

# CALIFORNIA SMALL BUSINESS DEVELOPMENT CENTERS

2013  
PROGRAM  
SNAPSHOT

## *Creating Jobs, Innovation & New Businesses for California's Economic Recovery*

California's Small Business Development Centers (SBDC) provide no-cost consulting and training to California employers and entrepreneurs. SBDC focuses exclusively on the economic vitality of California. California SBDC is a highly cost-effective, results-driven program, and part of the national SBDC network.

Annually funded at more than \$12 million by Congress, California SBDC represents more than 11% of the national program. **In fiscal year 2012/2013, a national survey shows California is one of only four state in the nation not providing match funding to the SBDC program.** Nationwide, state investment in the SBDC program outpace federal allocations, with some states matching up to 6x the federal funds. These states understand and invest in the efficiency of the SBDC infrastructure to fulfill on state-focused economic recovery, job creation, and support of innovation and technology.

## 2012 BY THE NUMBERS\*

<b>6,962</b>	<b>New jobs</b> created by small companies and specifically attributed to assistance from the CA SBDC.
<b>3,855</b>	<b>Jobs saved</b> — that were specifically slated for elimination-- and that were specifically attributed to SBDC turn around help for struggling firms.
<b>929</b>	<b>New businesses</b> started with the help of California SBDC.
<b>\$382 million</b>	<b>New capital secured</b> by small firms to fuel growth, invest in innovation and grow California's workforce — all specifically attributed to "access to capital" assistance from CA SBDC.
<b>\$285 million</b>	<b>New taxable revenue</b> generated by SBDC clients at the peak of the recession and attributed to the help these clients received from the SBDC.

\*All data reported by individual SBDC client businesses. No multipliers used in aggregate totals. All results annually verified by third-party, out-of-state researcher.

## WORTHY OF STATE SUPPORT

- FACT:** In 2012, over **62,000 business owners** sought out and chose California SBDC consultants and trainers as trusted advisors. Over 50% of those served were women, 48% were minorities, 12% were veterans and service-disabled veterans.
- FACT:** Over 90% of California SBDC clients would recommend the services to a colleague.
- FACT:** Almost all California businesses are within an hour's drive of SBDC services. California SBDC is involved with job creation and economic recovery in over **200 communities**—both urban and rural.
- FACT:** California SBDC serves **technology companies** with issues of intellectual property, tech commercialization and securing capital.
- FACT:** One-time funding for CA SBDC in 2010/2011 resulted in a SBDC clients creating **1 new job for every \$755 of state investment in CA SBDC.**

THANK YOU  
*for supporting*  
**CA SBDC**  
*(How you can help!)*

**YES!** Support legislation to codify CA SBDC in statute.

**YES!** Support CA SBDC \$12 million state budget request.

*For More Information:* CA SBDC STATE PARTNERSHIP OFFICE  
Sacramento, CA  
916-304-6249



CALIFORNIA  
SBDC