



VIRGINIA SMALL BUSINESS DEVELOPMENT CENTERS (SBDC) NETWORK



at the SCHOOL OF PUBLIC POLICY





The Virginia SBDC Network is
a partnership between
U.S. Small Business Administration
George Mason University
and
premier institutions throughout
Virginia

The SBDC is . . .

a **statewide infrastructure**
that can and should be the resource to
deploy job creation initiatives

a network with 29 offices
serving every
jurisdiction in Virginia

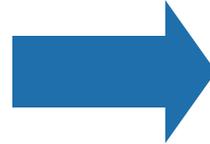
an **economic development program**
that assists firms in **job creation,**
job retention, access to capital, marketing,
start-up, **expansion and survival**

feet-on-the-street providing direct,
individual, ongoing
assistance
to small businesses



SBDC SERVICES AND RESULTS

- One-on-one confidential business counseling
- Small group training seminars
- Conferences, workshops, seminar series
- Resource referral to local, state, federal and private sources



JOBS

REVENUES

CAPITAL INVESTMENT

NEW BUSINESS STARTS

2003 – 2009

ACTIVITIES AND IMPACTS

Clients Counseled	26,412
Training Events	4,674
Event Attendees	65,546
Jobs Created*	12,261
Jobs Retained*	15,485
Capital Investment*	\$ 628 million
Sales Increase*	\$ 518 million

Taxes generated**

State	\$ 20,581,924
Federal	\$ 20,217,281

** Data from annual client surveys*

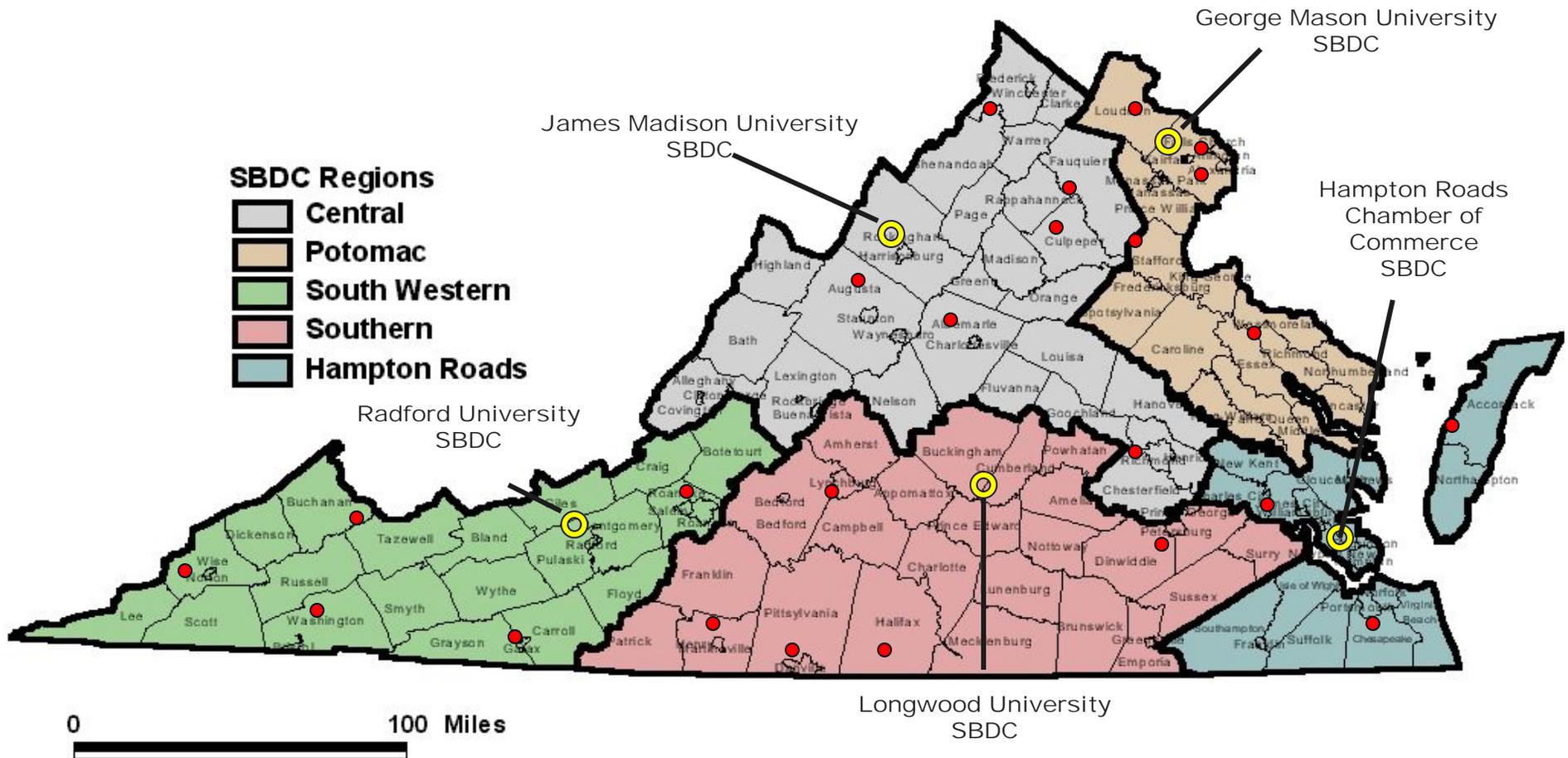
*** Data from national impact study*



COMMITMENT TO QUALITY

- SBDC counselors are experienced professionals
- Certified Business Analyst credential
- National accreditation by SBA and Association of SBDCs

STATEWIDE INFRASTRUCTURE





SBDC LOCATIONS

LEAD CENTER - GEORGE MASON UNIVERSITY

UNIVERSITIES

James Madison University
Longwood University
Radford University
University of Mary Washington

COMMUNITY COLLEGES

Blue Ridge Community College
Lord Fairfax Community College
Mountain Empire Community College
Southwest Virginia Community College
Thomas Nelson Community College
Virginia Highlands Community College

CHAMBERS OF COMMERCE

Greater Richmond Chamber of Commerce
Hampton Roads Chamber of Commerce
Roanoke Regional Chamber of Commerce

ECONOMIC DEVELOPMENT ORGANIZATIONS

Alexandria Economic Development Partnership
Blue Ridge Economic Development Partnership
Business Development Centre
Loudoun SBDC, Inc.
Thomas Jefferson Partnership for Economic
Development



SPECIALIZED PROGRAMS

- Virginia Department of Transportation
- Veterans Assistance
- Small Town and Merchant Program

- *Strategies for an Economic Downturn*
- Entrepreneur Express

- In development
 - Growth Firms
 - International Trade Assistance

SBDCs CONTRIBUTE TO VIRGINIA'S ECONOMY

- **VIRGINIA SBDC CLIENTS' SALES GROW FASTER THAN VIRGINIA BUSINESSES IN GENERAL**
Small businesses that received in-depth* SBDC assistance experienced sales growth of 3.2% in 2008 – compared to -0.2% for Virginia businesses in general.
- **VIRGINIA SBDC CLIENTS CREATE JOBS**
Small businesses that received in-depth SBDC assistance in 2008 created jobs while the average Virginia business lost jobs. Job growth for SBDC clients was 10.4% compared to -1.4% for Virginia businesses in general.
- **VIRGINIA SBDCs GENERATE MORE REVENUE THAN THEY COST**
SBDC in-depth clients generate \$3.66 in new tax revenues for every \$1 spent on the SBDC program.

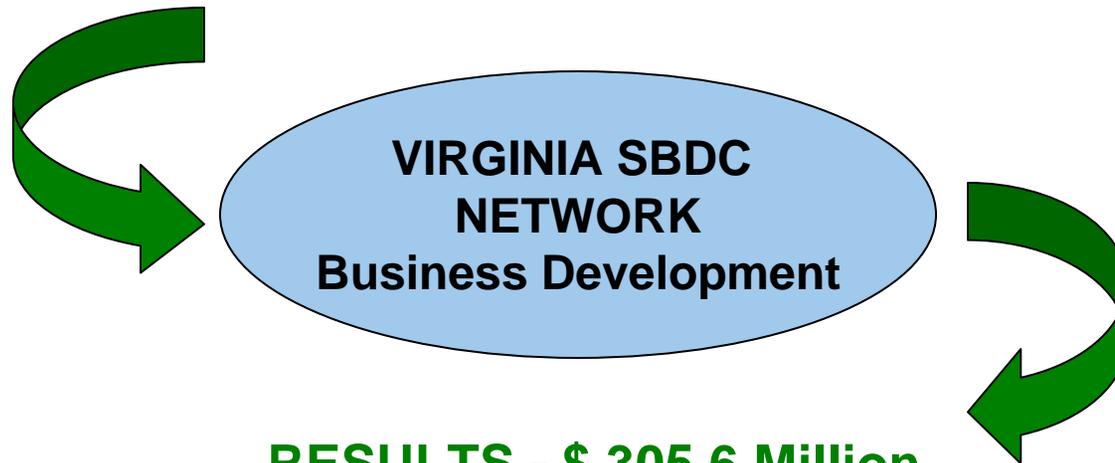
** In-depth assistance is 5 hours or more of counseling in the calendar year*

2007-2009 ROI

TOTAL INVESTMENT - \$14 Million

Federal - \$6.5 Million

Local - \$7.5 Million



RESULTS - \$ 305.6 Million

Jobs – 6,551

Increase in Sales - \$ 122.4 Million

Investments - \$173.5 Million

State Tax Revenues - \$ 9.7 Million



FUTURE STATE INVESTMENT

- Assist firms to create and retain jobs
- Help firms to increase sales
- Deploy Virginia's small business initiatives

- Expand SBDC staffing across Virginia
- Matching funds for expected federal opportunities

- Promote SBDC programs and services



U.S. Small Business Administration



Mason Enterprise Center

at the SCHOOL OF PUBLIC POLICY

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