# NEWS RELEASE

metrochamber
SACRAMENTO METROPOLITAN
CHAMBER OF COMMERCE

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### Sacramento Metro Chamber Awarded Contract to Manage
### Regional Small Business Development Center
*Capital Region SBDC to open its doors to assist small business in eight northern California counties*

SACRAMENTO – The Sacramento Metro Chamber, in partnership with the Sacramento State College of Business Administration, was awarded a contract today from the U.S. Small Business Administration to manage the Small Business Development Center for eight northern California counties (Sacramento, Yolo, Yuba, Sutter, Lake, Colusa and the 916 portions of Placer and El Dorado).

The newly formed "Capital Region SBDC," is a region-wide platform enabling strategic partners within the entire county service area – chambers of commerce, cities, counties and other partners, to advance the core objectives of the SBDC – deep counseling appointments, business loans and business start-ups.

"Small business is the driver of the Capital Region's economy.  To expand our economy, we must connect business owners with the capital they need to grow their own operations," James Beckwith, president and CEO Five Star Bank and Metro Chamber Board of Directors chair said.  "The Capital Region SBDC, managed by the Metro Chamber in partnership with Sacramento State and our regional partners, is the perfect platform to connect business owners and lenders of all types."

According to Northeastern California SBDC client surveys, positive impacts created through SBDC services in 2013 included:  more than $9.2 million in acquired loans and equity capital, $16.8 million in sales increases as well as the launch of 79 new businesses.  Northeastern California SBDC Regional Director, Dan Ripke, said that in searching for the right host for the SBDC serving the Greater Sacramento, the Lead Center needed a well-established nonprofit with a similar mission and local match funding in order to draw down federal funding to provide services to the community. They also hoped to find a strong team to support the growing small business sector.

"We are counting this search for a new host a success on all counts and we are excited at the prospect of having a chamber in our SBDC mix," Ripke said.  "We have long been interested in diversifying the types of places Northern California entrepreneurs can access our services and we're confident that the Metro Chamber team will add significant value to our network."

Over two dozen cities, counties, chambers of commerce and partner organizations signed on to support the Metro Chamber's proposal including all six members of Congress who represent the region.

"The SBDC system is a proven mechanism for the federal government to partner with local interests to serve and grow small businesses – the lifeblood of local communities in Northern California and across the nation.  I look forward to working with the Metro Chamber and the Capital Region SBDC to ensure all communities throughout the eight county service area have the resources they need to succeed," Congressman John Garamendi (D-Fairfield, CA) said.

Yuba-Sutter Chamber of Commerce President and CEO Rikki Schaeffer added, "Our community depends on the SBDC as a primary resource to serve and grow small businesses here in Yuba and Sutter counties.  We

appreciate the Metro Chamber's commitment to ensure the Capital Region SBDC serves local communities through the existing partnerships we have successfully established."

Sacramento State College of Business Administration (CBA) will serve as a principal partner with the Metro Chamber to host the Capital Region SBDC. As the original manager of the SBDC decades ago, they have served tens of thousands of business clients in the Sacramento region during the intervening years.

"The Center for Small Business at Sacramento State College of Business Administration is proud to be a partner with the Metro Chamber in the Capital Region SBDC and the Sacramento Business Review Economic Forecast," Sanjay Varshney, professor, Sacramento State University, College of Business Administration said. "Our faculty has real world experience, our students are among the best in the Western US and our research capabilities are unsurpassed. Working with the chamber, we will leverage all of these assets to help grow small businesses throughout the Capital Region."

The Metro Chamber has a strong track record of success in serving local communities throughout the greater Sacramento region, advancing a common set of region-wide objectives and delivering solutions to local community priorities. The Capital Region SBDC will further Metro Chamber's dedication to fostering the success of small businesses throughout the region.

"The Metro Chamber is privileged for the opportunity to revive the SBDC in our region, Roger Niello, president and CEO of the Metro Chamber said. "Given the Metro Chamber's regional reach and our success in building region-wide platforms to advance local objectives, we are in a perfect position to establish a truly regional strategy to promote SBDC activities and services throughout the entire service area. We look forward to serving our more than 60 partners who have already signed on to be part of the Capital Region SBDC."



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