



Return on Investment

Statistical Summary and Economic Analysis

October 1, 2020 - September 30, 2021

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

Since its founding in 1984, the New York SBDC has worked with more than 527,245 clients, helped them acquire and invest nearly \$7.6 billion in private and public funding in their businesses, and helped create and save more than 246,345 jobs in New York State.

Our Mission

To provide customized solutions through advisement, education, research, and advocacy for entrepreneurs, innovators, and the small and medium enterprise community across New York State.



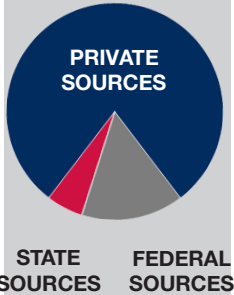
Learn more at www.nysbdc.org

CLIENT PROJECT - FUNDING/INVESTMENT BY SECTOR

July 1, 1984 - September 30, 2021

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	\$	2,163,780,090
Equity	\$	1,980,126,941
Private Investor	\$	628,036,600
Venture Capital	\$	237,953,228
Other	\$	672,064,671
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Total for Private Sources	\$	5,581,961,530

▶ **STATE & LOCAL FUNDING BY MAJOR SOURCES**

ACCES-VR	\$	9,241,576
Industrial Development Agency	\$	97,233,491
Local Development Corporation	\$	118,176,532
NYSERDA	\$	8,727,796
Restore NY Grant Program	\$	4,570,510
State Government Contracts	\$	76,111,861
Other	\$	72,429,473
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Total for State & Local Sources	\$	386,491,243

▶ **FEDERAL FUNDING BY MAJOR SOURCES**

Small Business Administration 504 Loans	\$	134,158,130
Small Business Administration Guarantee Loans	\$	535,623,970
Small Business Administration Direct Loans	\$	86,299,730
Federal Government Contracts	\$	105,399,390
Other	\$	215,613,338
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Total for Federal Sources	\$	1,077,094,558

▶ **DISASTER FUNDING**

All Sources	\$	620,812,586
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▶ **GRAND TOTAL**

\$ 7,666,359,917

NEW YORK STATE TAX IMPACT

October 1, 2020 - September 30, 2021

► SUMMARY OF REPORTED ACTIVITY (ONE YEAR):

New Clients Counseled		12,010
Counseling Hours		70,793
Client Investments	\$	519,440,812
Total Jobs Created and Saved		15,825

► SUMMARY OF IMPACT DERIVED (ONE YEAR):

Prorated Income from Jobs Created and Saved	\$	1,083,790,950
State Income Tax Receipts	\$	54,153,150
Sales Tax Receipts	\$	86,703,276
State Taxes: Direct	\$	140,856,426
Multiplier Effect		1.78

► **STATE TAX IMPACT TOTAL** **\$ 250,724,438**

FEDERAL TAX IMPACT

October 1, 2020 - September 30, 2021

► SUMMARY OF REPORTED ACTIVITY (ONE YEAR):

New Clients Counseled		12,010
Counseling Hours		70,793
Client Investments	\$	519,440,812
Total Jobs Created and Saved		15,825

► SUMMARY OF IMPACT DERIVED (ONE YEAR):

Prorated Income from Jobs Created and Saved	\$	1,083,790,950
Federal Income Tax Receipts	\$	209,839,500
Federal Sales Tax Receipts	\$	16,464,647
Federal Taxes: Direct	\$	226,304,147
Multiplier Effect		1.78

► **FEDERAL TAX IMPACT TOTAL** **\$ 402,821,382**

NOTES:

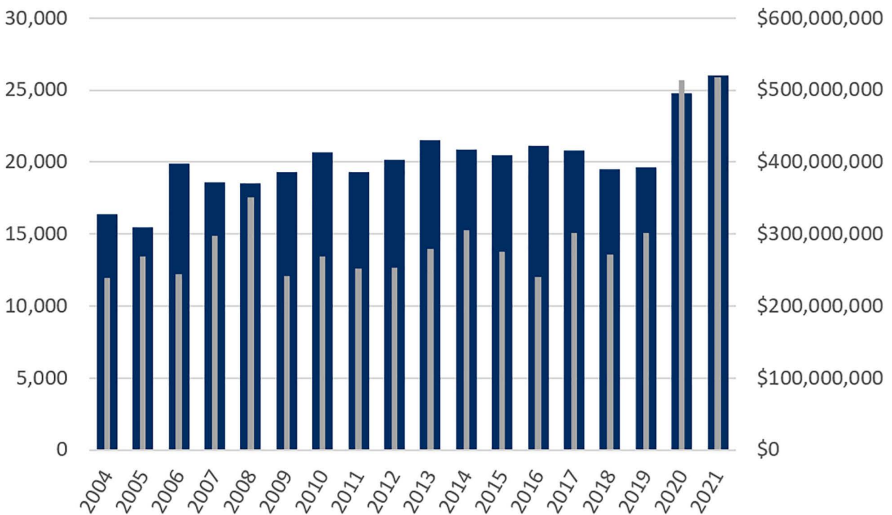
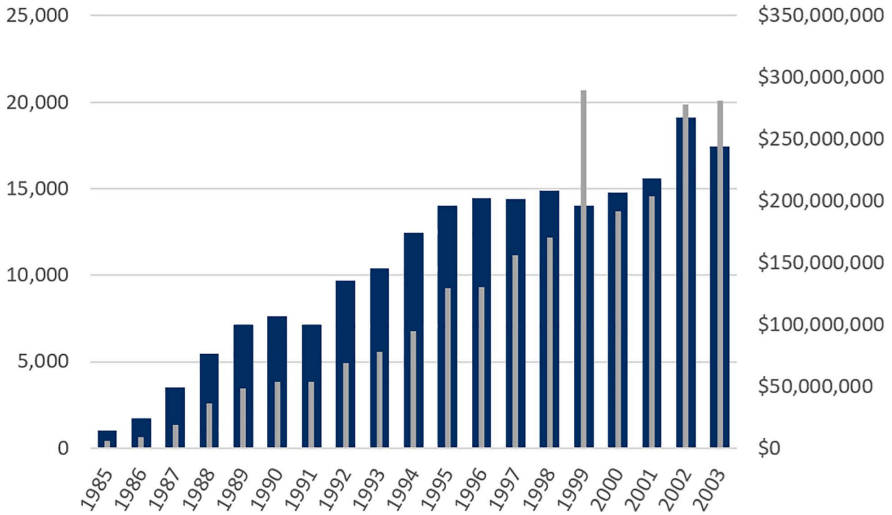
- 1) Based upon a median household income of \$68,486 (2019)
- 2) State income tax on median household income (\$3,422 x 15,825 jobs saved or created)
- 3) Federal income tax on median household income (\$13,260 x 15,825 jobs saved or created)
- 4) State sales tax applied to net disposable income for consumer purchases (\$68,426 x .08 x 15,825 jobs saved or created)
- 5) Federal excise tax applied to net disposable income (\$52,021 x .02 x 15,825 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, 2021

► COUNSELING AND ECONOMIC IMPACT



■ **Clients Counseled (Total Clients Counseled - 567,928)**
■ **Client Investments (Total Client Investments - \$7,723,153,133)**

► **TRAINING**

July 1, 1985 - September 30, 2021

Number of Events:	20,906
Number of Attendees:	563,888
Attendee Training Hours:	91,039
Minority Attendees:	55,367
Women Attendees:	215,593
Veteran Attendees:	28,173

► **DISASTER FUNDING BY MAJOR SOURCES**

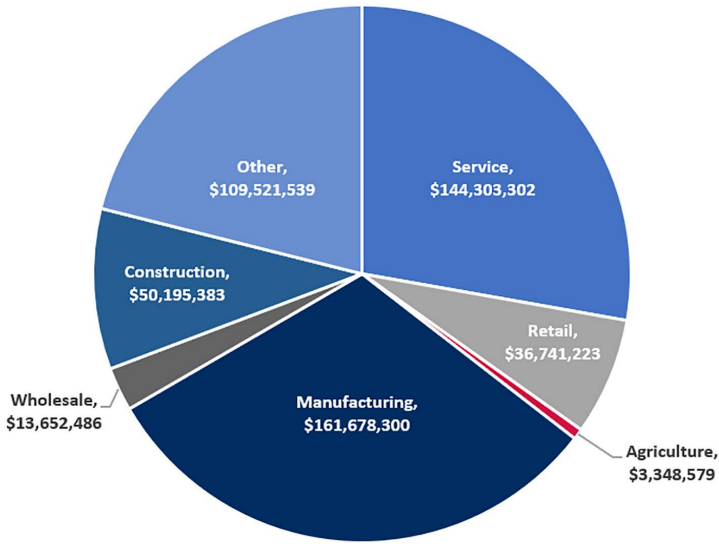
October 1, 2019 - September 30, 2021

COVID-19 – Erie County Grant	\$435,000
COVID-19 LDC	\$1,752,528
NYC Employee Retention Grant	\$123,131
NYC Raising the Bar Grant	\$4,413
NYS Forward Loan	\$548,996
NYS Pandemic Recovery Grant	\$308,729
PPP First Draw Forgiveness	\$775,522
PPP Second Draw Forgiveness	\$1,062,055
Restaurant Revitalization Fund	\$26,519,887
SBA Disaster Loan	\$2,032,710
SBA Disaster Loan - COVID-19 EIDL	\$151,951,003
SBA Disaster Loan - COVID-19 PPP	\$275,391,736
SBA Disaster Loan - COVID-19 PPP 2nd Draw	\$21,303,548
Shuttered Venue Operators	\$16,139,312

NY SBDC ECONOMIC IMPACT STATISTICS

October 1, 2020 - September 30, 2021

▶ ANNUAL INVESTMENT BY SECTOR



VETERAN IMPACT

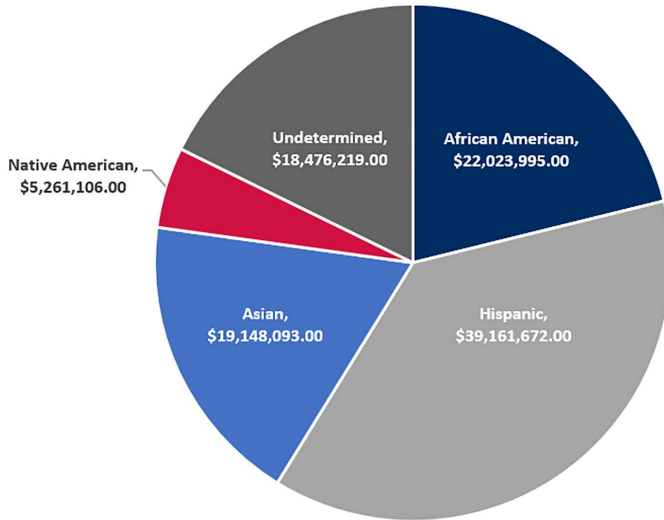
July 1, 1985 - September 30, 2021

MILITARY STATUS	NUMBER OF CLIENTS	INVESTMENT AMOUNT	JOB IMPACT
All Veteran	17,456	\$318,824,442	8,074
Vietnam Veteran	7,733	\$115,688,943	4,368
Gulf War Veteran	1,694	\$20,912,956	1,173
Minority Veteran	5,654	\$38,938,275	1,351
Woman Veteran	2,305	\$20,065,585	843

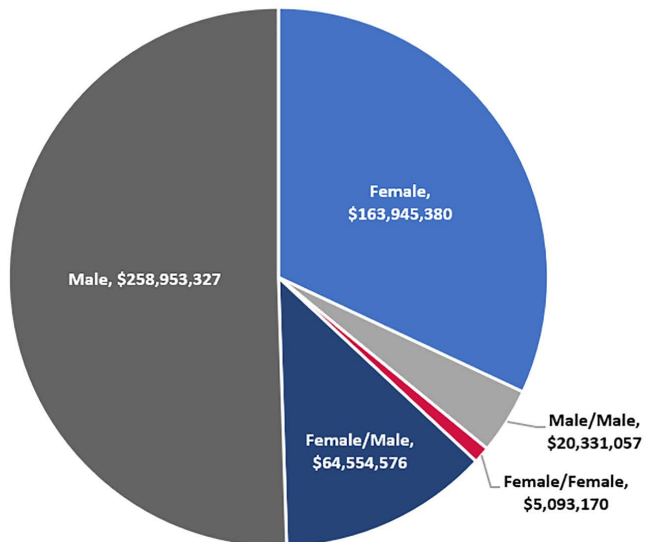
NY SBDC ECONOMIC IMPACT STATISTICS

October 1, 2020 - September 30, 2021

▶ 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 | Staten Island (CUNY) |
| 7.1.86 | Jamestown | 9.1.94 | Midtown Manhattan (Baruch CUNY) |
| 7.1.86 | Mohawk Valley | 10.1.98 | Canton |
| 9.20.86 | Onondaga | 11.1.00 | Bronx (Lehman College CUNY) |
| 10.1.86 | Manhattan (Pace University) | 10.1.01 | Queens LaGuardia |
| 4.1.87 | Brockport | 1.1.08 | Rockland |
| 8.15.88 | Queens York (CUNY) | 4.1.08 | Brooklyn (NYC College of Technology CUNY) |
| 8.15.88 | Stony Brook | 1.15.09 | Columbia |



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

www.nysbdc.org • 1.800.732.SBDC

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