



CALIFORNIA
SBDC

Small Business
Development Centers

California SBDC: 2011 Projections with \$6 million California Funding

	2009 total results	2010 total results	2011 total results (WITHOUT ANY	2011 total results (WITH \$6 million in state funding)	\$6 million "buys" the state of CA (incremental)
FUNDING					
Federal Allocation to California	\$ 11,538,864	\$ 12,054,670	\$ 12,054,670	\$ 12,054,670	
State of California Funding	\$ 3,145,153	\$ 1,440,960	\$ -	\$ 6,027,335	\$ 6,027,335
<i>Jepordized Federal Funds due to Lack of State Match</i>	\$ 2,624,279	\$ 4,586,375	\$ 6,027,335	\$ -	
1-time funding secured by 6 regions from grants and corporate sponsors	\$ 1,474,279	\$ 2,000,000	\$ 2,000,000	\$ 2,000,000	
<i>Federal Funds not matched</i>	\$ 1,150,000	\$ 2,586,375	\$ 4,027,335	\$ -	
Total Cash Funding	\$ 15,008,296	\$ 12,909,255	\$ 10,027,335	\$ 20,082,005	
ECONOMIC IMPACT					
New Businesses Created	1,224	1,053	818	1,638	820
Jobs Created	3,187	2,741	2,129	4,264	2,135
Jobs Retained	2,398	2,063	1,602	3,209	1,607
Change in Sales (new taxable revenues)	\$ 118,077,256	\$ 101,563,123	\$ 78,889,716	157,994,488	79,104,773
Total Loans, Number of Loans	508	437	339	680	340
Total Loans, Dollar Amount	\$ 66,087,452	56844546	\$ 44,154,314	88,428,995	44,274,681
Equity Capital, Number of Investments	878	755	587	1,175	588
Equity Capital, Dollar Amount	\$ 59,028,179	50772574	\$ 39,437,877	78,983,263	39,545,386
Total Capital Infusion (Loans + Capital)	\$ 125,115,631	107617119	\$ 83,592,191	167,412,258	83,820,067
CLIENT SERVICE LEVELS					
Total Clients Counseled	17,481	15036	11679	23,391	11,711
Training Attendees	40,279	34646	26911	53,896	26,985
Total Businesses Assisted	57,760	49682	38591	77,286	38,696
Total Training/Workshop Sessions	3,903	3357	2608	5,222	2,615

WITH A \$6 MILLION INVESTMENT IN THE CA SBDC... THE STATE GETS AN ADDITIONAL \$14 MILLION IN LEVERAGE

(1) COST TO THE STATE TO CREATE/RETAIN 1 JOB:	\$	806.54	
(2) COST TO THE STATE TO CREATE 1 NEW BUSINESS:	\$	3,680.17	
(3) EVERY \$1.00 in STATE FUNDING + LEVERAGE GENERATES	\$	26.21	in NEW TAXABLE REVENUE
(4) EVERY \$1.00 in STATE FUNDING + LEVERAGE GENERATES	\$	27.78	in NEW CAPITAL INFUSION (Loans & Equity Capital)