

Helping Small Business DO BIG BUSINESS

The Northern California Small Business Development Center (SBDC) Network is a partnership between the U.S. Small Business Administration, Humboldt State University, and state and local partners.

SBDCs have a tremendous impact on the economies of the communities they serve according to an independent study by Dr. James Chrisman of the University of Mississippi in 2010. SBDC clients created **14.8 times the new jobs** of average businesses (+13.4% compared to -1.4% for businesses in general), and **have far more successful sales growth** (13% compared to 3.5 % for businesses in general). Nationwide, SBDC clients generated **\$3.15 in state and federal tax revenue for every \$1 spent on the SBDC program**.

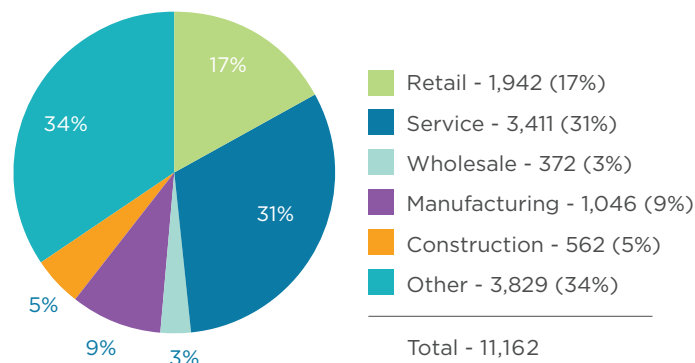


SBDC PERFORMANCE RESULTS (2009-2011)

ECONOMIC SUCCESS INDICATORS

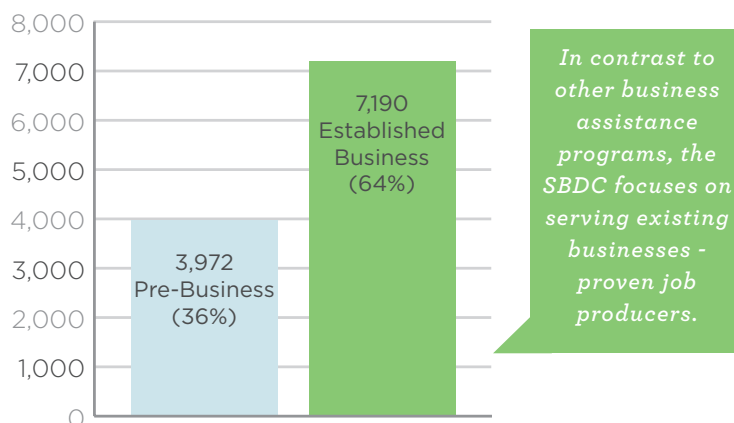
Increase in Sales	\$170,244,938
Jobs Created	4,070
Jobs Retained	3,757
Equity Financing Obtained	\$91,495,586
Loans Obtained	\$55,102,045

BUSINESS SECTORS SERVED



Specialty programs offered within our region target local industry sectors: wineries, restaurants, technology, and agriculture, etc.

CLIENT BY STAGE OF BUSINESS



CLIENT SERVICE STATISTICS

Small Business Clients Advised	11,162
Professional Advising Hours Delivered	85,301
Training Workshops Presented	3,154
Training Workshops Attendees	43,703
Female-Owned Businesses Assisted	4,775 (43%)
Veteran-Owned Businesses Assisted	480 (4%)
Minority-Owned Businesses Assisted	3,635 (33%)
Disabled Person Owned Businesses	1,252 (11%)