

# Return on Investment

Statistical Summary  
and Economic Analysis

October 1, 2008-September 30, 2009



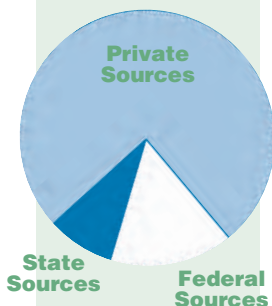
The New York State Small Business Development Center is a geographically dispersed integrated network of higher education-based service centers charged with assisting entrepreneurs, small businesses, and industry through counseling, training, and research. Since its founding in 1984, the SBDC has worked with more than 302,000 clients, helped them acquire and invest more than \$4 billion in private and public funding in their businesses, and helped create and save more than 141,000 jobs in New York State.

# Client Project -Funding/Investment by Sector

July 1, 1984 - September 30, 2009

## Note:

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



## ▶ PRIVATE FUNDING BY MAJOR SOURCES

A. R. Factoring	\$ 8,004,297
Commercial Banking	\$ 1,247,458,542
Equity	\$ 889,897,010
Private Investor	\$ 316,244,796
Personal Collateral	\$ 163,044,609
Technology License	\$ 1,626,000
Private Surety Bonding	\$ 9,739,400
Venture Capitalist	\$ 163,670,400
Other	\$ 218,174,722
<b>Total for Private Sources</b>	<b>\$ 3,017,859,776</b>

## ▶ STATE FUNDING BY MAJOR SOURCES

Science and Technology Foundation	\$ 4,018,743
Job Development Authority – Rural Development Loan	\$ 840,743
Job Development Authority – Direct Loan	\$ 6,028,350
Urban Development Corporation	\$ 5,416,282
UDC-Minority Revolving Loan Fund	\$ 1,550,000
New York Business Development Corporation	\$ 3,833,260
Employee Skills Grant	\$ 1,471,000
Revolving Loan Funds	\$ 15,236,690
Industrial Development Agency	\$ 72,487,125
Local Development Corporation	\$ 66,386,450
Local Government Contracts	\$ 8,507,562
Industrial Revenue Bonds	\$ 10,490,113
State Government Contracts	\$ 10,549,565
Excelsior Linked Deposit Program	\$ 1,529,796
DOT Loan/Bond Programs	\$ 1,286,000
World Trade Center Revolving Loan Fund	\$ 4,687,300
State Surety Bonding	\$ 10,101,500
<b>Total for State Sources</b>	<b>\$ 223,579,736</b>

## ▶ FEDERAL FUNDING BY MAJOR SOURCES

HUD Community Block Grant	\$ 17,488,445
Economic Development Administration	\$ 21,910,696
Farmers Home Administration	\$ 1,522,381
Vocational Education Services for Individuals with Disabilities	\$ 8,588,269
Small Business Administration 504 Loans	\$ 62,760,052
Small Business Administration Direct Loans	\$ 80,559,730
Small Business Administration Delta Loans	\$ 4,642,000
Small Business Administration Guarantee Loan	\$ 368,863,890
Small Business Investment Corporation	\$ 1,165,000
Federal Government Contracts	\$ 67,174,511
Federal Surety Bonds	\$ 1,895,000
Small Business Administration Disaster Loan	\$ 527,000
Small Business Administration Patriot Express	\$ 779,550
<b>Total for Federal Sources</b>	<b>\$ 637,866,524</b>

## ▶ GRAND TOTAL

\$ 3,879,306,036

# New York State Tax Impact

October 1, 2008 - September 30, 2009

## ► SUMMARY OF REPORTED ACTIVITY (ONE YEAR):

Clients Counseled	13,015
Counseling Hours	104,194
Client Investments	\$ 245,277,872
Total Jobs Created and Saved	6,078

## ► SUMMARY OF IMPACT DERIVED (ONE YEAR):

Prorated Income from Jobs Created and Saved <sup>1)</sup>	\$ 283,623,792
State Income Tax Receipts <sup>2)</sup>	\$ 17,018,400
Sales Tax Receipts <sup>4)</sup>	\$ 18,866,112
State Taxes: Direct	\$ 35,884,512
Multiplier Effect <sup>6)</sup>	1.78

► STATE TAX IMPACT TOTAL \$ 63,874,431

# Federal Tax Impact

October 1, 2008 - September 30, 2009

## ► SUMMARY OF REPORTED ACTIVITY (ONE YEAR):

Clients Counseled	13,015
Counseling Hours	104,194
Client Investments	\$ 245,277,872
Total Jobs Created and Saved	6,078

## ► SUMMARY OF IMPACT DERIVED (ONE YEAR):

Prorated Income from Jobs Created and Saved <sup>1)</sup>	\$ 283,623,792
Federal Income Tax Receipts <sup>3)</sup>	\$ 47,736,612
Federal Sales Tax Receipts <sup>5)</sup>	\$ 4,716,528
Federal Taxes: Direct	\$ 52,453,140
Multiplier Effect <sup>6)</sup>	1.78

► FEDERAL TAX IMPACT TOTAL \$ 93,366,589

### Notes:

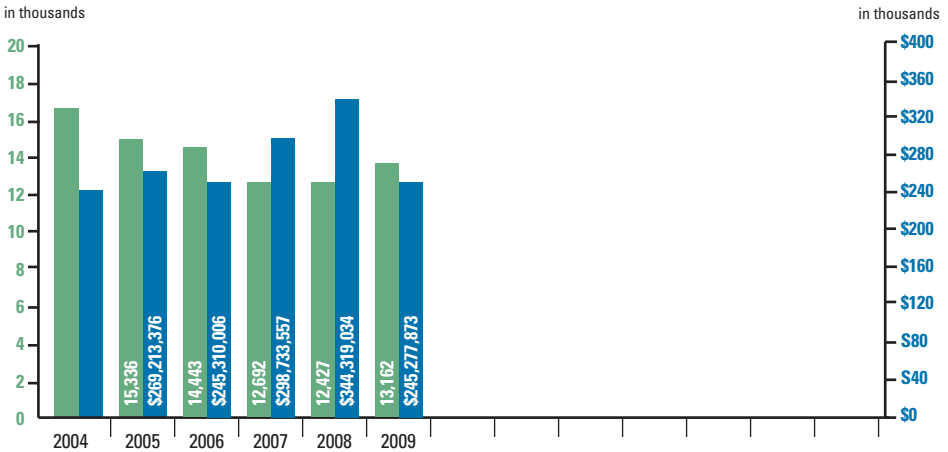
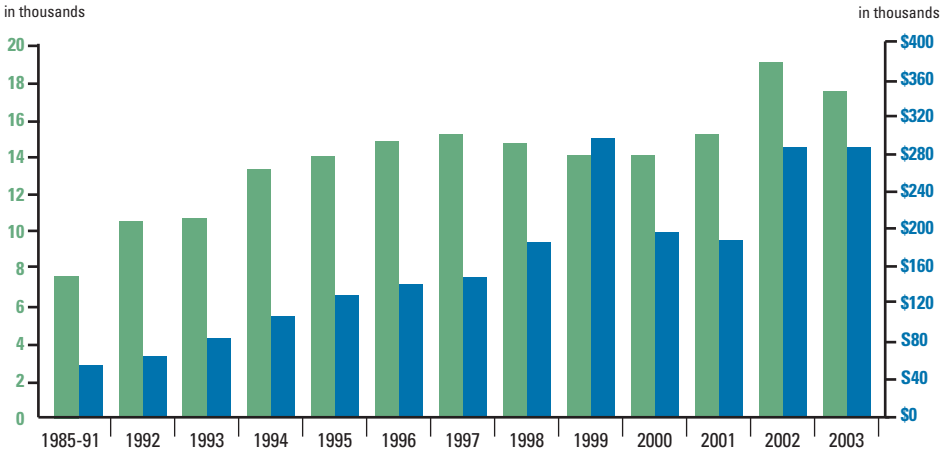
- 1) Based upon a median personal income of \$46,664 (2007)
- 2) State income tax on median personal income (\$2,800 x 6,078 jobs saved or created)
- 3) Federal income tax on median personal income (\$7,854 x 6,078 jobs saved or created)
- 4) State sales tax applied to net disposable income for consumer purchases (\$38,800 x .08 x 6,078 jobs saved or created)
- 5) Federal excise tax applied to net disposable income (\$38,800 x .02 x 6,078 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.

# NYSSBDC Historical Statistics

July 1, 1985 - September 30, 2008

## ► COUNSELING AND ECONOMIC IMPACT



**■ Clients Counseled (Total Clients Counseled - 275,923)**

**■ Client Investments (Total Client Investments - \$3,721,425,087)**

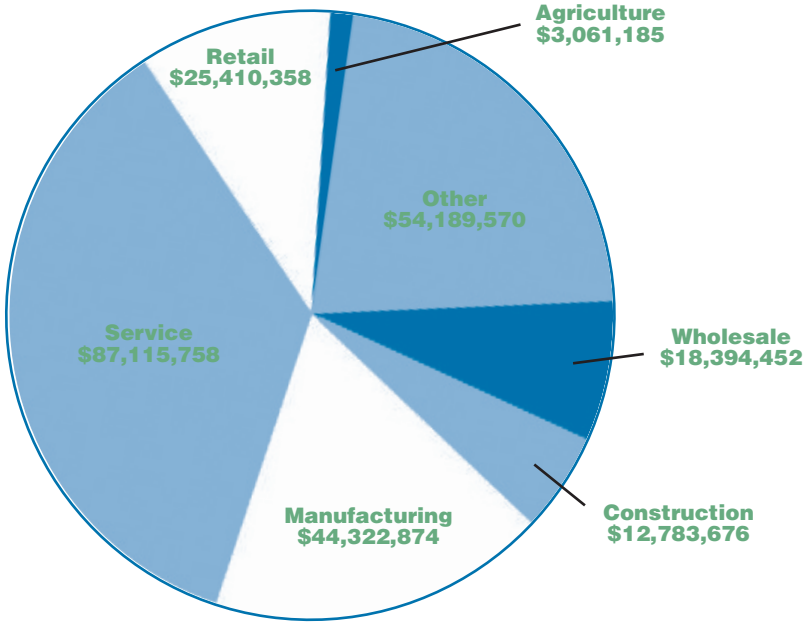
## ▶ TRAINING

CALENDAR YEAR	NUMBER OF EVENTS	NUMBER OF ATTENDEES	ATTENDEE TRAINING HOURS	MINORITY ATTENDEES	WOMEN ATTENDEES
1985	24	1,559	11,304	300	617
1986	102	4,855	30,772	684	1,851
1987	164	7,036	49,027	1,026	2,637
1988	307	10,505	75,113	2,005	5,035
1989	308	10,722	62,303	1,718	4,405
1990	276	9,345	55,756	1,648	4,874
1991	300	9,127	60,187	1,808	4,191
1992	338	12,135	64,906	2,280	5,506
1993	429	14,443	78,538	3,143	5,943
1994	397	14,547	76,939	3,052	5,593
1995	510	15,046	79,323	3,185	5,928
1996	563	16,640	74,501	2,941	6,629
1997	662	17,322	76,681	5,004	8,168
1998	559	14,299	58,125	3,266	6,171
1999	522	13,175	53,490	4,669	5,094
2000	594	19,618	81,642	3,038	10,121
2001	628	17,789	54,185	2,494	9,711
2002	708	17,551	57,146	3,530	6,809
2003	636	16,145	53,224	3,359	6,318
2004	773	19,307	55,280	4,786	8,059
2005	809	18,245	54,661	4,113	7,715
2006	836	18,341	54,701	4,255	8,720
2007	696	14,691	51,066	3,243	6,349
2008	644	13,465	48,558	2,471	5,451
2009	659	15,744	62,976	3,316	5,757
<b>TOTALS</b>	<b>12,489</b>	<b>341,652</b>	<b>1,480,404</b>	<b>71,334</b>	<b>147,698</b>

# NYS SBDC Economic Impact Statistics

October 1, 2008 - September 30, 2009

## ▶ ANNUAL INVESTMENT BY SECTOR



## Veteran Impact

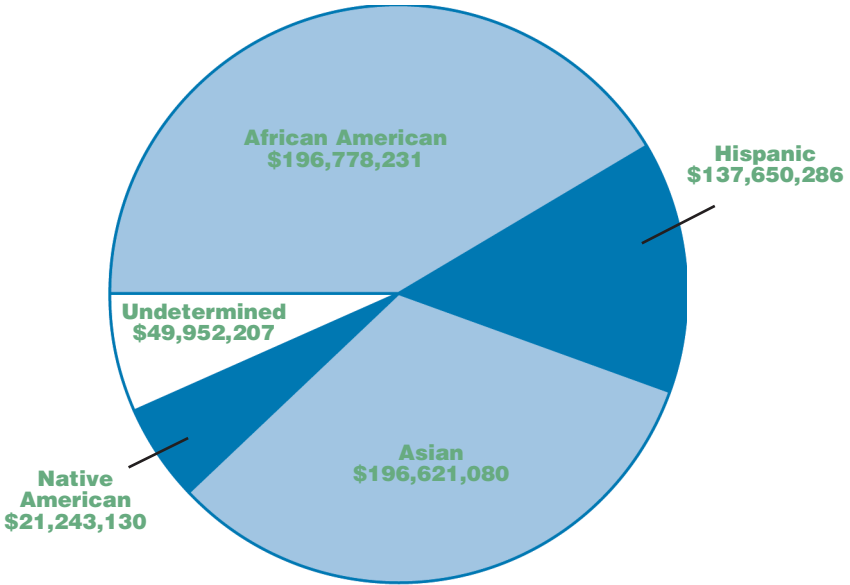
July 1, 1984 - September 30, 2009

MILITARY STATUS	INVESTMENT AMOUNT	PERCENT	JOB IMPACT	PERCENT
Vietnam Veteran	\$104,642,353	29%	3,975	27%
Non-Vietnam Veteran	\$242,266,519	68%	9,854	67%
Gulf War Veteran	\$10,389,456	3%	817	6%
<b>TOTAL</b>	<b>\$357,298,328</b>	<b>100%</b>	<b>14,646</b>	<b>100%</b>

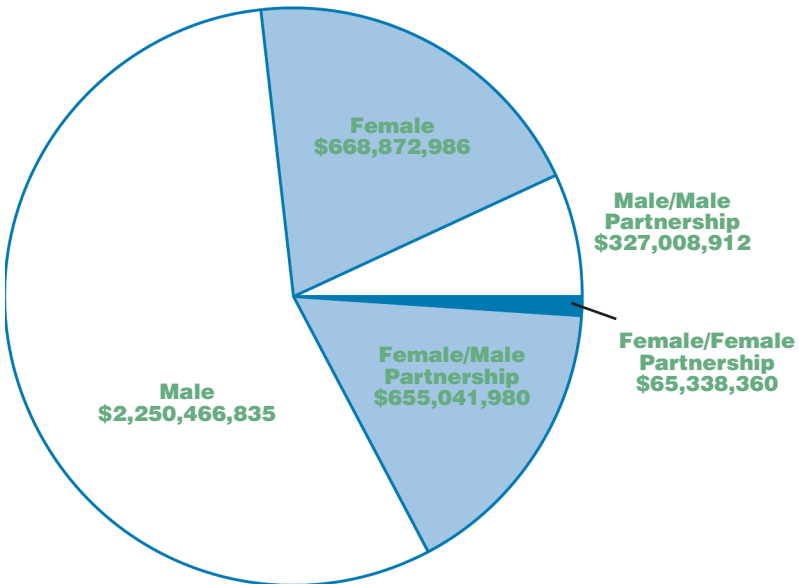
# NYS SBDC Economic Impact Statistics

Program Inception - September 30, 2009

## ▶ INVESTMENT AMOUNT BY MINORITY

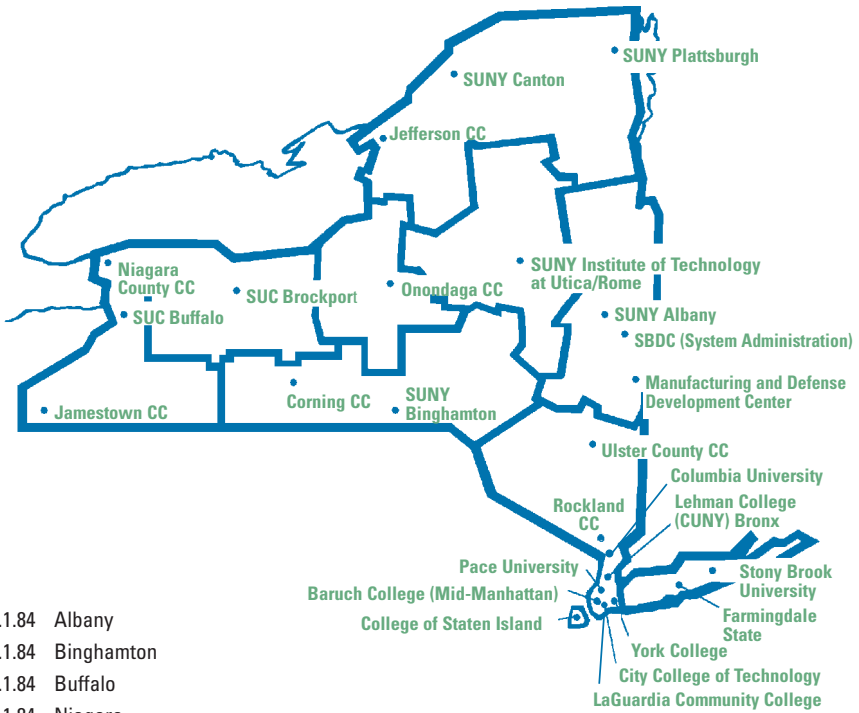


## ▶ INVESTMENT AMOUNT BY GENDER



# New York State Small Business Development Center

Below is a list of all 24 NYS 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	8.15.88	Stony Brook
10.1.85	Mid-Hudson (Ulster County Community College)	9.1.93	College of Staten Island (CUNY) / Staten Island
4.1.86	Watertown	6.1.94	Manufacturing and Defense Development Center
7.1.86	Jamestown	9.1.94	Baruch College (CUNY) / Manhattan
7.1.86	Mohawk Valley (SUNYIT at Utica/Rome)	10.1.98	SUNY Canton
9.20.86	Syracuse	12.1.98	SUNY Plattsburgh
10.1.86	Pace University / Manhattan	11.1.00	Lehman College (CUNY) / Bronx
4.1.87	Corning	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	City College of Technology/Brooklyn
		1.15.09	Columbia University