

# INVESTING *in* CALIFORNIA SMALL BUSINESS

SERVING OVER 50,000  
CALIFORNIA SMALL  
BUSINESSES ANNUALLY



HELPING CLIENT  
BUSINESSES ADD  
5,942 NEW JOBS  
AND RETAIN 3,253  
EXISTING JOBS

WORKING  
WITH SMALL  
BUSINESSES TO  
INCREASE THEIR  
REVENUES BY  
MORE THAN  
\$242.9 MILLION



HELPING SBDC CLIENTS  
SECURE \$211 MILLION IN  
LOANS AND EQUITY



# CALIFORNIA SMALL BUSINESS DEVELOPMENT CENTERS BY *the* NUMBERS

## CLIENT BREAKDOWN

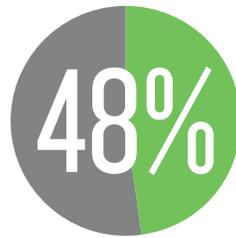
IN 2011, OVER 50,000 BUSINESS OWNERS UTILIZED CALIFORNIA SBDC SERVICES



WOULD RECOMMEND  
THE SERVICES TO A  
COLLEAGUE



WOMEN



MINORITY



VETERANS &  
SERVICE-DISABLED  
VETERANS

## ECONOMIC IMPACT DATA

As reported by SBDC Clients. Data verified by 3rd party researcher at University of Mississippi.

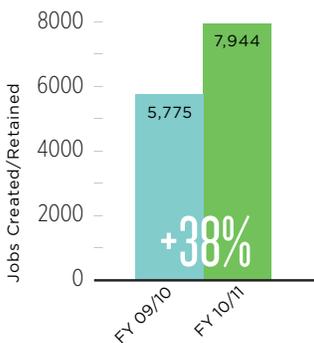
■ CALIFORNIA FISCAL YEAR 2009/2010 –  
NO STATE OF CALIFORNIA INVESTMENT IN THE CALIFORNIA SBDC

■ CALIFORNIA FISCAL YEAR 2010/2011 –  
STATE OF CALIFORNIA INVESTED \$6 MILLION IN THE CALIFORNIA SBDC

**CALIFORNIA ROI:**  
ALL INCREASES SHOW A DIRECT  
IMPACT OF STATE FUNDING.

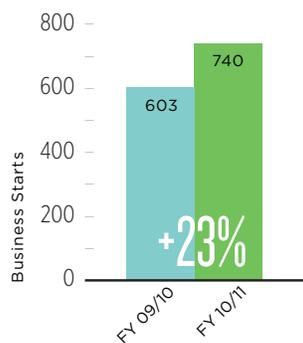
### JOBS CREATED/ RETAINED

1 JOB CREATED  
FOR EVERY  
\$755 INVESTED  
BY STATE OF  
CALIFORNIA



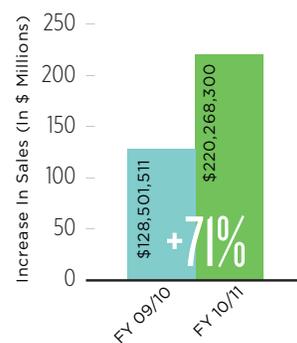
### NEW BUSINESS STARTS

1 NEW BUSINESS  
STARTED FOR EVERY  
\$8,108 INVESTED  
BY STATE OF  
CALIFORNIA



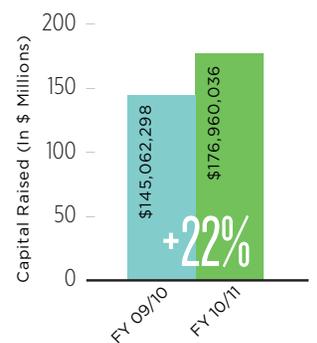
### INCREASE IN SALES (New Taxable Revenue)

\$37 IN NEW TAXABLE  
REVENUE FOR EACH  
\$1 INVESTED  
BY STATE OF  
CALIFORNIA



### CAPITAL RAISED (Debt And Equity)

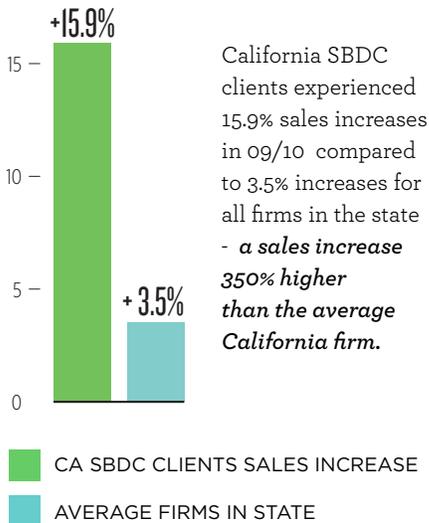
\$29 IN CAPITAL  
INFUSION FOR EACH  
\$1 INVESTED  
BY STATE OF  
CALIFORNIA



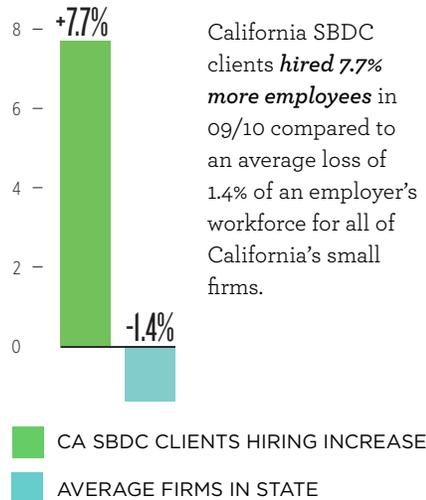
# COMPARATIVE RESULTS

## CA SBDC CLIENTS vs. AVERAGE FIRMS IN STATE

### 2009/2010 SALES INCREASES



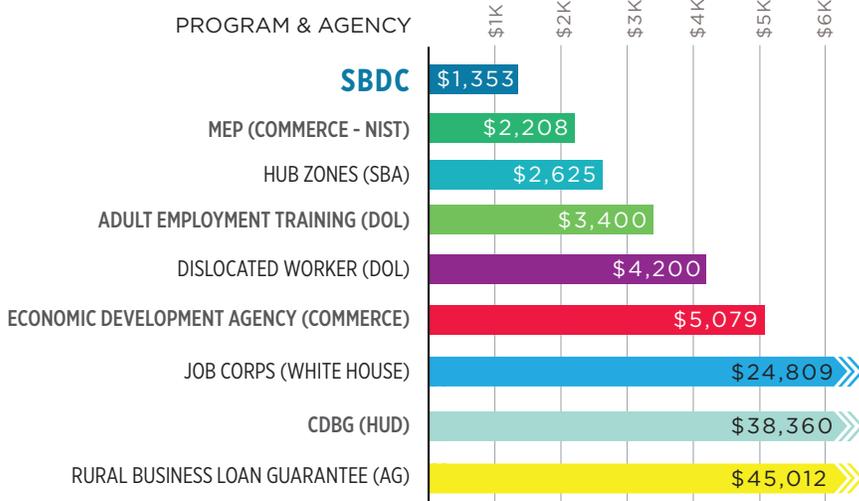
### 2009/2010 HIRING INCREASES



## COST per JOB

### COMPARISON OF FEDERAL PROGRAMS

Compiled by Association of Small Business Development Centers



## A NATIONAL ACCREDITED NETWORK

The California SBDC Network is part of a national accredited delivery system that assists more than 1.3 million business owners annually. The SBDC was established by the U.S. Small Business Administration (SBA) over 33 years ago and operates throughout the U.S. with more than 1,100 SBDC service centers - making this SBA's largest business service organization. With strong bipartisan support, the California SBDC Program is funded by the SBA and other federal, state and local partners as well as private entities such as corporations and chambers of commerce.

## ACCESS:

**ALL CALIFORNIA BUSINESSES ARE WITHIN AN HOUR'S DRIVE FOR SBDC SERVICES;** CALIFORNIA SBDC PROVIDES CONSULTING AND TRAINING IN OVER **150 COMMUNITIES** FOR STATEWIDE COVERAGE.

## LEVERAGE:

**WITH \$6 MILLION IN STATE FUNDS, THE CALIFORNIA SBDC PROVIDES ANOTHER \$18 MILLION IN LEVERAGE.** FOR EVERY DOLLAR THE STATE INVESTS IN THE PROGRAM IT LEVERAGES ANOTHER THREE DOLLARS IN CASH AND IN-KIND MATCHING FUNDS.

## INVEST:

**WITHOUT \$6 MILLION IN STATE MATCHING FUNDS, CALIFORNIA SBDC HAS HAD TO RETURN FUNDS TO THE FEDERAL SMALL BUSINESS ADMINISTRATION WHICH HAVE THEN BEEN DISTRIBUTED TO OTHER STATES.**

## SATISFIED CLIENTS:

In this tough economy, business owners, especially small businesses, find themselves struggling to make a profit. We know that the Alliance SBDC has helped make us a better, stronger business and we find our future brighter having them "at our side" and truly interested in the wellbeing of our company.

— **LES AND CHERI CASEY**  
OWNERS / MID VALLEY FOODS, INC.  
OAKDALE, CALIFORNIA

[Having an SBDC] Business Advisor is like having a board of directors looking out for our best interests.

— **SHANE PRUKOP**  
TRUPART MANUFACTURING  
VENTURA, CALIFORNIA

After failures with three banks over six months time, [the SBDC helped me secure] a loan over a few weeks and saved my business from being terminated before it even started. This exciting venture would never have occurred without the help and support of the SBDC.

— **PHIL WAGNER**  
SPARTA PERFORMANCE SCIENCE  
MENLO PARK, CALIFORNIA

## OUR PARTNERS:



## NORTHERN CALIFORNIA NETWORK

NORCALSBDC.ORG  
(707) 826-3919

Aptos - Central Coast SBDC  
(831) 479-6136

Eureka - North Coast SBDC  
(707) 445-9720

Fairfield - Solano SBDC  
(707) 864-3382

Fort Bragg - Mendocino SBDC  
(707) 964-7571

Napa - Napa Valley SBDC  
(707) 253-3210

Oakland - Alameda County SBDC  
(510) 208-0410

Pleasant Hill - Contra Costa SBDC  
(925) 602-6840

San Francisco - San Francisco SBDC  
(415) 841-4050

San Jose - Silicon Valley SBDC  
(408) 351-3600

Santa Rosa - Santa Rosa SBDC  
(707) 595-0060

## NORTHEASTERN CALIFORNIA NETWORK

NECSBDC.ORG  
(530) 898-5443

Chico - SBDC at Butte College  
(530) 895-9017

Redding - SBDC at Shasta College  
(530) 242-7630

Sacramento - SBDC at Greater Sacramento  
(916) 563-3210

Stockton - SBDC at San Joaquin Delta College  
(209) 954-5089

Yuba City - SBDC at Yuba Community College District  
(530) 822-0140

## UC MERCED NETWORK

SBDC.UCMERCED.EDU  
(559) 241-7406

Bakersfield - CSU Bakersfield SBDC  
(661) 861-7951

Fresno - CVBI SBDC Fresno/Madera  
(559) 292-9033

Modesto/Merced - The Alliance SBDC  
(209) 567-4910

Gonzalez - CSU Monterey Bay SBDC  
(831) 675-7232

San Luis Obispo - Cal Poly SBDC for Innovation  
(805) 756-5171

Visalia - CVBI SBDC Tulare/Kings  
(559) 625-3051

## ORANGE COUNTY/INLAND EMPIRE NETWORK

LEADSBD.ORG  
(657) 278-2719

Riverside - Inland Empire SBDC  
(951) 781-2345

Santa Ana - Orange County SBDC  
(714) 564-5200

Riverside - TriTech SBDC  
(951) 571-6480

Palm Springs - Coachella Valley SBDC  
(760) 340-1575

Aliso Viejo - LaunchPad SBDC  
(949) 330-6565

## LOS ANGELES NETWORK

SMALLBIZLA.ORG  
(562) 938-5020

Los Angeles - SBDC at Pacific Coast Regional  
(213) 674-2696

Santa Clarita - SBDC at College of the Canyons  
(661) 362-5900

Santa Monica - SBDC at Santa Monica College  
(310) 434-3566

Hawthorne - SBDC at El Camino College  
(310) 973-3177

Camarillo - SBDC at EDC-Ventura County  
(805) 384-1800

Long Beach - SBDC at Long Beach City College  
(562) 938-5100

- NORTHERN CA NETWORK
- NORTHEASTERN CA NETWORK
- UC MERCED NETWORK
- ORANGE COUNTY/INLAND EMPIRE NETWORK
- LOS ANGELES NETWORK
- SAN DIEGO AND IMPERIAL NETWORK

▲ MICHELE GAULT, DIRECTOR OF OUTREACH AND PARTNERSHIPS, CALIFORNIA SBDC  
MGAULT@CALIFORNIASBDC.ORG  
(916) 319-9947

- LEAD CENTERS
- ★ SERVICE CENTERS
- OUTREACH LOCATIONS



Long Beach - SBDC International Trade Center  
(562) 938-5018

Los Angeles - Specialty Technology Center at CSULA  
(323) 343-5604

## SAN DIEGO AND IMPERIAL NETWORK

GROWMYBIZ.ORG  
(619) 482-6391

San Diego - San Diego SBDC  
(619) 482-6391

Oceanside - SBDC North San Diego County  
(760) 795-8740

El Centro - Imperial Valley SBDC  
(760) 312-9800