable future. The SBDC, which has a solid reputation for helping small businesses achieve improved productivity and profitability, has identified three areas of priority for immediate action: Access to Capital, Procurement Assistance, and Underserved segments of the business community. The SBDC will focus on improving the survivability and continued growth of New York's small businesses during the recession and beyond.

Quality of Counseling

- ▶ 94% of SBDC clients would recommend the SBDC to other entrepreneurs.



Based on statistical analysis of program activities in 2006-2007 by Dr. James Chrisman, PhD, Mississippi State University.



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