

# Return on Investment



## Statistical Summary and Economic Analysis

October 1, 2010-September 30, 2011

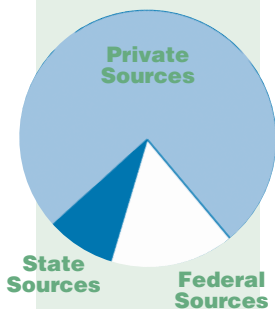
**The New York State Small Business Development Center is a geographically dispersed integrated network of higher education-based service centers charged with assisting entrepreneurs, small businesses, and industry through counseling, training, and research. Since its founding in 1984, the SBDC has worked with more than 341,000 clients, helped them acquire and invest more than \$4.5 billion in private and public funding in their businesses, and helped create and save nearly 154,000 jobs in New York State.**

# Client Project -Funding/Investment by Sector

July 1, 1984 - September 30, 2011

**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	\$ 1,406,748,198
Equity	\$ 1,088,916,355
Private Investor	\$ 381,036,377
Personal Collateral	\$ 176,083,430
Technology License	\$ 1,626,000
Private Surety Bonding	\$ 9,739,400
Venture Capitalist	\$ 165,305,400
Other	\$ 252,808,175
<b>Total for Private Sources</b>	<b>\$ 3,490,267,632</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	\$ 5,446,282
UDC-Minority Revolving Loan Fund	\$ 1,550,000
New York Business Development Corporation	\$ 43,368,717
Employee Skills Grant	\$ 1,509,000
Revolving Loan Funds	\$ 18,080,908
Industrial Development Agency	\$ 81,125,916
Local Development Corporation	\$ 78,020,940
Local Government Contracts	\$ 9,911,062
Industrial Revenue Bonds	\$ 9,690,113
State Government Contracts	\$ 11,256,521
Excelsior Linked Deposit Program	\$ 1,529,796
DOT Loan/Bond Programs	\$ 1,550,000
World Trade Center Revolving Loan Fund	\$ 5,487,300
State Surety Bonding	\$ 10,101,500
<b>Total for State Sources</b>	<b>\$ 289,515,891</b>

▶ **FEDERAL FUNDING BY MAJOR SOURCES**

HUD Community Block Grant	\$ 17,927,470
Economic Development Administration	\$ 23,354,696
Farmers Home Administration	\$ 1,562,381
Vocational Education Services for Individuals with Disabilities	\$ 8,801,869
Small Business Administration 504 Loans	\$ 71,824,277
Small Business Administration Direct Loans	\$ 80,638,230
Small Business Administration Delta Loans	\$ 4,642,000
Small Business Administration Guarantee Loans	\$ 391,132,145
Small Business Investment Corporation	\$ 1,165,000
Federal Government Contracts	\$ 70,254,941
Federal Surety Bonds	\$ 1,895,000
Small Business Administration Disaster Loans	\$ 675,300
Small Business Administration Patriot Express	\$ 1,223,400
<b>Total for Federal Sources</b>	<b>\$ 675,106,709</b>

▶ **GRAND TOTAL**

\$ 4,454,890,232

# New York State Tax Impact

October 1, 2010 - September 30, 2011

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

Clients Counseled	12,142
Counseling Hours	88,813
Client Investments	\$ 249,382,779
Total Jobs Created and Saved	6,407

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

Prorated Income from Jobs Created and Saved <sup>1)</sup>	\$ 321,765,947
State Income Tax Receipts <sup>2)</sup>	\$ 20,476,772
Sales Tax Receipts <sup>4)</sup>	\$ 22,342,490
State Taxes: Direct	\$ 42,819,262
Multiplier Effect <sup>6)</sup>	1.78

► **STATE TAX IMPACT TOTAL** \$ 76,218,286

# Federal Tax Impact

October 1, 2010 - September 30, 2011

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

Clients Counseled	12,142
Counseling Hours	88,813
Client Investments	\$ 249,382,779
Total Jobs Created and Saved	6,407

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

Prorated Income from Jobs Created and Saved <sup>1)</sup>	\$ 321,765,947
Federal Income Tax Receipts <sup>3)</sup>	\$ 50,275,729
Federal Sales Tax Receipts <sup>5)</sup>	\$ 5,585,623
Federal Taxes: Direct	\$ 55,861,352
Multiplier Effect <sup>6)</sup>	1.78

► **FEDERAL TAX IMPACT TOTAL** \$ 99,433,206

### Notes:

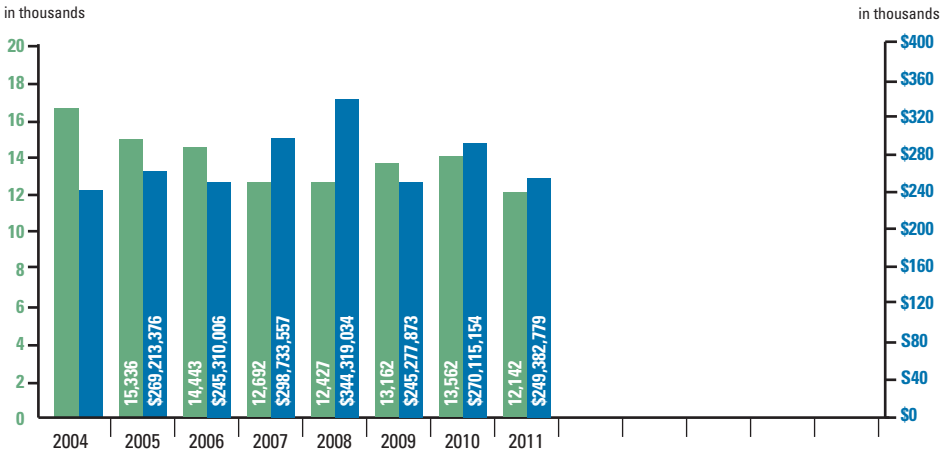
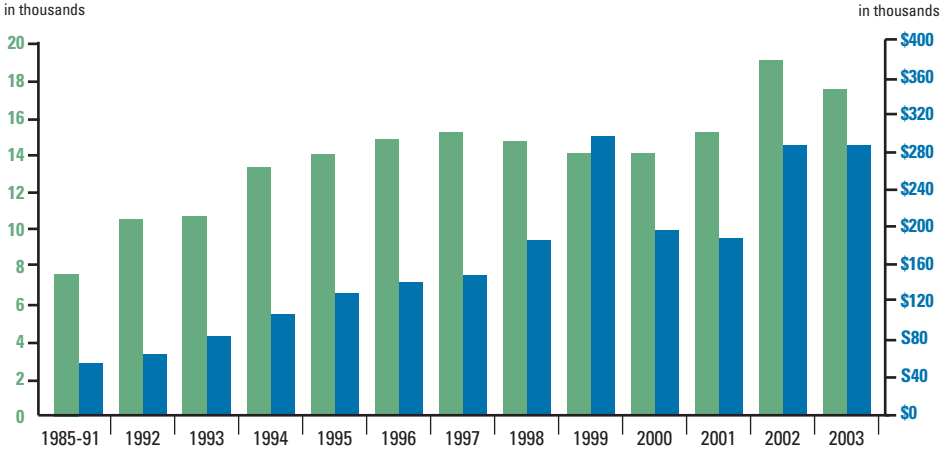
- 1) Based upon a median household income of \$50,221 (2009)
- 2) State income tax on median household income (\$3,196 x 6,407 jobs saved or created)
- 3) Federal income tax on median household income (\$7,847 x 6,407 jobs saved or created)
- 4) State sales tax applied to net disposable income for consumer purchases (\$43,590 x .08 x 6,407 jobs saved or created)
- 5) Federal excise tax applied to net disposable income (\$43,590 x .02 x 6,407 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, 2011

## ► COUNSELING AND ECONOMIC IMPACT



■ Clients Counseled (Total Clients Counseled - 315,672)  
■ Client Investments (Total Client Investments - \$4,468,401,393)

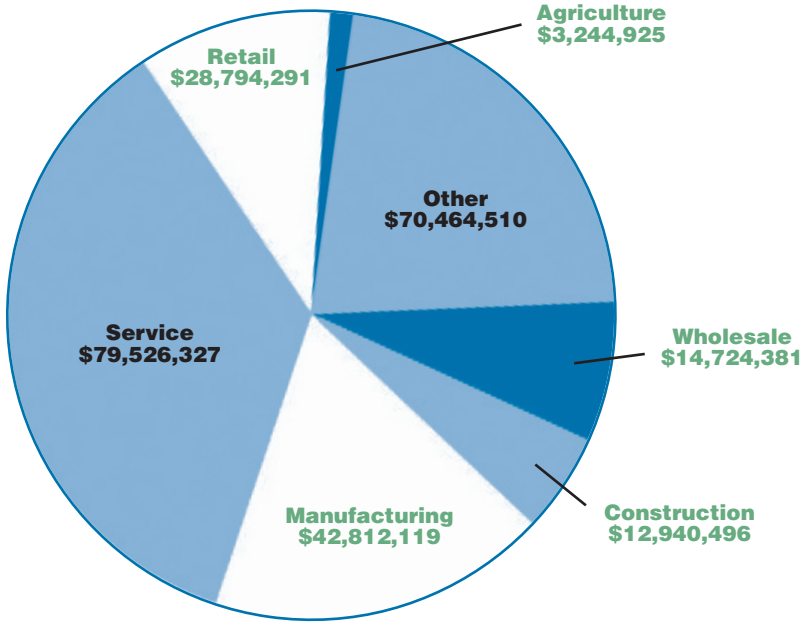
## ▶ TRAINING

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
2010	699	16,593	66,755	3,025	6,020
2011	731	17,057	64,134	2,991	5,820
<b>TOTALS</b>	<b>13,846</b>	<b>374,240</b>	<b>1,611,293</b>	<b>77,350</b>	<b>157,989</b>

# NYS SBDC Economic Impact Statistics

October 1, 2010 - September 30, 2011

## ▶ ANNUAL INVESTMENT BY SECTOR



## Veteran Impact

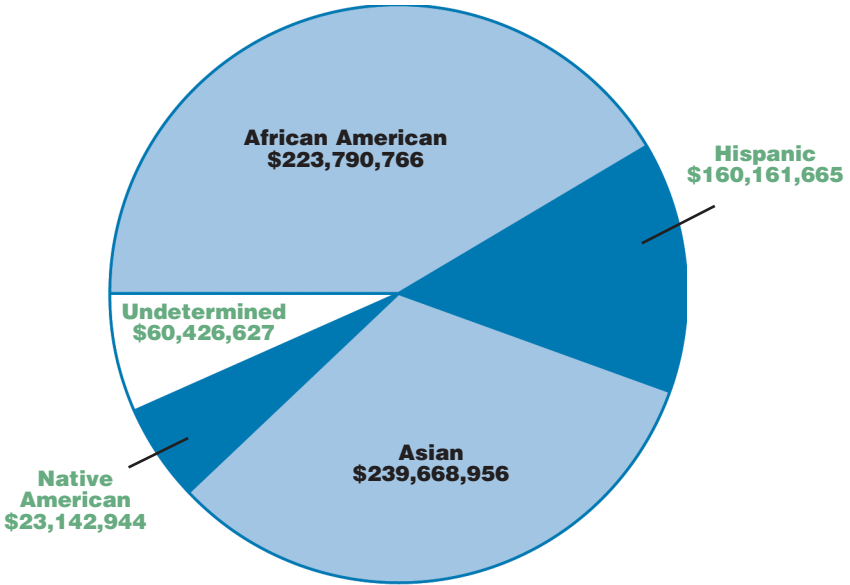
July 1, 1984 - September 30, 2011

MILITARY STATUS	INVESTMENT AMOUNT	PERCENT	JOB IMPACT	PERCENT
Vietnam Veteran	\$108,590,053	28%	4,113	43%
Non-Vietnam Veteran	\$279,364,802	72%	5,476	57%
Gulf War Veteran	\$11,372,756	3%	850	9%

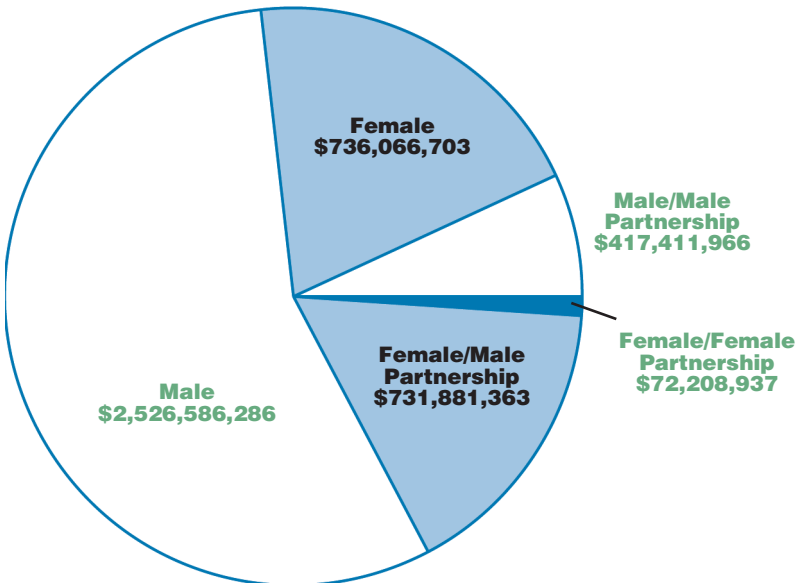
# NYS SBDC Economic Impact Statistics

Program Inception - September 30, 2011

## ▶ INVESTMENT AMOUNT BY MINORITY

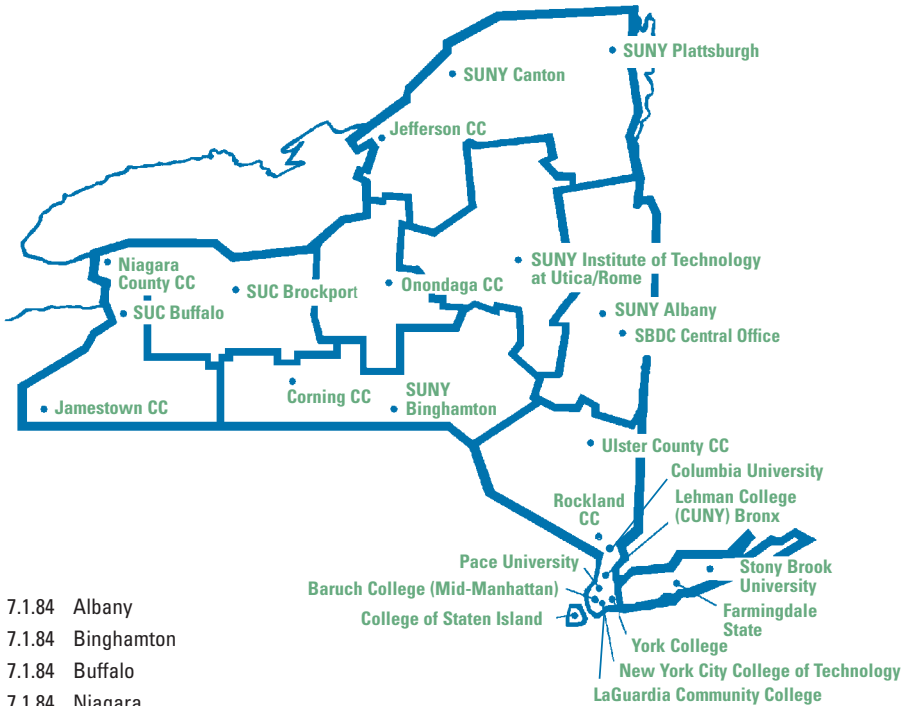


## ▶ INVESTMENT AMOUNT BY GENDER



# 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                                  |  |
| 10.1.85 Mid-Hudson (Ulster County Community College) |  |
| 4.1.86 Watertown                                     |  |
| 7.1.86 Jamestown                                     |  |
| 7.1.86 Mohawk Valley (SUNYIT at Utica/Rome)          |  |
| 9.20.86 Syracuse                                     |  |
| 10.1.86 Pace University / Manhattan                  |  |
| 4.1.87 Corning                                       |  |
| 4.1.87 Brockport / Rochester                         |  |
| 8.15.88 York College (CUNY) / Queens                 |  |
|  | 8.15.88 Stony Brook                                    |
|  | 9.1.93 College of Staten Island (CUNY) / Staten Island |
|  | 9.1.94 Baruch College (CUNY) / Manhattan               |
|  | 10.1.98 SUNY Canton                                    |
|  | 12.1.98 SUNY Plattsburgh                               |
|  | 11.1.00 Lehman College (CUNY) / Bronx                  |
|  | 10.1.01 LaGuardia Community College / Queens           |
|  | 1.1.08 Rockland Community College                      |
|  | 4.1.08 New York City College of Technology/Brooklyn    |
|  | 1.15.09 Columbia University                            |

[www.nyssbdc.org](http://www.nyssbdc.org)  
1-800-732-SBDC

