

CALIFORNIA
SBDC



*Small Business
Success
is Our Business*

California SBDC Program Overview

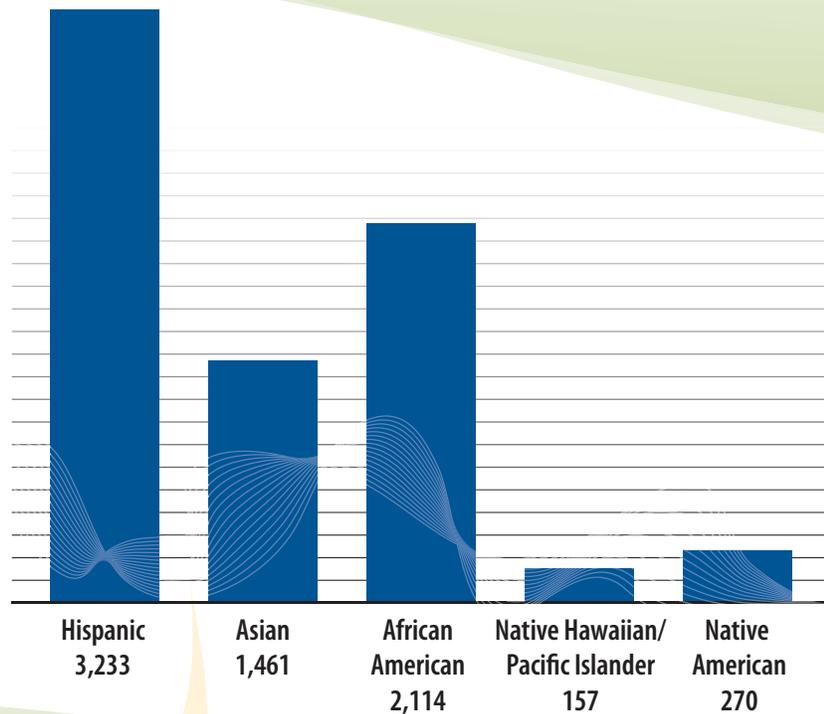
The California Small Business Development Center (SBDC) Program is the leader in providing small business owners and entrepreneurs with the tools and guidance needed to become successful in today's challenging economic climate. Direct and personalized technical assistance is provided to entrepreneurs through professional consulting, supplemented by affordable seminars and conferences. These services are delivered throughout California via a network of thirty-five Small Business Development Centers (SBDCs).

The SBDCs provide comprehensive business guidance on best practices for small businesses, business plan development, start-up basics, financing, procurement & contracting opportunities, regulatory compliance, money management, international trade, and manufacturing assistance. The California SBDC network offers help in multiple languages and can provide services to meet the needs of specific target populations, such as veterans, women, rural communities, and/or under-represented ethnic groups.

Total Clients
16,297

Total Consulting Hours
74,661

Statistics refer to the 2010 calendar year.



A State & National Network

The California SBDC Network is part of a national delivery system that assists more than 1.3 million business owners annually. The SBDC was established by the U.S. Small Business Administration (SBA) and operates throughout the U.S. with 63 regional Lead Centers overseeing operations in more than 1,100 SBDC service centers. Most states have one SBDC Lead Center operating under a university or college that administers the service centers in the region. California, due to its extensive geographical reach and expansive

entrepreneurial spirit – has six regional Lead Centers. This is the most of any state! Recognizing the need to optimize the impact in California, the six Lead Centers have joined to create a collaborative recognized as The California SBDC Network. The California SBDC program is funded by the U.S. Small Business Administration and other federal, state and local partners as well as private entities such as corporations and chambers of commerce.

Independent Analysis

An independent analysis of the California SBDC program for the period of 2008-2009 concluding the following:

There were 4,366 clients who received five hours or more of counseling assistance. From these clients, we collected the following economic impact information

- Increased Sales = \$84,809,370
- New Jobs Created = 1,544
- Tax revenues generated from businesses assisted = \$10,561,975
- California Tax Revenues = \$5,727,054
- Federal Tax Revenues = \$4,834,921



Return on Investment

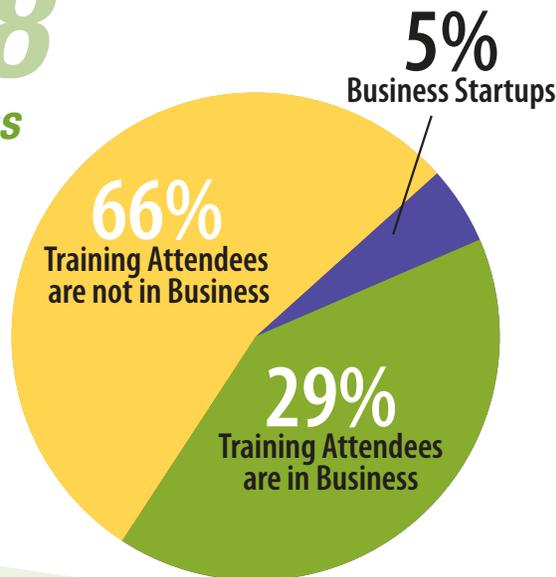
The California SBDC program generated

- \$1.39 in annual tax revenue for \$1 dollar spent on the program
- One job for every \$14,472 (lowest of any economic development program)
- \$35,190,089 in new financing was obtained by clients as a result of counseling
- \$1.57 in new capital was raised from external sources for every \$1 dollar spent on the SBDC Program

Veterans

Service **798**
Disabled Veterans

220



Total Training Events

2,748

Total Training Attendees

38,468

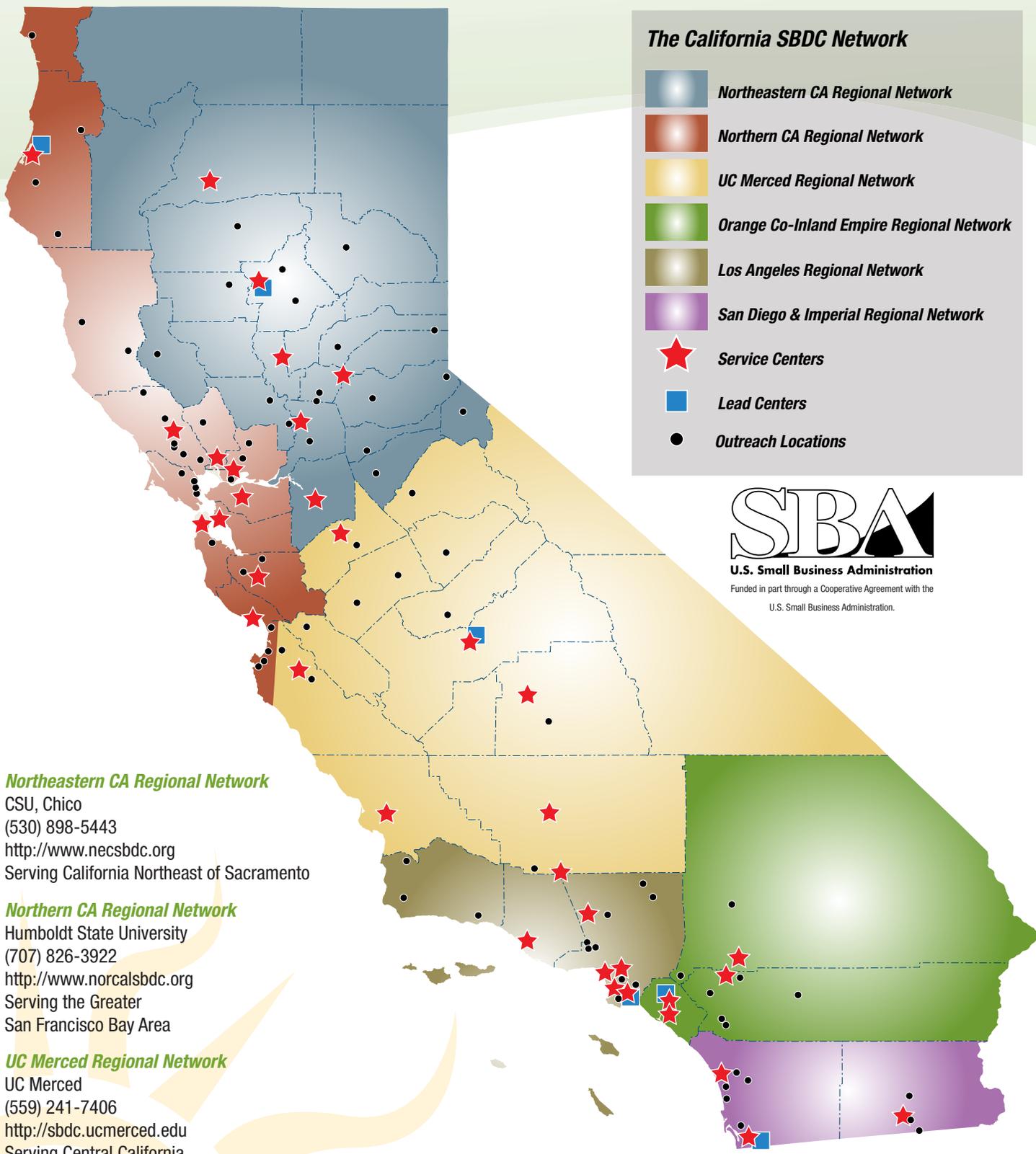
SBDC Economic Impact 2010

- New Businesses Created = 680
- Jobs Created = 3,881
- Jobs Retained = 2,048
- Increase in Sales = \$173,789,087
- New Loans = 420
- Total Loan Amount = \$51,226,482
- Equity Capital Invested = \$129,321,826

SBDC Program History

The California SBDC program is one of the State's most important economic development programs. Its twenty year history in California, using the strengths of the federal funding from the SBA as well as other institutions of higher education and non-profits makes it a trusted network that stimulates the California economy.

The California Small Business Development Center Network



The California SBDC Network

- Northeastern CA Regional Network**
- Northern CA Regional Network**
- UC Merced Regional Network**
- Orange Co-Inland Empire Regional Network**
- Los Angeles Regional Network**
- San Diego & Imperial Regional Network**
- Service Centers**
- Lead Centers**
- Outreach Locations**



Northeastern CA Regional Network
 CSU, Chico
 (530) 898-5443
<http://www.necsbdc.org>
 Serving California Northeast of Sacramento

Northern CA Regional Network
 Humboldt State University
 (707) 826-3922
<http://www.norcalsbdc.org>
 Serving the Greater San Francisco Bay Area

UC Merced Regional Network
 UC Merced
 (559) 241-7406
<http://sbdc.ucmerced.edu>
 Serving Central California

Orange County / Inland Empire Regional SBDC Network
 CSU Fullerton
 (714) 278-2719
<http://www.leadsbdc.org>
 Serving Orange, San Bernardino & Riverside Counties

Los Angeles Regional Network
 Long Beach Community College District
 (562) 938-5020
<http://www.smallbizla.org>
 Serving Los Angeles, Ventura & Santa Barbara Counties

San Diego & Imperial Regional Network
 Southwestern Community College District
 (619) 482-6388
<http://www.growmybiz.org>
 Serving San Diego & Imperial Counties

<http://californiasbdc.org>