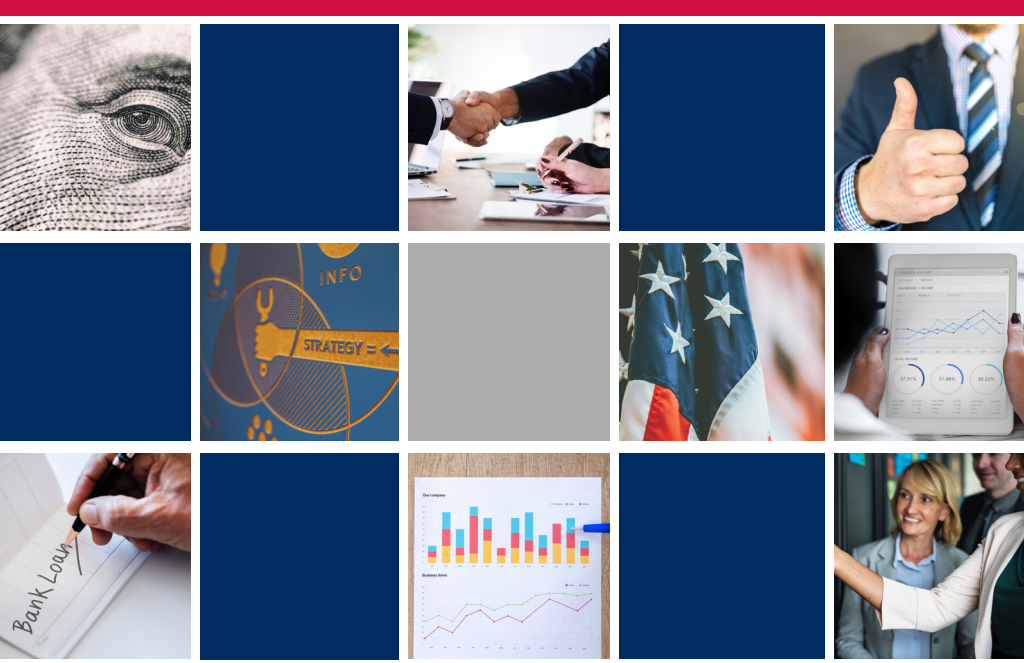


Return on Investment

Statistical Summary and Economic Analysis

October 1, 2017 - September 30, 2018



The New York Small Business Development Center is a geographically dispersed integrated network of higher education-based service centers charged with assisting entrepreneurs, small businesses, and industry through counseling, training, and research.

Since its founding in 1984, the SBDC has worked with more than 400,200 clients, helped them acquire and invest nearly \$6.4 billion in private and public funding in their businesses, and helped create and save more than 199,000 jobs in New York State.



CLIENT PROJECT - FUNDING/INVESTMENT BY SECTOR

July 1, 1984 - September 30, 2018

NOTE:

Funding/investment relates to direct investment in small businesses assisted by the SBDC. Individual client survey responses attribute reported impact statistics to SBDC assistance.

▶ **PRIVATE FUNDING BY MAJOR SOURCES**

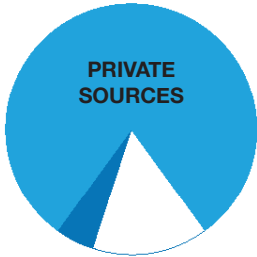
Commercial Banking	\$	1,964,102,049
Equity	\$	1,800,872,726
Private Investor	\$	588,084,408
Venture Capital	\$	221,604,900
Other	\$	110,595,080
Total for Private Sources	\$	4,685,259,163

▶ **STATE FUNDING BY MAJOR SOURCES**

Industrial Development Agency	\$	93,576,507
Local Development Corporation	\$	106,351,737
State Government Contracts	\$	15,147,961
Other	\$	59,700,500
Total for State Sources	\$	274,776,705

▶ **FEDERAL FUNDING BY MAJOR SOURCES**

Small Business Administration 504 Loans	\$	121,624,520
Small Business Administration Guarantee Loans	\$	497,921,535
Small Business Administration Direct Loans	\$	83,692,730
Federal Government Contracts	\$	102,375,890
Other	\$	125,649,654
Total for Federal Sources	\$	931,264,329



▶ **DISASTER FUNDING**

All Sources	\$	9,133,423
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▶ **OTHER FUNDING SOURCES**

Other	\$	388,913,667
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▶ **GRAND TOTAL**

\$	6,289,347,287
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NEW YORK STATE TAX IMPACT

October 1, 2017 - September 30, 2018

► SUMMARY OF REPORTED ACTIVITY (ONE YEAR):

New Clients Counseled		9,323
Counseling Hours		90,015
Client Investments	\$	241,775,513
Total Jobs Created and Saved		4,506

► SUMMARY OF IMPACT DERIVED (ONE YEAR):

Prorated Income from Jobs Created and Saved	\$	274,190,100
State Income Tax Receipts	\$	13,806,384
Sales Tax Receipts	\$	17,616,658
State Taxes: Direct	\$	31,423,042
Multiplier Effect		1.78

► STATE TAX IMPACT TOTAL \$ 55,933,015

FEDERAL TAX IMPACT

October 1, 2017 - September 30, 2018

► SUMMARY OF REPORTED ACTIVITY (ONE YEAR):

New Clients Counseled		9,323
Counseling Hours		90,015
Client Investments	\$	241,775,513
Total Jobs Created and Saved		4,506

► SUMMARY OF IMPACT DERIVED (ONE YEAR):

Prorated Income from Jobs Created and Saved	\$	274,190,100
Federal Income Tax Receipts	\$	37,219,560
Federal Sales Tax Receipts	\$	4,404,164
Federal Taxes: Direct	\$	41,623,724
Multiplier Effect		1.78

► FEDERAL TAX IMPACT TOTAL \$ 74,090,229

NOTES:

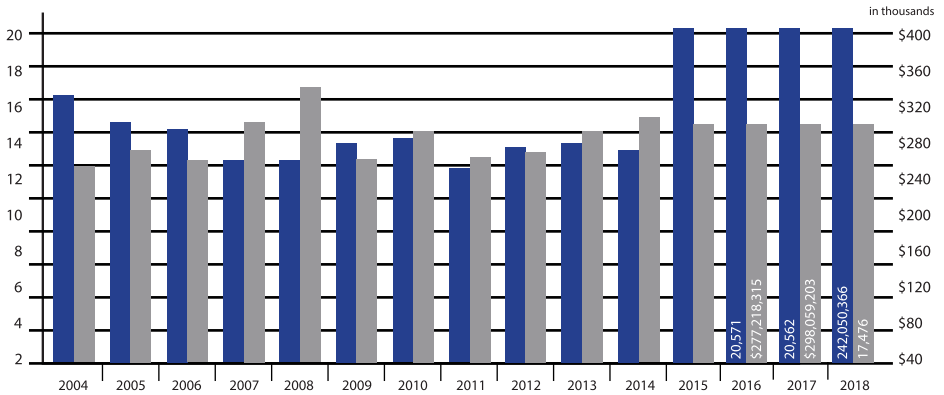
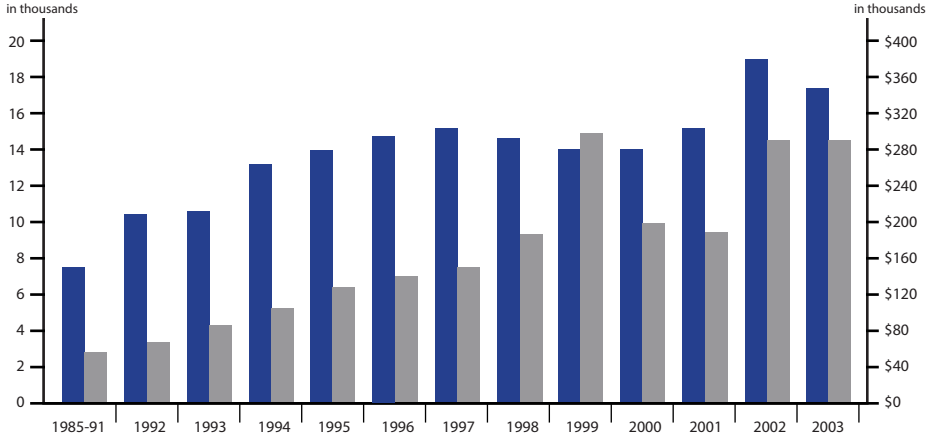
- 1) Based upon a median household income of \$60,850 (2015)
- 2) State income tax on median household income (\$3,064 x 4,506 jobs saved or created)
- 3) Federal income tax on median household income (\$8,260 x 4506 jobs saved or created)
- 4) State sales tax applied to net disposable income for consumer purchases (\$48,870 x .08 x 4,506 jobs saved or created)
- 5) Federal excise tax applied to net disposable income (\$48,870 x .02 x 4,506 jobs saved or created)
- 6) The multiplier denotes the effect income has on various elements of the economy. The statewide average is estimated to range between 1.60 and 1.96.

** All income and tax data provided by the U.S. Census Bureau and NYS Empire State Development.*

NY SBDC HISTORICAL STATISTICS

July 1, 1985 - September 30, 2018

► COUNSELING AND ECONOMIC IMPACT



■ **Clients Counseled (Total Clients Counseled - 400,201)**
■ **Client Investments (Total Client Investments - \$6,409,763,528)**

▶ **TRAINING**

July 1, 1985 - September 30, 2018

Number of Events:	18,858
Number of Attendees:	479,709
Attendee Training Hours:	1,865,932
Minority Attendees:	102,230
Women Attendees:	196,670

▶ **DISASTER FUNDING BY MAJOR SOURCES**

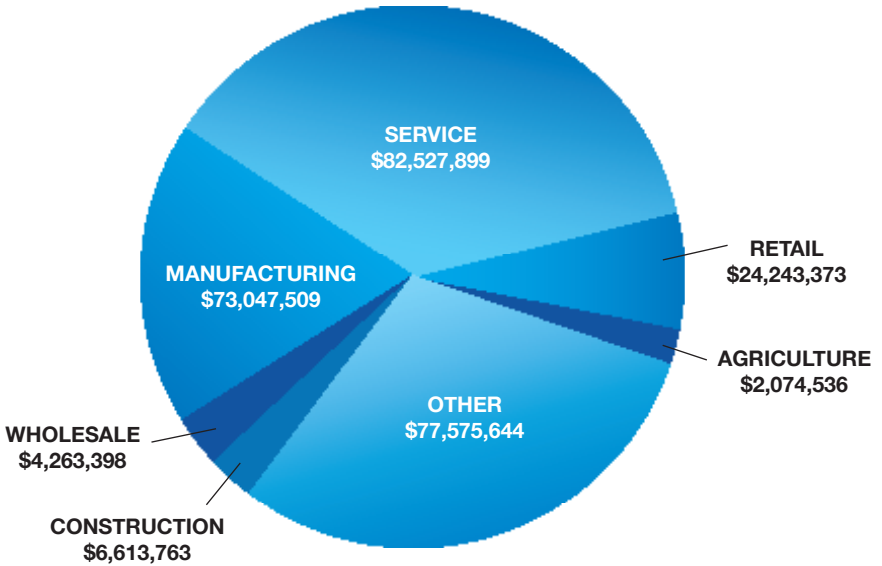
October 1, 2017 - September 30, 2018

DEC/NOAA Fisheries Grant	\$35,000
National Grid Grants, Sandy	\$5,000
NY Rising Grants	\$1,435,423
NYC-NYBDC Disaster Grants	\$105,000
NYS-NYBDC Disaster Loans	\$73,000
Restore NY Grants	\$1,700,000
Small Business Administration Disaster Loans	\$140,700
World Trade Center Revolving Loan Fund	\$5,637,300

NY SBDC ECONOMIC IMPACT STATISTICS

October 1, 2017 - September 30, 2018

▶ ANNUAL INVESTMENT BY SECTOR



VETERAN IMPACT

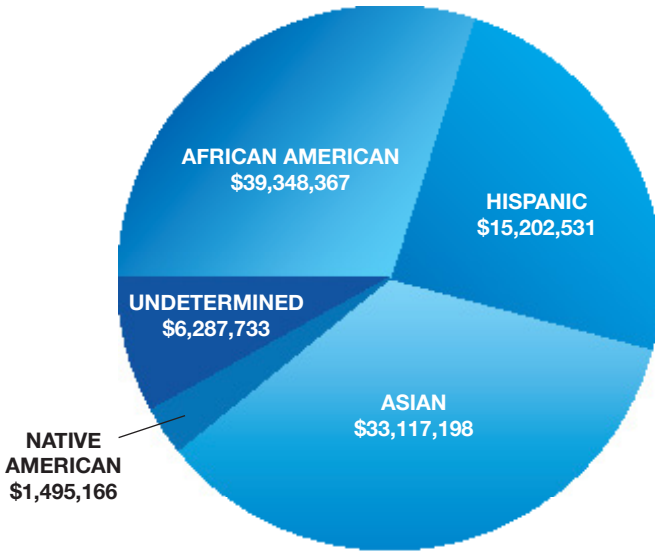
July 1, 1985 - September 30, 2018

MILITARY STATUS	INVESTMENT AMOUNT	PERCENT	JOB IMPACT	PERCENT
Vietnam Veteran	\$112,817,637	34%	4,301	27%
Non-Vietnam Veteran	\$342,889,103	66%	11,468	73%
Gulf War Veteran	\$11,846,756	3%	890	5%

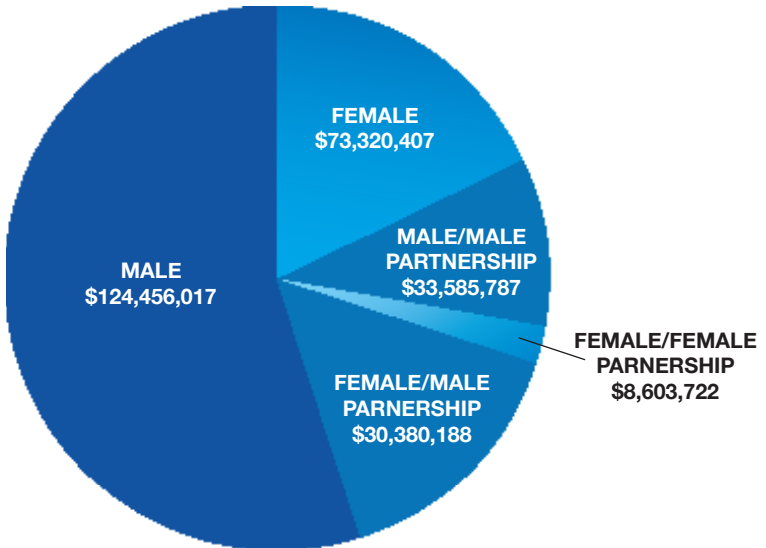
NY SBDC ECONOMIC IMPACT STATISTICS

October 1, 2017 - September 30, 2018

▶ ANNUAL INVESTMENT BY MINORITY



▶ INVESTMENT AMOUNT BY GENDER



NEW YORK SMALL BUSINESS DEVELOPMENT CENTER

Below is a list of the 22 NY SBDC Regional Centers and the date of their establishment



7.1.84	Albany		
7.1.84	Binghamton		
7.1.84	Buffalo		
7.1.84	Niagara		
10.1.85	Farmingdale		
10.1.85	Mid-Hudson (Ulster County Community College)		
4.1.86	Watertown	9.1.93	College of Staten Island (CUNY) / Staten Island
7.1.86	Jamestown	9.1.94	Baruch College (CUNY) / Manhattan
7.1.86	Mohawk Valley (SUNY Polytechnic Institute)	10.1.98	SUNY Canton
9.20.86	Syracuse	11.1.00	Lehman College (CUNY) / Bronx
10.1.86	Pace University / Manhattan	10.1.01	LaGuardia Community College / Queens
4.1.87	Brockport / Rochester	1.1.08	Rockland Community College
8.15.88	York College (CUNY) / Queens	4.1.08	New York City College of Technology/Brooklyn
8.15.88	Stony Brook	1.15.09	Columbia University



Funded in part through a Cooperative Agreement with the U.S. Small Business Administration.

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