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

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

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

Total for Federal Sources $1,077,094,558

### DISASTER FUNDING
- **All Sources** $620,812,586

### 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

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

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

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10/21